

1Q 2024

EARNINGS RELEASE PRESENTATION



In our commitment to support the reconstruction and humanitarian assistance efforts in Rio Grande do Sul, Positivo:

- *has been supporting its employees and their families in the region through an emotional and social support program.*
- *additionally, it will continue to support donations made by its employees and will maintain its factories as donation collection centers. We are also working in partnership with other institutions, particularly with Grupo Positivo, to maintain the flow of donations and manage the logistics of delivery to Rio Grande do Sul.*
- *Positivo will support the resumption of operations in affected schools with technical resources as soon as weather conditions are appropriate.*

We stand united in this time of adversity and will do everything within our power to support the people of Rio Grande do Sul and contribute to the reconstruction and restoration of normalcy in the region. Together, we will overcome this challenge.

HIGHLIGHTS

R\$ 1,177 mm

Gross Revenue

+38% yoy

R\$ 115.6 mm

EBITDA

+36% vs. 1Q23

Margin 11.6% (-0.4 p.p. yoy)

R\$ 64.3 mm

Net Profit

+655% vs. 1Q23

Margin 6.5% (+5.3 p.p. yoy)

R\$ 83 mm

**Cash
Generation**

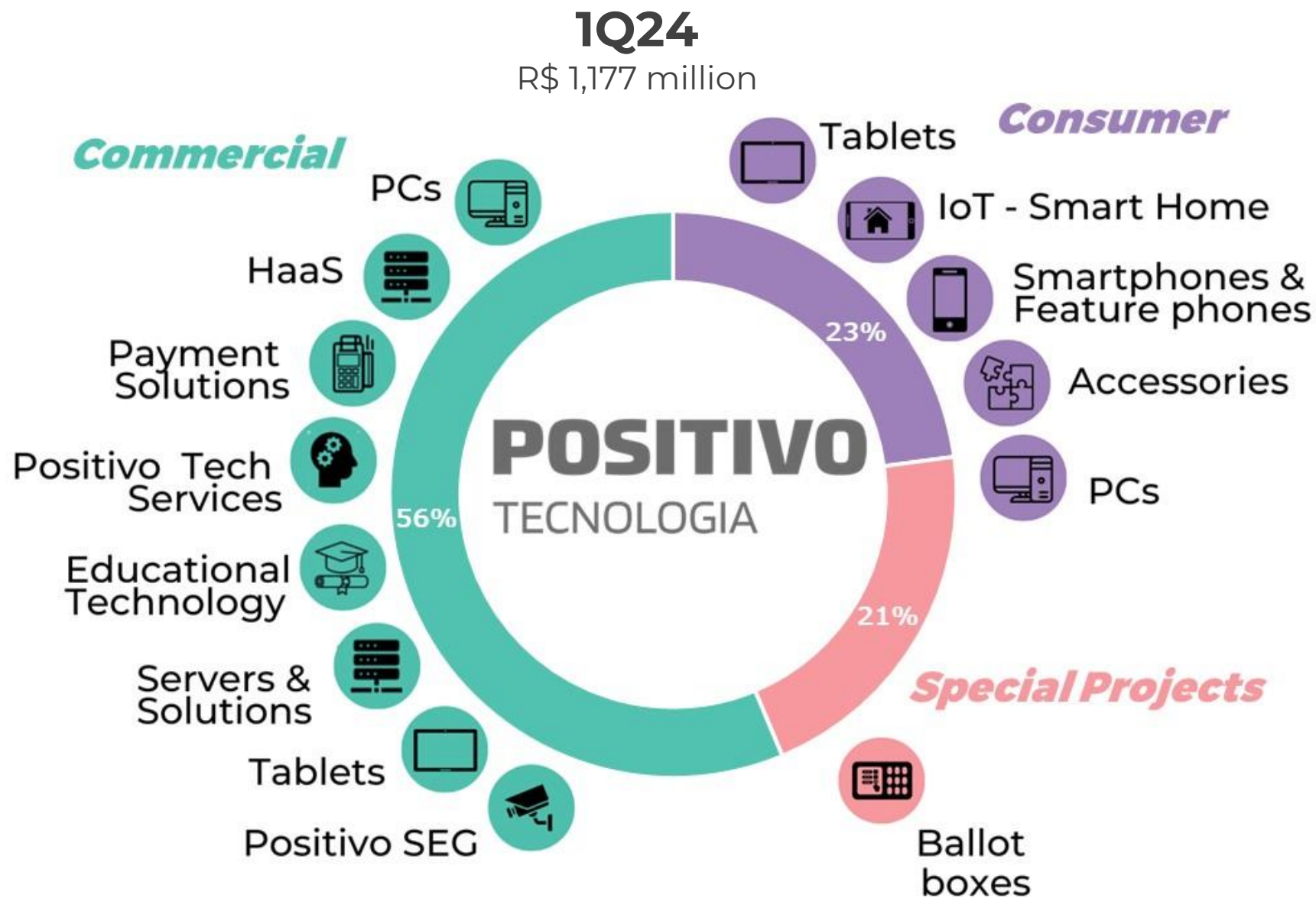
1.3x

Leverage Ratio

-0.2 p.p. yoy

**Reduction in debt
cost and
improvement in debt
profile**

OUR BUSINESS MODEL:





+ POSITIVO
TECNOLOGIA

**Business
Segments**

COMMERCIAL *Sales Corporate*

Clients

20% of the customers served are new customers



Payment Solutions

Accelerated growth in the quarter and new models to compete with Linux models.



Servers & Solutions

First sale as a **Microsoft CSP Tier 1** and a new contract for public to hybrid cloud repatriation.



Positivo SEG

New Securicenter branch in Curitiba, in addition to the existing branches in São Paulo and Recife; continued expansion of our partner base in our channel program.



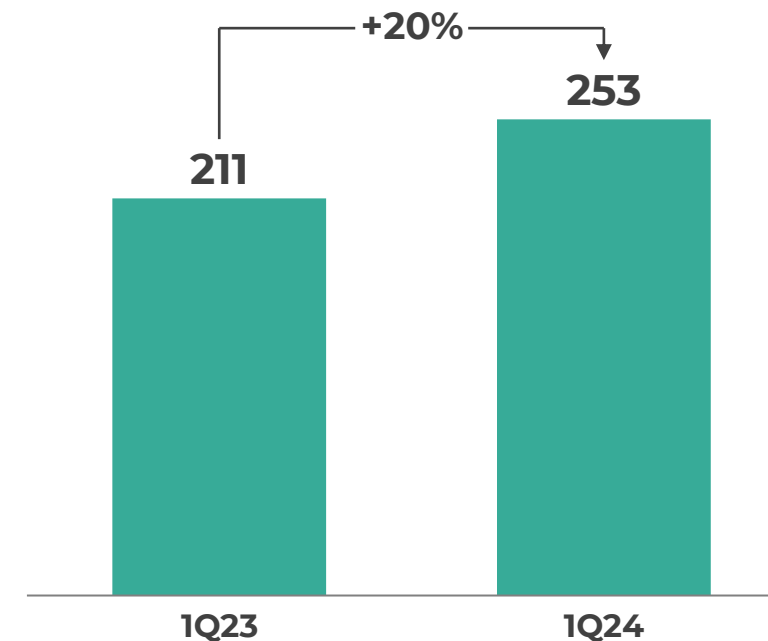
Positivo Tech Services + Algar TI

One-stop shop for IT infrastructure.



Gross Revenue

(R\$ million)



COMMERCIAL

Public Institutions

Record revenue for the quarter



Deliveries to the Ministry of Management and Innovation in Public Services, Banco do Brasil, SESI DF, and the Department of Education of Rondônia, as well as financial institutions and System S



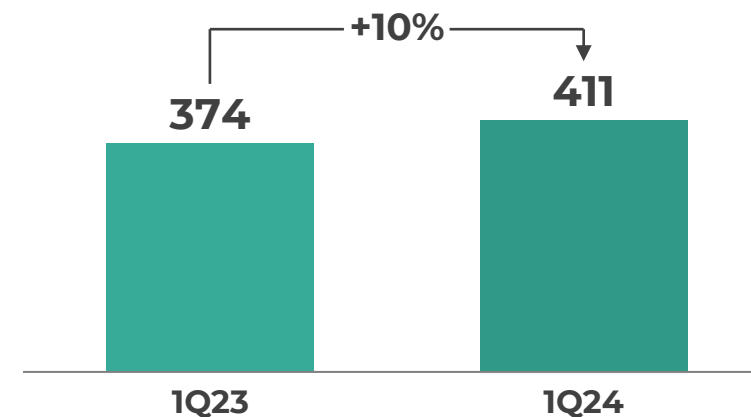
Outlook for the next 3 quarters:

Contracted and to-be-contracted sales close to **R\$1 billion**



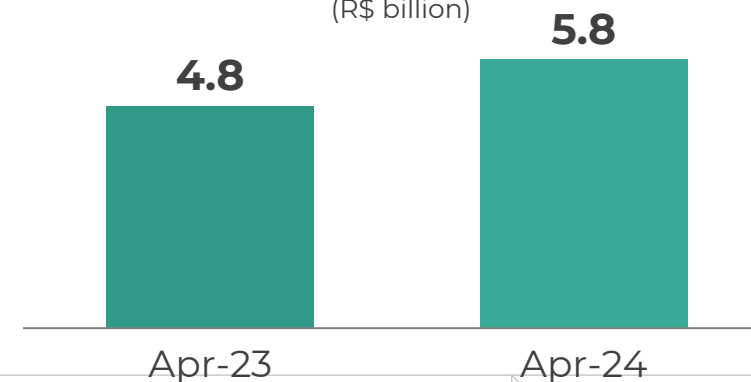
Strong pipeline of future purchases

Gross Revenue
(R\$ million)



Pipeline of purchases by Public Institutions in the country*

(R\$ billion)



CONSUMER

Growth alongside **regional retailers and online channels**

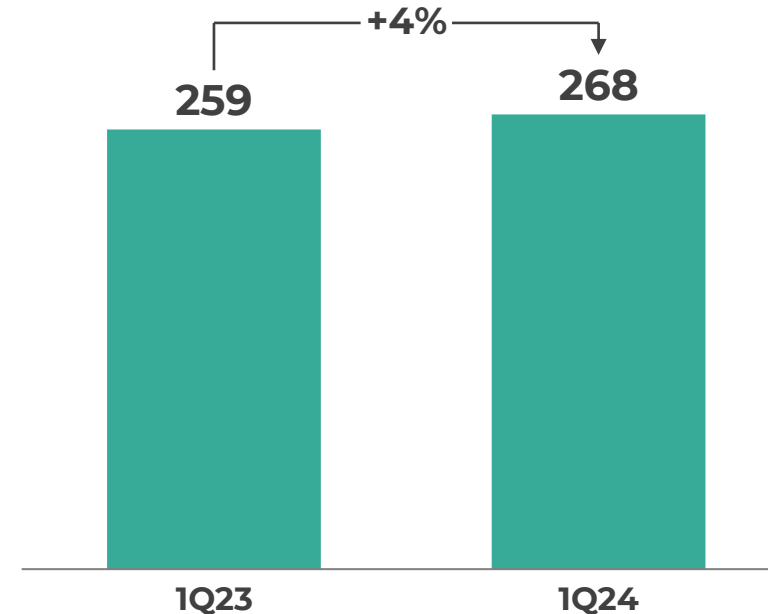
Infinix line with **solid sales performance**.
New portfolio starting from the 2nd quarter



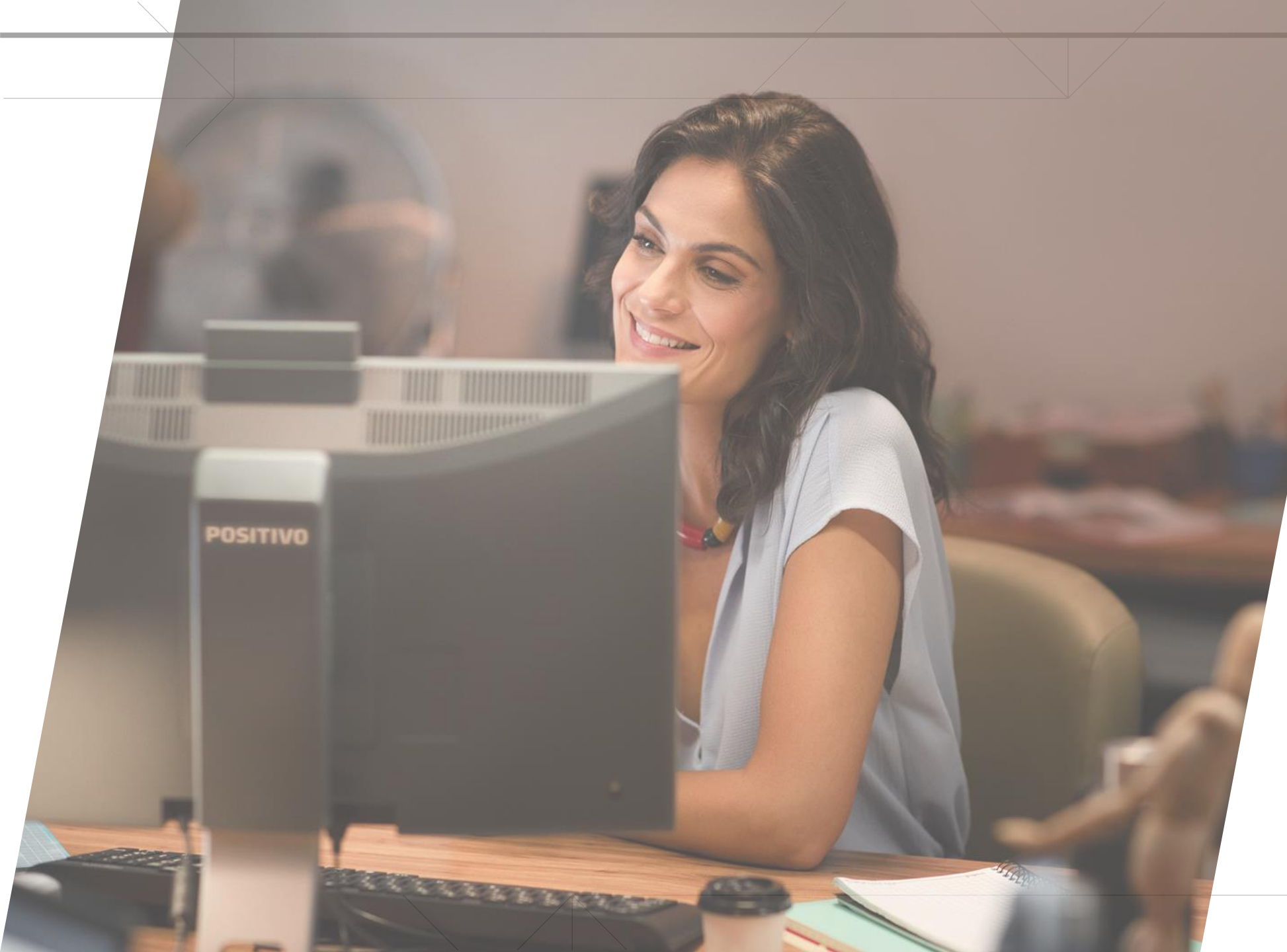
New Vaio and Positivo tablets surpassing sales expectations

New notebook lines supporting the **gradual margin recovery**

Gross Revenue
(R\$ million)

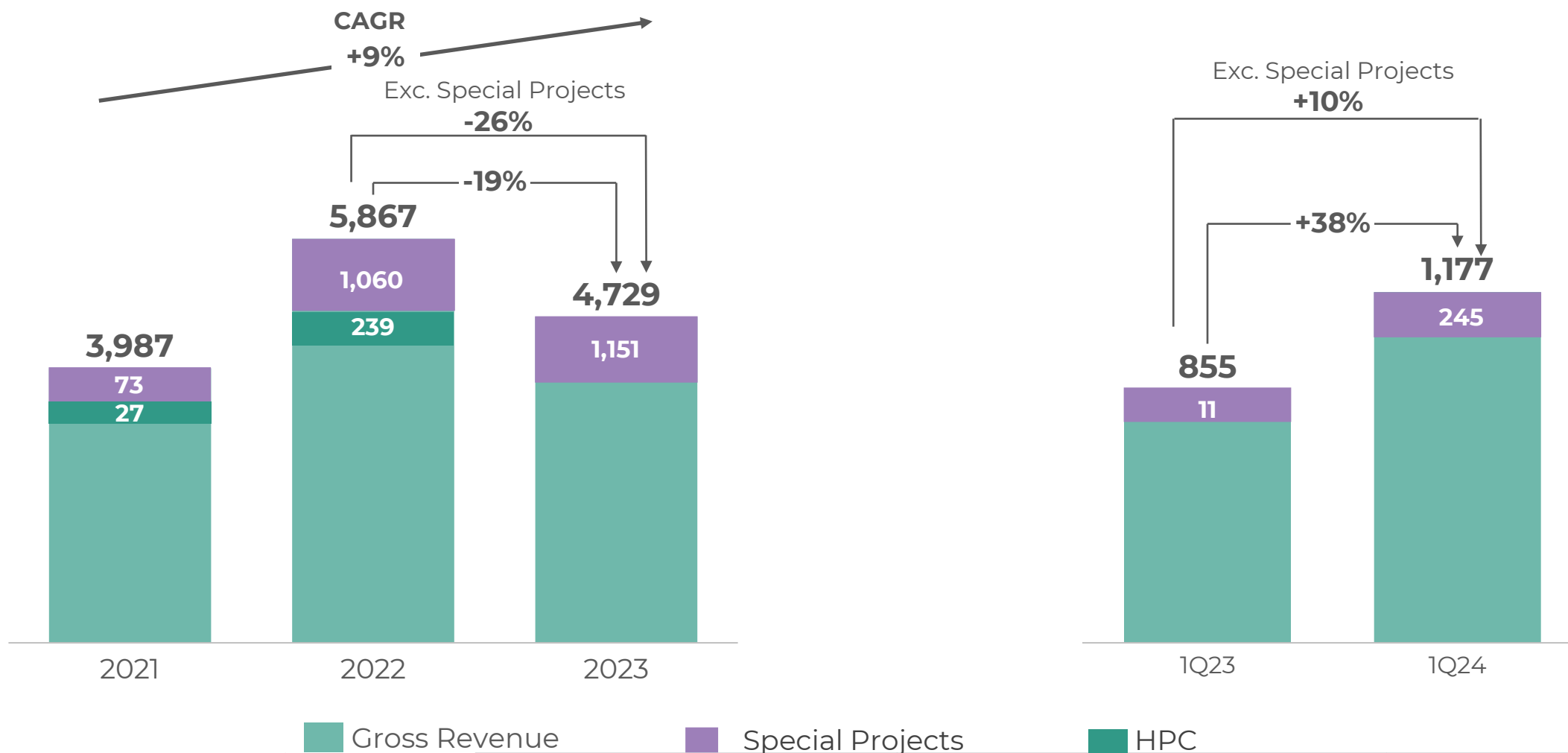


Financial Highlights



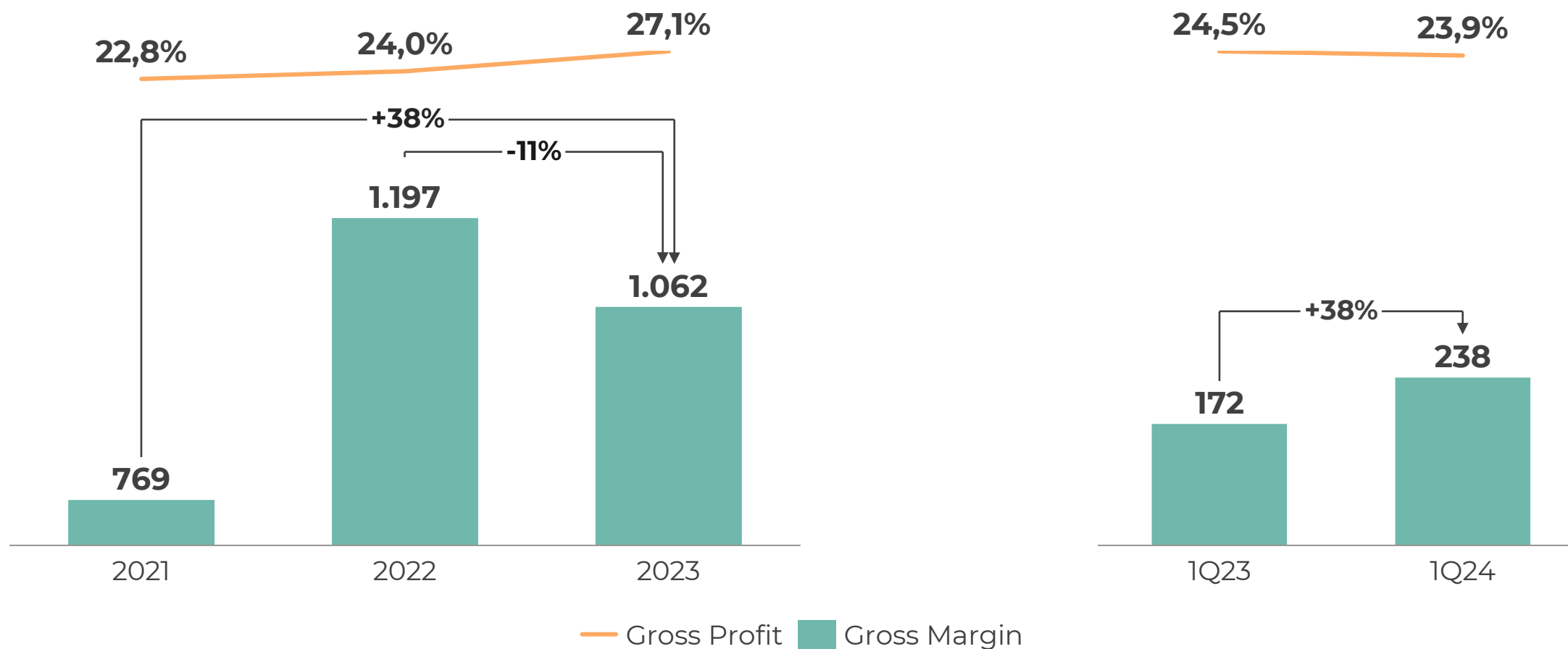
FINANCIAL HIGHLIGHTS

Gross Revenue (R\$ million)



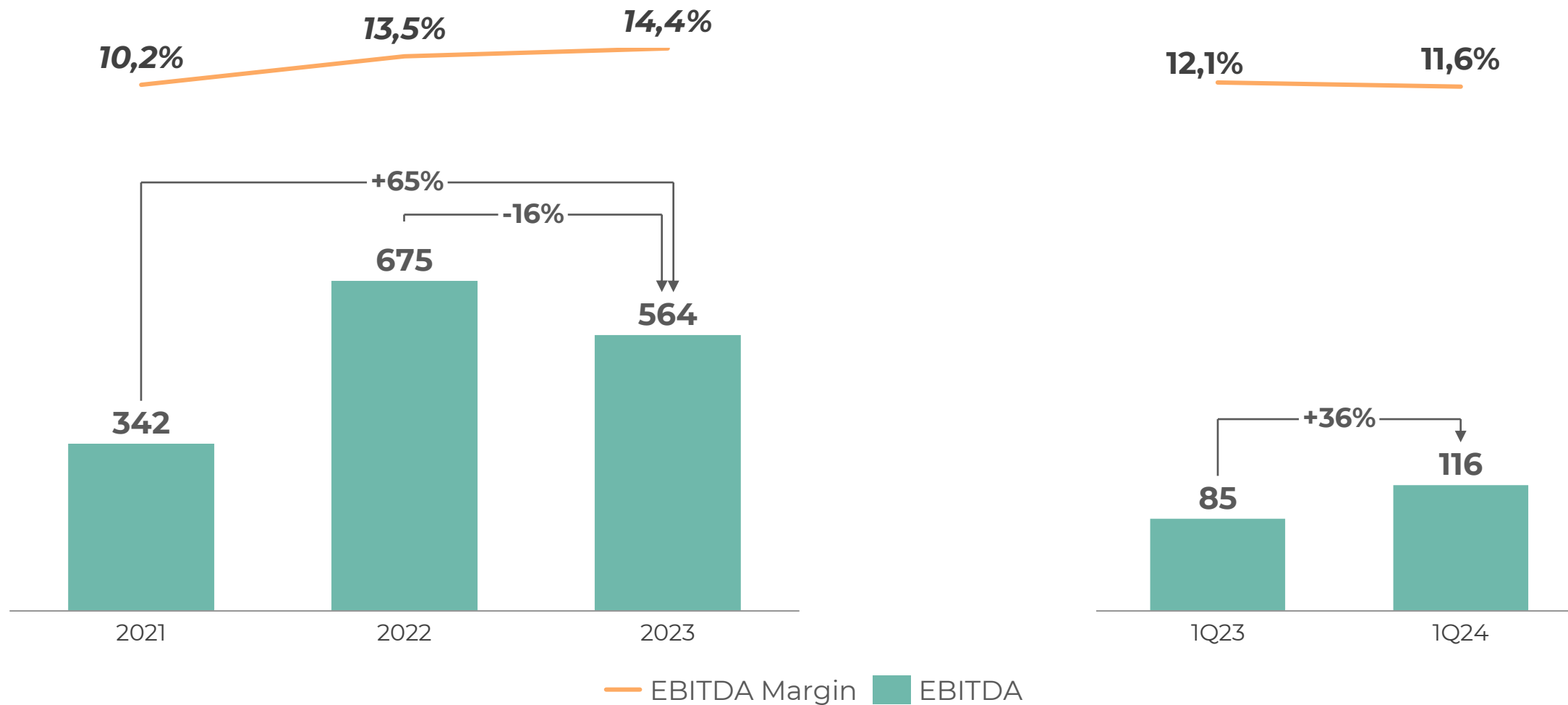
FINANCIAL HIGHLIGHTS

Gross Profit and Gross Margin (R\$ million)



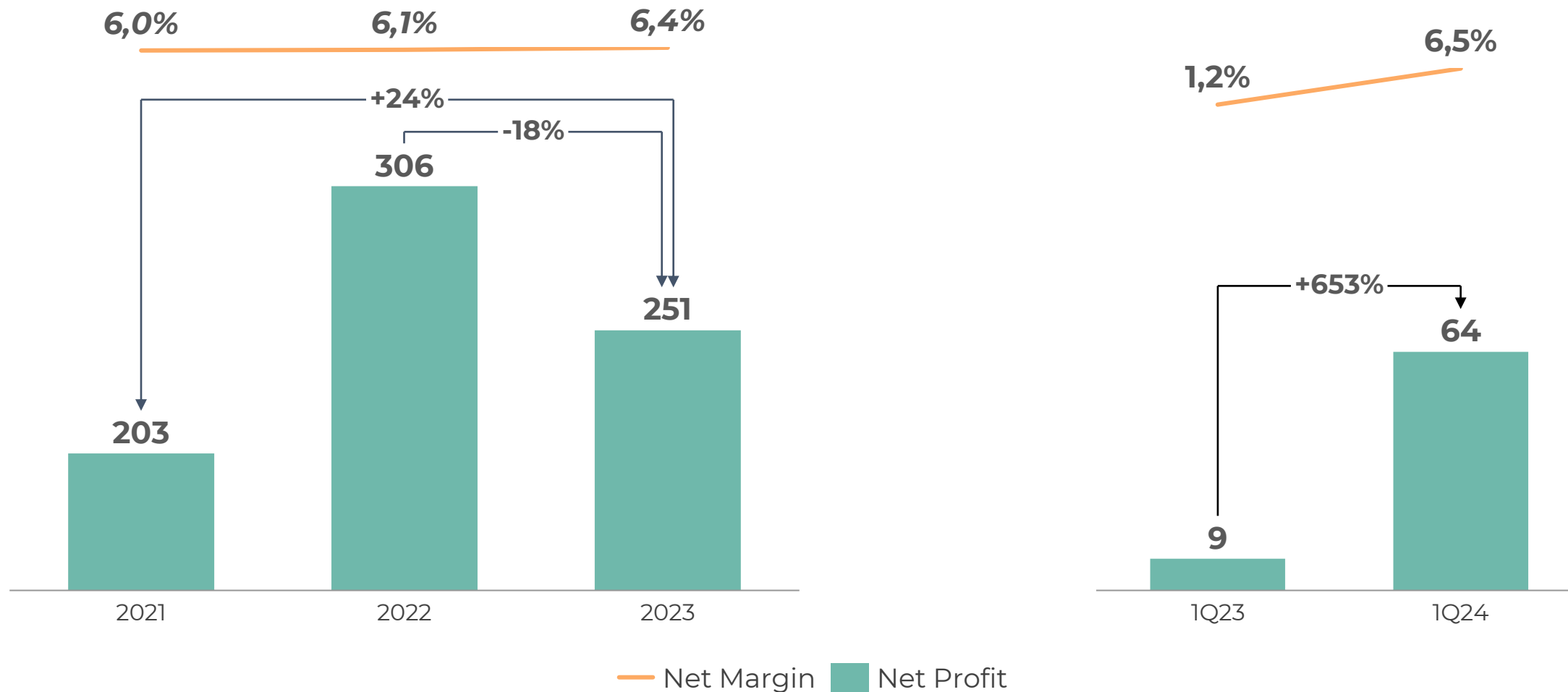
FINANCIAL HIGHLIGHTS

EBITDA and EBITDA Margin (R\$ million)



FINANCIAL HIGHLIGHTS

Net Profit and Net Margin (R\$ million)

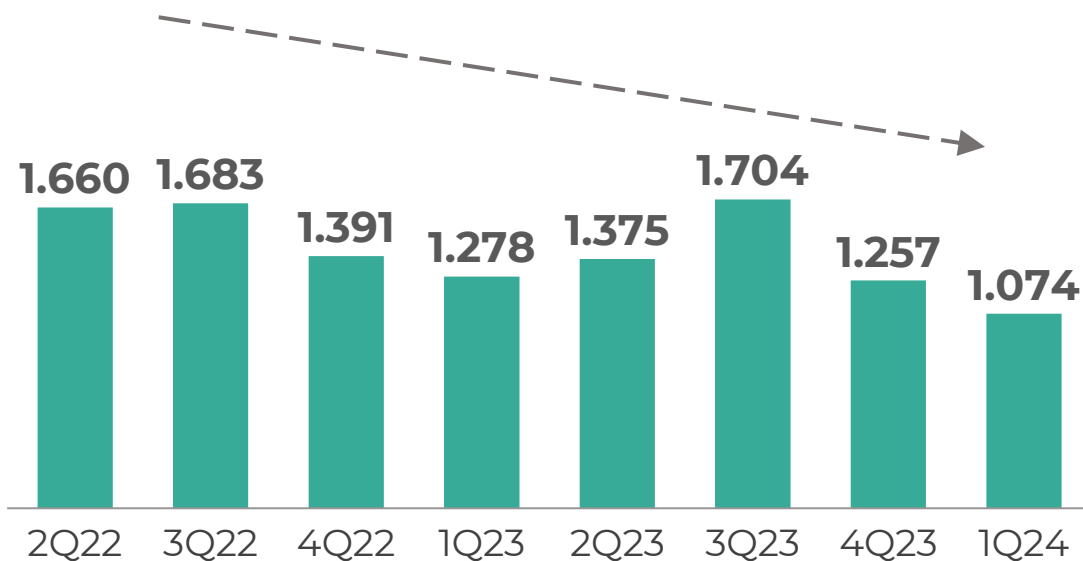


FINANCIAL HIGHLIGHTS

Inventory and Operating Cash Flow

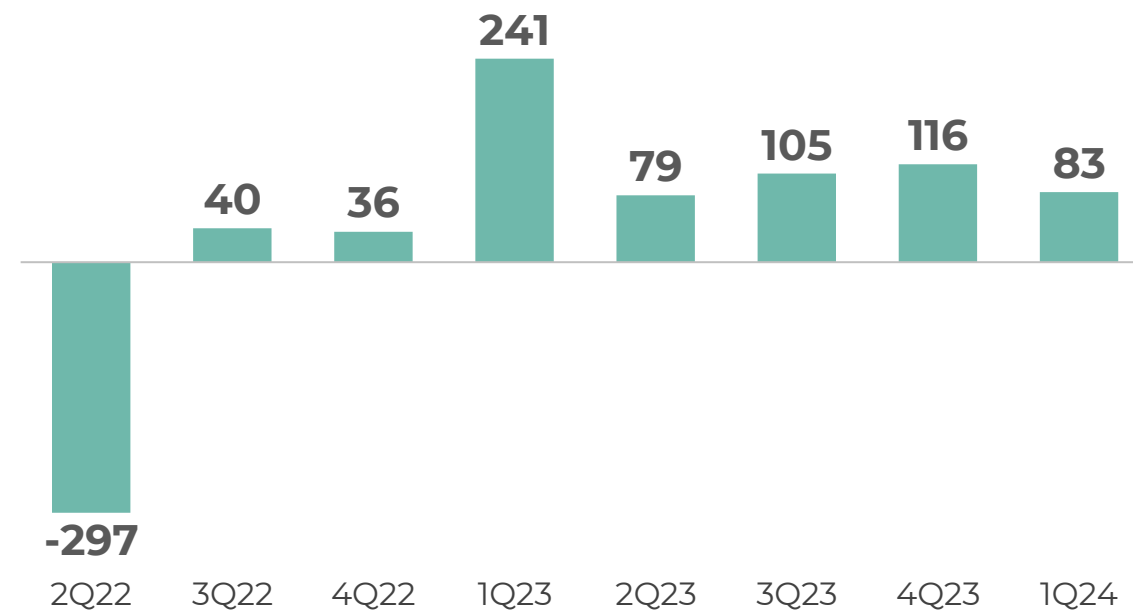
Inventory Reduction

R\$ million



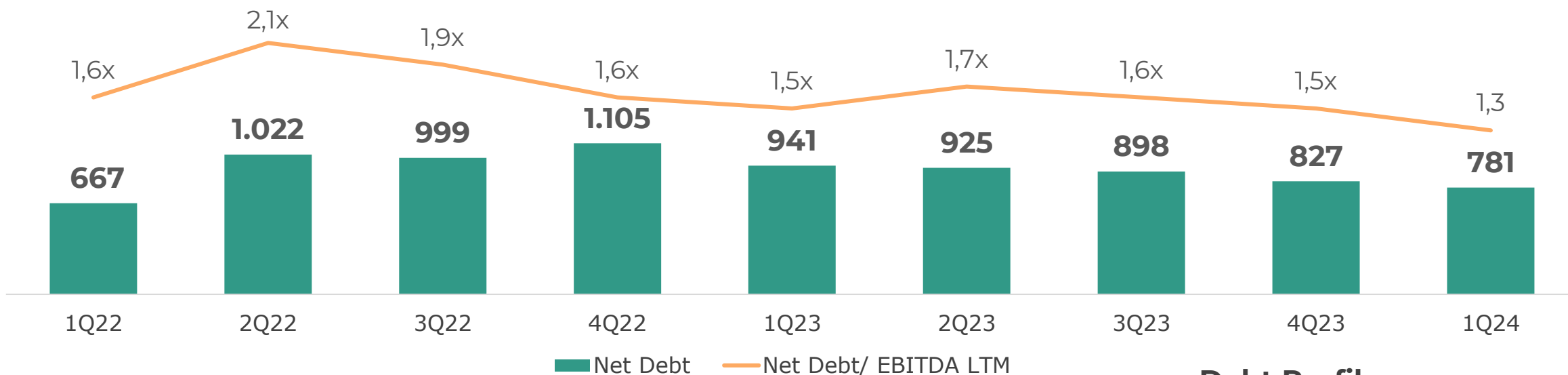
Generation of Operating Cash Flow

R\$ million



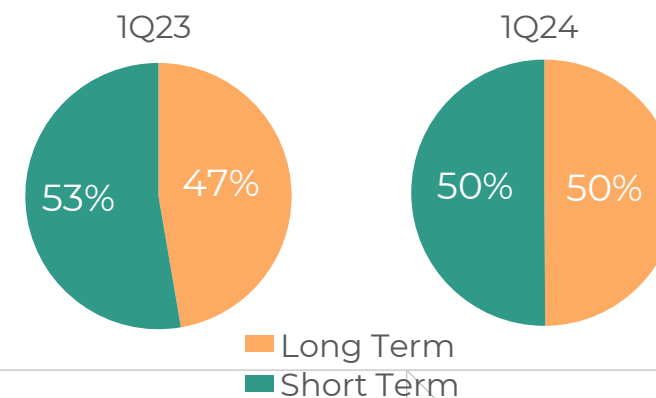
FINANCIAL HIGHLIGHTS

Net Indebtedness (R\$ million)



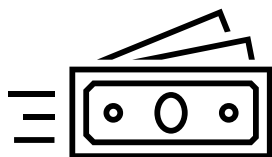
- Leverage reduction;
- Debt cost reduction
- BNDES credit line in 2024

Debt Profile



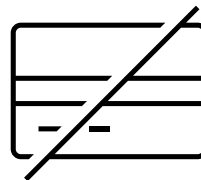
FINANCIAL HIGHLIGHTS

Subsequent Events



Dividends of R\$ 58.6 million

To be paid in a single installment on 05/31/24



Redemption of the 3rd issuance of debentures of R\$ 200 million with a reduction in debt cost.

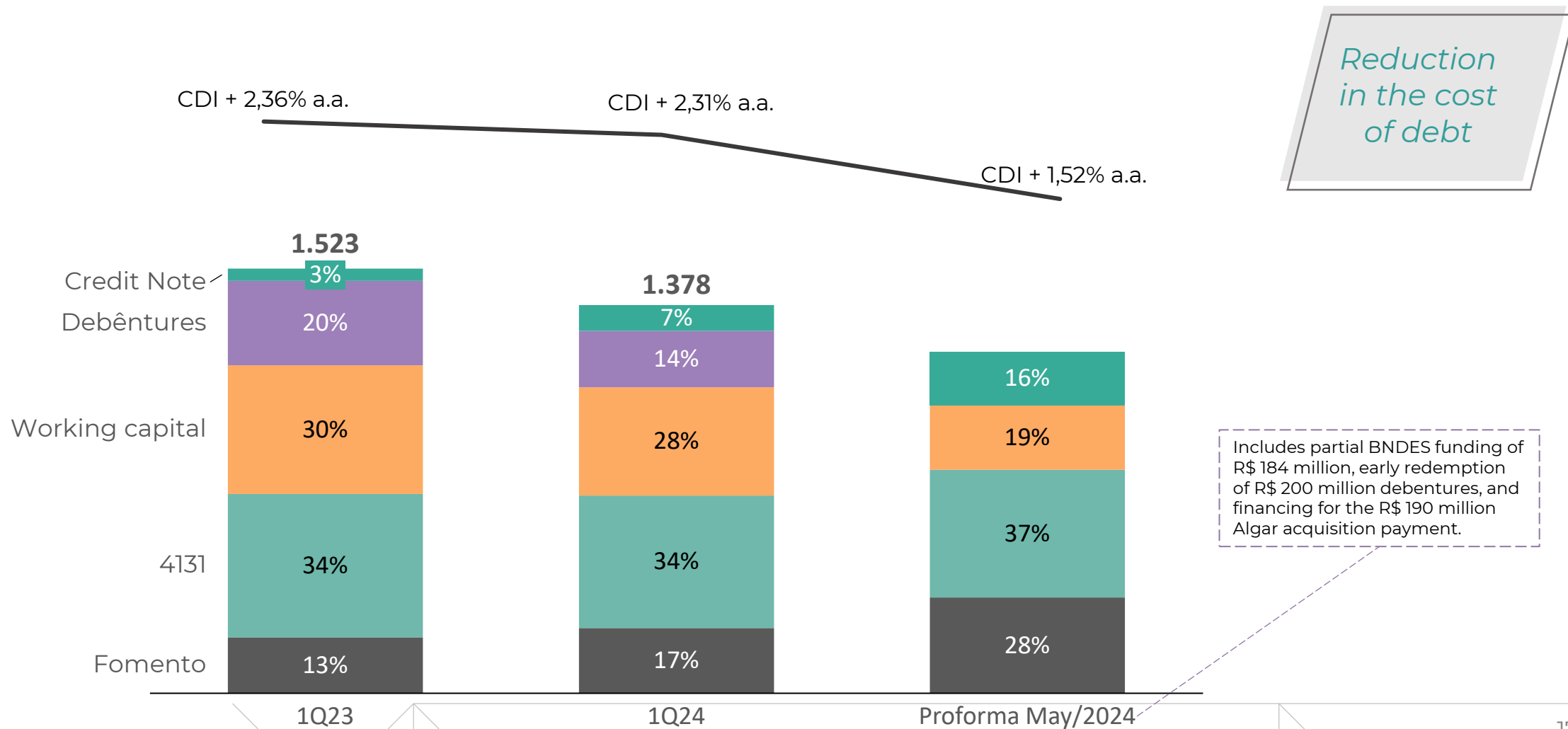


Partial receipt of disbursements from BNDES of R\$ 184 million between March and April; average cost TR+2.3%.

Remaining portion of the R\$ 330 million line to be disbursed between 2025 and 2026.

FINANCIAL HIGHLIGHTS

Liability Management: Evolution of gross debt



FINAL CONSIDERATIONS



Strong expansion of net profit



Optimization of capital structure: lower leverage and lower cost of debt



On track to deliver the 2024 Guidance



Evolution of the corporate client base



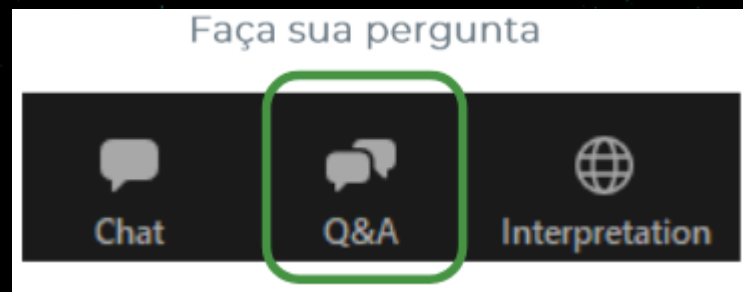
The start of the recovery in Consumer sales



Closing of the Algar acquisition by the end of May

Questions and Answers *Instructions*

- To ask questions, we advise you to send them via the #Q&A# icon, on the bottom button of your screen:



- By default of the dynamic, your name will be announced for you to ask your question live.
- At this point, a prompt to activate your microphone will appear on the screen.

Thank You!

positivotecnologia.com.br



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