

EARNINGS PRESENTATION

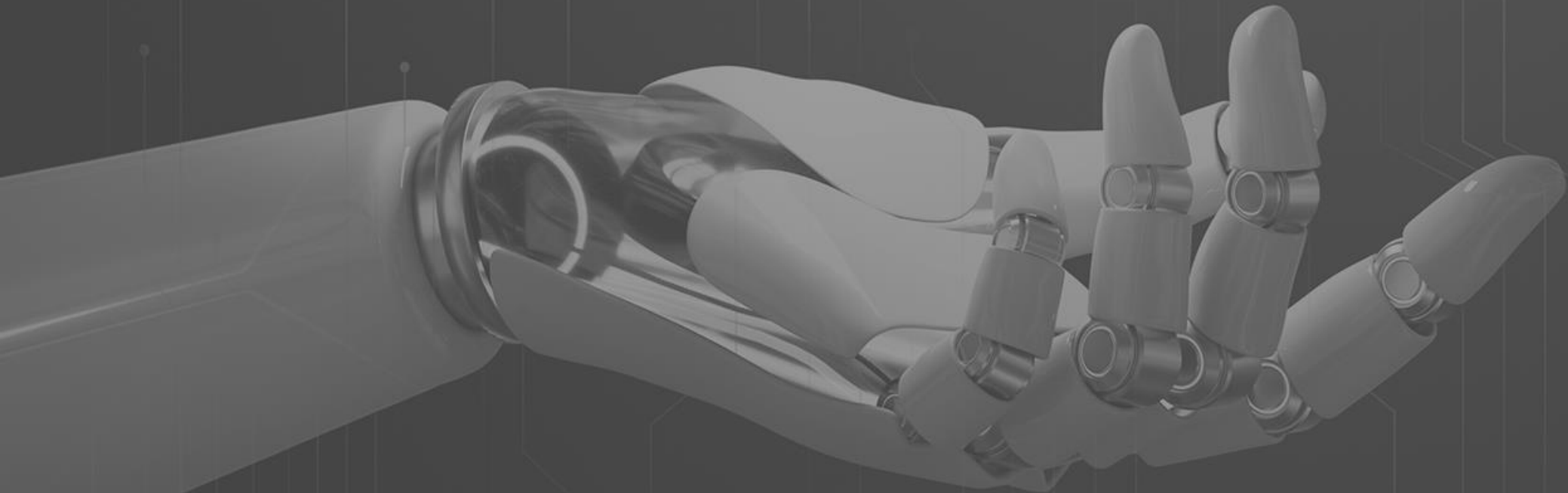
1Q24

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



Data dominance (network effect, neutrality)



ClearSale Reputation

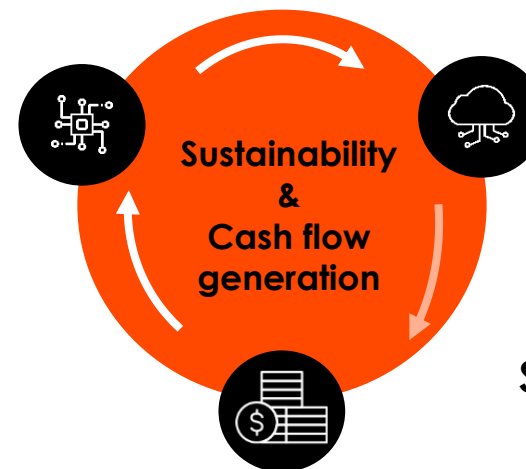
MAKING FEASIBLE THE CREATION OF NEW PRODUCTS

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

FOR VARIOUS SEGMENTS

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

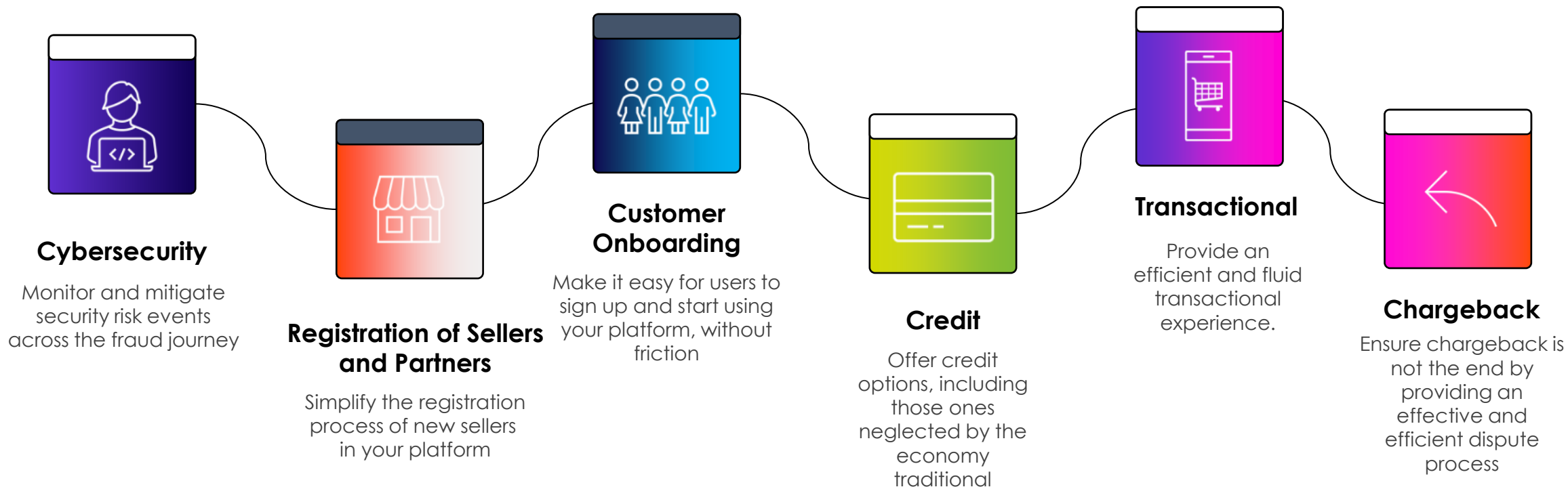
Diversification



Simplification

Scalability & Profitability

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

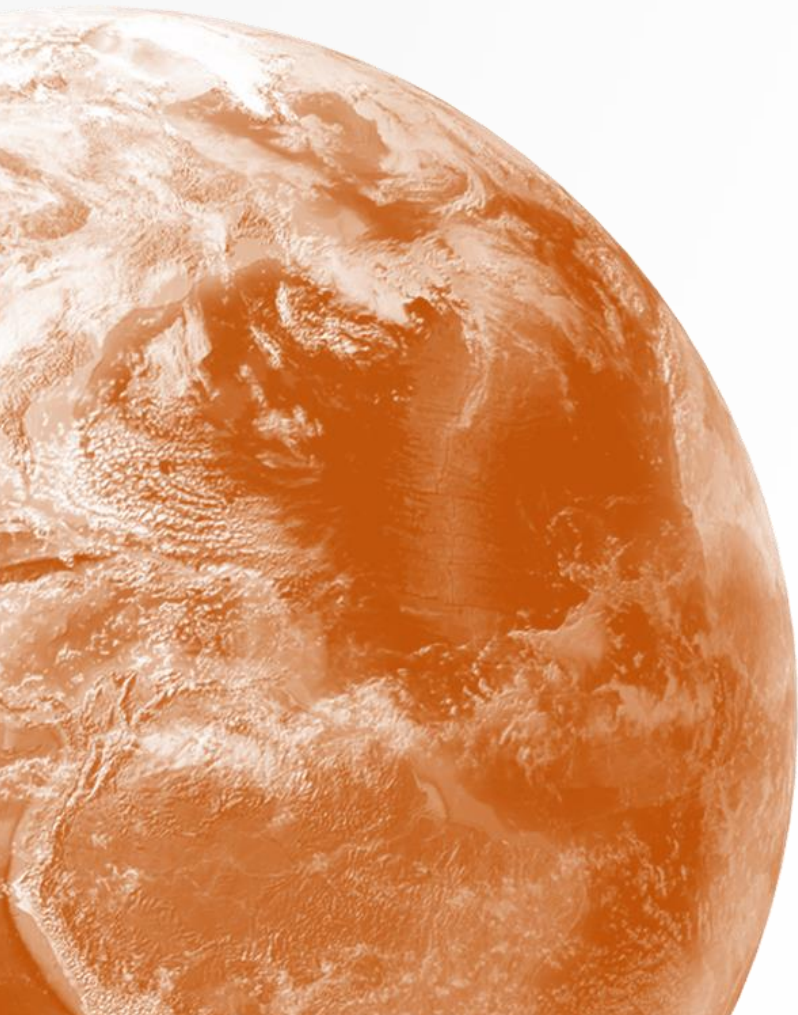
Fundamentals for a High growth with cash generation Company



New sales

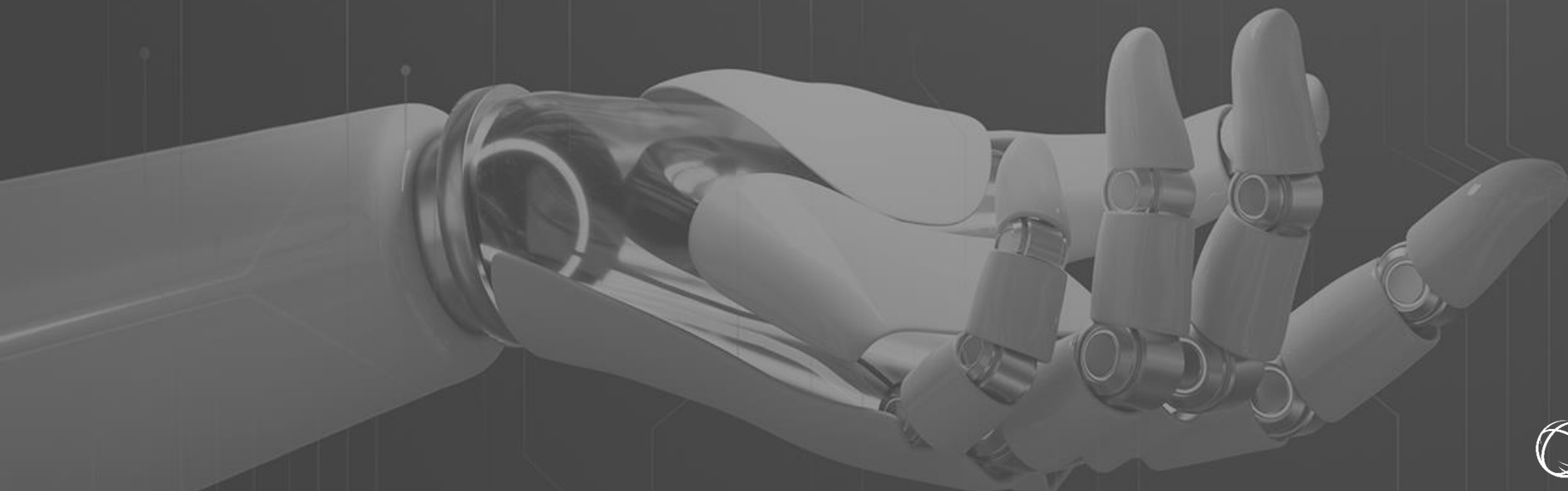


Focus on net cash management



**ALEXANDRE
MAFRA
(CFO)**

**FINANCIAL RESULTS
1Q24**

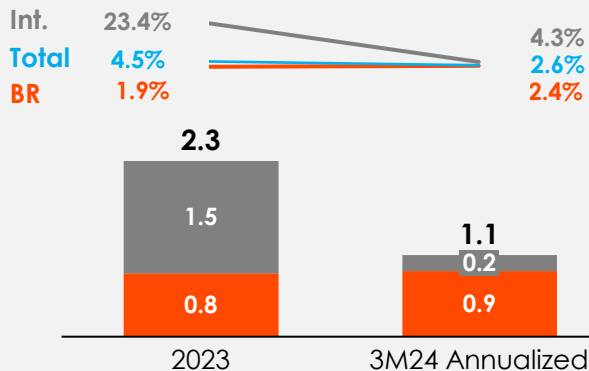


OPERATIONAL INDICATORS

Annualized Churn Rate

R\$ mn, %

Base Cleaning at International

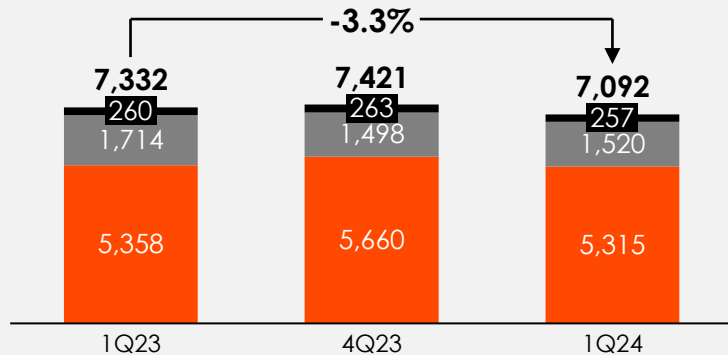


Theoretical Lifetime
39 years old

■ Annualized Financial Churn Int. ■ Annualized Financial Churn BR

Customers

#, %

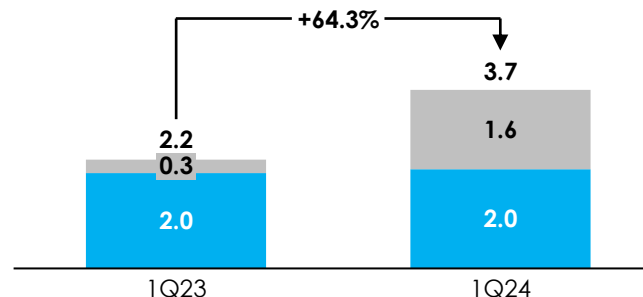


■ Customers Application Fraud
■ Customers Transactional International (e-commerce)
■ Customers Transactional Brazil (e-commerce)

MRR New Sales

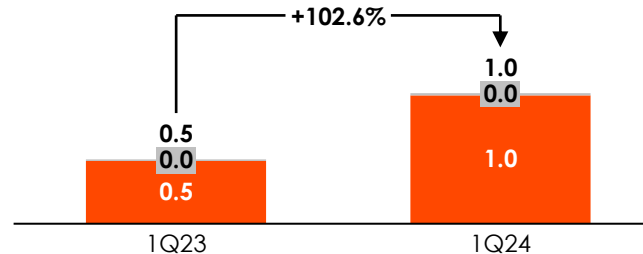
R\$ mn

Total

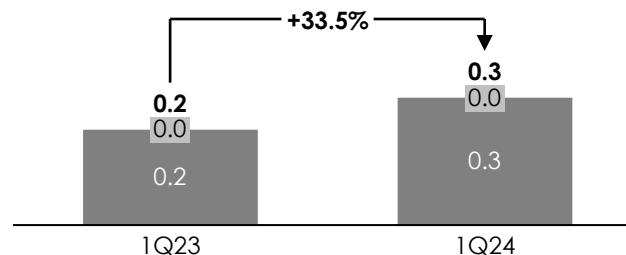


■ Non-monthly recurring
■ Monthly recurring
■ Transactional BR (e-commerce)
■ Transactional Int. (e-commerce)
■ Application Fraud

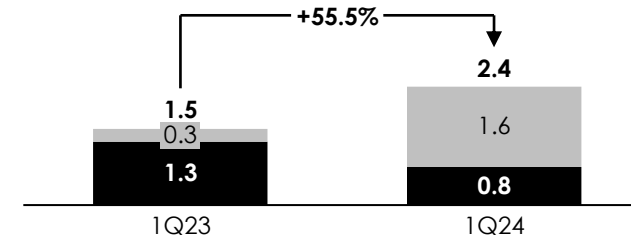
Transactional Brazil (e-commerce)



Transactional International (e-commerce)



Application Fraud



OPERATIONAL INDICATORS

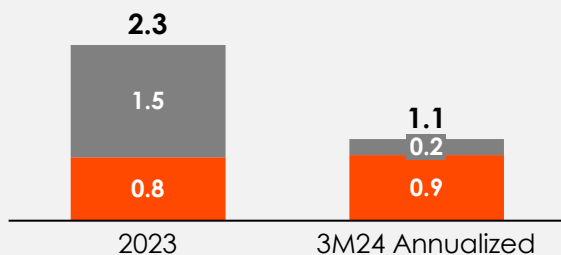
Annualized Churn Rate

R\$ mn, %

Base Cleaning at International

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

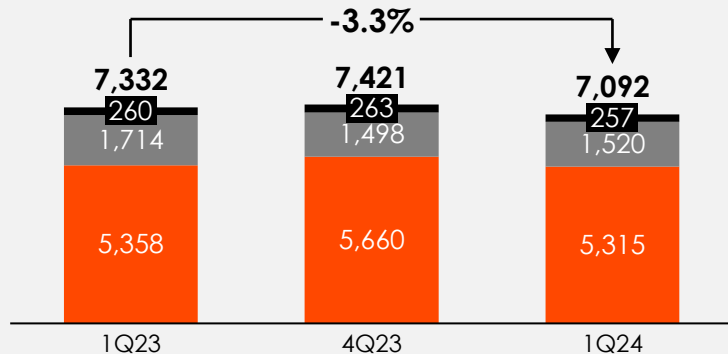
Theoretical Lifetime
39 years old



■ Annualized Financial Churn Int. ■ Annualized Financial Churn BR

Customers

#, %

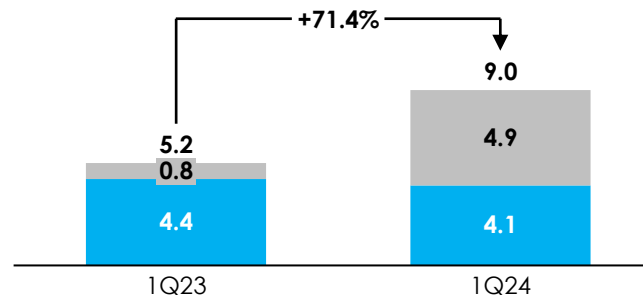


■ Customers Application Fraud
■ Customers Transactional International (e-commerce)
■ Customers Transactional Brazil (e-commerce)

Gross New Sales Revenues

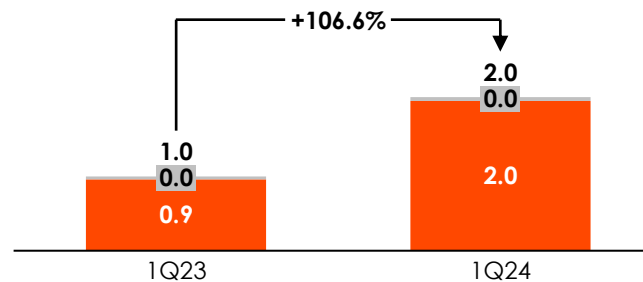
R\$ mn

Total

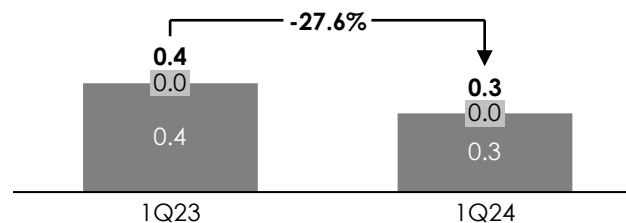


■ Non-monthly recurring
■ Monthly recurring
■ Transactional BR (e-commerce)
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■ Application Fraud

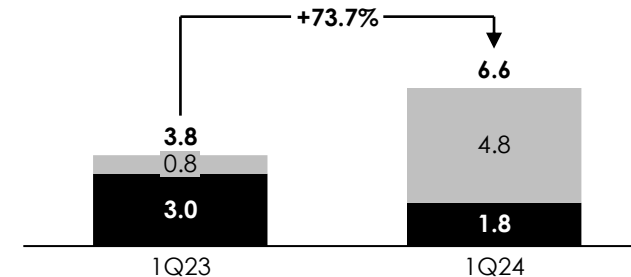
Transactional Brazil (e-commerce)



Transactional International (e-commerce)

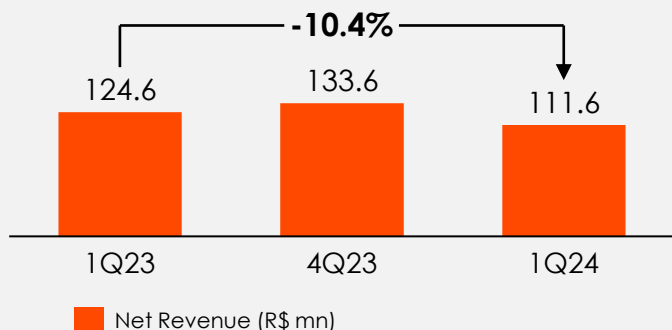


Application Fraud

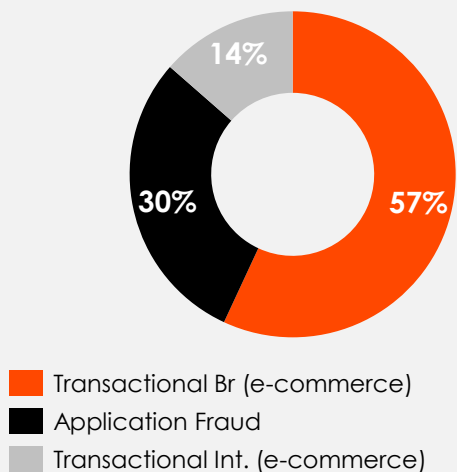


NET REVENUE

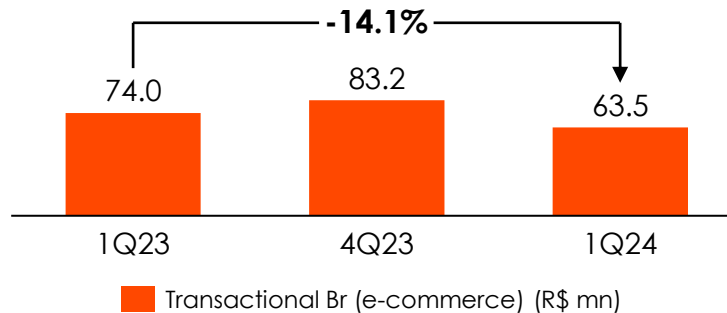
Total Net Revenue (R\$ mn)



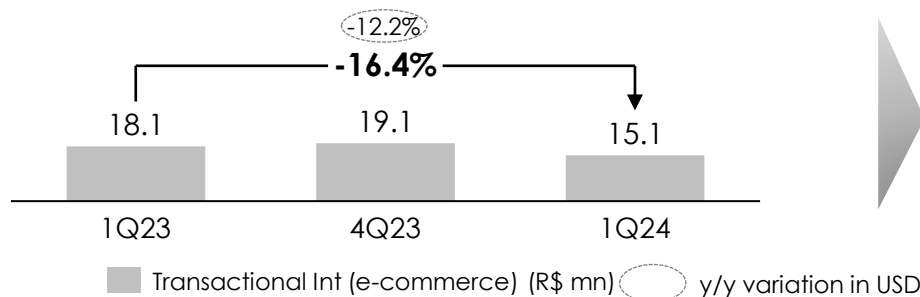
Breakdown - 1Q24



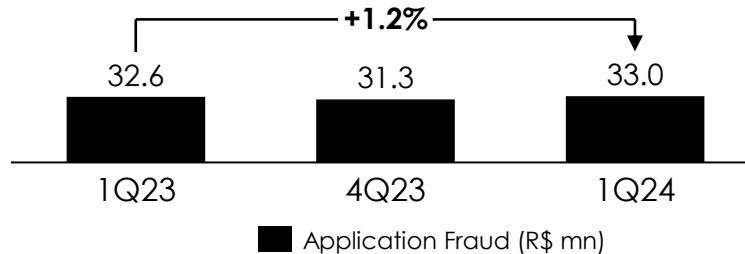
Transactional Brazil (e-commerce)



Transactional International (e-commerce)



Application Fraud



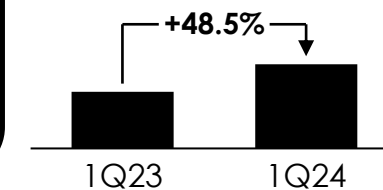
Transitory movement - BR Transactional Revenue (e-commerce)



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

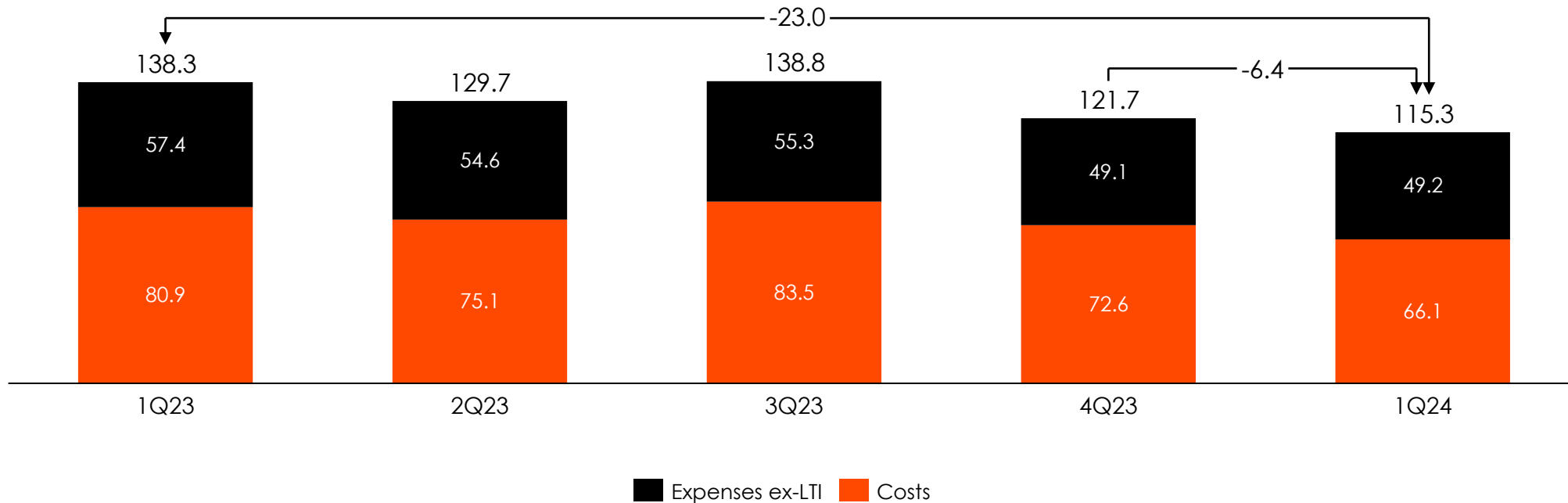
Componentization and product design of base customers

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-LTI¹ (ex depr.)
R\$ mn ; %

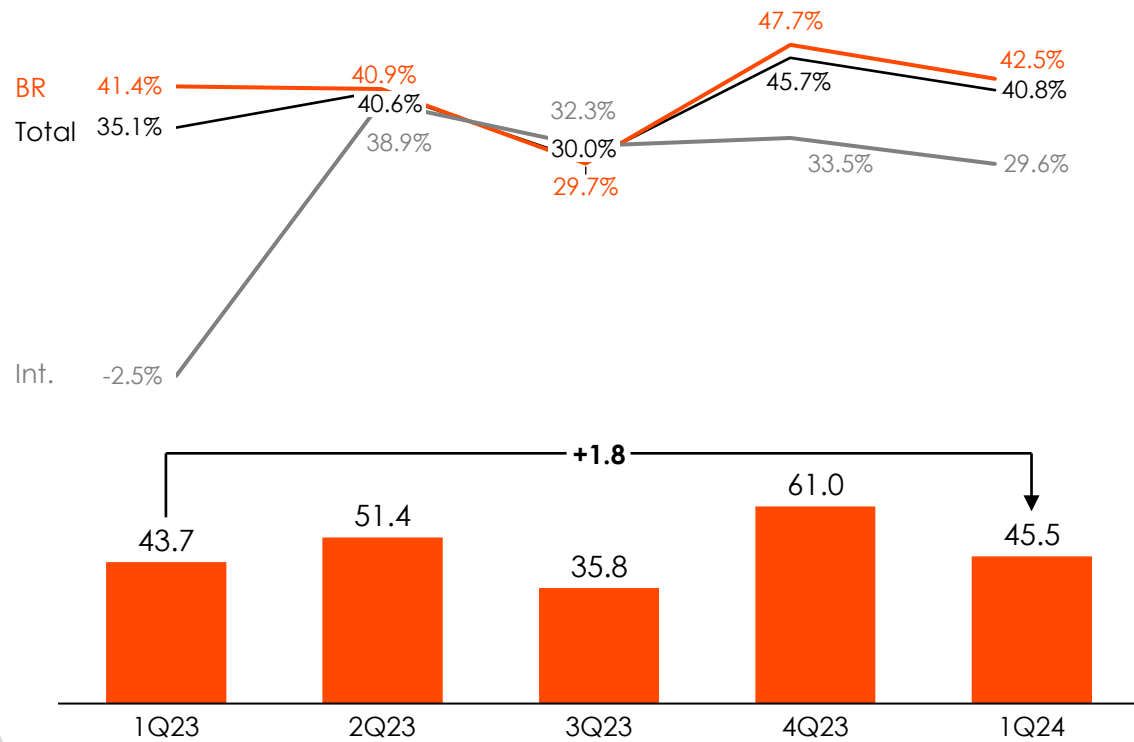


(1) LTI (Long-Term Incentives) and Depreciation Adjustments (2023, 2024)

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

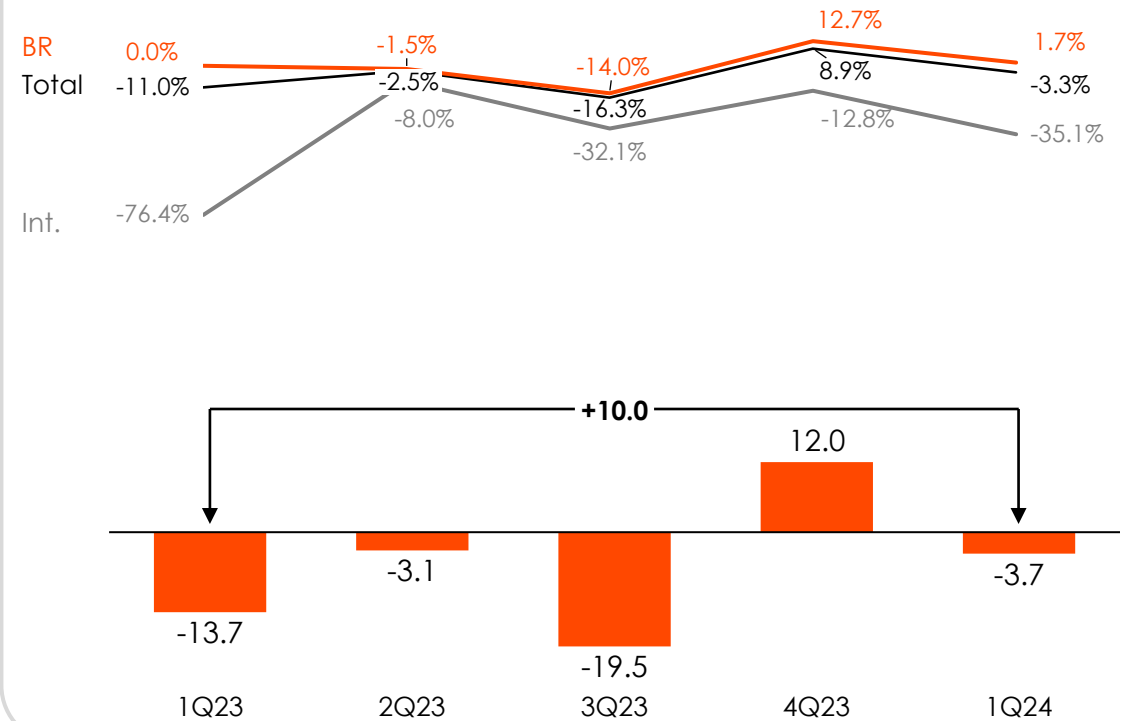
Gross Profit and Gross Margin¹

R\$ mn ; %



EBITDA ex-LTI and EBITDA Margin ex - LTI

R\$ mn ; %



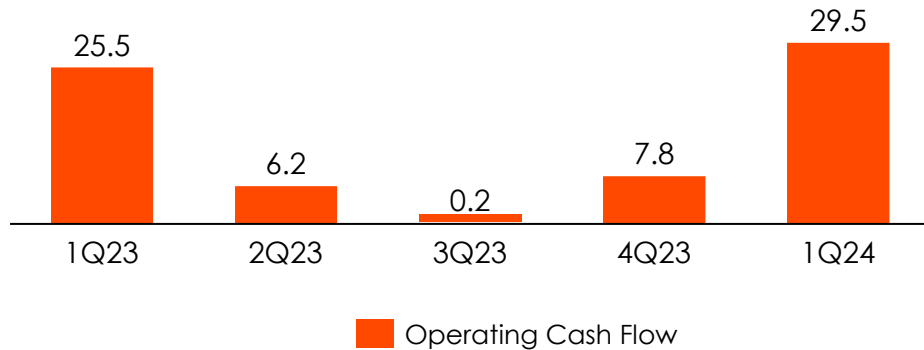
(1) Ex-Depreciation (2023 and 2024)
* LTI (Long-Term Incentives)

CASH FLOW, INVESTMENT AND DEBT

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

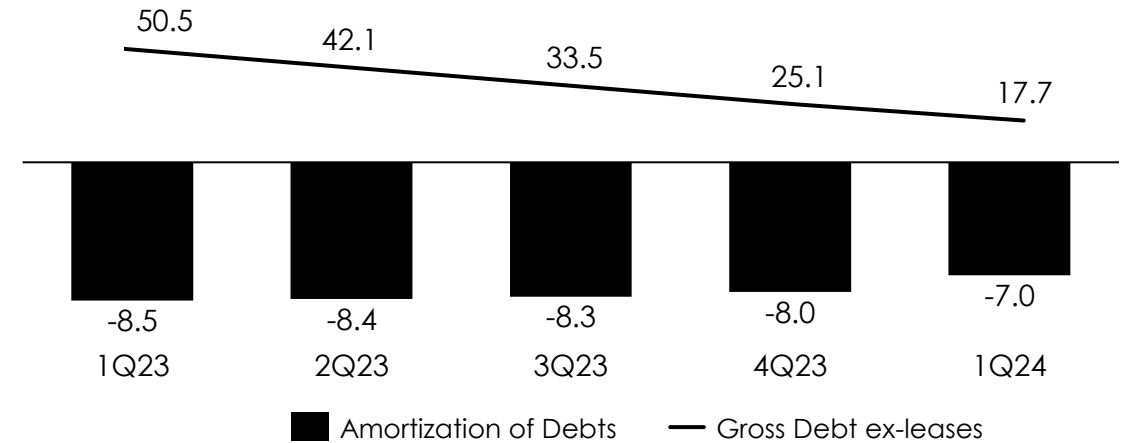
Operating Cash Flow

R\$ mn



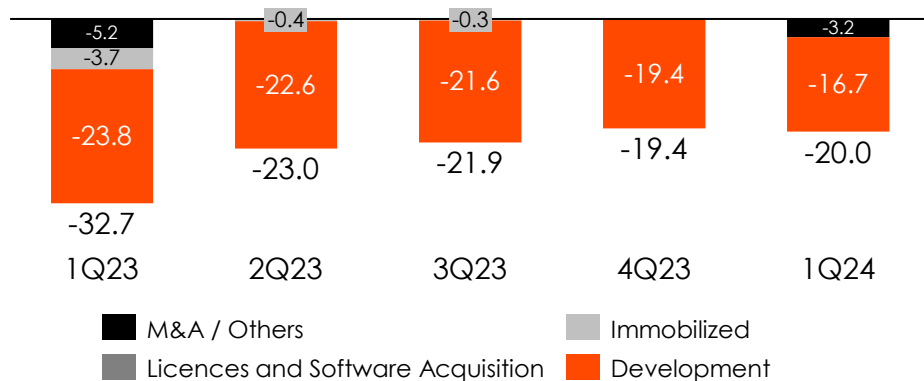
Financing Cash Flow

R\$ mn



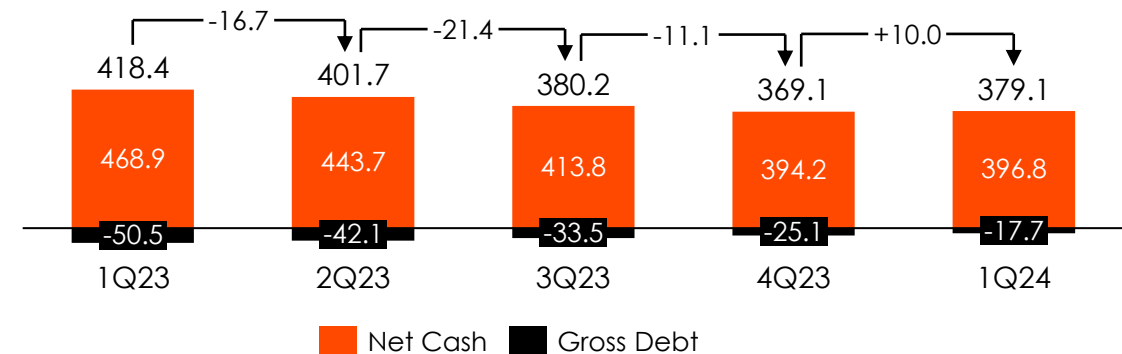
Cash Flow Investments

R\$ mn



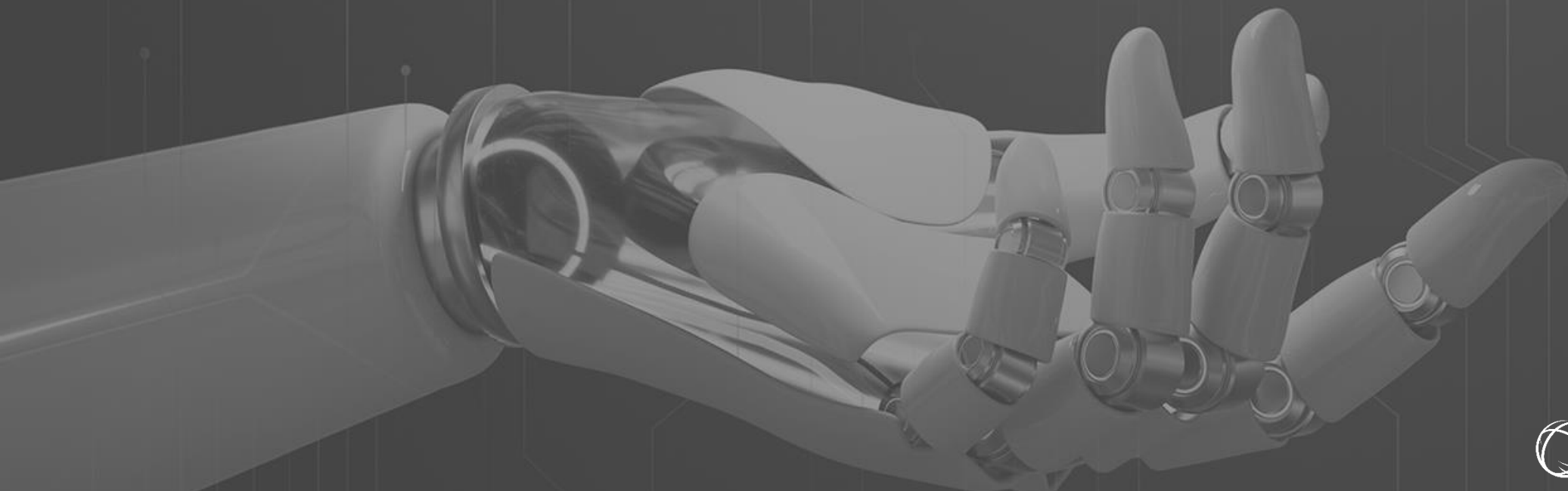
Net Cash

R\$ mn



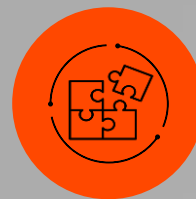
**EDUARDO
MÔNACO
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**FINAL CONSIDERATIONS
1Q24**





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