

# APRESENTAÇÃO DE RESULTADOS

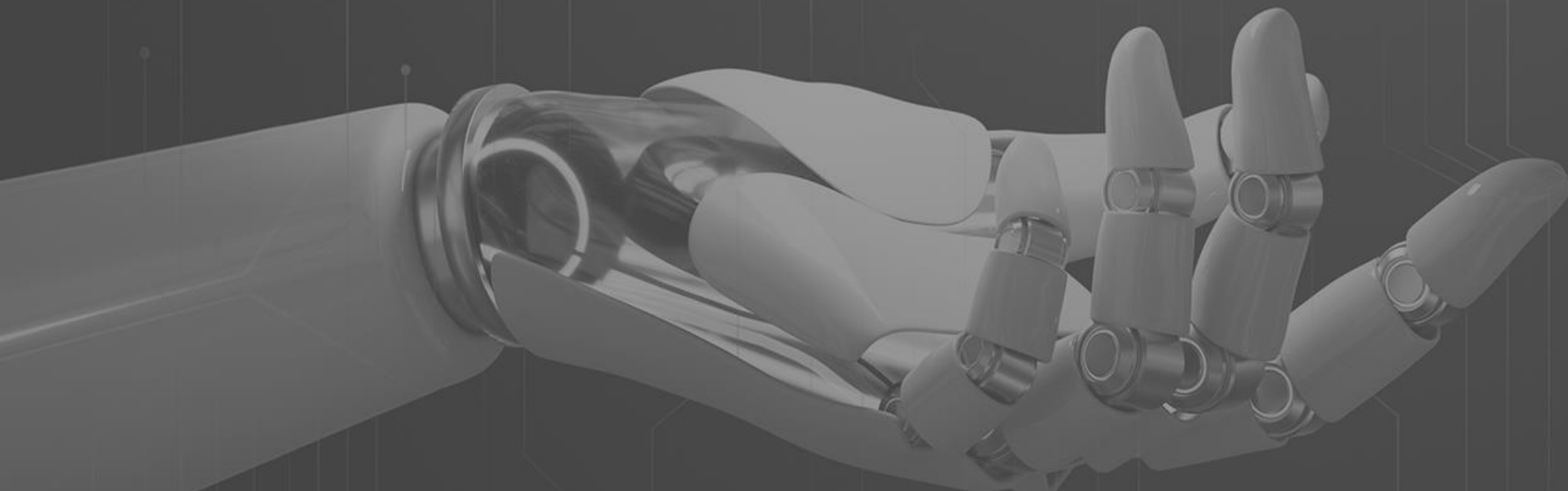
# 1T24

14 de Maio de 2024



**EDUARDO  
MÔNACO  
(CEO)**

**DESTAQUES ESTRATÉGICOS  
1T24**



## Estratégia

Somos **parceiros e colaboramos** com a nossa expertise única para resolver a fraude em **qualquer mercado e método de pagamento.**

Qualquer segmento de mercado e região e qualquer método de pagamento

Combinação de componentes tecnológicos e modelos de gestão adaptáveis e escaláveis para cada dor



Colaboração, flexibilidade, agilidade e adaptação



Maior parque de componentes tech para o ambiente de risco



Dominância em dados (efeito de rede, neutralidade)



Especialistas em gestão de risco com conhecimento único de fraude



Reputação ClearSale

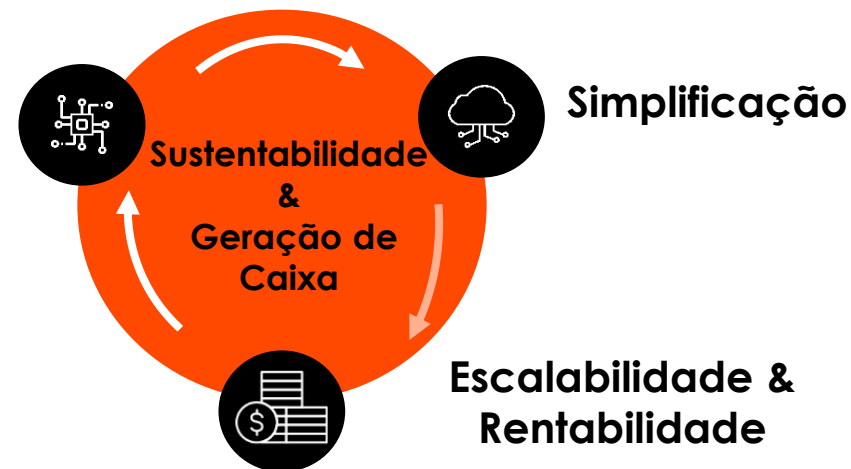
### VIABILIZANDO A CRIAÇÃO CRIAÇÃO DE NOVOS PRODUTOS

Score de Crédito, ThreatX, Laranja, R6, PIX....

### PARA DIVERSOS SEGMENTOS

Delivery, Tickets, Mobilidade, Mercado Financeiro, Seguros...

Diversificação



Queremos deixar a vida mais **segura em toda a jornada....**





A fraude é **dinâmica**,  
A fraude se **transforma**,  
Os fraudadores se **especializam**  
**e evoluem.**



Por isso, cada vez mais, é necessário nos **anteciparmos aos fraudadores**, aos atos maliciosos e criminosos, e **evoluirmos as nossas tecnologias no combate à fraude.**



ClearSale  
one step ahead\_



## Prioridades 2024

Fundamentos para uma  
Empresa de alto crescimento  
com geração de caixa



**Venda nova**

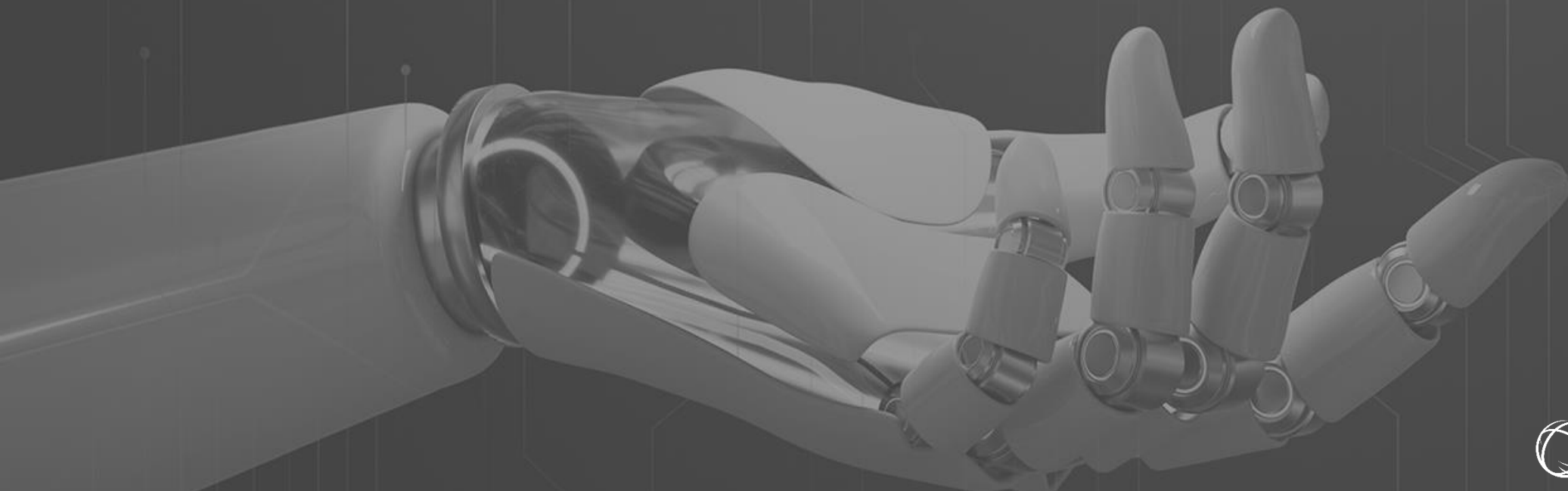


**Foco na gestão de caixa líquido**



**ALEXANDRE  
MAFRA  
(CFO)**

**RESULTADOS FINANCEIROS  
1T24**

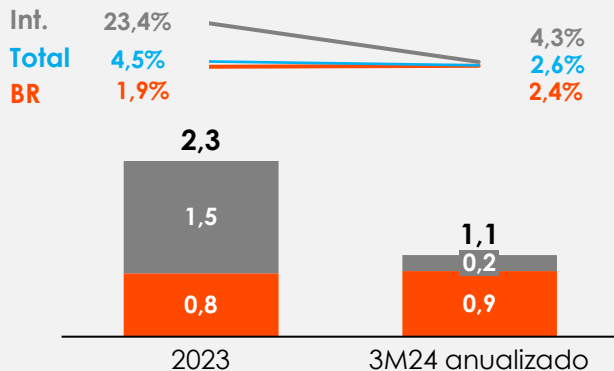


# INDICADORES OPERACIONAIS

## Churn e Churn Rate Anualizado

R\$ mn, %

Limpeza de Base no Internacional

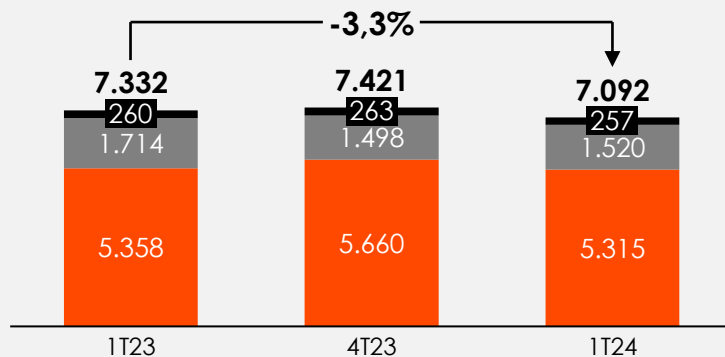


**Lifetime teórico**  
39 anos

■ Churn Financeiro Anualizado Int. ■ Churn Financeiro Anualizado BR

## Clientes

#, %

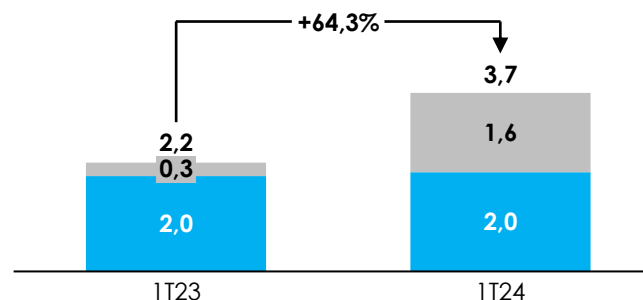


■ Clientes Application Fraud  
■ Clientes Transacional Internacional (e-commerce)  
■ Clientes Transacional Brasil (e-commerce)

## MRR Venda Nova

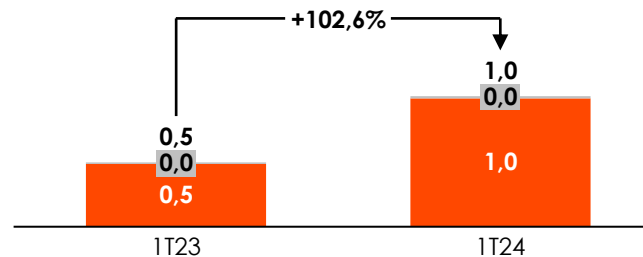
R\$ mn

### Total

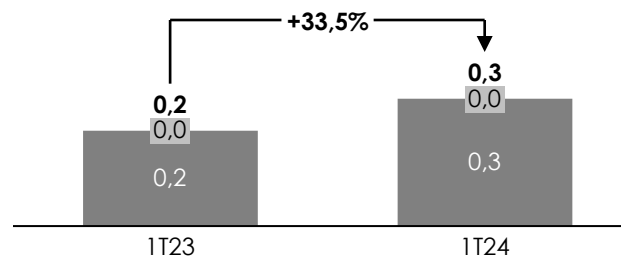


■ Recorrente não mensal  
■ Recorrente Mensal  
■ Transacional BR (e-commerce)  
■ Transacional Int. (e-commerce)  
■ Application Fraud

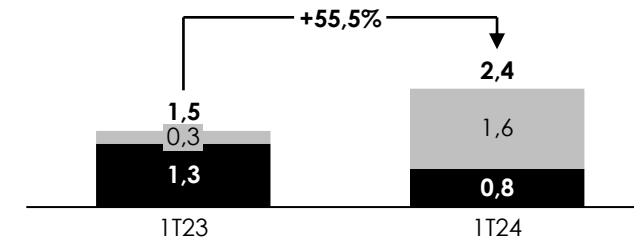
### Transacional Brasil (e-commerce)



### Transacional Internacional (e-commerce)



### Application Fraud

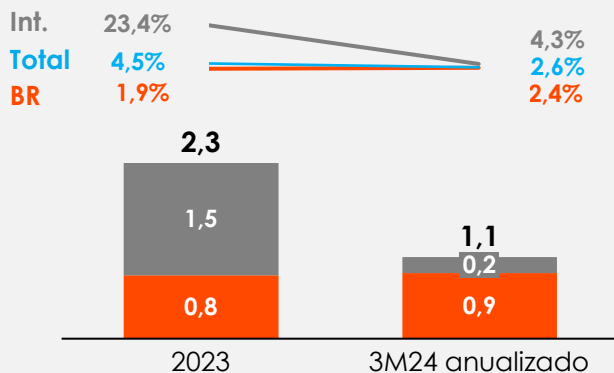


# INDICADORES OPERACIONAIS

## Churn e Churn Rate Anualizado

R\$ mn, %

Limpeza de Base no Internacional

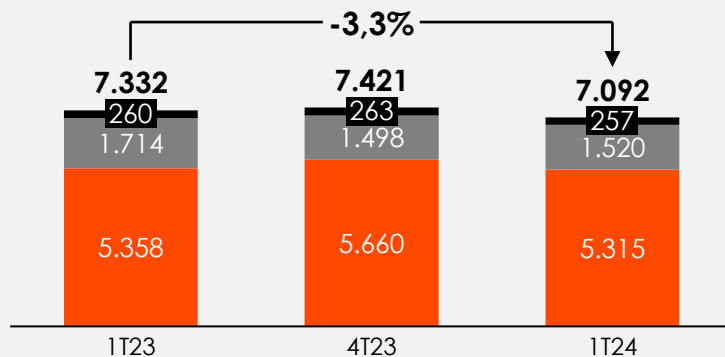


**Lifetime teórico**  
39 anos

■ Churn Financeiro Anualizado Int. ■ Churn Financeiro Anualizado BR

## Clientes

#, %

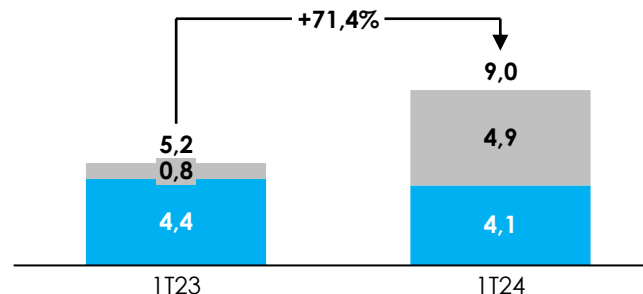


■ Clientes Application Fraud  
■ Clientes Transacional Internacional (e-commerce)  
■ Clientes Transacional Brasil (e-commerce)

## Venda Nova Bruta Realizada

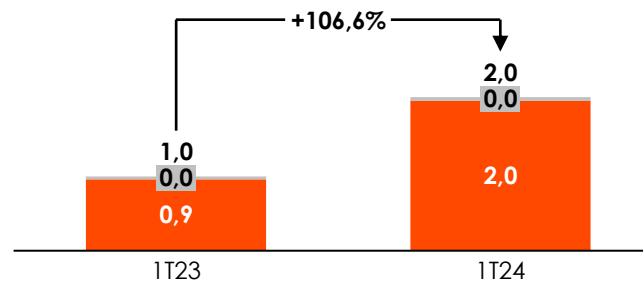
R\$ mn

### Total

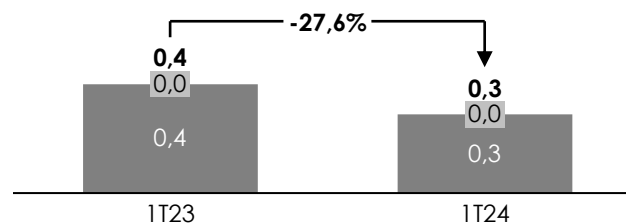


■ Recorrente não mensal  
■ Recorrente Mensal Total  
■ Transacional BR (e-commerce)  
■ Transacional Int. (e-commerce)  
■ Application Fraud

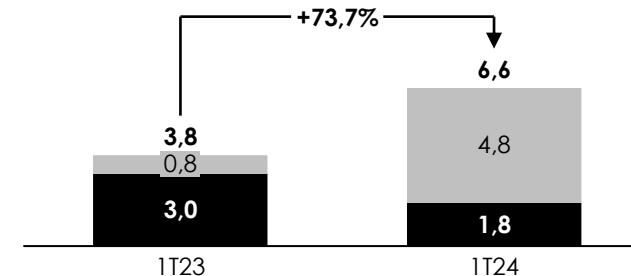
### Transacional Brasil (e-commerce)



### Transacional Internacional (e-commerce)

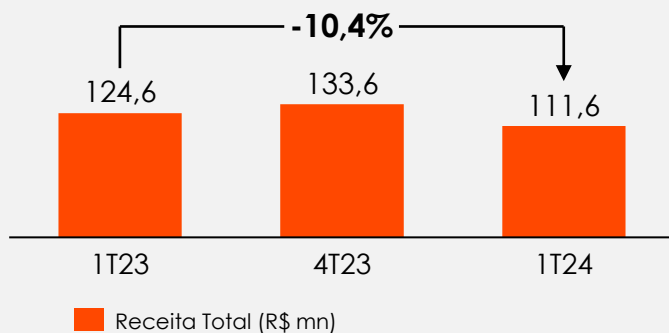


### Application Fraud

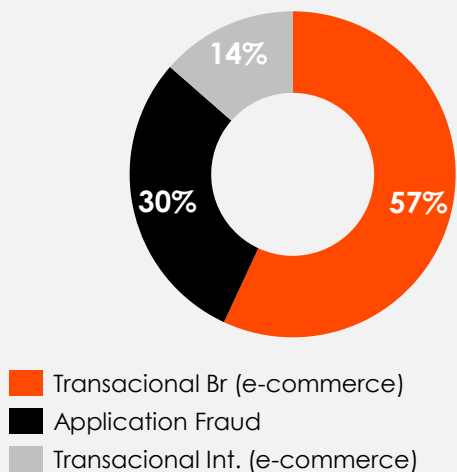


# RECEITA LÍQUIDA

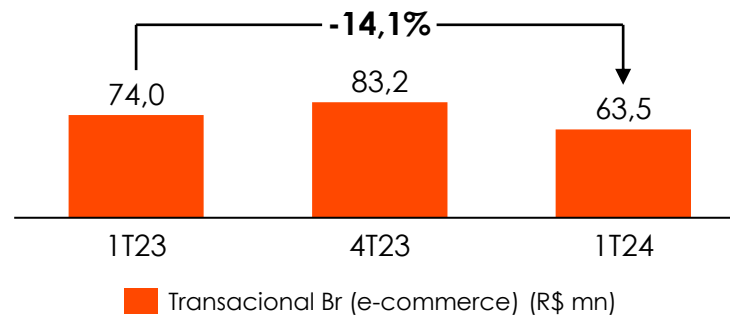
## Receita Líquida Total (R\$ mn)



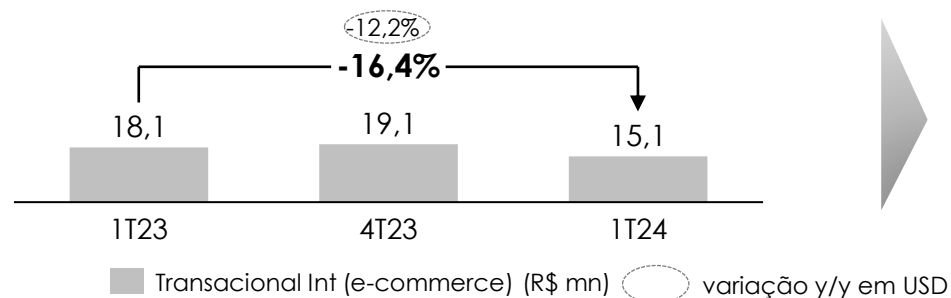
## Representatividade – 1T24



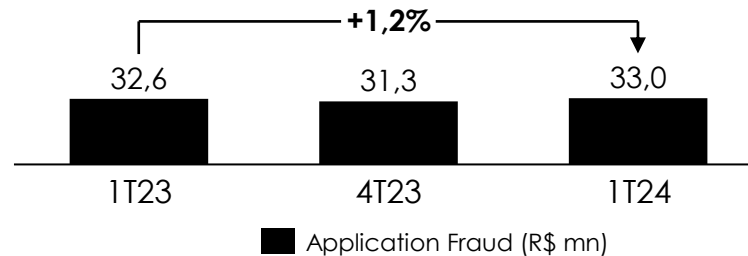
## Transacional Brasil (e-commerce)



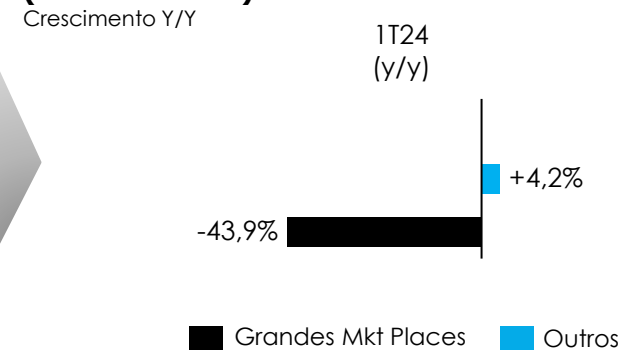
## Transacional Internacional (e-commerce)



## Application Fraud



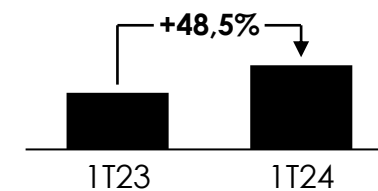
## Movimento transitório - Receita Transacional BR (e-commerce)



- Efeito cambial negativo no ano
- Limpeza de base de clientes visando maior rentabilidade

Componetização e redesenho de produtos de clientes de base

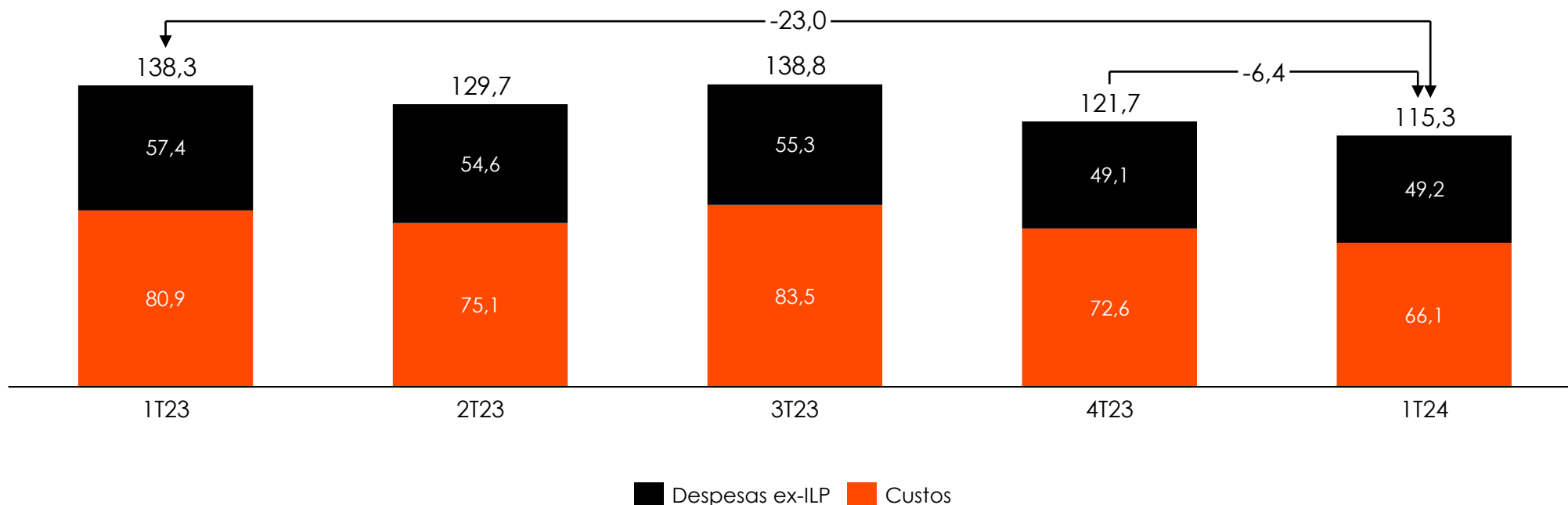
## Volumetria



**Redução em custos e despesas ex-ILP de R\$ 23 mn no ano e de R\$ 6,4 mn no trimestre, mesmo considerando o impacto de dissídio coletivo**

## Custos e Despesas ex-ILP<sup>1</sup> (ex depr.)

R\$ mn; %

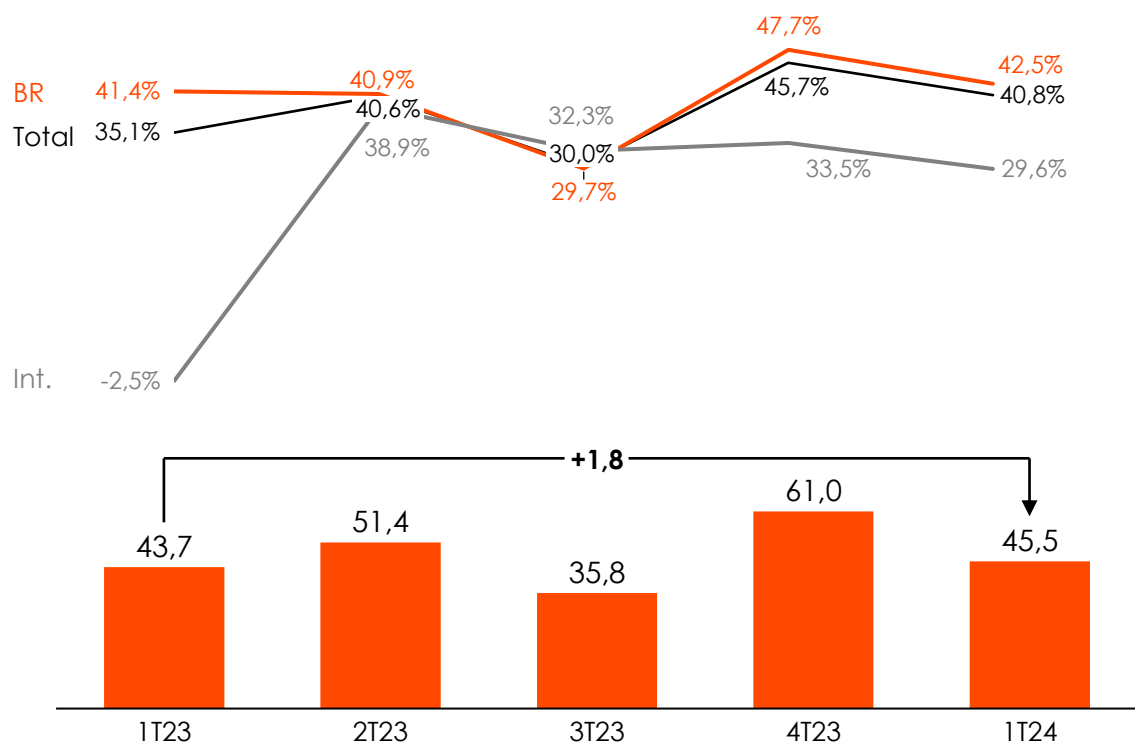


(1) Ajustes de ILP e Depreciação (2023, 2024)

## Melhora anual de R\$ 10 milhões no EBITDA ex-ILP

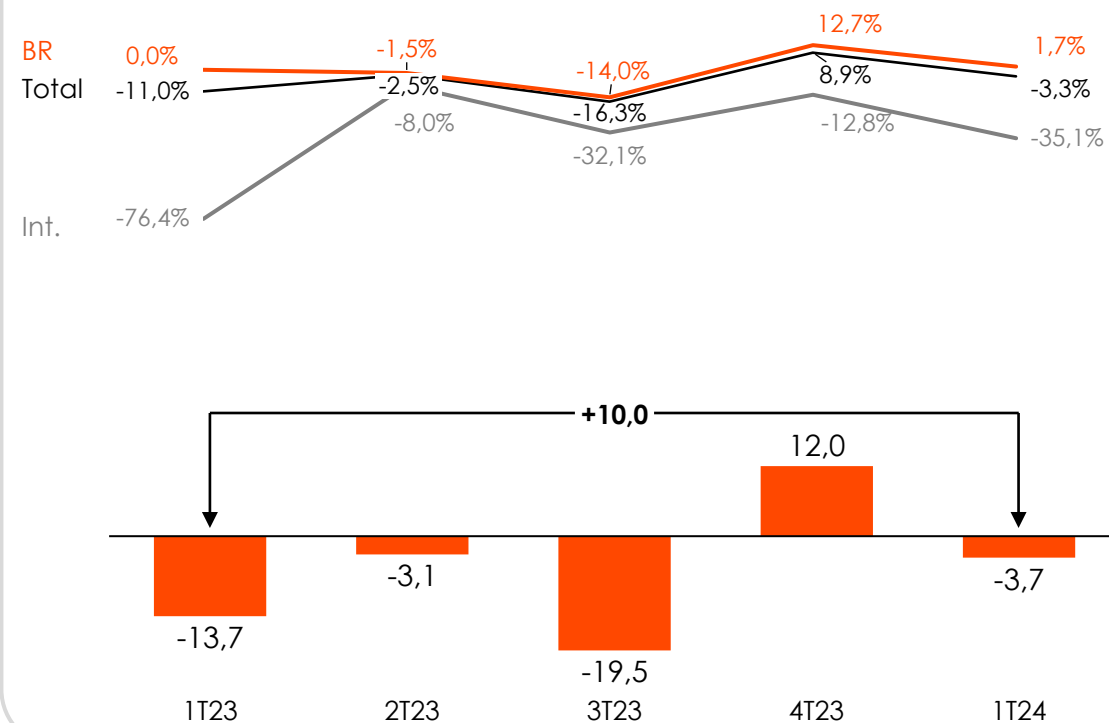
### Lucro Bruto e Margem Bruta<sup>1</sup>

R\$ mn; %



### EBITDA ex-ILP e Margem EBITDA ex-ILP

R\$ mn; %



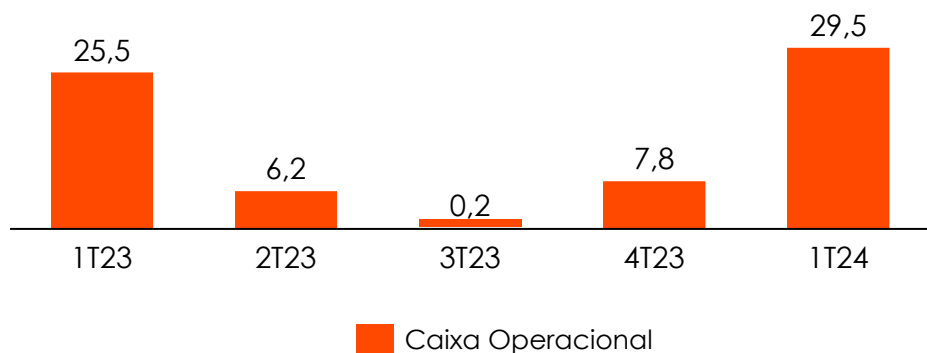
(1) Ex-Depreciação (2023 e 2024)



## Geração de Caixa Líquido de R\$ 10,0 milhões no trimestre

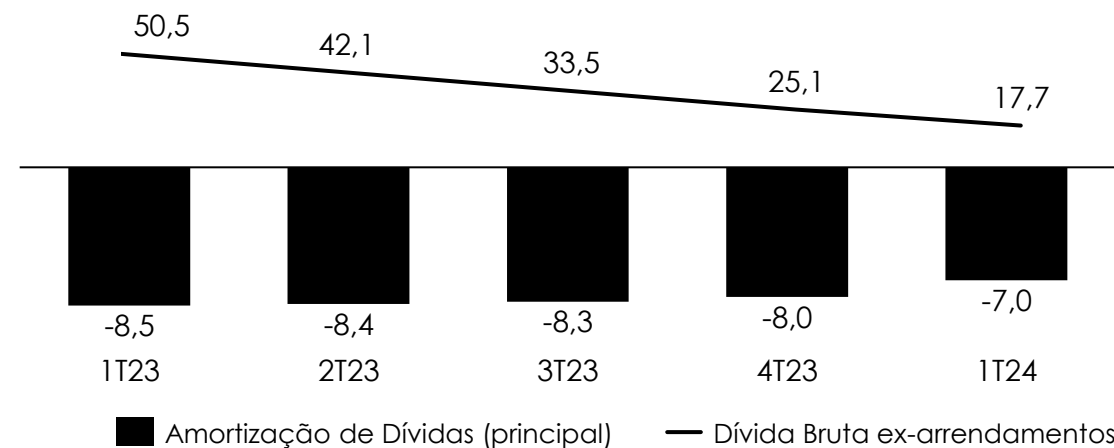
### Fluxo de Caixa Operacional

R\$ mn



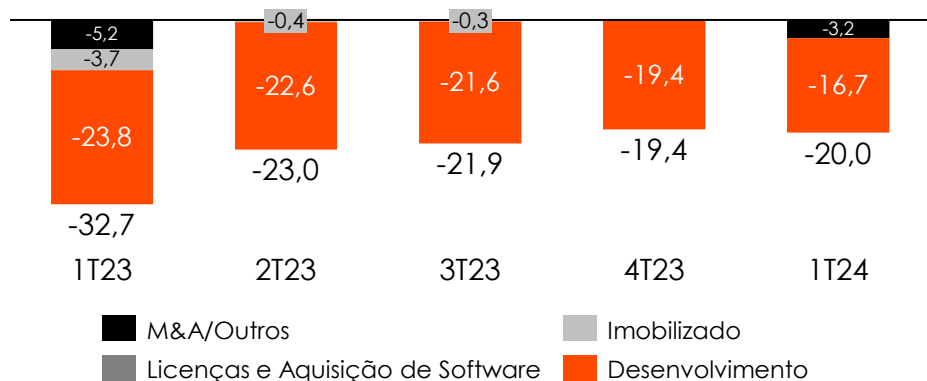
### Fluxo de Caixa de Financiamento

R\$ mn



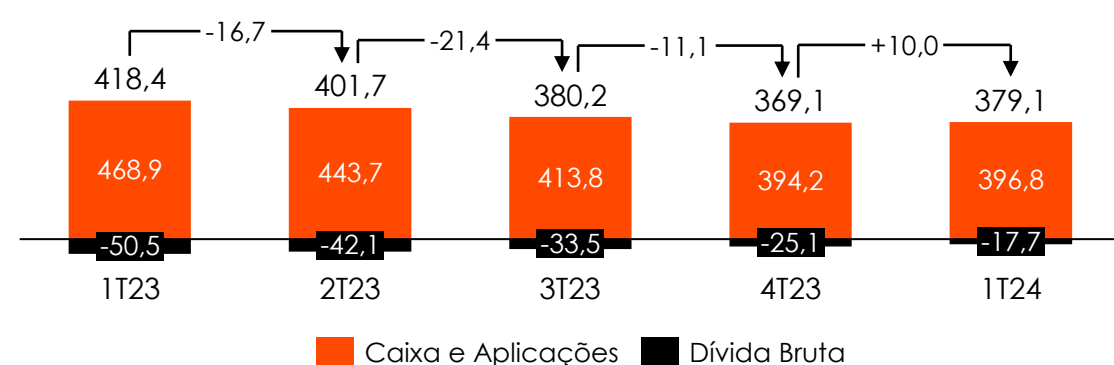
### Fluxo de Caixa Investimentos

R\$ mn



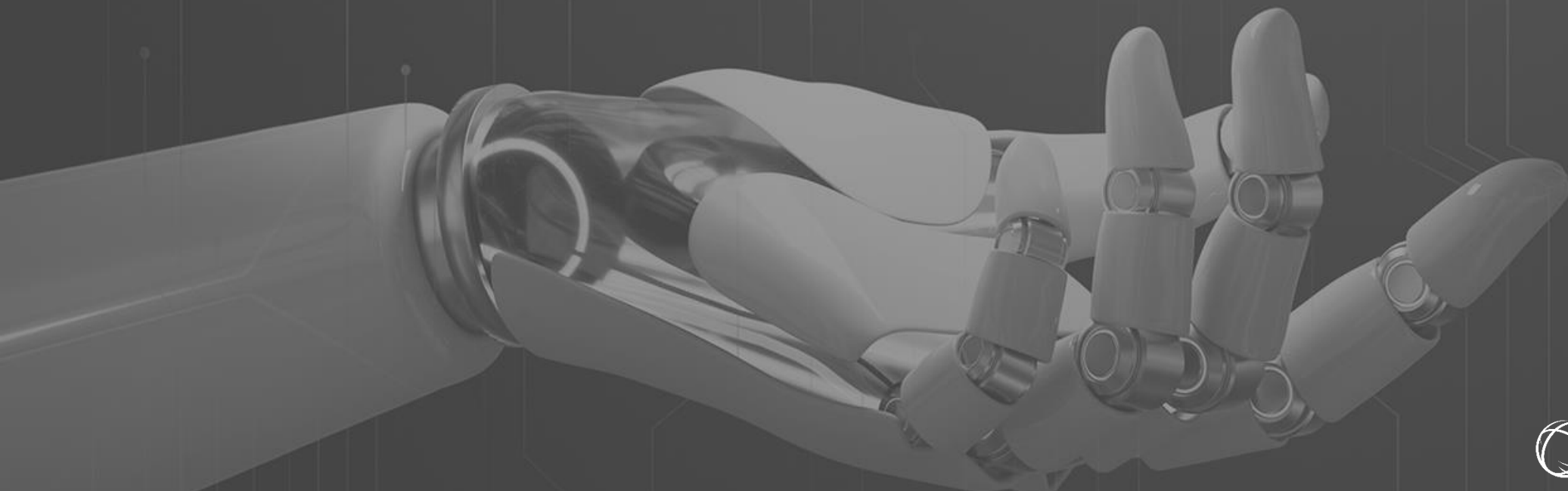
### Caixa Líquido

R\$ mn



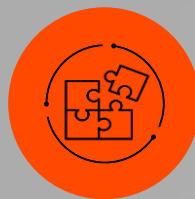
**EDUARDO  
MÔNACO  
(CEO)**

**CONSIDERAÇÕES FINAIS  
1T24**





**Novo posicionamento:** Somos **parceiros e colaboramos** com a nossa expertise única para resolver a fraude em **qualquer mercado e método de pagamento.**



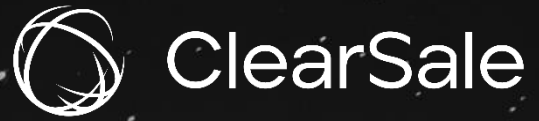
**Diversificação, Desalavancagem e Escalabilidade & Rentabilidade**



**+71% YoY em Vendas Novas**



**+R\$ 10 milhões** YoY em EBITDA ex-ILP  
**+R\$ 2,6 milhões** YoY de Caixa Bruto  
**+R\$ 10 milhões** YoY de Caixa Líquido  
**R\$ 29,5 milhões** de Caixa Operacional no 1T24



# Q&A



# EARNINGS PRESENTATION

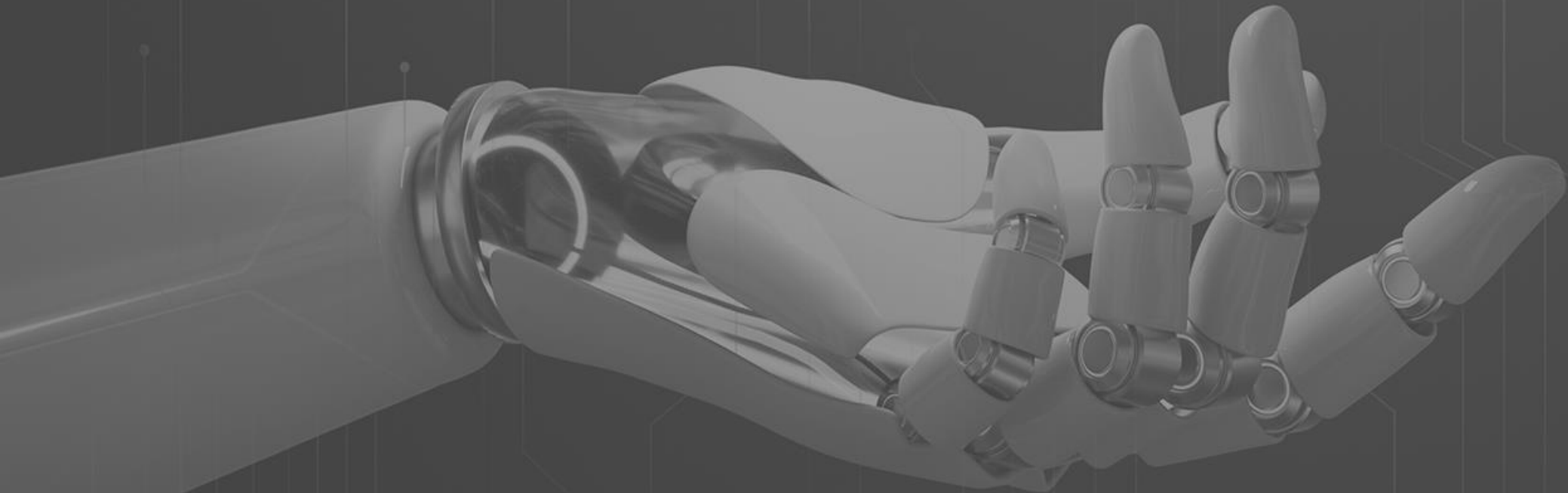
# 1Q24

May 14, 2024



**EDUARDO  
MÔNACO  
(CEO)**

**STRATEGIC HIGHLIGHTS  
1Q24**





## Strategy

We are **partners and collaborate** with our unique expertise to resolve fraud in **any market and payment method**.

Any market segment and region and any payment method

Combination of technological components and adaptable and scalable management models for each pain

- Collaboration, flexibility, agility and adaptation
- Risk management experts with unique fraud expertise
- Largest park of tech components for the risk environment
- ClearSale Reputation
- Data dominance (network effect, neutrality)

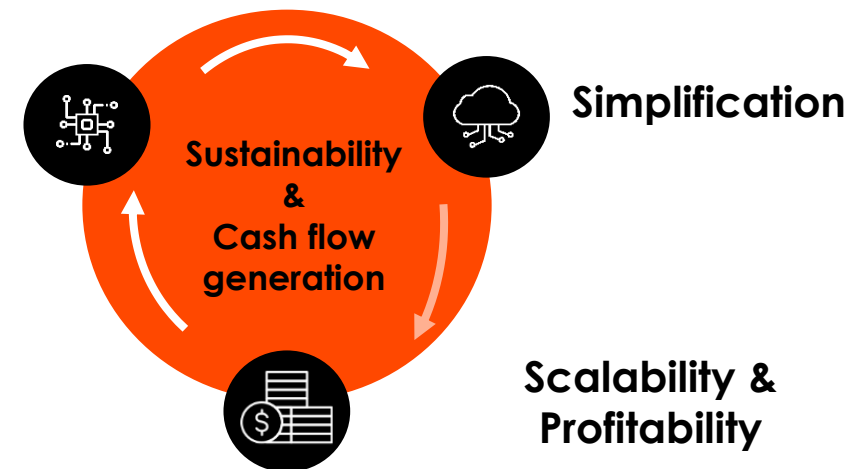
### MAKING FEASIBLE THE CREATION OF NEW PRODUCTS

Credit Score, ThreatX ,  
Straw man-fraud, R6, PIX....

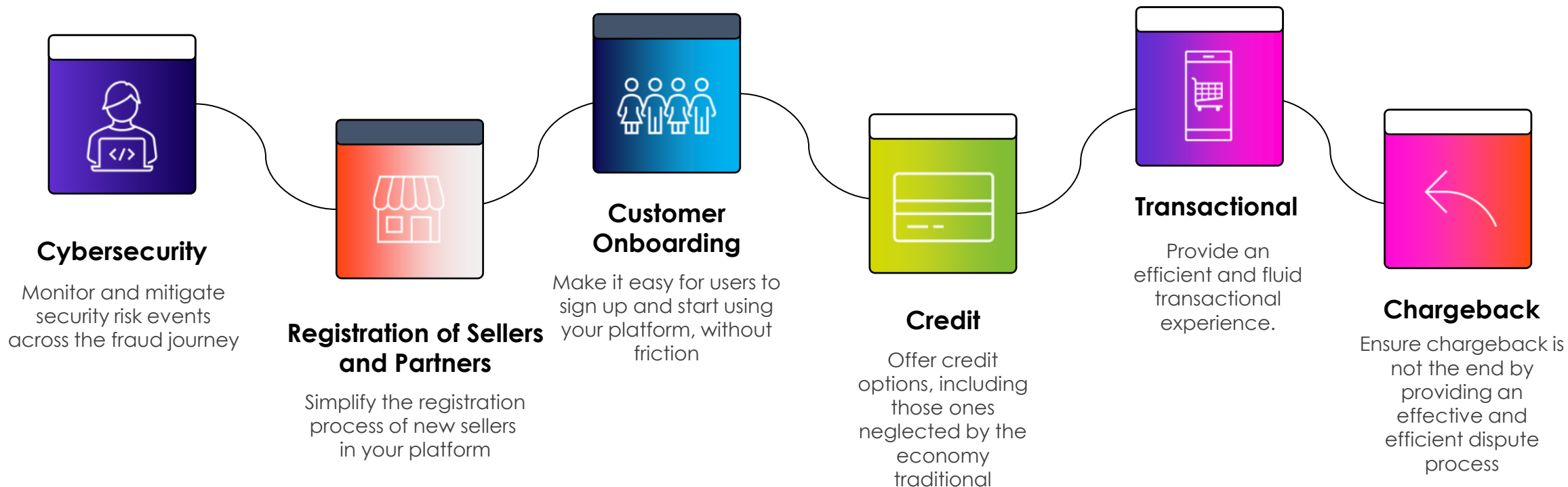
### FOR VARIOUS SEGMENTS

Delivery, Tickets, Mobility,  
Financial Market, Insurance...

Diversification



We want to make life **safer throughout the journey....**





Fraud is **dynamic**,  
Fraud **transforms**,  
Fraudsters **specialize and evolve**.



For this reason, it is increasingly necessary to **anticipate fraudsters**, malicious and criminal acts, and **evolve our technologies to combat fraud.**



ClearSale  
one step ahead\_

# Priorities for 2024

## Fundamentals for a High growth with cash generation Company



**New sales**

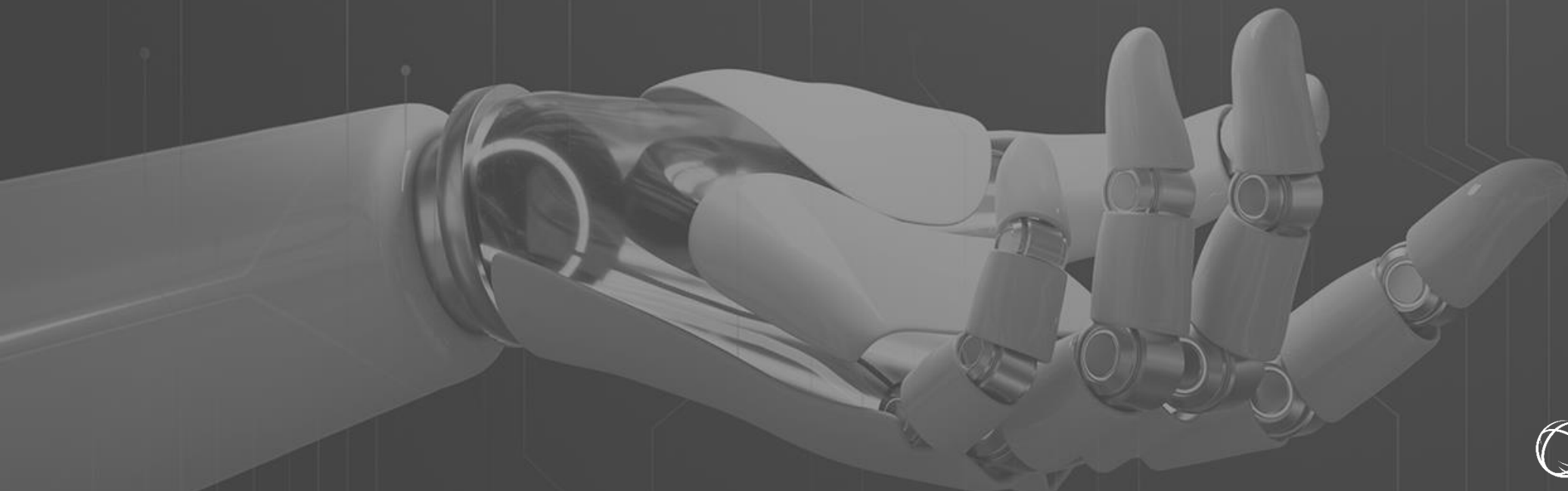


**Focus on net cash management**



**ALEXANDRE  
MAFRA  
(CFO)**

**FINANCIAL RESULTS  
1Q24**



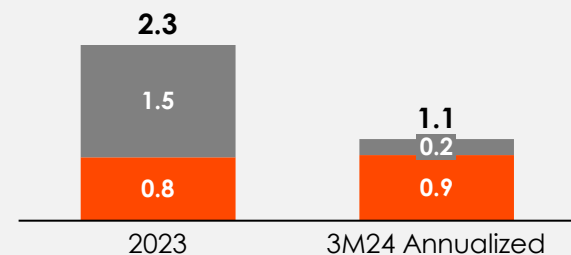
# OPERATIONAL INDICATORS

## Annualized Churn Rate

R\$ mn, %

Base Cleaning at International

Int.	23.4%	4.3%
Total	4.5%	2.6%
BR	1.9%	2.4%

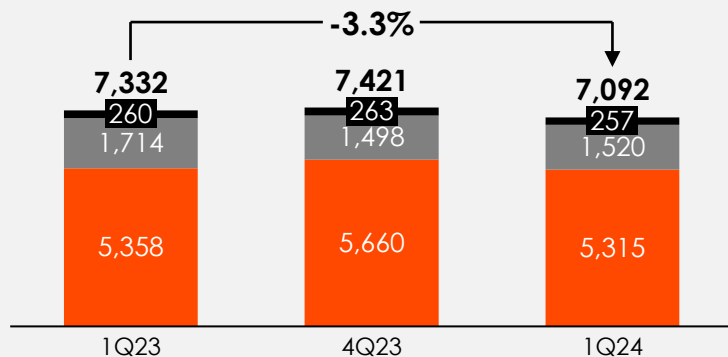


**Theoretical Lifetime**  
39 years old

■ Annualized Financial Churn Int. ■ Annualized Financial Churn BR

## Customers

#, %

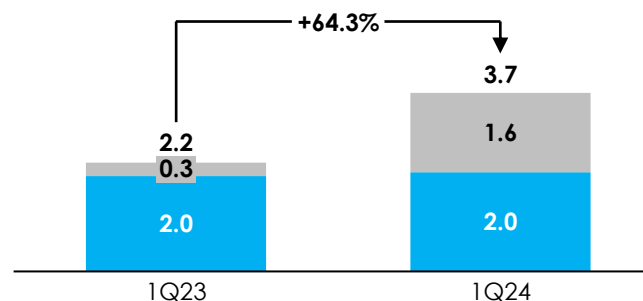


■ Customers Application Fraud  
■ Customers Transactional International (e-commerce)  
■ Customers Transactional Brazil (e-commerce)

## MRR New Sales

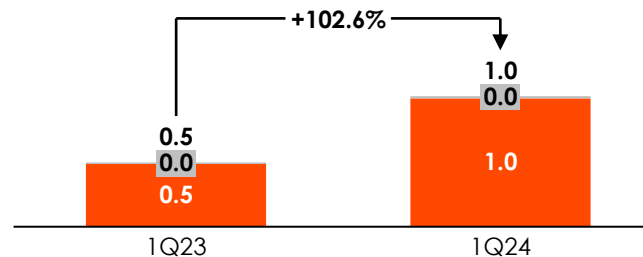
R\$ mn

### Total

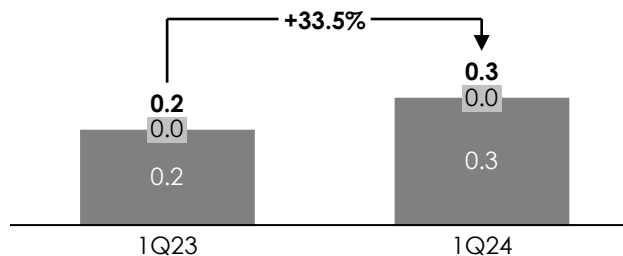


■ Non-monthly recurring  
■ Monthly recurring  
■ Transactional BR (e-commerce)  
■ Transactional Int. (e-commerce)  
■ Application Fraud

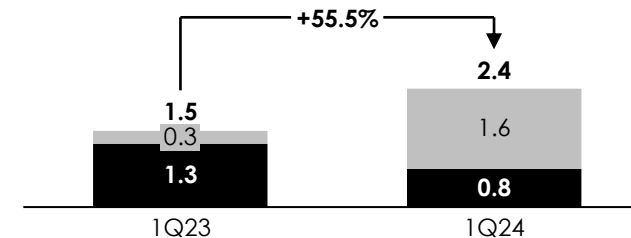
### Transactional Brazil (e-commerce)



### Transactional International (e-commerce)



### Application Fraud



# OPERATIONAL INDICATORS

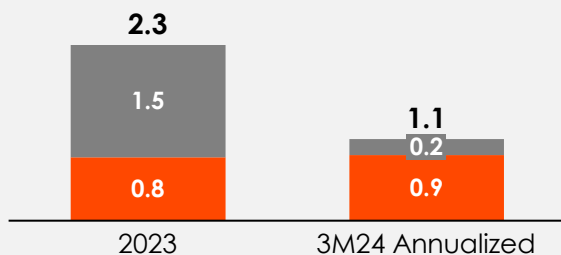
## Annualized Churn Rate

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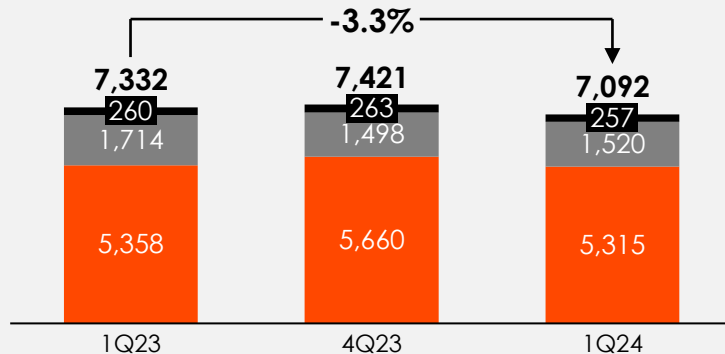
**Theoretical Lifetime**  
39 years old



■ Annualized Financial Churn Int. ■ Annualized Financial Churn BR

## Customers

#, %

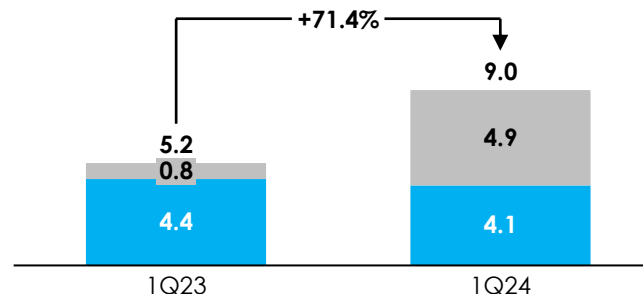


■ Customers Application Fraud  
■ Customers Transactional International (e-commerce)  
■ Customers Transactional Brazil (e-commerce)

## Gross New Sales Revenues

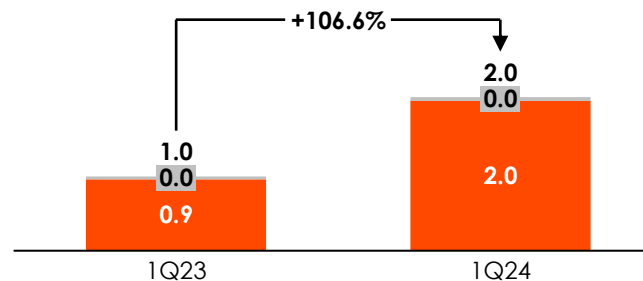
R\$ mn

### Total

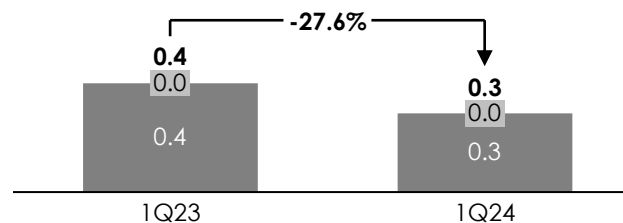


■ Non-monthly recurring  
■ Monthly recurring  
■ Transactional BR (e-commerce)  
■ Transactional Int. (e-commerce)  
■ Application Fraud

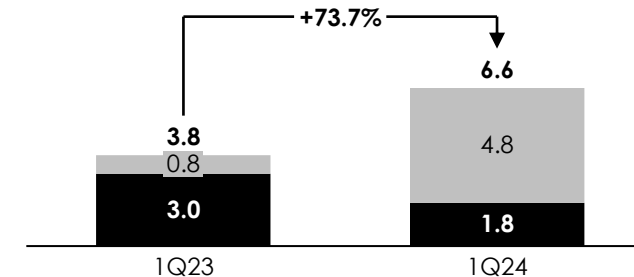
### Transactional Brazil (e-commerce)



### Transactional International (e-commerce)

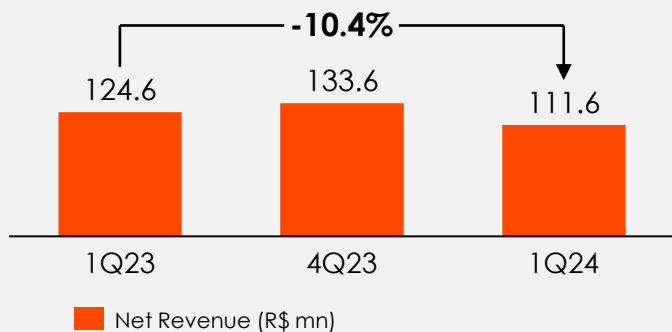


### Application Fraud

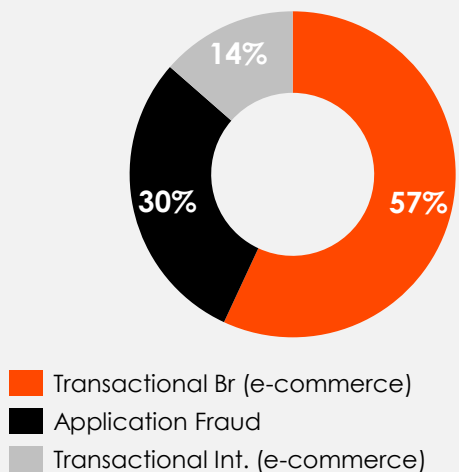


# NET REVENUE

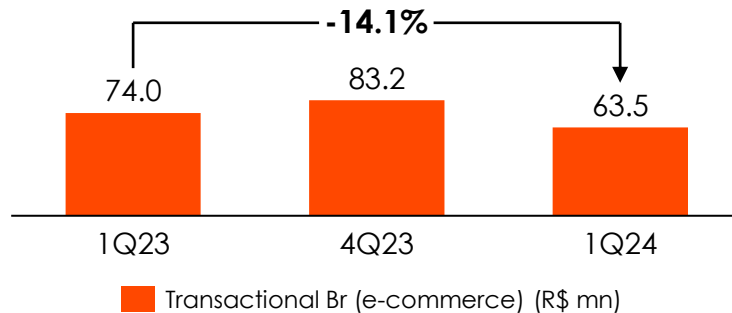
## Total Net Revenue (R\$ mn)



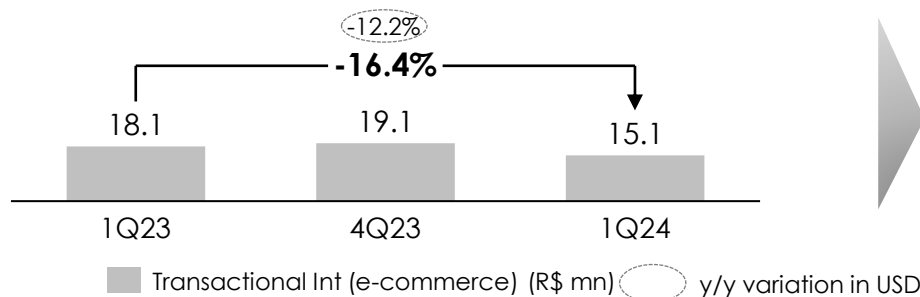
## Breakdown - 1Q24



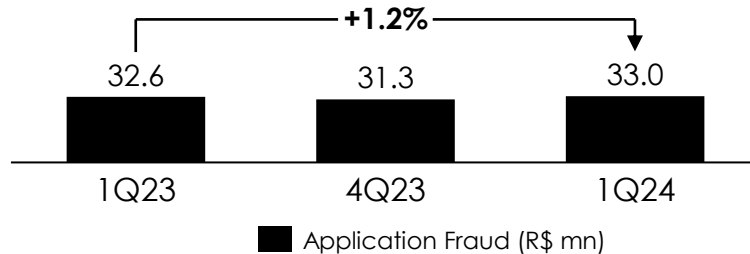
## Transactional Brazil (e-commerce)



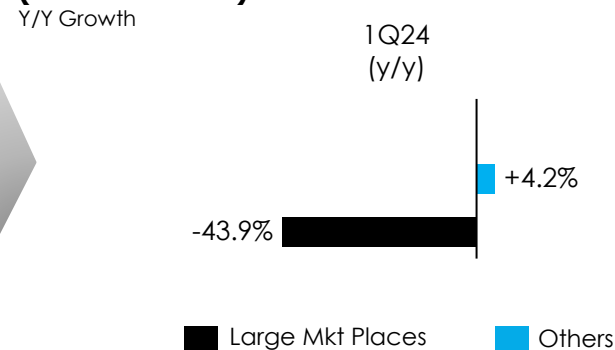
## Transactional International (e-commerce)



## Application Fraud



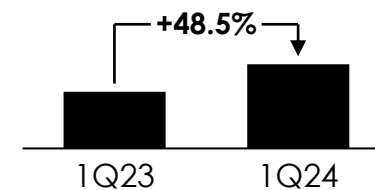
## Transitory movement - BR Transactional Revenue (e-commerce)



- Negative exchange rate effect in the year
- Cleaning the customer base aiming for greater profitability

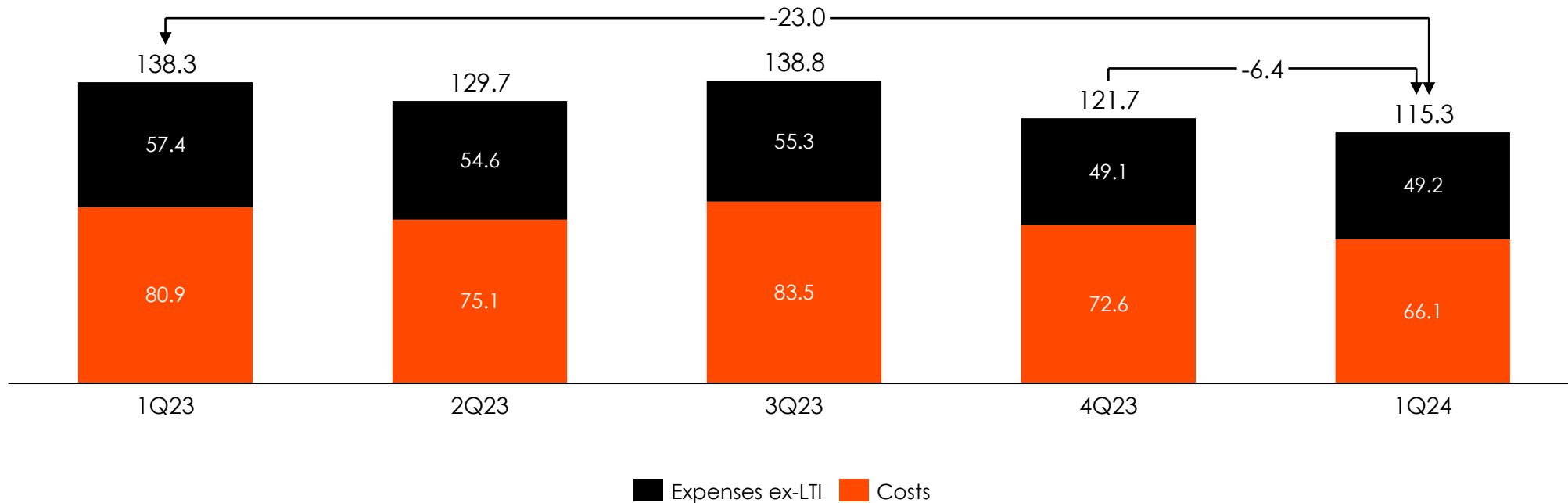
Componentization and product design of base customers

## Volumetry



**Reduction in ex-LTI costs and expenses of R\$ 23 mn in the year and R\$ 6.4 mn in the quarter, even considering the impact of collective bargaining.**

**Costs and Expenses ex-LTI<sup>(1)</sup> ( ex depr.)**  
R\$ mn ; %

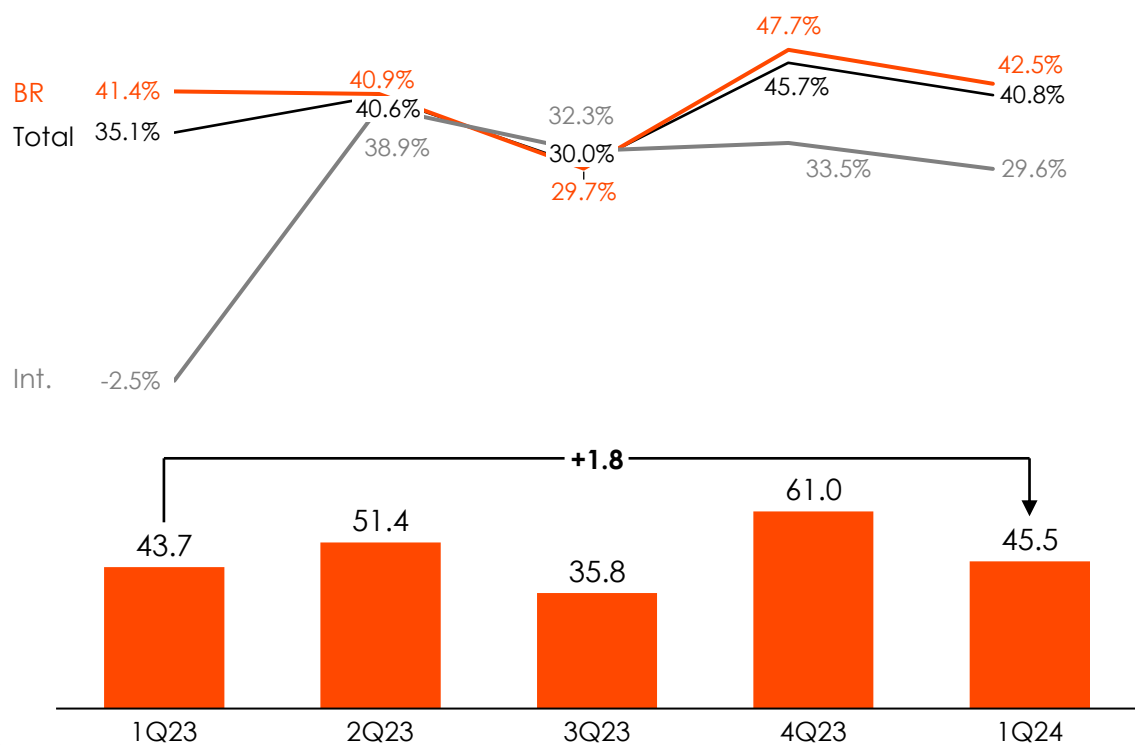


(1) LTI (Long-Term Incentives) and Depreciation Adjustments (2023, 2024)

## Annual improvement of R\$10 million in EBITDA ex-LTI

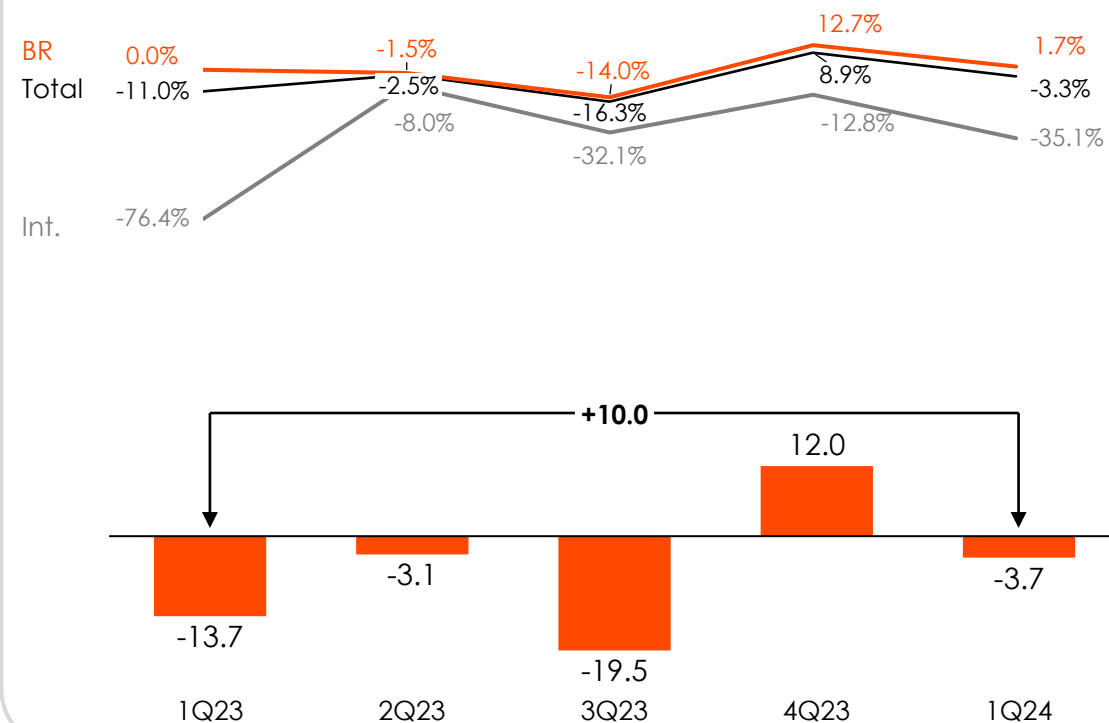
### Gross Profit and Gross Margin<sup>1</sup>

R\$ mn ; %



### EBITDA ex-LTI and EBITDA Margin ex - LTI

R\$ mn ; %



(1) Ex-Depreciation (2023 and 2024)  
\* LTI (Long-Term Incentives)

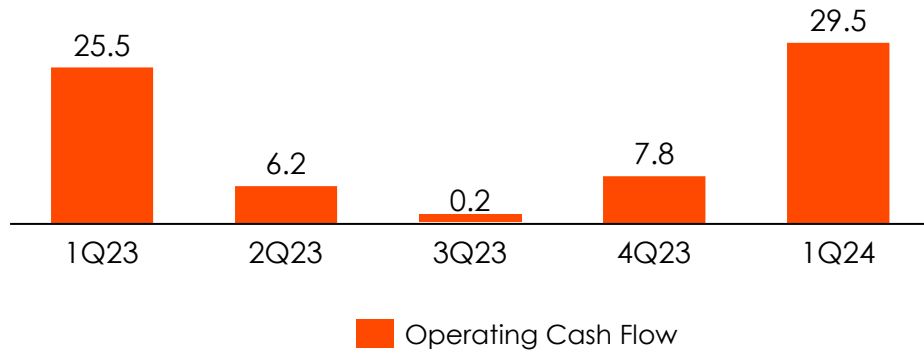


# CASH FLOW, INVESTMENT AND DEBT

## Net Cash Generation of R\$10.0 million in the quarter

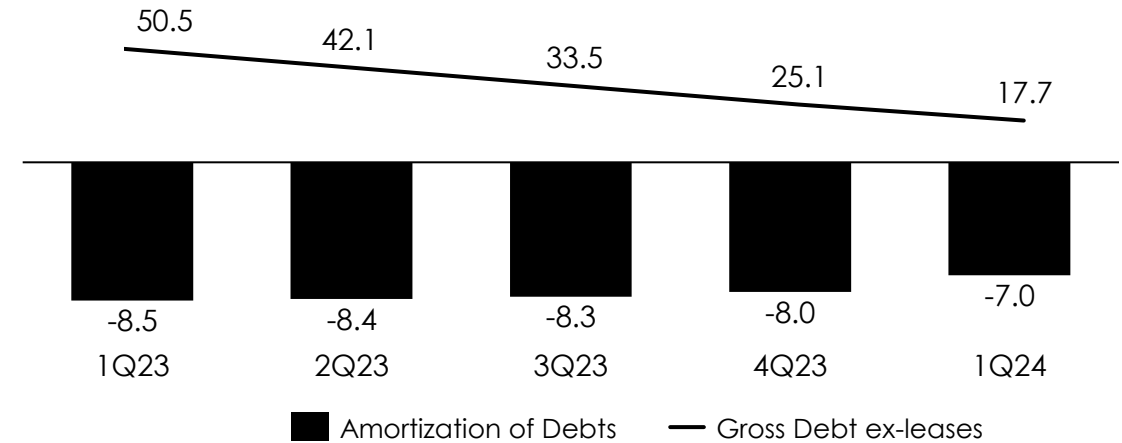
### Operating Cash Flow

R\$ mn



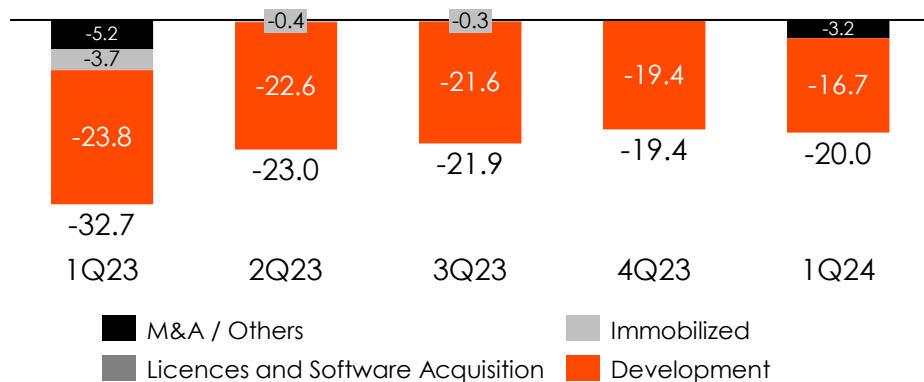
### Financing Cash Flow

R\$ mn



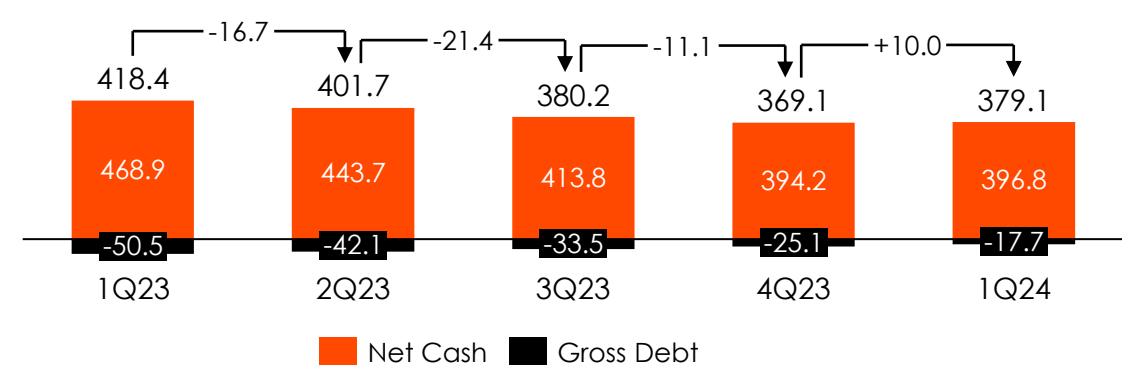
### Cash Flow Investments

R\$ mn



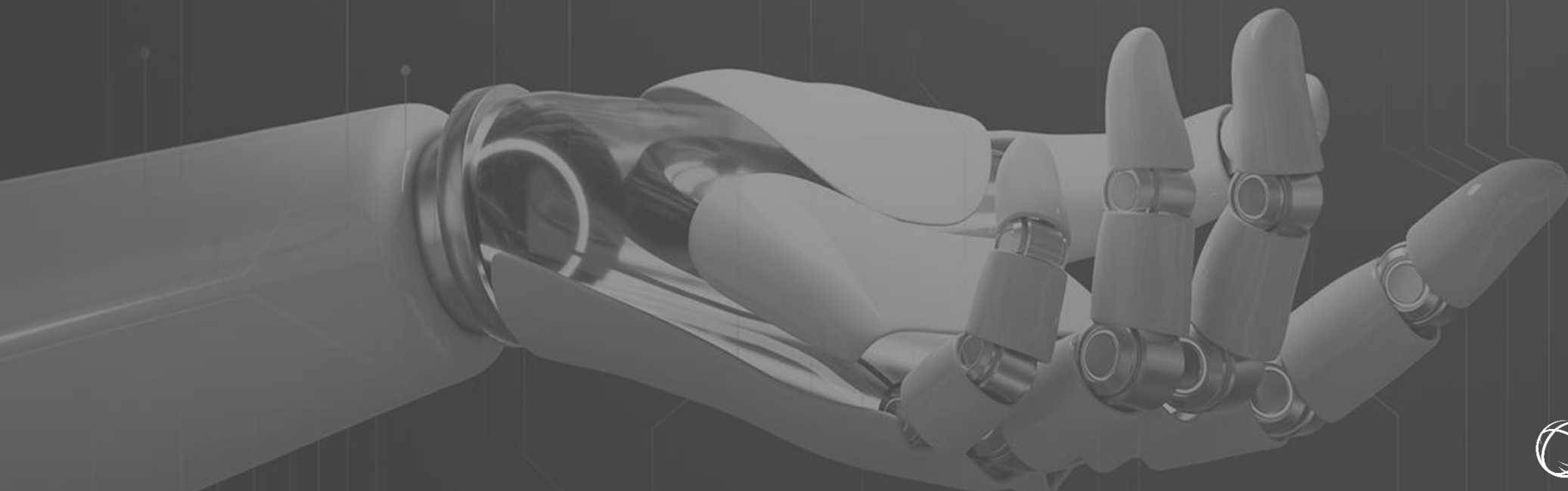
### Net Cash

R\$ mn



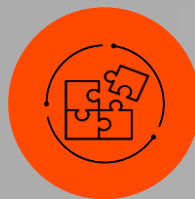
**EDUARDO  
MÔNACO  
(CEO)**

**FINAL CONSIDERATIONS  
1Q24**





**New positioning:** We are **partners** and **collaborate** with our unique expertise to resolve fraud in **any market and payment method.**



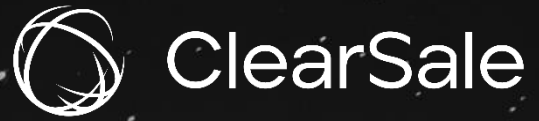
**Diversification, Deleveraging and Scalability & Profitability**



**+71% YoY New Sales**



**+R\$ 10 million** YoY EBITDA ex-LTI  
**+R\$ 2.6 million** YoY Gross Cash  
**+R\$ 10 million** YoY Net Cash  
**R\$ 29.5 million** Operational Cash in 1Q24



# Q&A