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RESULTADOS

1° Trimestre de

2023



Muito Obrigado

Bernardo Lustosa



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Eduardo Mônaco

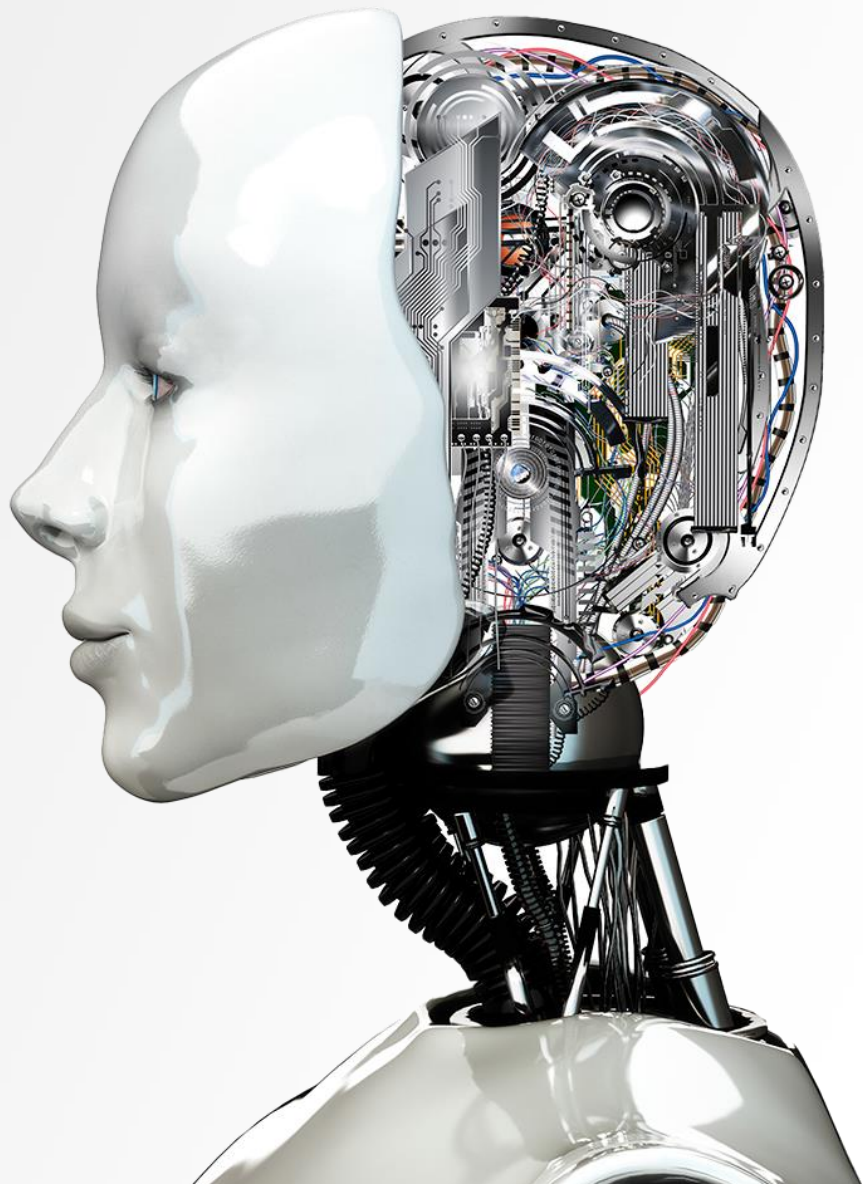
CEO



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Destques



BU E-commerce Global

- ✓ Investimentos em componentização refletindo vendas novas em segmentos digitais
- ✓ Vendas novas e pipeline alinhadas com plano de GTM (tickets, turismo e food delivery)
- ✓ Estudos para frentes em Emissor
- ✓ Internacional: foco em rentabilidade e redução de queima de caixa

BU App Fraud

- ✓ Nova versão do Score de Crédito
 - Melhora substancial de Ks
- ✓ Melhora nos componentes e soluções para fraude
 - Fraude laranja e validação de cartão de crédito cadastrado
- ✓ GTM
 - Reorganização e simplificação do portfólio de soluções
 - Mudanças nas estruturas focando em agilidade e flexibilidade

BU New Ventures

- ✓ Maximização de sinergias com Beta
- ✓ Estruturação de consultoria
- ✓ Teses
 - Embed Finance (PIX transacional, BNPL/PIX parcelado e Real Digital/ ID Digital)
 - Cybersecurity

ÁREA DE RISCOS

Otimização do uso de dados

GROWTH

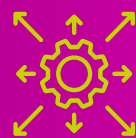
Cross-Sell: Key Accounts x BUs

CORPORATIVO

Captura de sinergias e eficiência; melhora na qualidade de infos; implementação de SAP no Int.

Destques financeiros e operacionais

Aceleração de crescimento anual de **Receita Líquida** no 1T23.



ARR Venda Nova
de R\$ 37,1 milhões

EBITDA Recorrente BR positivo em um trimestre sazonalmente fraco
Projeto de Equilíbrio no mercado internacional



Geração de R\$ 25,8 milhões
e Caixa Líquido de R\$ 414,8 milhões



R\$124,6 milhões
+18,2%

Crescimento anual de 34,4% do **ARR Venda Nova**.



Melhora anual de **R\$ 37 mn** em **EBITDA Recorrente**

Geração de **Caixa Operacional** no 1T23 e posição saudável de Caixa

RESULTADOS 1T23

Alexandre Mafra

CFO

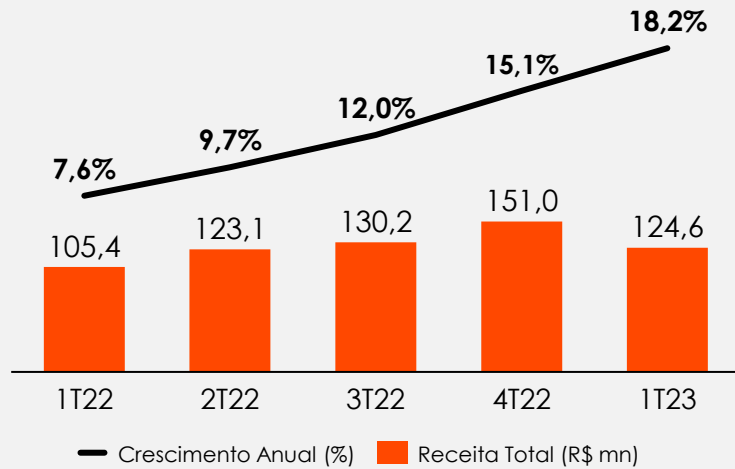


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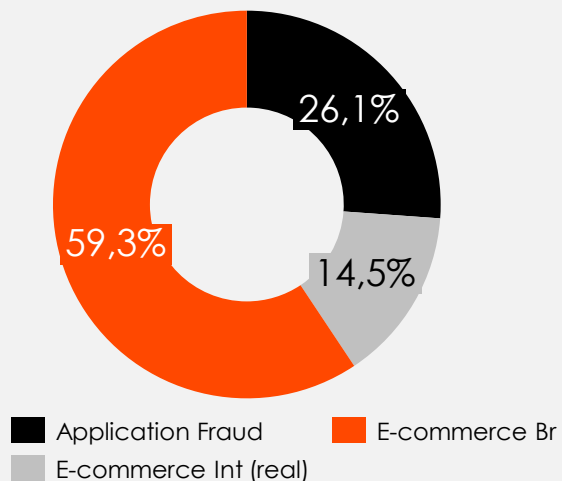
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RECEITA LÍQUIDA

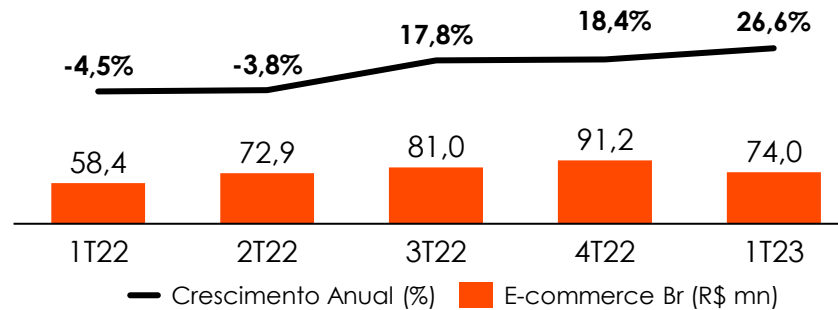
Receita Líquida Total



Representatividade – 1T23

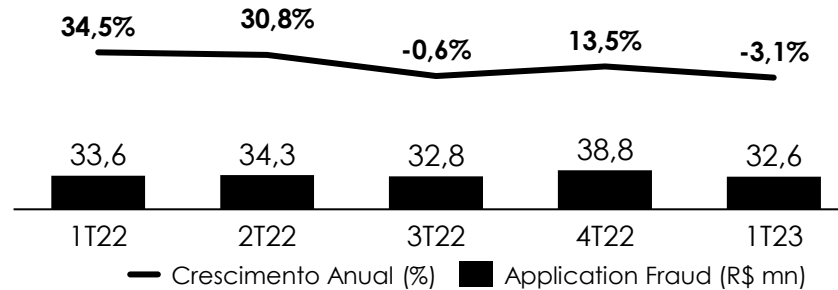


E-commerce Brasil



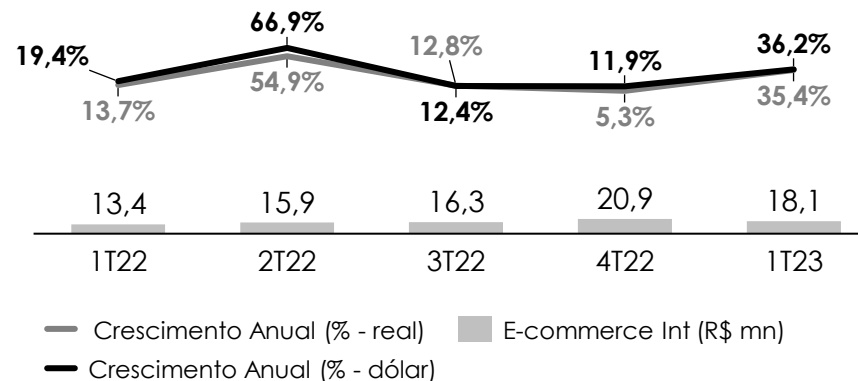
- Adição trimestral de 143 Clientes
- R\$ 6,6 mn de ARR Venda Nova
- Fraude sob Controle

Application Fraud



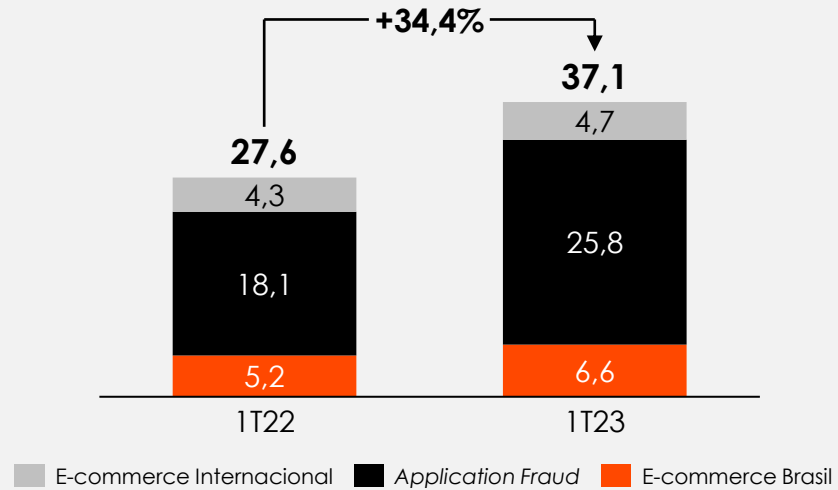
- R\$ 25,8 mn de ARR Venda Nova
- Rolagem de contratos
- Churn pontuais

E-commerce Internacional

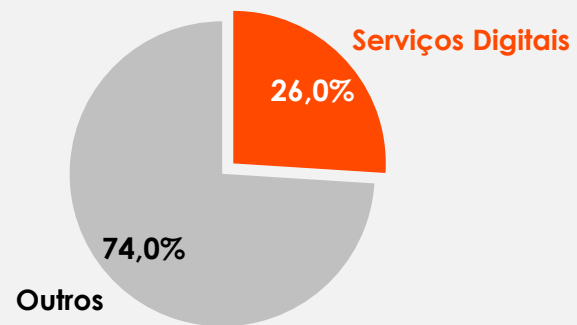


- Adição trimestral de 46 Clientes
- Aceleração de Crescimento frente base fraca, mesmo com churn forçado de alguns clientes

ARR¹ Venda Nova Total R\$ mn

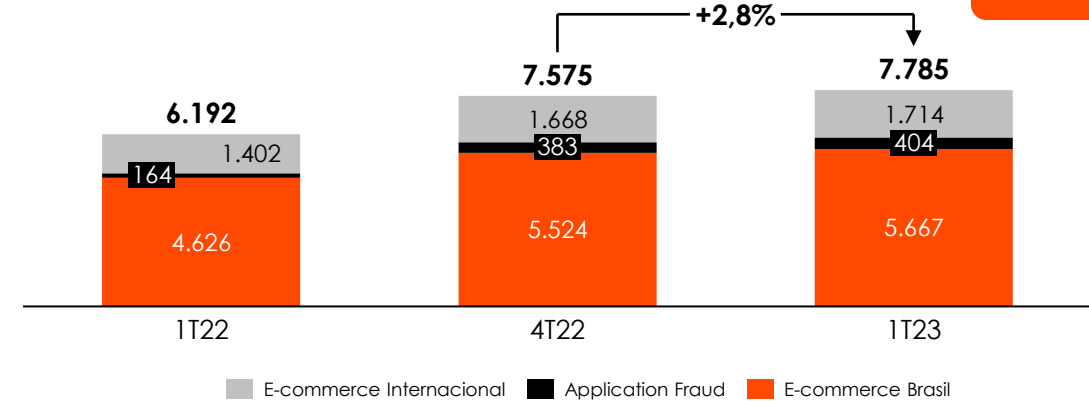


Distribuição ARR Venda Nova E-commerce BR



(1) Annually Recurring Revenue ou Receita Recorrente Anual.

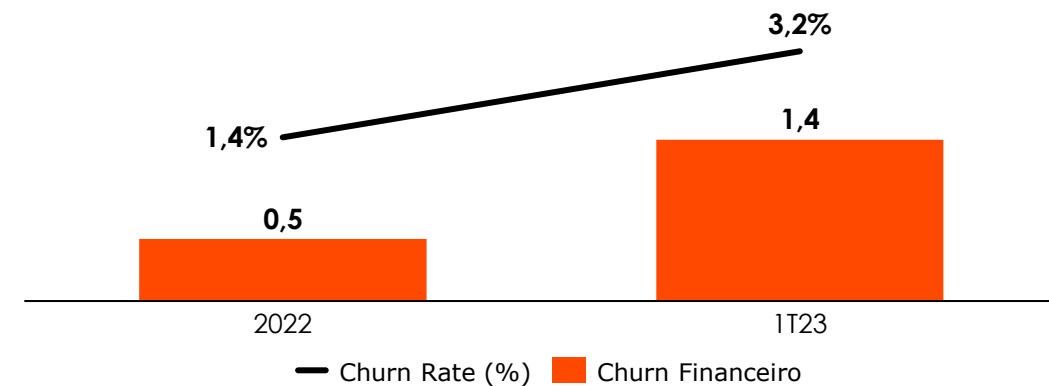
Clientes #, %



▲ +210 Clientes no Trimestre

Churn e Churn Rate Anualizado

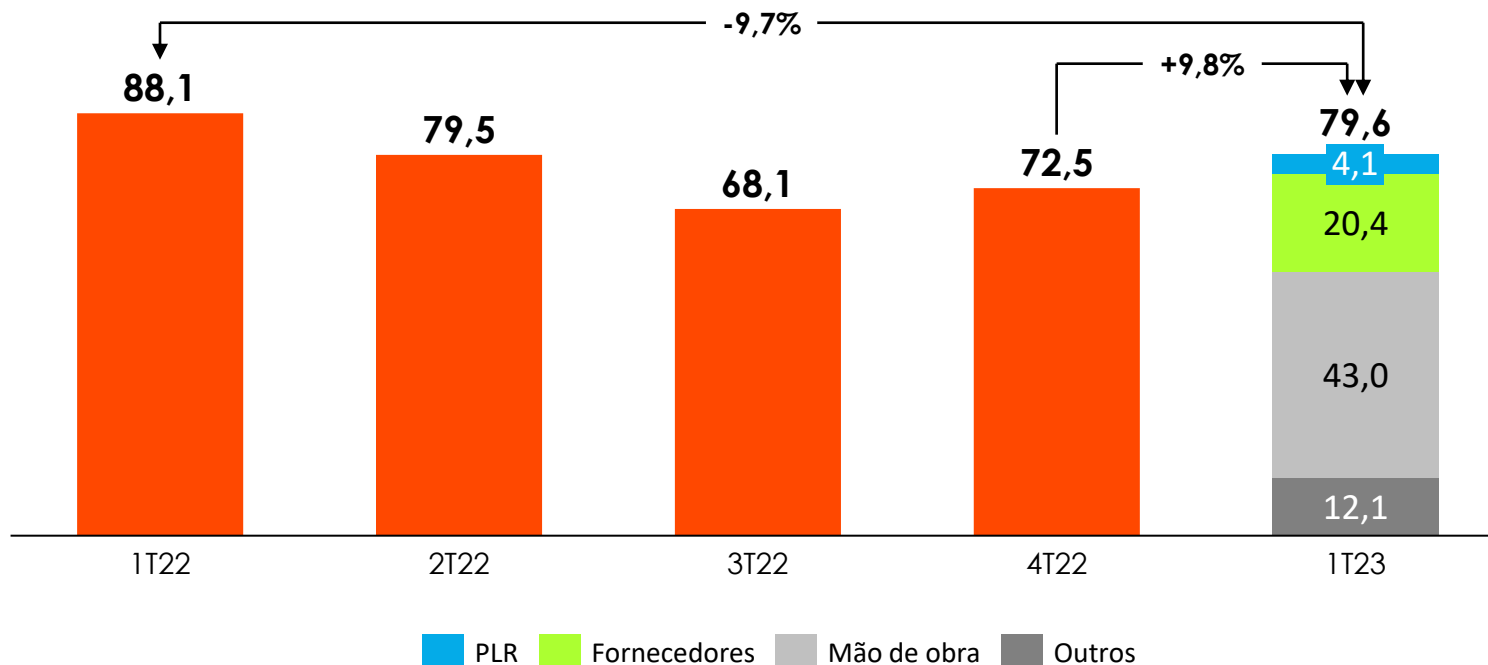
R\$ mn, %



Custos Recorrentes sem PLR caem 14,3% no ano vs. crescimento de receita de 18,2%

R\$ mn; %

Custos Recorrentes (ex depr.)



	YoY	
	Abs. (R\$mn)	%
Receita Líq.	+19,2	+18,2%
Custos totais	-8,5	-9,7%
Custos ex-PLR	-12,6	-14,3%
PLR	+4,1	n.a.
Fornecedores	-4,7	-18,9%
Mão de Obra	-11,0	-20,4%
Outros	+3,1	+35,1%

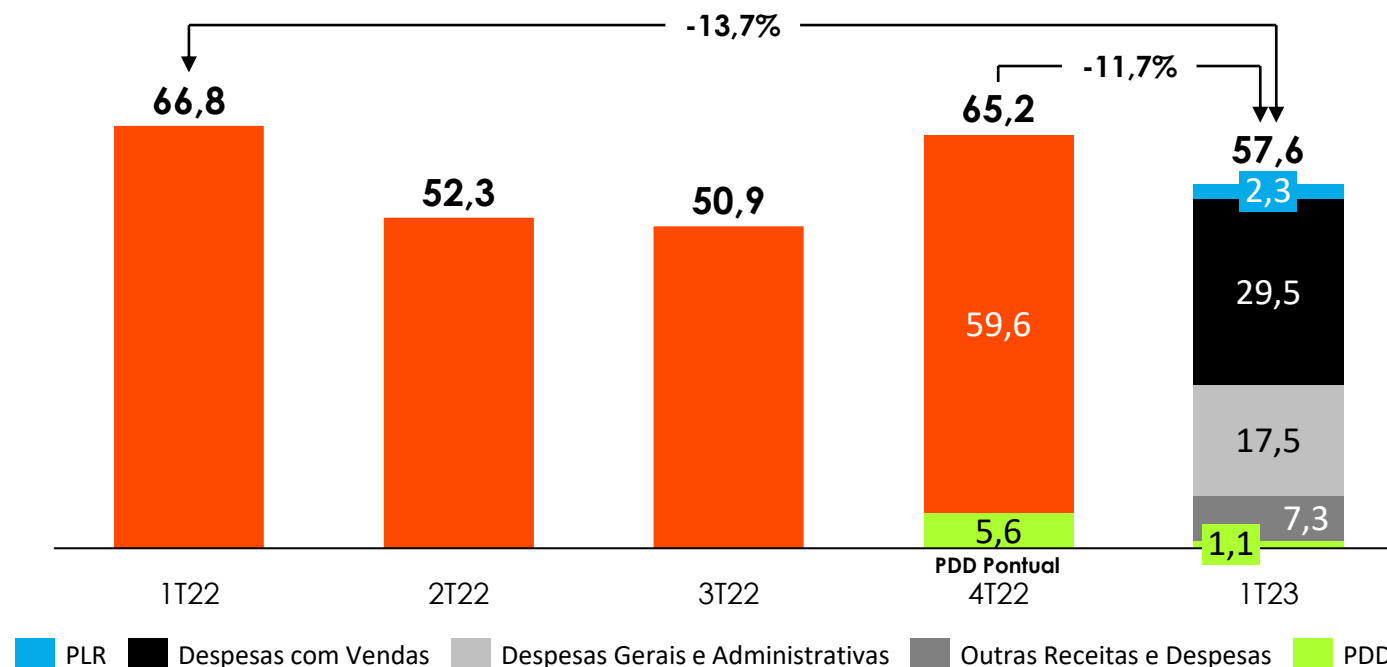
Limpeza de base de clientes não rentáveis no Internacional

Excluindo reclassificação contábil

Despesas Recorrentes sem PLR caem 17,1% no ano vs. crescimento de receita de 18,2%

R\$ mn; %

Despesas Recorrentes (ex depr.)



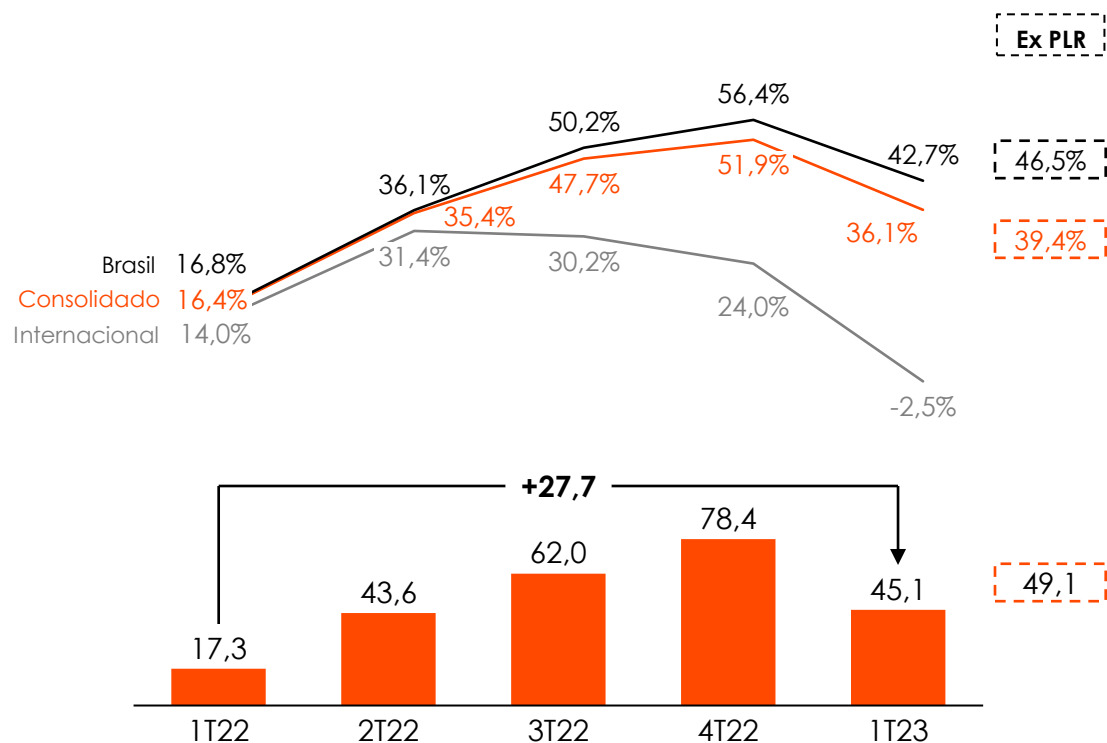
	YoY	
	Abs (R\$ mn)	%
Receita Líq.	+19,2	+18,2%
Despesas totais	-9,2	-13,7%
Despesas ex-PLR	-11,4	-17,1%
PLR	+2,3	n.a.
Vendas	-1,2	-3,8%
PDD	+1,1	n.a.
Gerais e Adm.	-10,4	-37,3%
Outras	-1,0	-12,5%

Excluindo reclassificação contábil

EBITDA Recorrente BR positivo em um trimestre sazonalmente fraco Projeto de Equilíbrio no mercado internacional

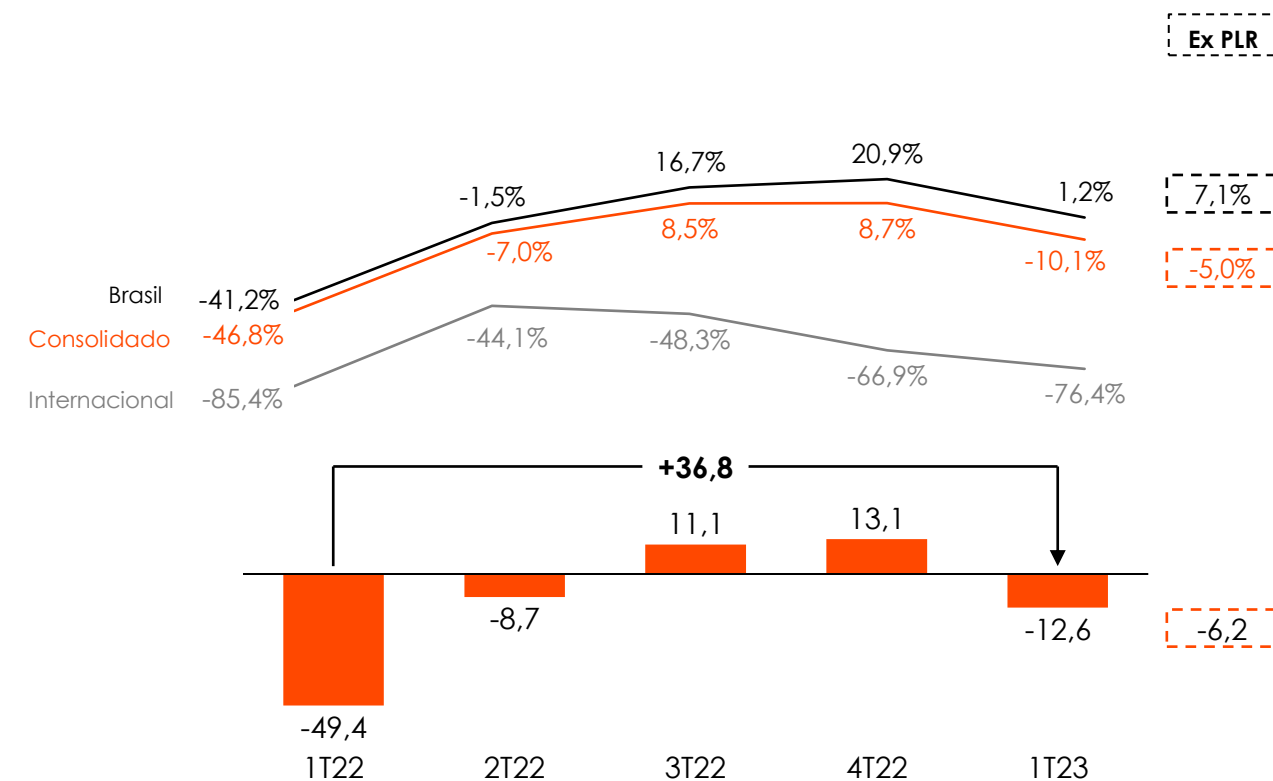
R\$ mn; %

Lucro Bruto e Margem Bruta Recorrentes¹



R\$ mn; %

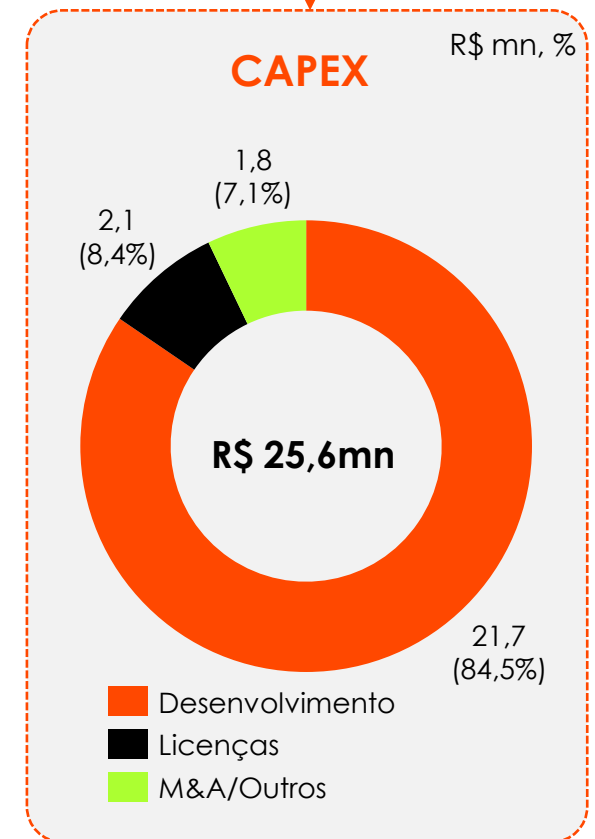
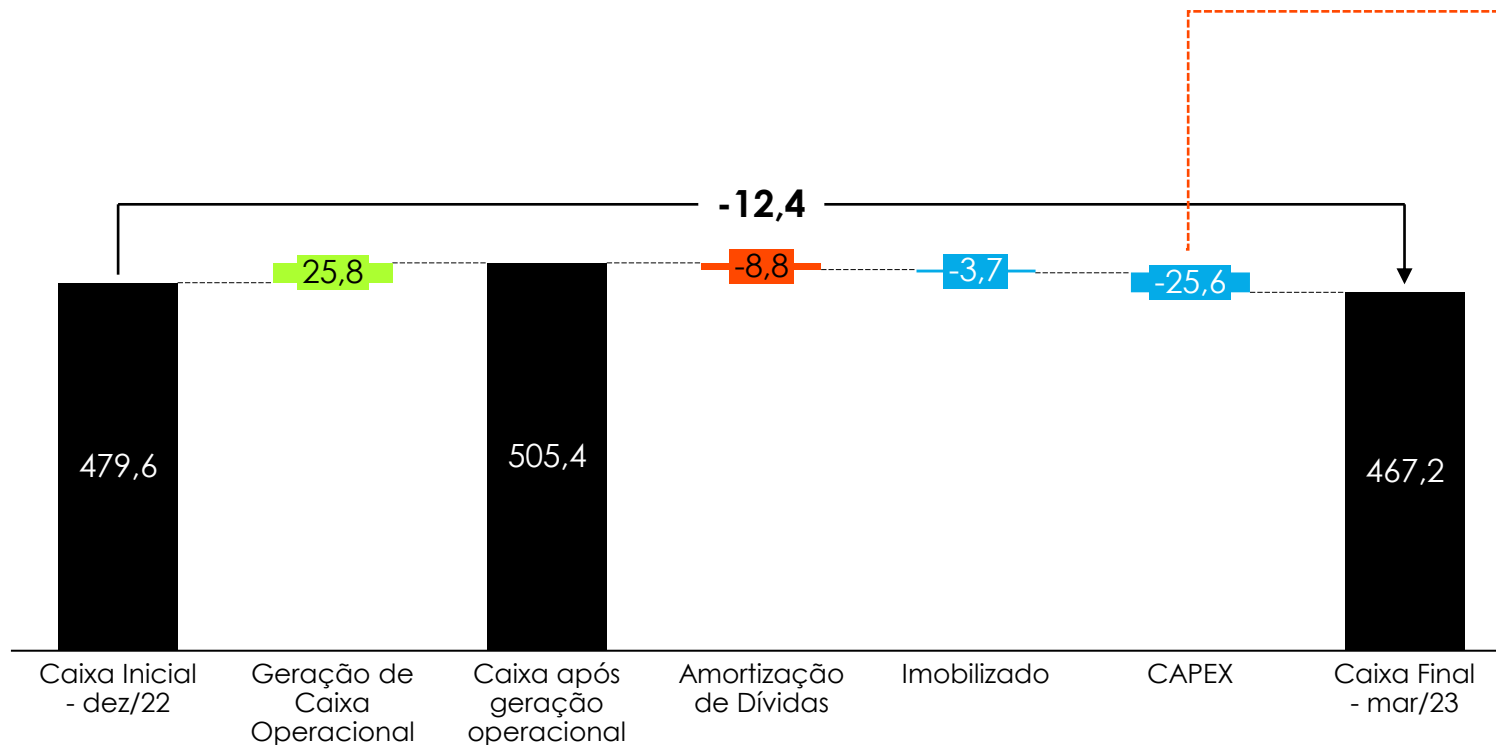
EBITDA Recorrente e Margem EBITDA Recorrente²



(1) Ajustes de: Rescisões (2022 e 2023), sem depreciação (2022 e 2023); (2) Ajustes de Rescisões (2022 e 2023), Aquisição Patente Internacional (2022), Ajuste ISS (2022), Devolução do prédio (2022), Incentivo de Longo Prazo (2022 e 2023) e Baixa de imobilizados (2023)

FLUXO DE CAIXA e CAPEX

Geração de caixa operacional de R\$ 25,8 milhões¹



MENSAGEM FINAL

Eduardo Mônaco
CEO



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**Conclusão do processo de
transição de gestão**



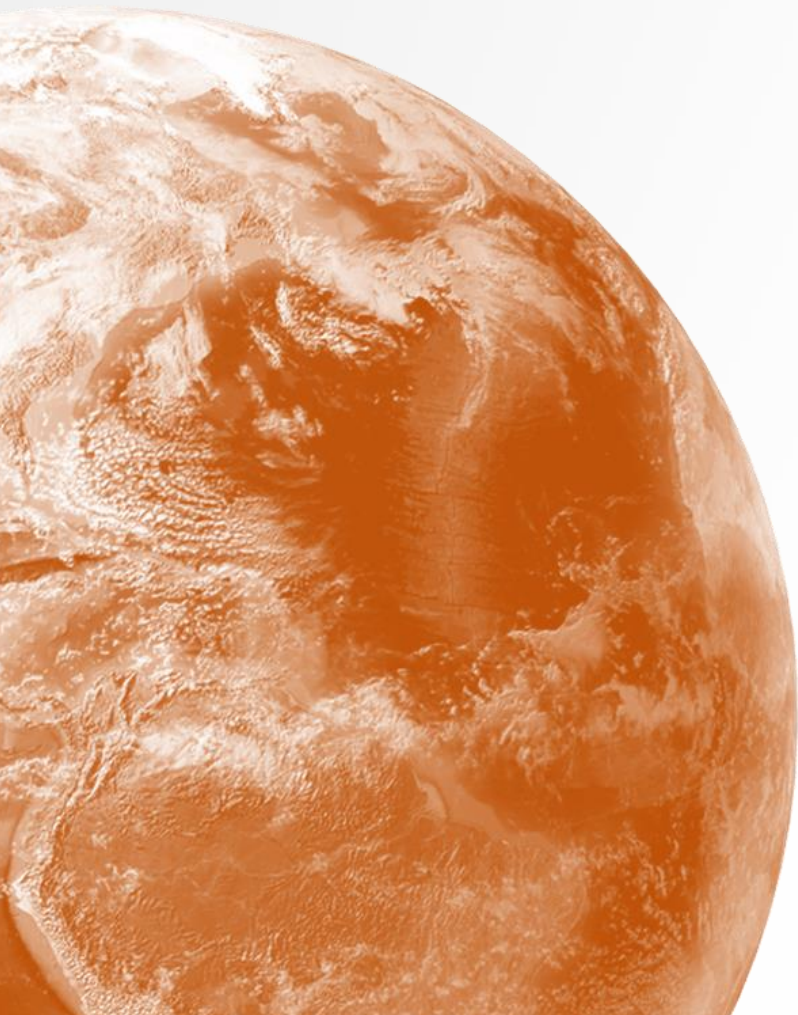
**Reorganização por BUs com
benefícios perceptíveis**



**Crescimento anual de receita de 18,2%
Rentabilidade *on track* no Brasil
Projeto de Equilíbrio no Internacional**



**Geração de caixa Operacional de
R\$ 25,8 mn**





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Q&A



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RESULTS

1st Quarter of
2023





Thank You!

Bernardo Lustosa



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Eduardo Mônaco

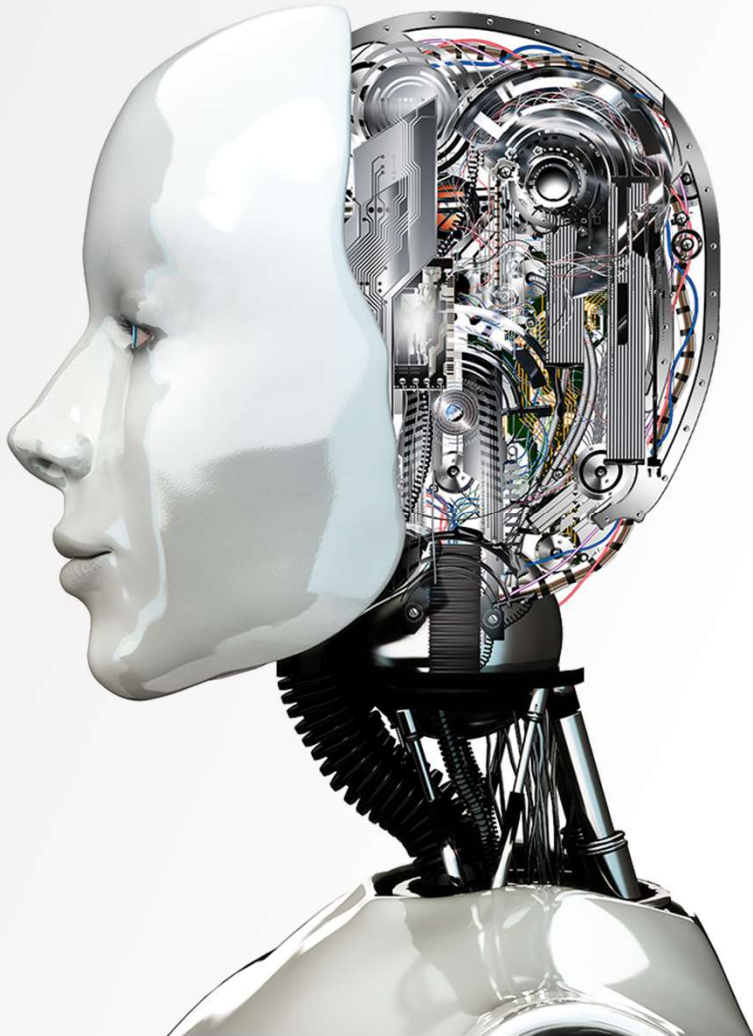
CEO



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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

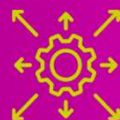
Cross-Sell: Key Accounts x BUs

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



ARR New Sales of R\$37.1 million

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



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



R\$124.6 million +18.2%

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



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

Operational cash generation in 1Q23 and healthy cash position

1Q23 RESULTS

Alexandre Mafra

CFO

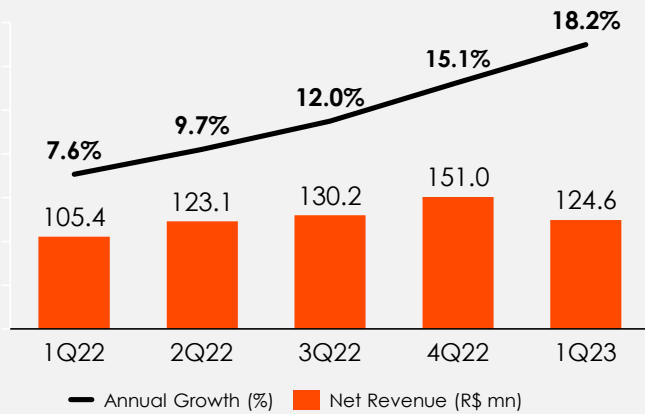


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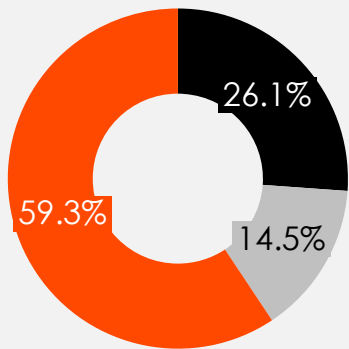
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Net Revenue

Total Net Revenues

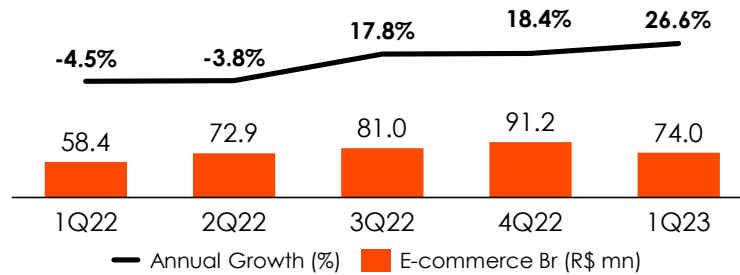


Revenues Breakdown – 1T23



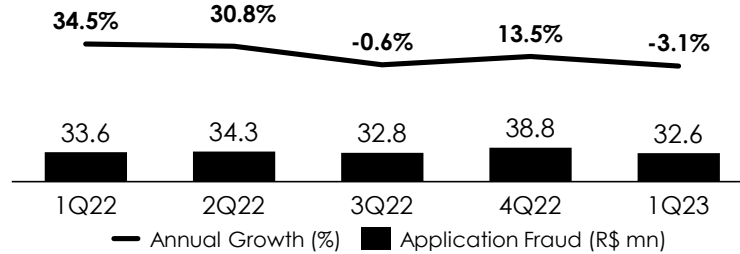
■ Application Fraud ■ E-commerce Int (R\$) ■ E-commerce Br

E-commerce Brazil



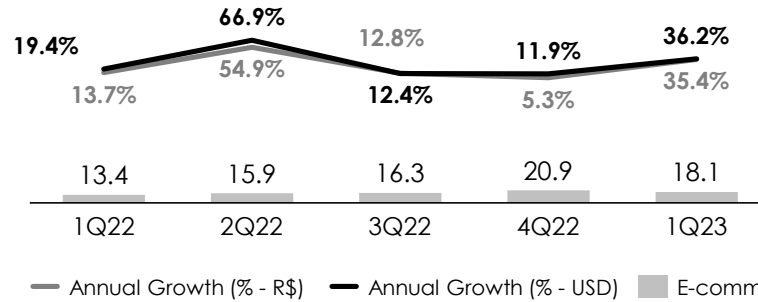
- Customer net add off 143
- ARR new sales of R\$ 6.6 mn
- Fraud under control

Application Fraud



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

E-commerce International

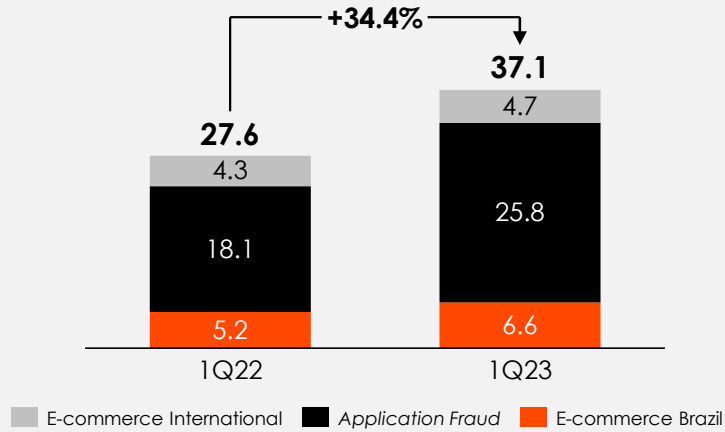


- Customer net add of 46
- Growth acceleration on easy-comps, even with the forced churn of customers

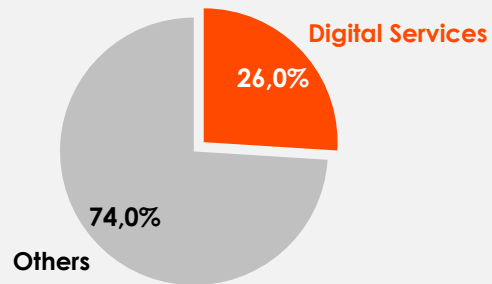
Operating Indicators

ARR¹ New Sales

R\$ mn



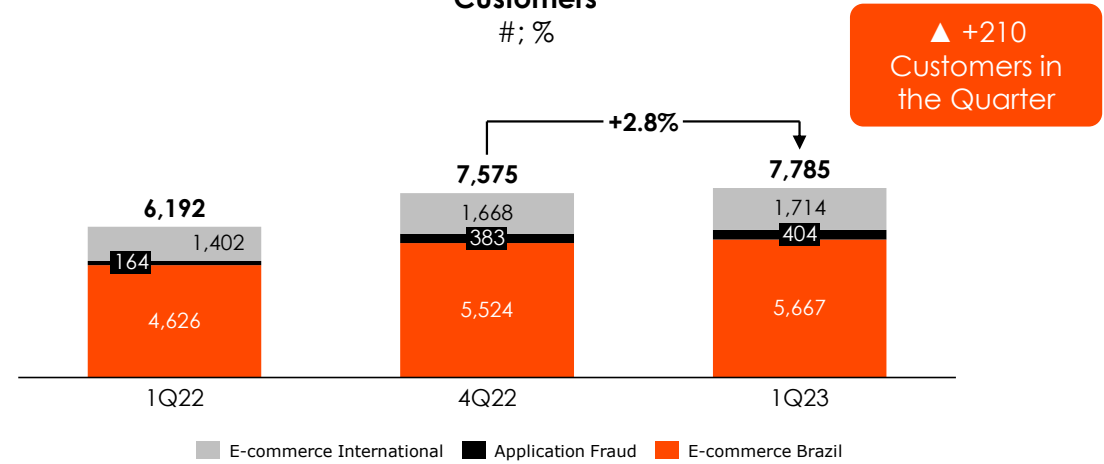
BR E-commerce ARR New Sales



(1) Annually Recurring Revenue

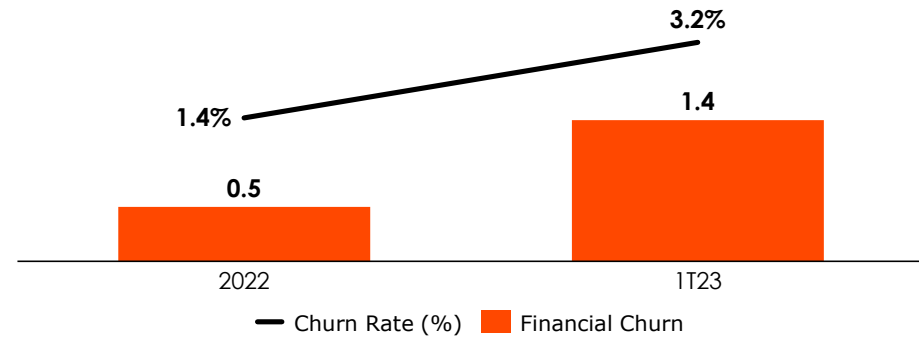
Customers

#; %



Annualized Churn e Churn-rate

R\$ mn; %

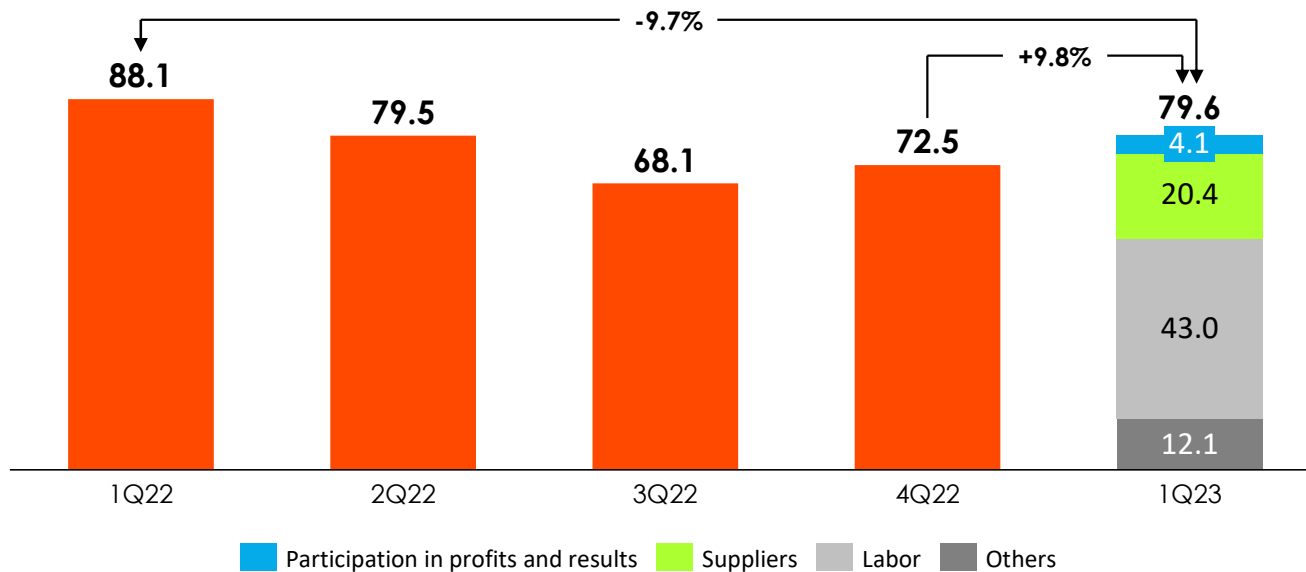


RECURRING COSTS

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

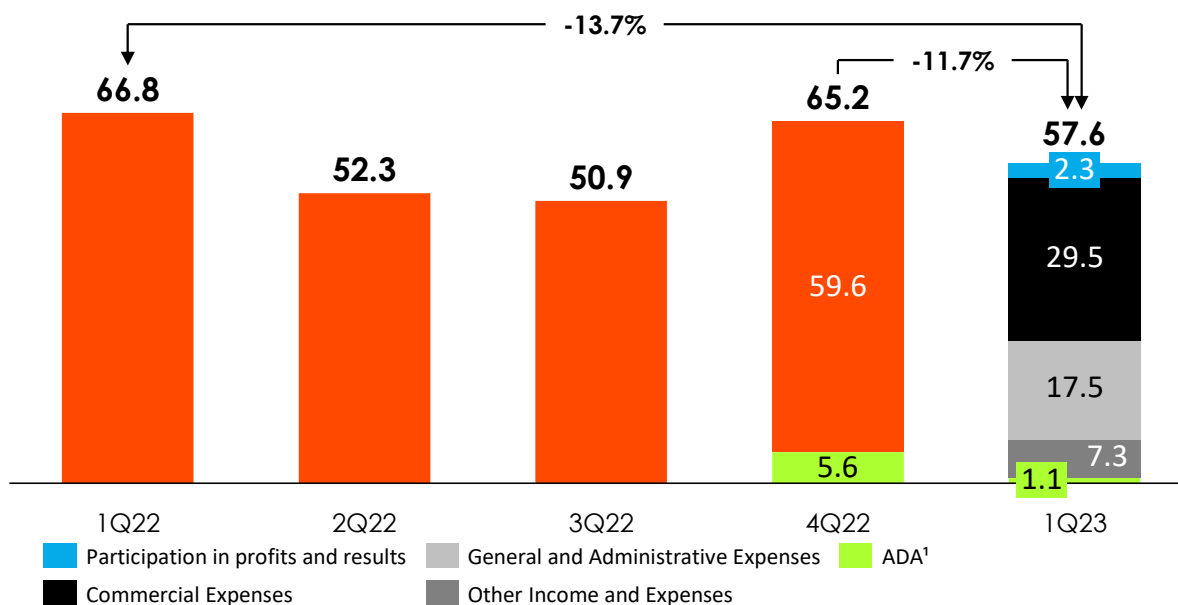
*Recurring adjustments: adjustments of Termination (2022 and 2023) and excluding depreciation

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

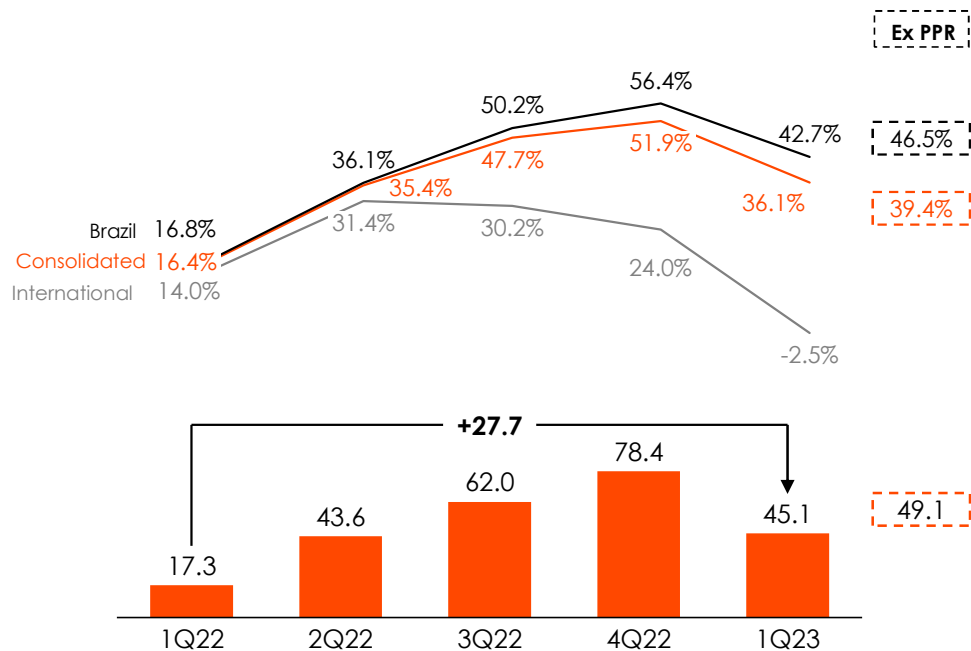
*Recurring adjustments: adjustments of: Termination (2022 and 2023), International Patent Acquisition (2022), ISS Adjustment (2022), Return of the building (2022), Long-Term Incentive (2022 and 2023), Write-off of fixed assets (2023) and without depreciation (2022 and 2023)

1) Allowance for Doubtful Accounts (ADA)

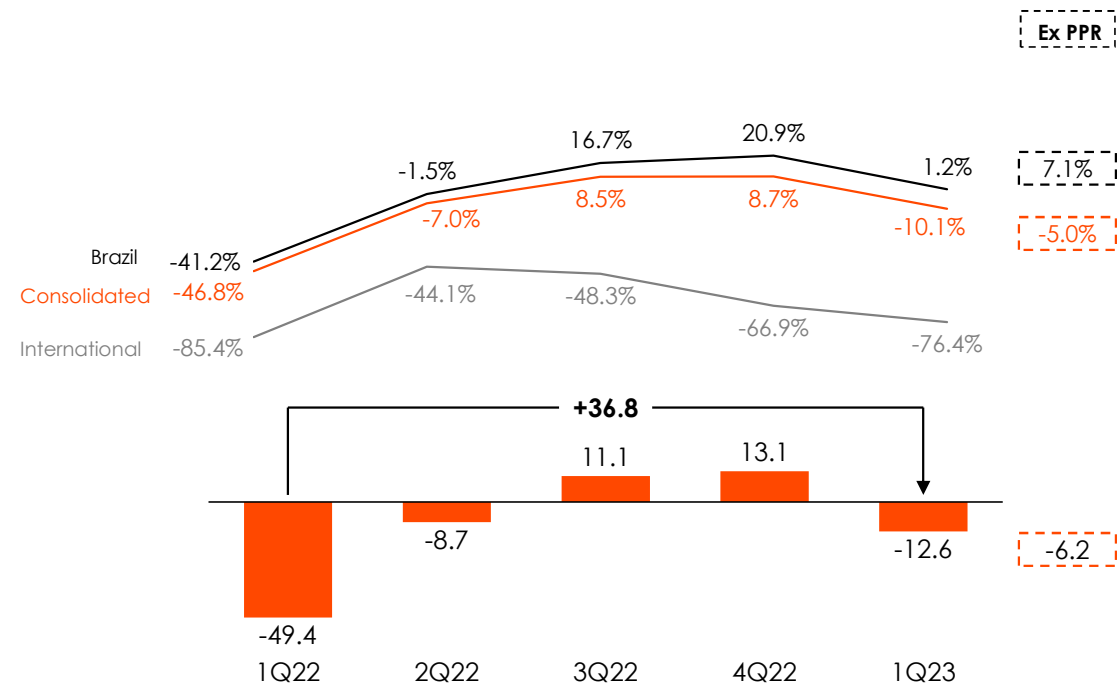
RECURRING GROSS PROFIT AND EBITDA

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

Recurring Gross Profit and Gross Margin¹



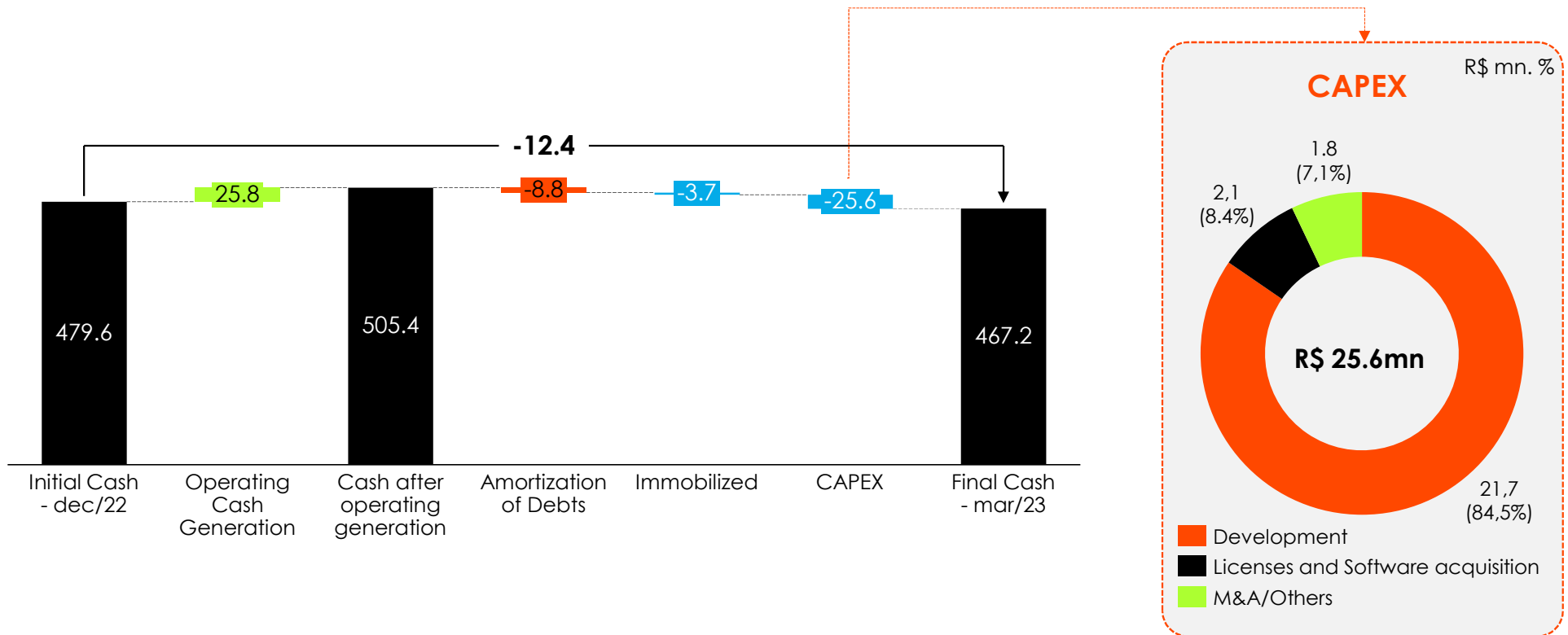
Recurring EBITDA and EBITDA Margin²



(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