DIVULGAÇÃO DE RESULTADOS

4T22

ClearSale

Visão Geral

Bernardo Lustosa

CEO

ClearSale

Principais Destaques 4T22

Melhor Trimestre de 2022 em crescimento anual de receita líquida

Recorde em ARR Venda Nova Total

- ✓ Melhor em e-commerce Brasil e Internacional
- ✓ 2º melhor em *Application Fraud*

Novas vendas refletem investimentos em desenvolvimento e componentização

- ✓ Novas formas de pagamento
- ✓ Novos segmentos
- ✓ *Cross-sell/Up-sell*

Manutenção de sólidos indicadores operacionais

- ✓ Recorde em adição líquida de clientes: +911 QoQ
- ✓ *Churn rate*: 1,4%

Expansão de Margem Bruta e Margem EBITDA
mesmo com 100% de PCLD de um cliente do varejo nacional

Conquistas Recentes

Eduardo Mônaco
Diretor Presidente

ClearSale

Jornada

ClearSale

Onde queremos chegar...

+ Componentes

O que já fizemos?

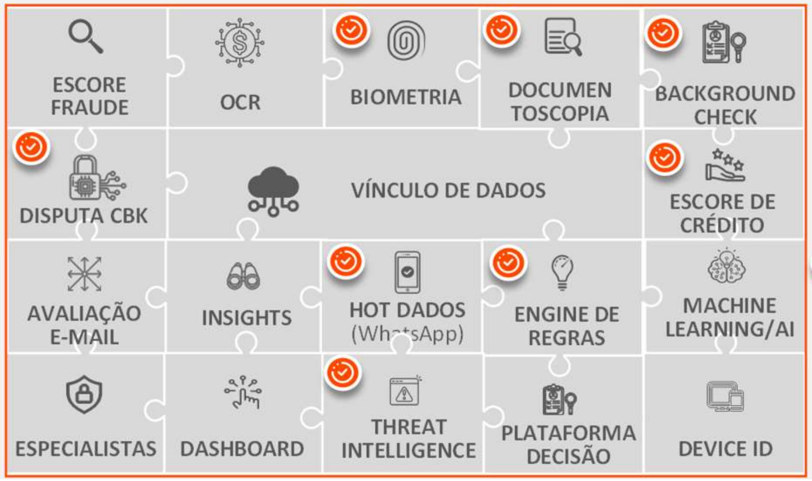
ESCALA

- Escalável + Escalável

Melhora de infraestrutura

- **On premisses ➡ Cloud**
- **Projetos Eficiência** (Discador, Flow)
- **Conhecimento distribuído**

Desenvolvimento de componentes



Após IPO

Jornada

Onde queremos chegar...

+ Componentes

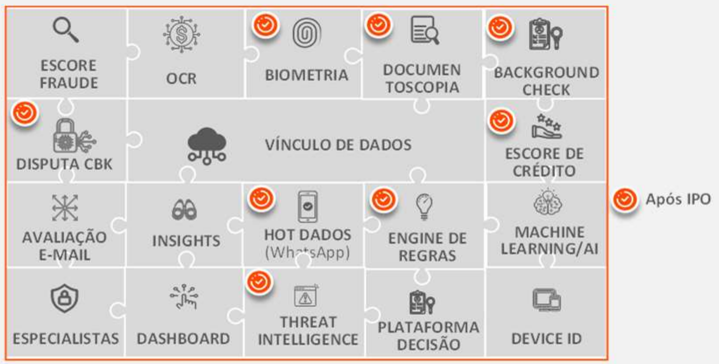
+ Ofertas

O que já fizemos?

PRODUTOS — Full outsourcing · Gestão compartilhada · Componentes

GROWTH — Reativo · Analítico · Mercado

Desenvolvimento de componentes



Mais oferta de soluções e modelos variáveis de comercialização

Componentes	...para uso feito por nosso cliente
Pacotes	...que atendem casos de uso
Full-service	...com expertise ClearSale

Jornada

ClearSale

Onde queremos chegar...

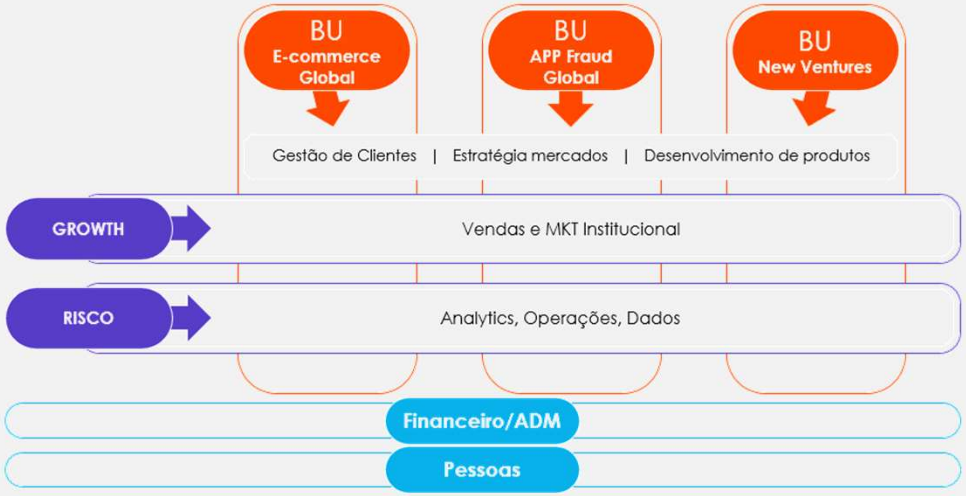
- **+ Componentes**
- **+ Ofertas**
- **+ Dores de risco do cliente**
- **+ Clientes e Segmentos**

O que já fizemos?

MODELO GESTÃO — Tradicional — Ágil

Nova estrutura por *Business Unit*

- **Maior foco no atendimento do cliente**
- **Melhor posicionamento de produtos**
- **Agilidade na venda**

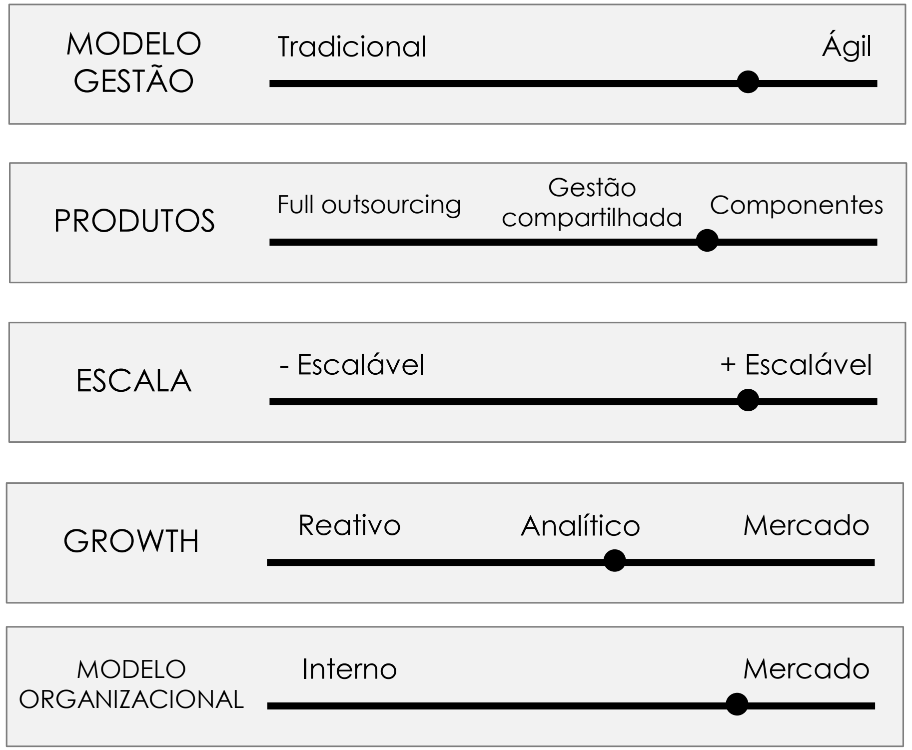


Jornada

ClearSale

Onde queremos chegar...

O que já fizemos?



Resultados 4T22

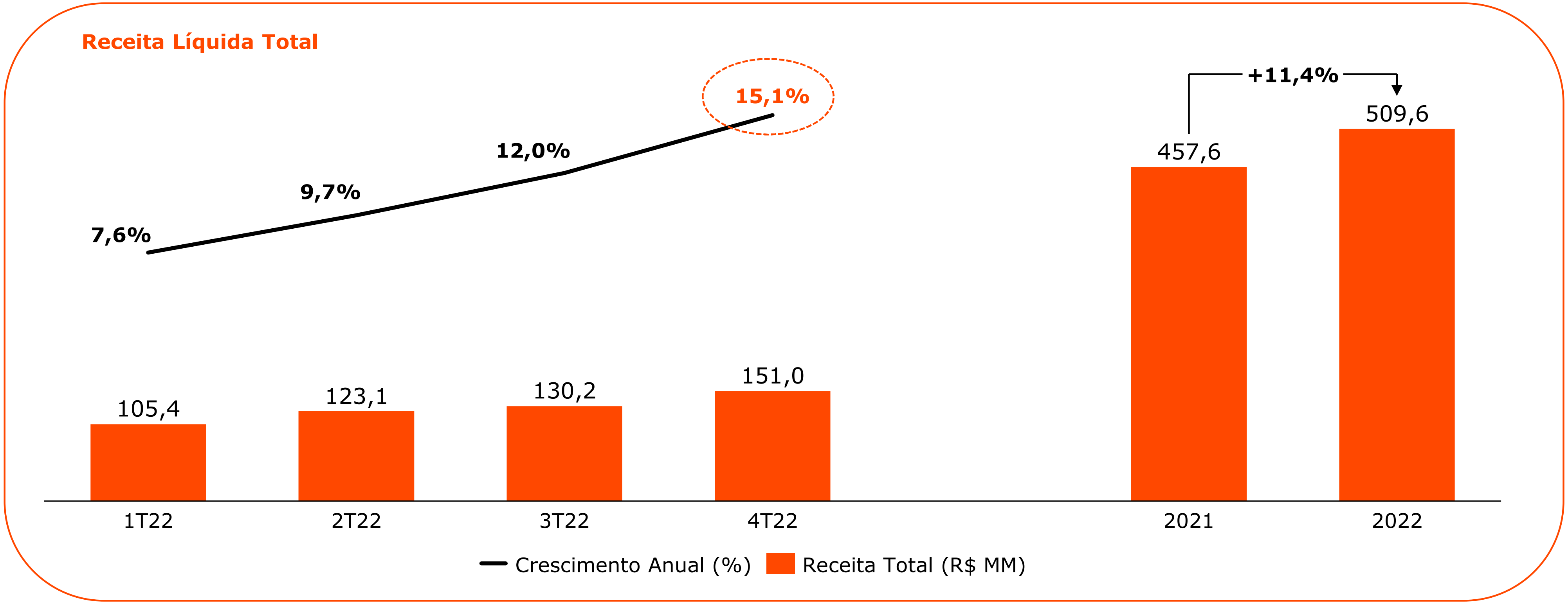
Alexandre Mafra Guimarães

CFO

ClearSale

Receita Líquida – Principais destaques

R$ MM; %

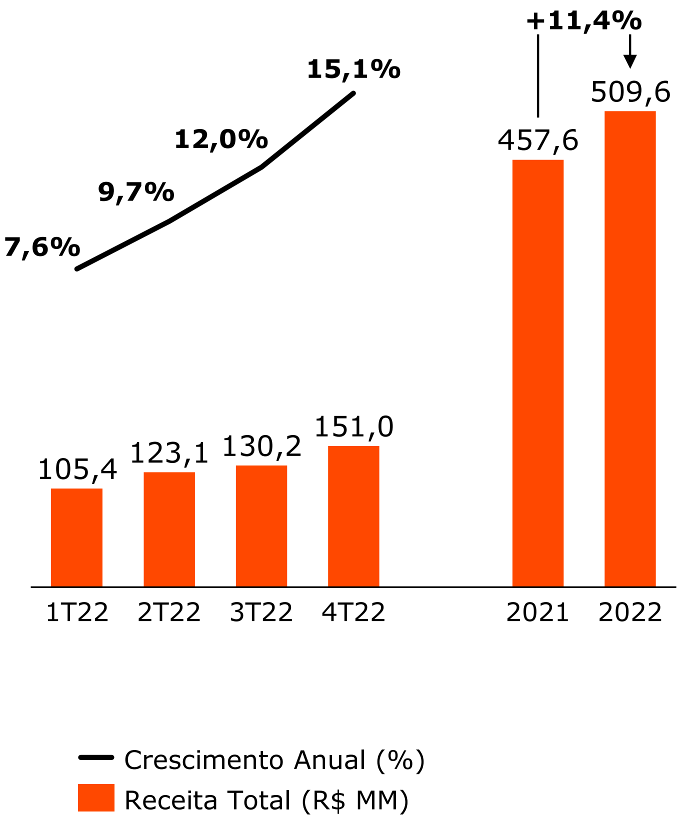


Melhor Trimestre de 2022 em crescimento anual de receita líquida

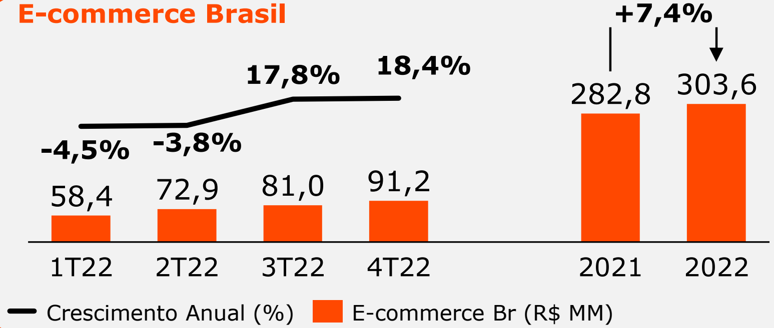
Receita Líquida – Principais destaques

R$ MM; %

Receita Líquida Total

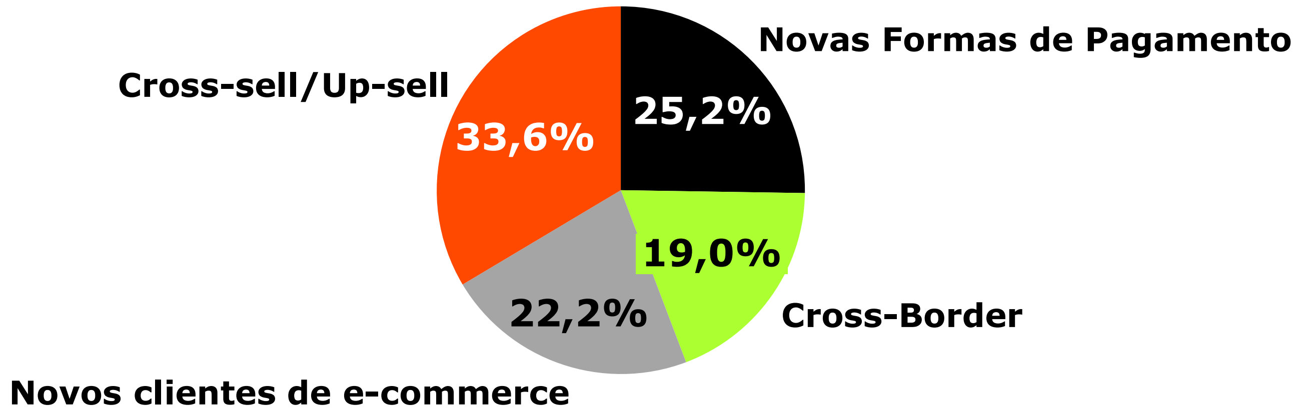


E-commerce Brasil



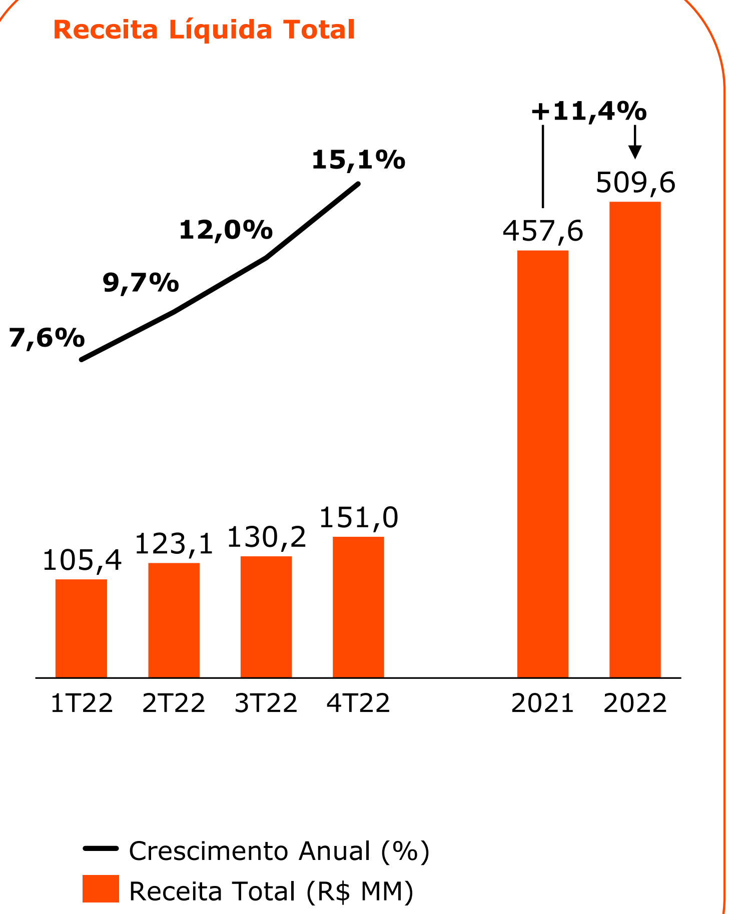
- **Melhor Trimestre de 2022 em crescimento anual**, apesar de Black Friday desafiadora;
- ARR Venda Nova **recorde**;
- Venda Nova em **novas formas de pagamento, *cross border*** e **novos clientes.**

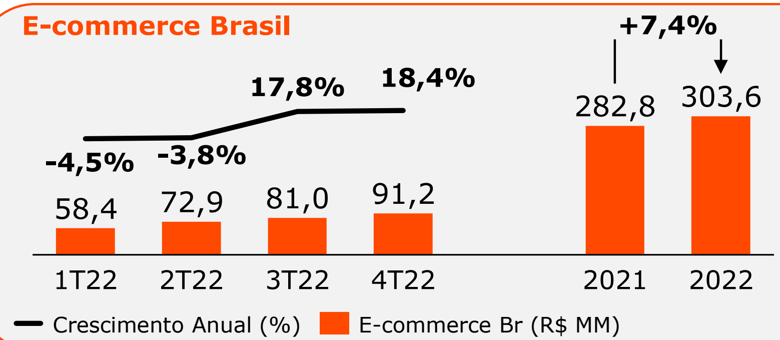
***Breakdown* ARR Venda Nova E-commerce Brasil - 4T22**



Receita Líquida – Principais destaques

R$ MM; %





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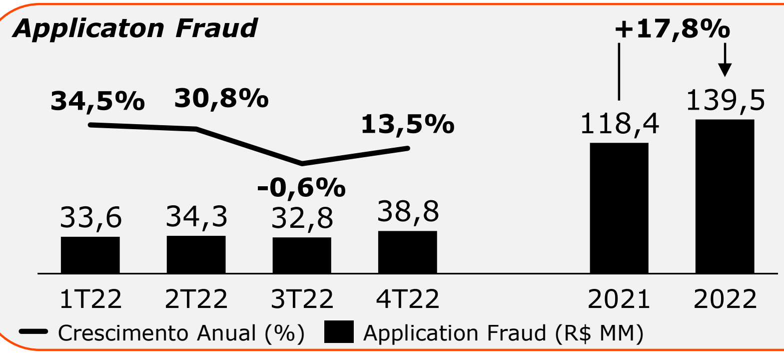
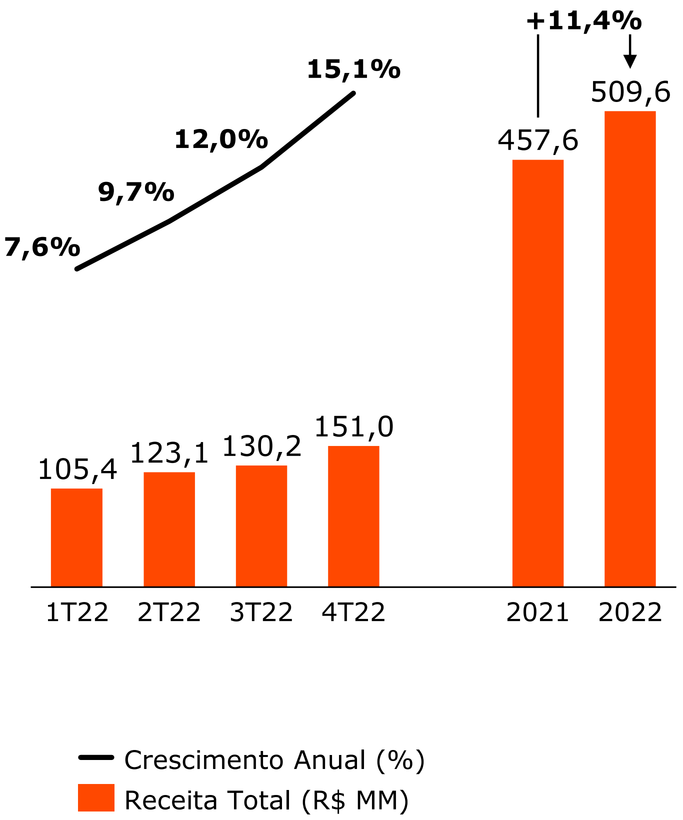


- **Retomada de crescimento anual** (+13,5%) e no trimestral (+18,4%);
- **2º maior** ARR Venda Nova da história da ClearSale.

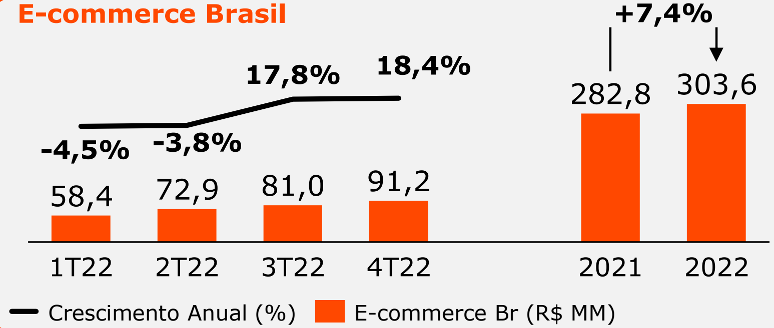
Receita Líquida – Principais destaques

R$ MM; %

Receita Líquida Total



E-commerce Brasil



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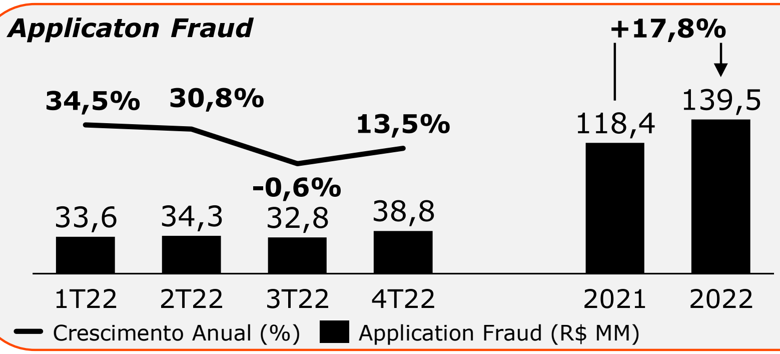
Applicaton Fraud



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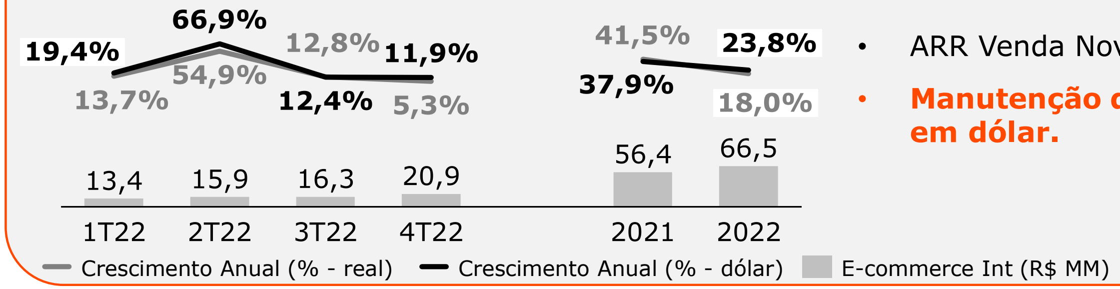
E-commerce Int.

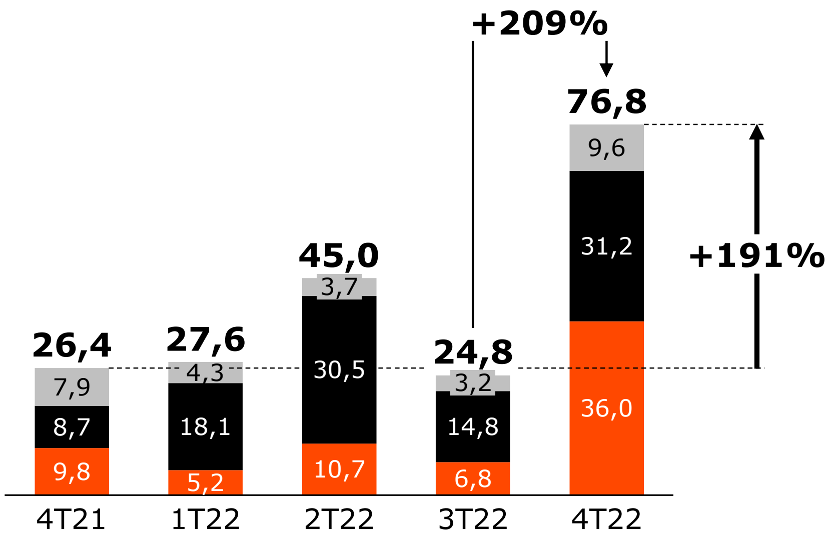


- ARR Venda Nova **recorde**;
- **Manutenção de crescimento em dólar.**

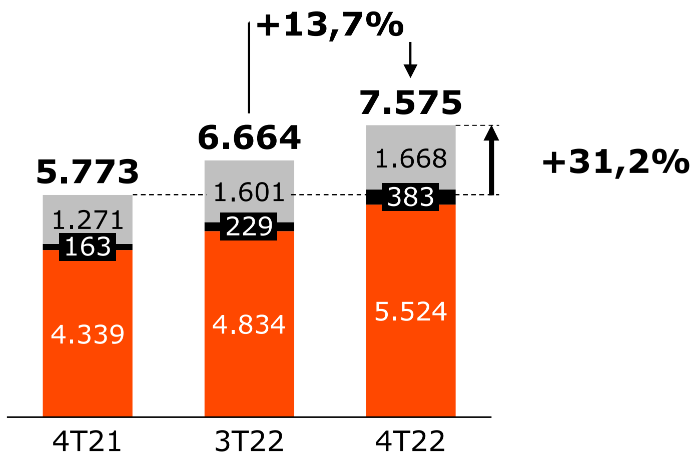
Indicadores Operacionais de Receita

Recorde em ARR Venda Nova Total, adição líquida de Clientes (+911 QoQ) e indicador de churn rate anual

ARR[1] Venda Nova
R$ MM

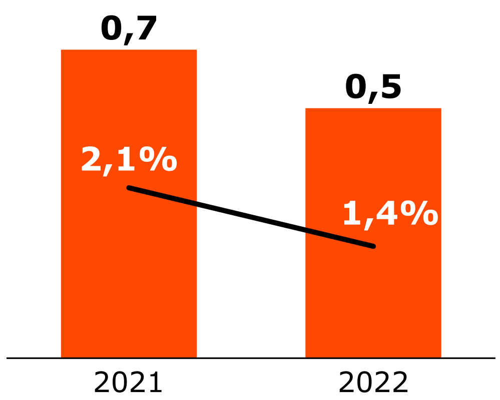


Quantidade de Clientes



Churn e Churn-rate Anualizados
(R$ MM e %)

Life Time teórico de **+70 anos**



E-commerce Internacional | *Application Fraud* | E-commerce Brasil

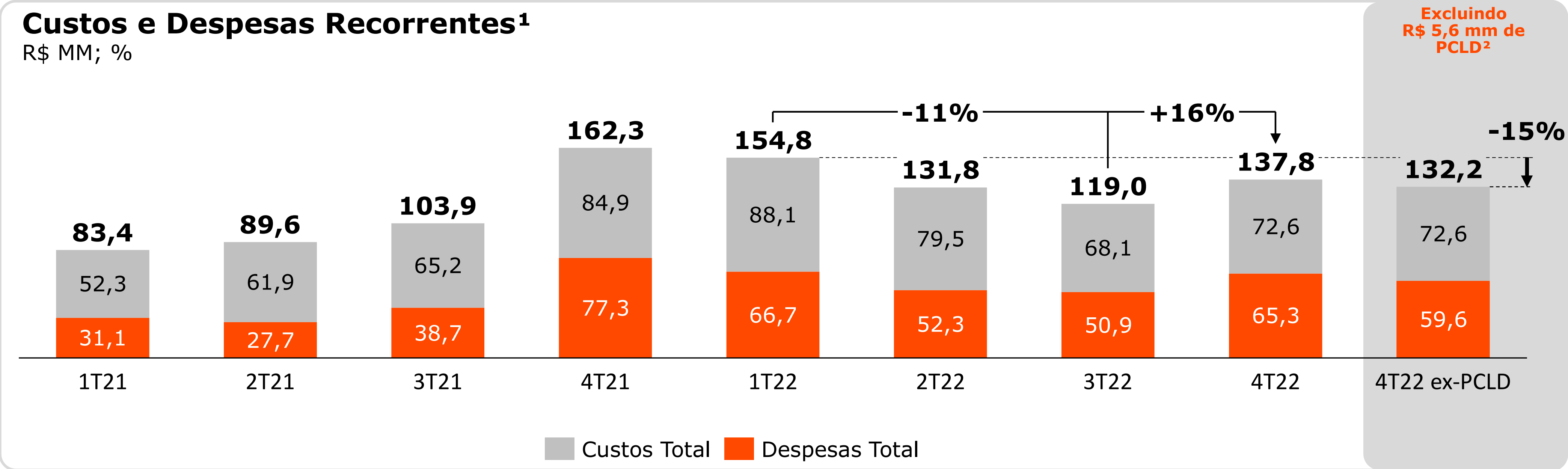
Churn Rate (%) | *Churn Financeiro*

(1) Annually Recurring Revenue ou Receita Recorrente Anual.

Custos e Despesas Recorrentes[1]

R$ MM; %

Queda de 11% ou R$ 17 mm vs. 1T22 e crescimento de 16% QoQ devido a sazonalidade e impacto pontual de provisão.



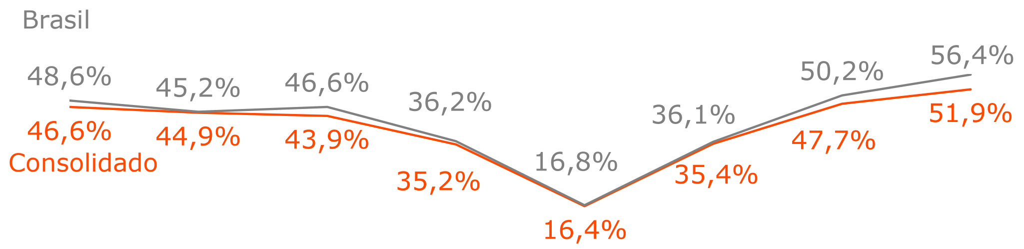
(1) Ajustes de: Resultado das controladas descontinuadas (2021), duplicidade de *Cloud* (2021), Despesas IPO (2021), Rescisões (2022), Aquisição Patente Internacional (2022), Ajuste ISS (2022), Devolução do prédio (2022) e Incentivo de Longo Prazo (2021 e 2022) sem depreciação; (2) 100% de provisão para crédito de liquidação duvidosa de um cliente do varejo nacional

Lucro Bruto Ajustado, Margem Bruta Ajustada, EBITDA Ajustado e Margem EBITDA Ajustado

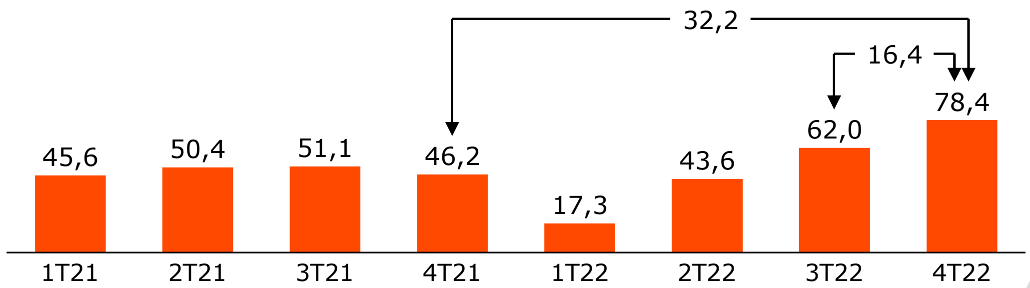
R$ MM; %

Terceiro trimestre consecutivo em expansão de Margens Bruta e EBITDA

Margem Bruta Ajustada[1]

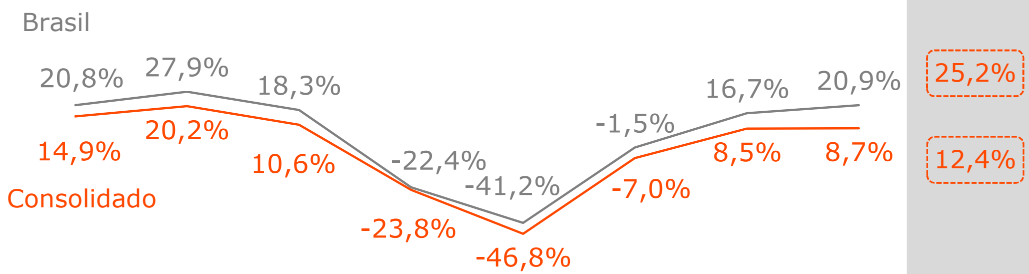


Lucro Bruto Ajustado[1]

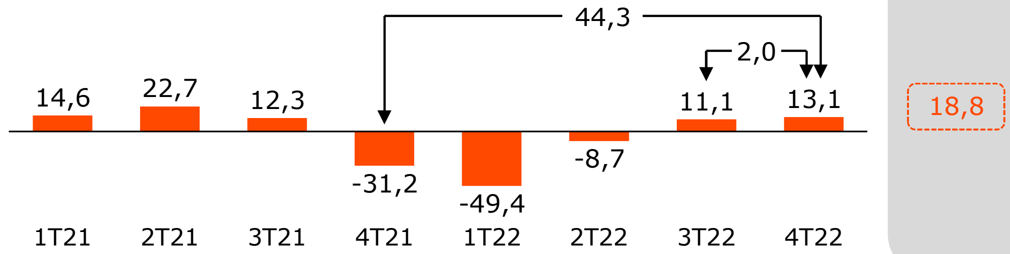


Margem EBITDA Ajustado[2]

Excluindo R$ 5,6 mm de PCLD[3]



EBITDA Ajustado[2]

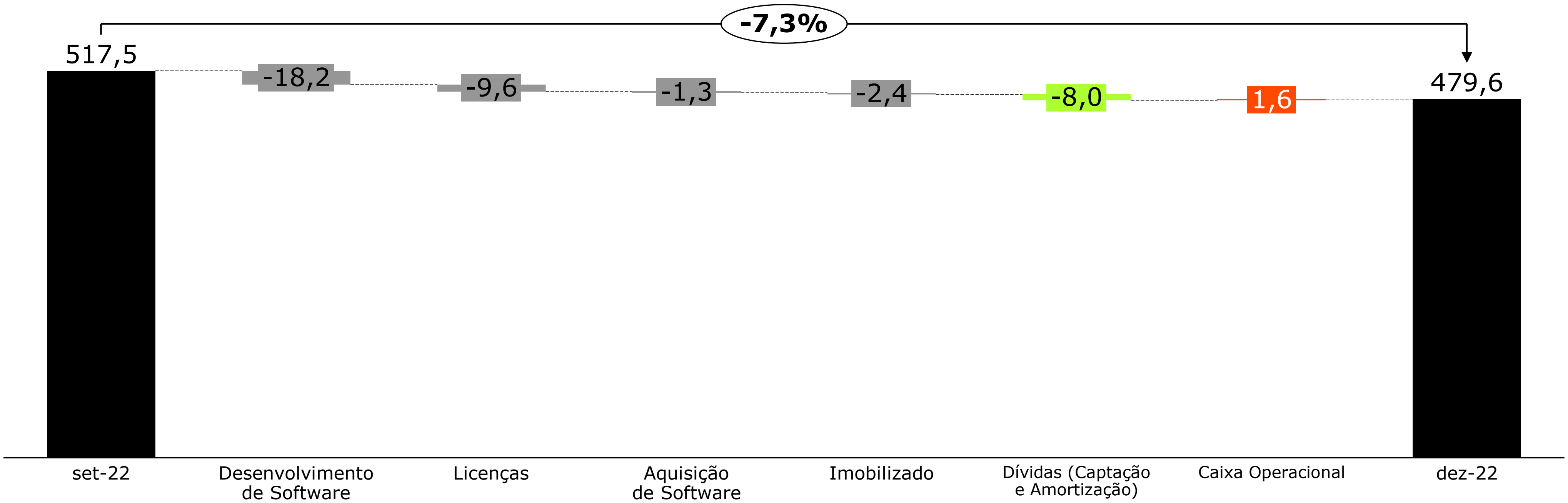


(1) Ajustes de: Duplicidade de cloud (2021) e Rescisões (2022) sem depreciação; (2) Ajustes de: Resultado das controladas descontinuadas (2021), duplicidade de *Cloud* (2021), Despesas IPO (2021), Rescisões (2022), Aquisição Patente Internacional (2022), Ajuste ISS (2022), Devolução do prédio (2022) e Incentivo de Longo Prazo (2021 e 2022); (3) Excluí o efeito da PCLD de um cliente do varejo nacional

Fluxo de Caixa Consolidado 4T22

R$ MM

Geração de caixa operacional de R$ 1,6 milhões



*Considera efeito caixa e não contábil

Mensagem Final

Bernardo Lustosa

CEO

ClearSale

Mensagem Final

ClearSale

Indicadores Operacionais Sólidos

- *Churn-rate* 2022: 1,4% (-0,7 p.p YoY)

Rentabilidade *on track*

- Margem Bruta acima dos níveis pré-IPO;
- Expansão das Margens Bruta e EBITDA

Sustentabilidade do Negócio

- Ampliação do portfólio de componentes;
- Flow: Plataforma modular e componentizada;
- Adequação e Organização corporativa em BUs;
- Melhor trimestre em crescimento de Receita
- Recorde em venda nova (em novas
- verticais) e em adição líq. de clientes

Q&A

ClearSale

RESULTS PRESENTATION
4Q22

ClearSale

Overview

Bernardo Lustosa
CEO

ClearSale

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 Mônaco
President

Jorney

ClearSale

Where do we want to go?

+ Components

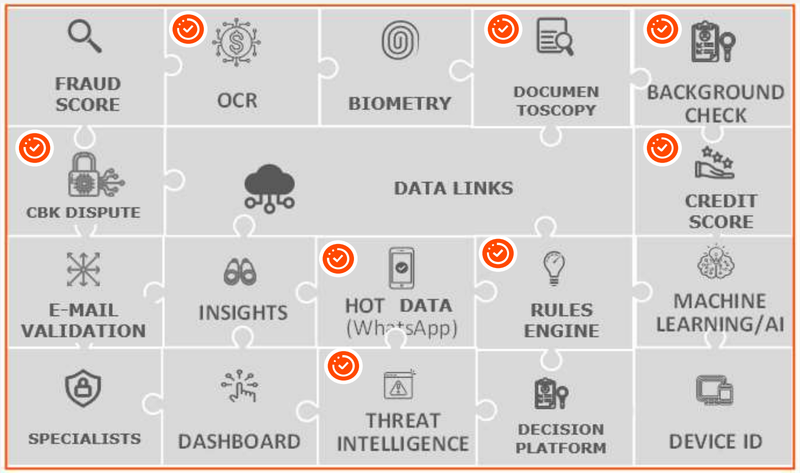
what have we done?

Scale — - Scalable … + Scalable

Infrastructure Improvement

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

Components Development



post-IPO

Journey

Where do we want to go?

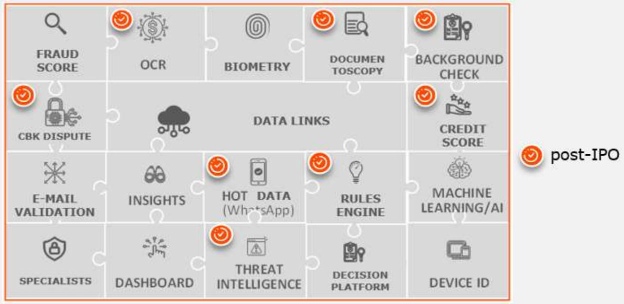
+ Components

+ Offers

what have we done?

PRODUCTS	Full outsourcing	Shared Management	Components
GROWTH	Reactive	Analytical	Market

Components development



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?

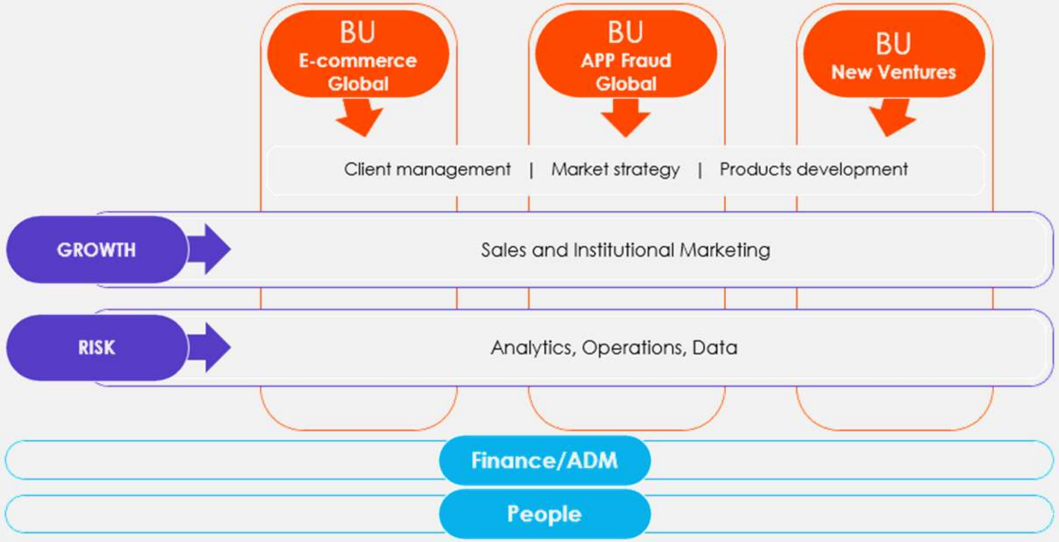
- **+ Components**
- **+ Offers**
- **+ Customer risk pain**
- **+ Customers and Segments**

what have we done?

MODEL OF MANAGEMENT — Traditional … Agile

New structure by *Business Unit*

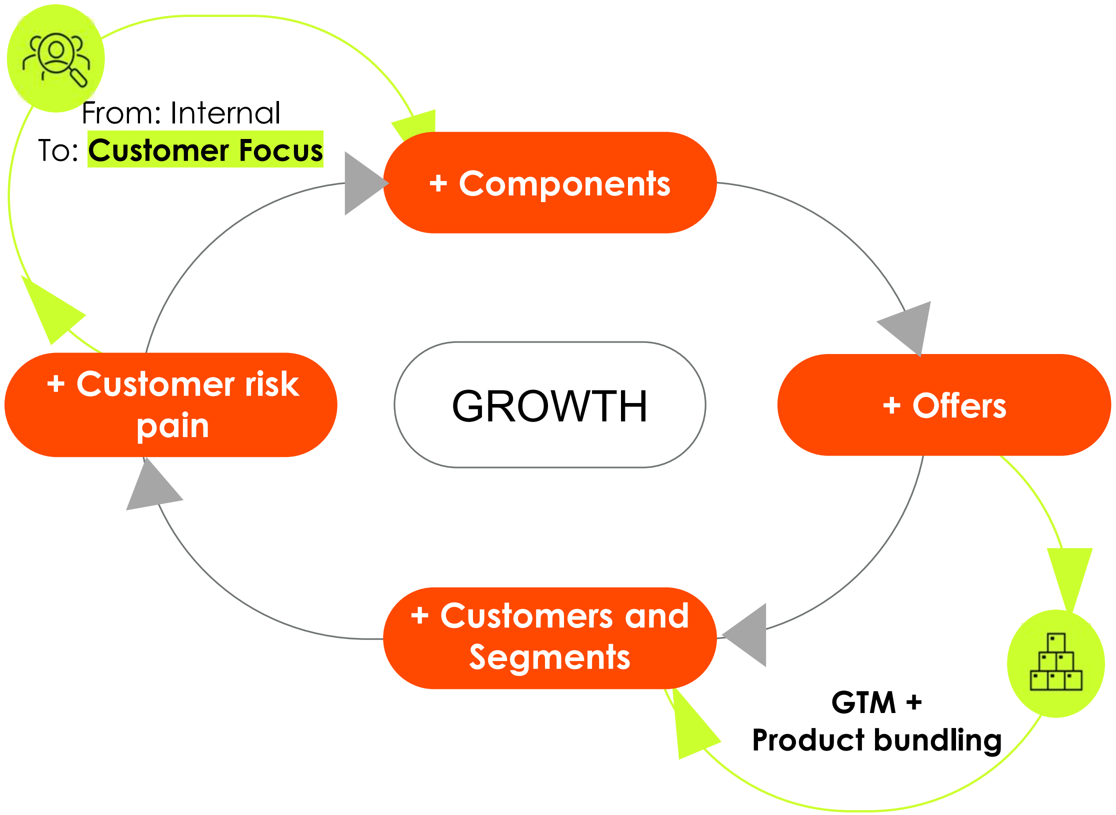
- **Better focus on customer's service**
- **Better product positioning**
- **Sales agility**



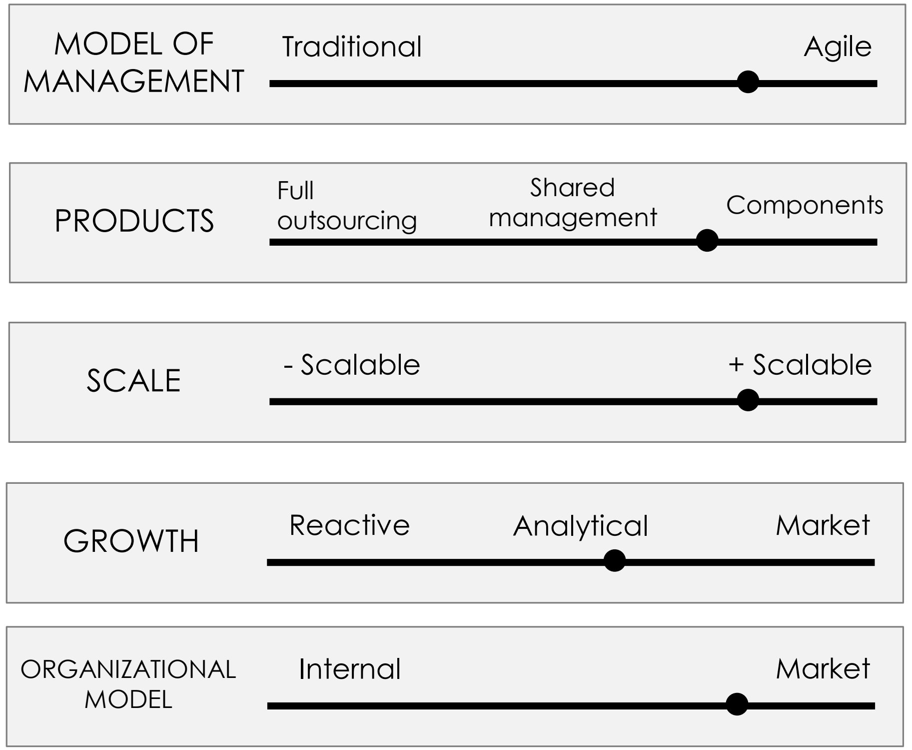
Journey

ClearSale

Where do we want to go?



What have we done?



Results 4Q22

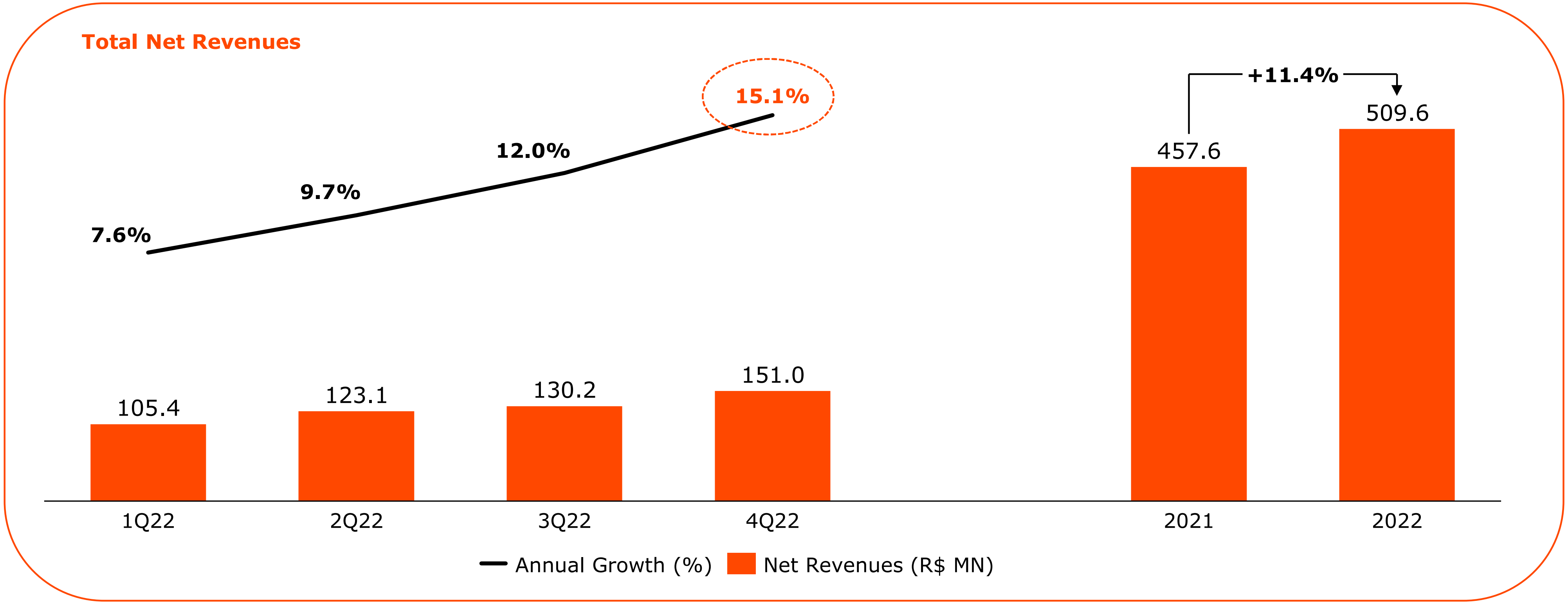
Alexandre Mafra Guimarães

CFO

ClearSale

Net Revenue – Main highlights

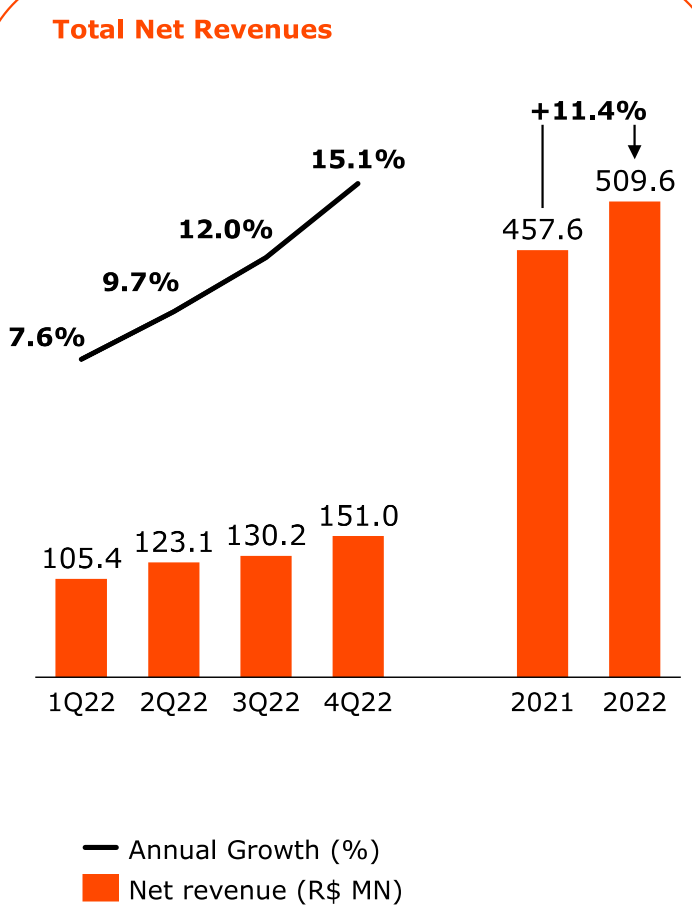
R$ MN; %

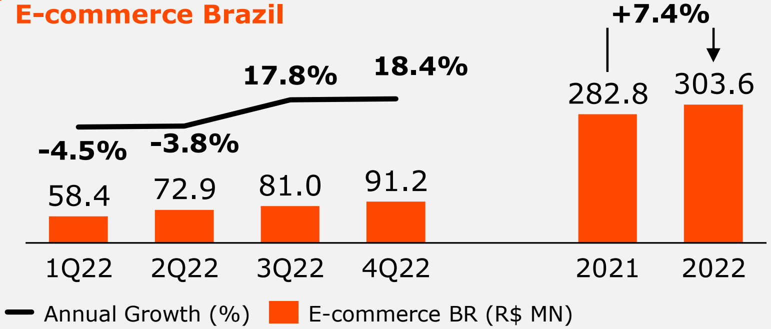


Best Quarter of 2022 in Annual Net Revenue Growth

Net Revenue - Main highlights

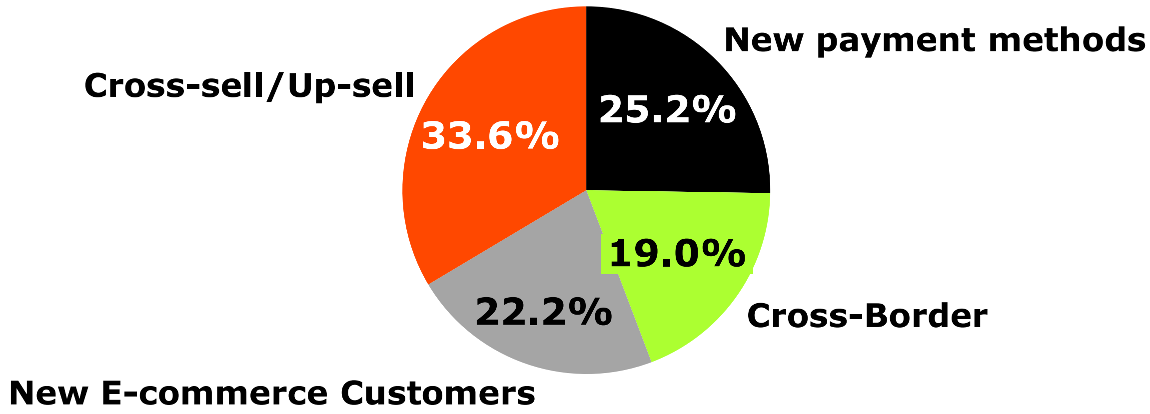
R$ MN; %





- **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.**

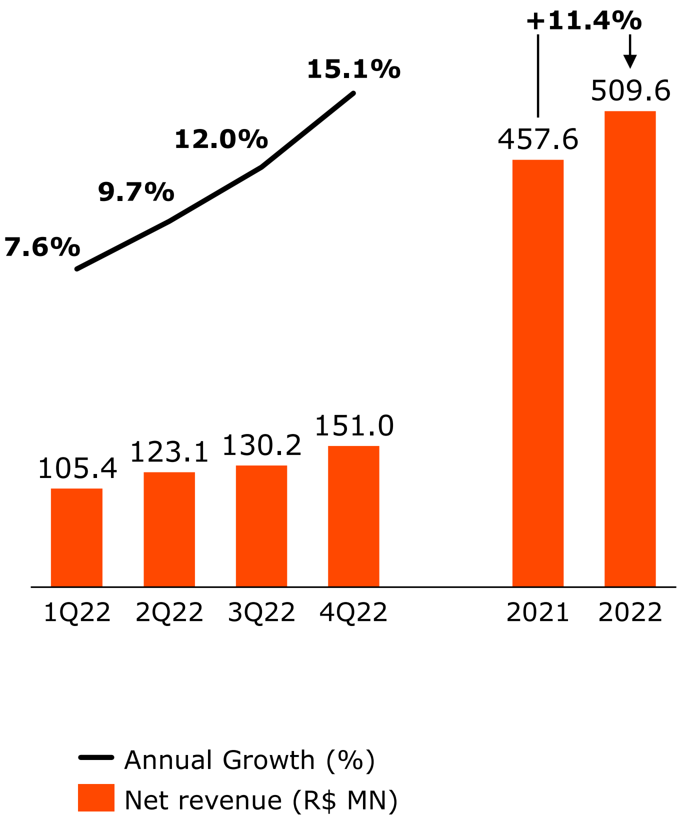
Breakdown ARR New Sales E-commerce Brazil – 4Q22



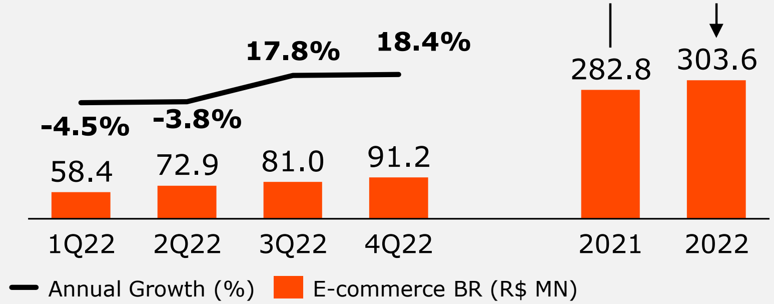
Net Revenue - Main highlights

R$ MN; %

Total Net Revenues



E-commerce Brazil



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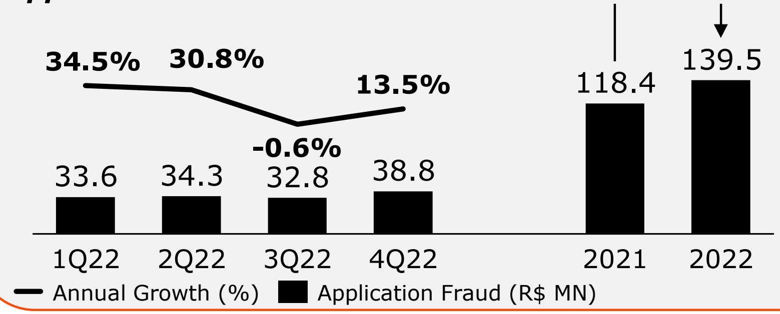
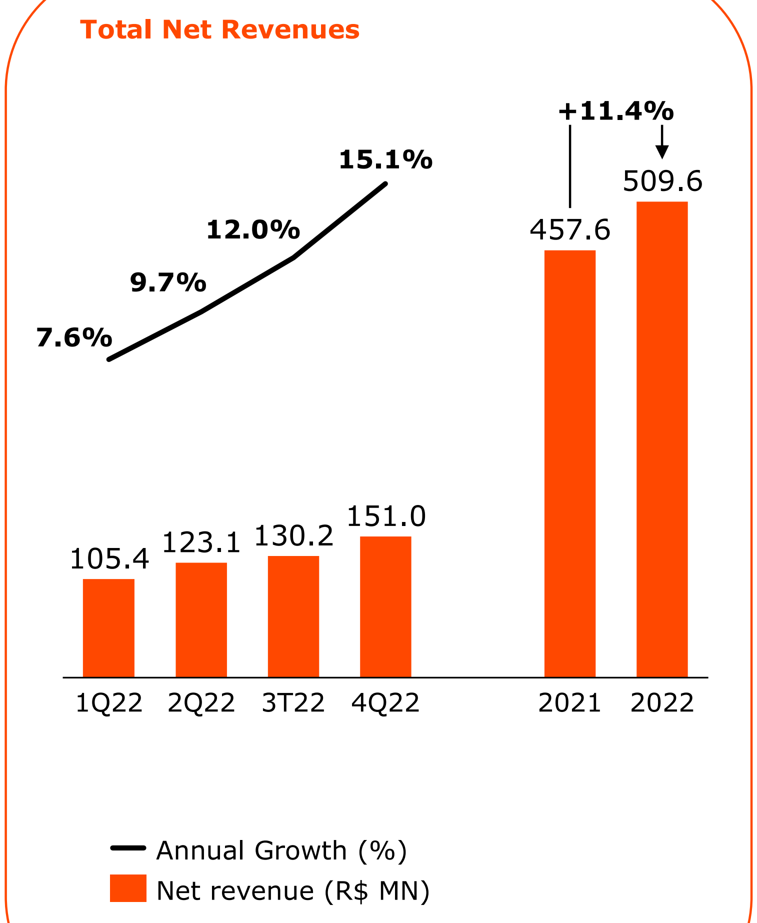
Applicaton Fraud

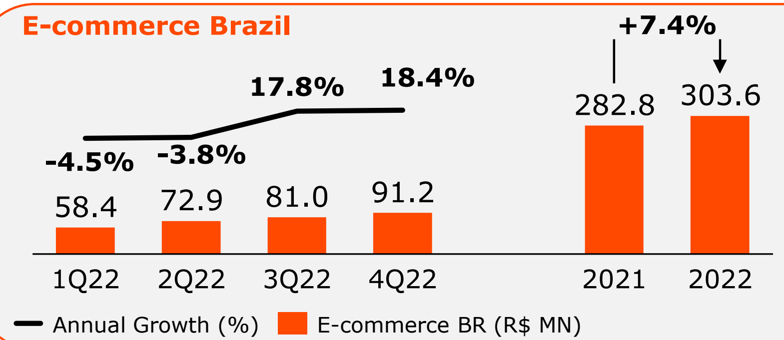


- **Resumption of annual growth** (+13.5%) and quarterly (+18.4%);
- **2nd highest** ARR New Sales in ClearSale's history.

Net Revenue - Main highlights

R$ MN; %





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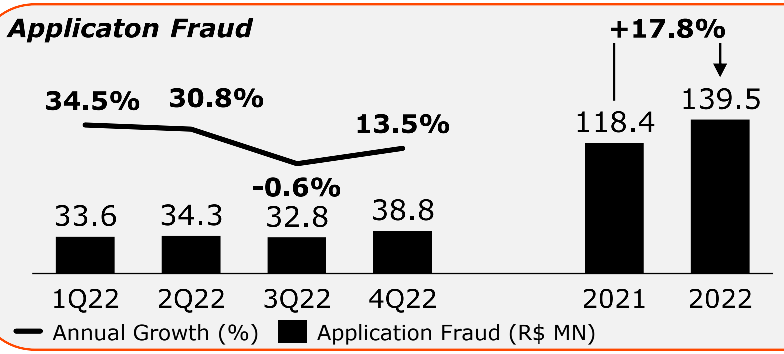

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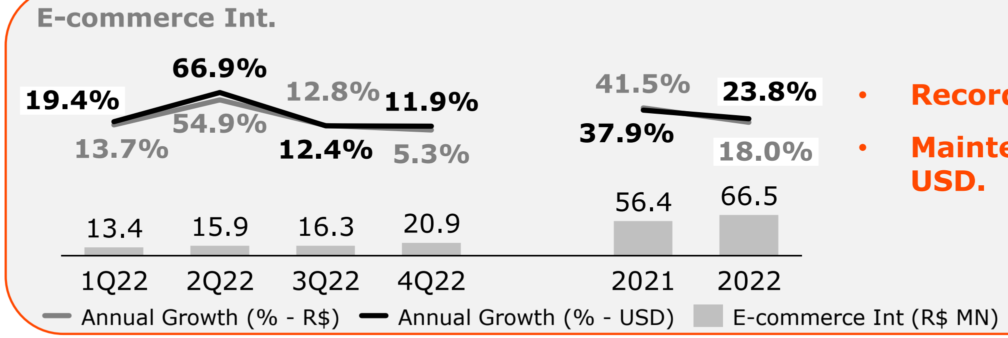
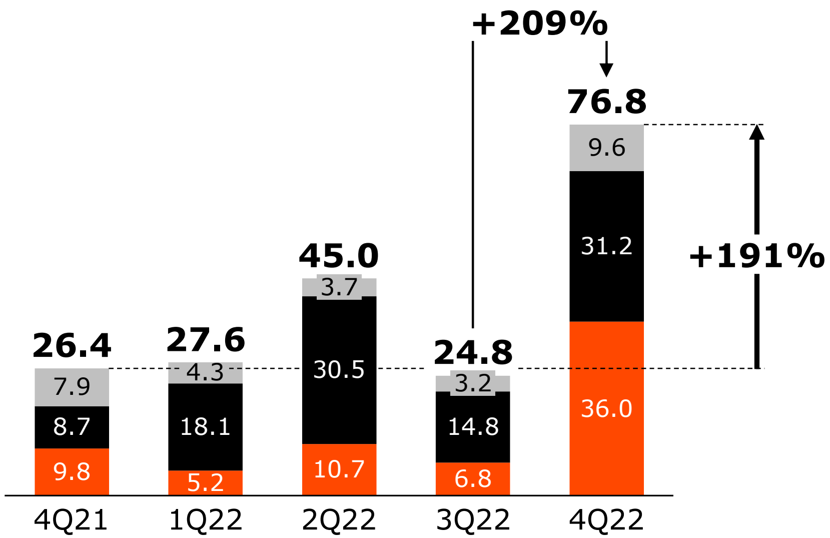


- **Record** ARR New Sales;
- **Maintenance of growth in USD.**

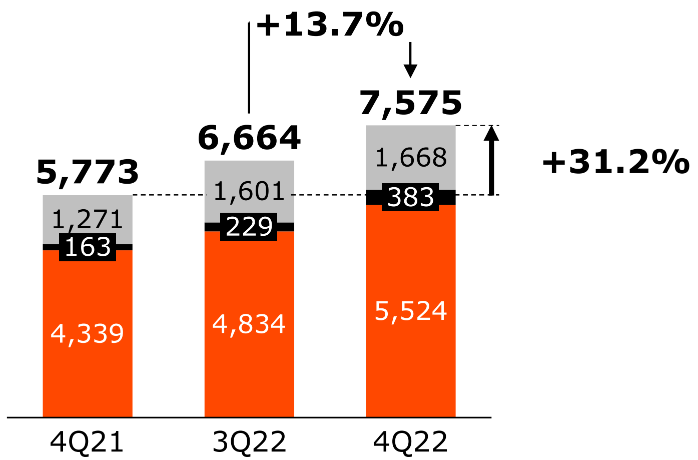
Operating Indicators

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

ARR[1] New Sales
R$ MN

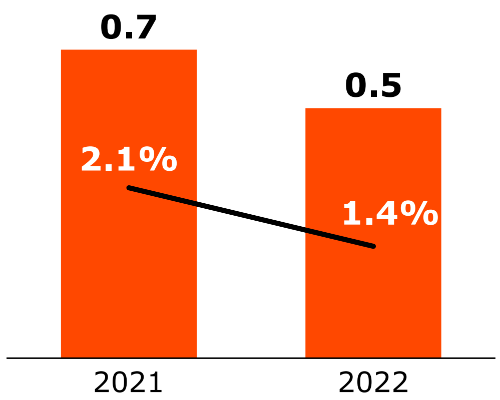


Customers



Annualized Churn e Churn-rate
(R$ MN; %)

+70 years
Theoretical *Lifetime*



E-commerce International | Application Fraud | E-commerce Brazil

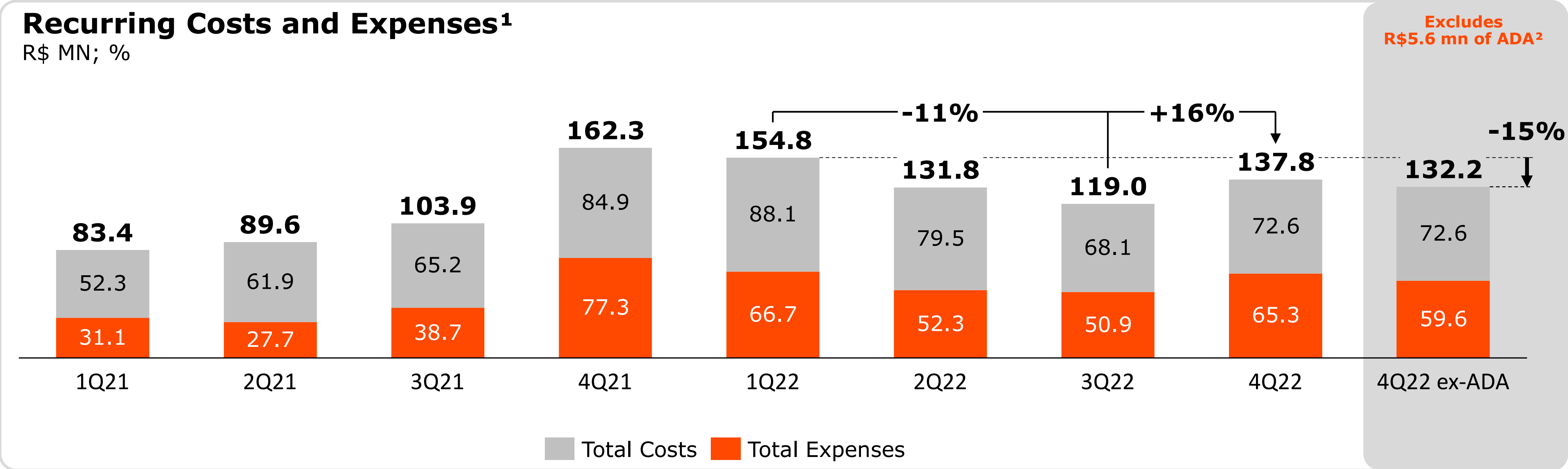
Churn Rate (%) | Financial Churn

(1) Annually Recurring Revenue.

Recurring Costs and Expenses[1]

R$ MN; %

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



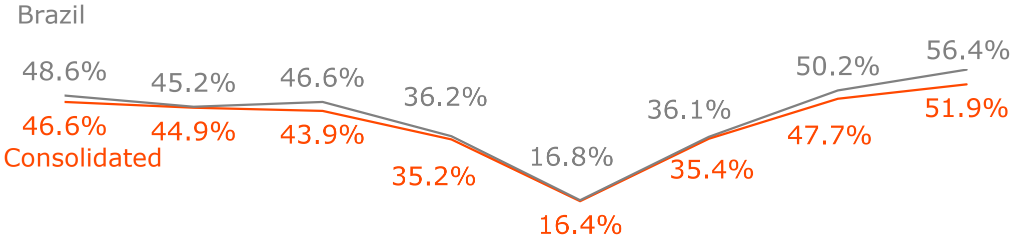
(1) Adjustments of: Result of discontinued subsidiaries (2021), Cloud duplicity (2021), IPO Expenses (2021), Terminations (2022), International Patent Acquisition (2022), Tax Adjustment (2022), Return of the building (2022) and Long-Term Incentive Plan (2021 and 2022) and excluding depreciation; (2) 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

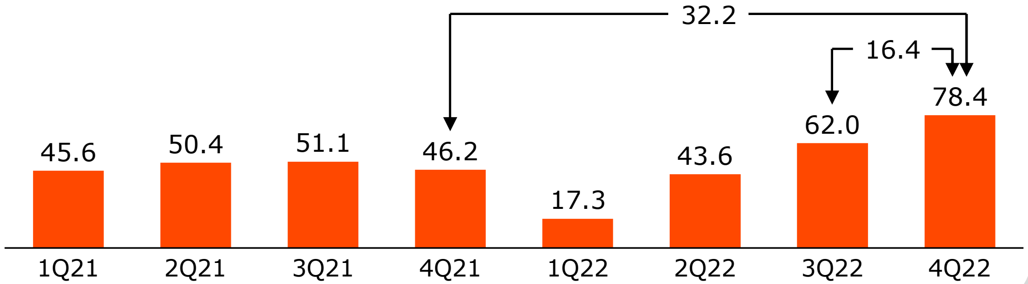
R$ MN; %

Third consecutive quarter of Gross Margin and EBITDA expansion

Adjusted Gross Margin[1]

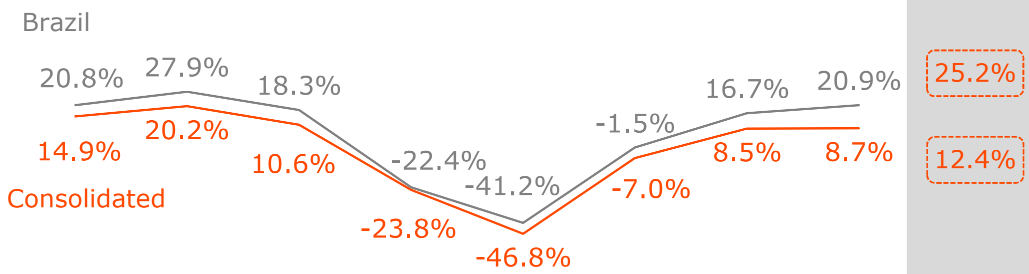


Adjusted Gross Profit[1]

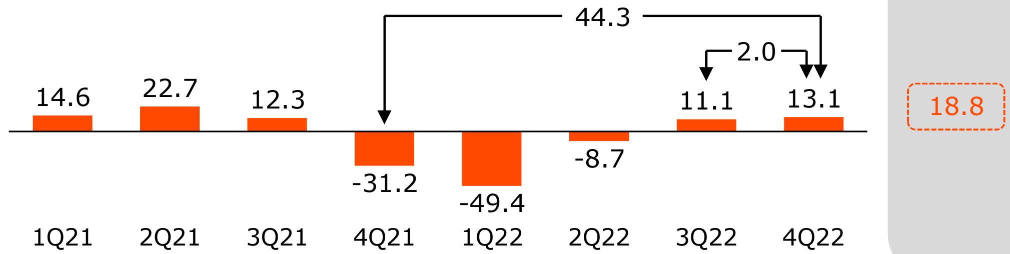


Adjusted EBITDA Margin[2]

Excludes R$5.6 mm of ADA[3]



Adjusted EBITDA[2]

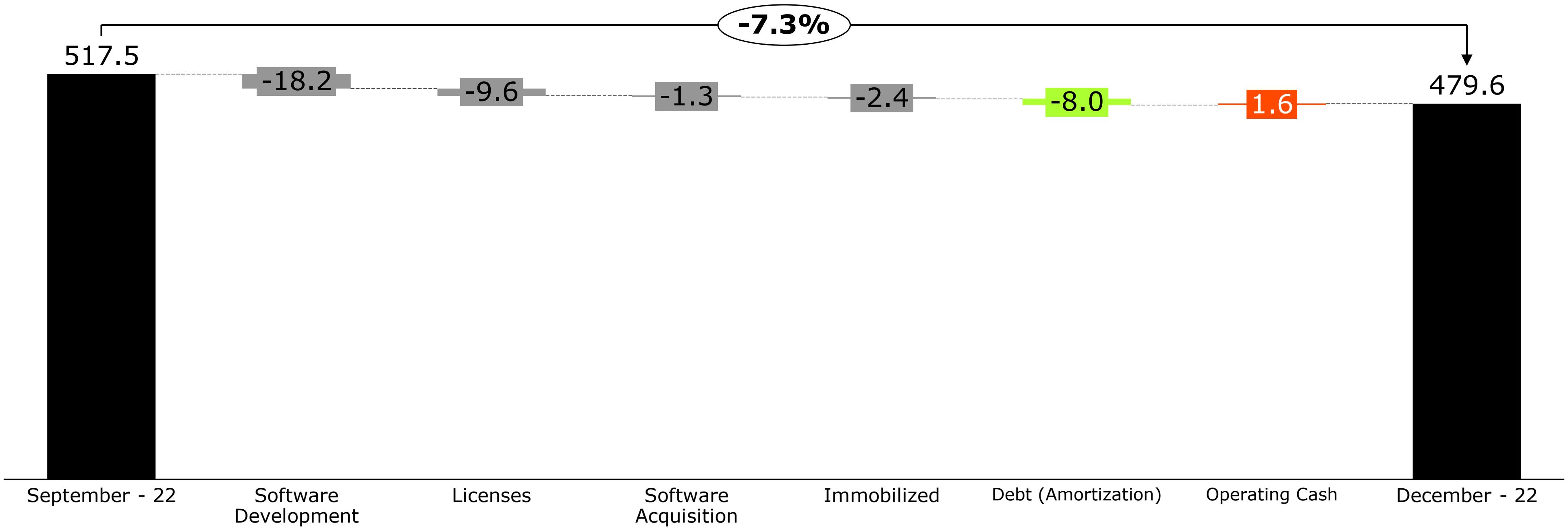


(1) Adjustments of: Cloud duplicity (2021) and Terminations (2022) excluding depreciation; (2) Adjustments of: Results of discontinued subsidiaries (2021), Cloud Duplicity (2021), IPO expenses (2021), Terminations (2022), International Patent Acquisition (2022), Tax Adjustments (2022), Return of the building (2022) and Long-Term Incentive Plan (2021 and 2022);(3) Excludes the effect of ADA of a national retail customer

Consolidated Cash Flow

R$ MN

Operating cash generation of R$1.6 million



Final Message

Bernardo Lustosa

CEO

ClearSale

Final Message

ClearSale

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

ClearSale