

Earnings Presentation 1Q22

POSITIVO
TECNOLOGIA



HIGHLIGHTS OF THE PERIOD

Company's revenue diversification with growing result: Gross Revenue of R\$1.2 billion in 1Q22, +48% vs. 1Q21.

EBITDA of R\$ 126 million in the quarter: +150% vs. 1Q21 and **LTM EBITDA of R\$ 409 million:** historical record.

Adjusted Net Income of R\$28 million in quarter: +6.9% vs. 1Q21.

Change in the portfolio mix: strong growth in Corporate Business and Public Institutions balances lower sales volume in the Consumer Unit.

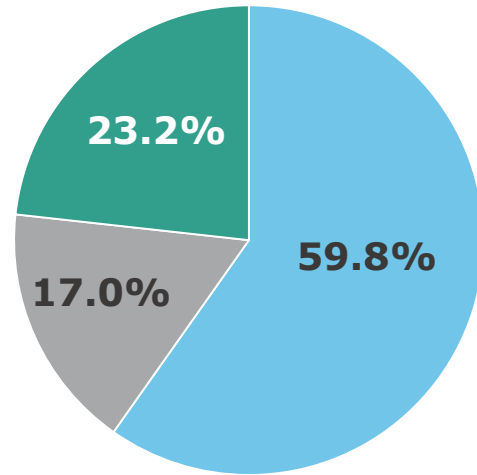
Higher representation of the 'Growth Avenues': Services Revenue (HaaS and Tech Services), with significant growth of 276% vs 1Q21, besides the strong growth of 38x YoY in Payment Solutions (POS).

Dividends: approved in the AGM (Apr/22) the distribution of R\$ 47.5 million, equivalent to R\$ 0.34 per common share.

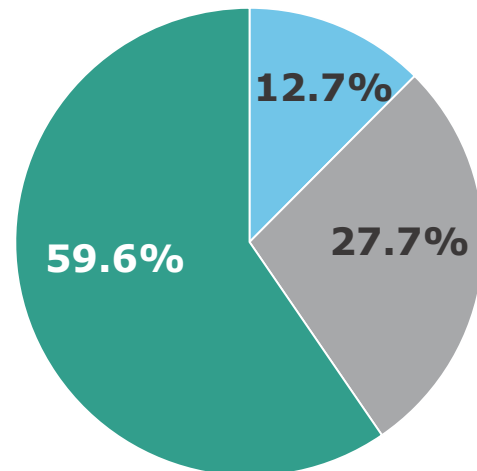
Worldwide Covid-19 Pandemic: noticed improvement in the supply chain, both regarding the supply of parts and components and regarding cost reduction.

Diversification of revenues and maturation of the Growth Avenues

1Q21
R\$ 809 mi
Gross Revenue



1Q22
R\$ 1.2 bi
Gross Revenue



Revenue
+141.0% YoY

Corporate

- **Continued Demand for PCs;**
- **Payment Solutions Growth of 38x YoY;**
- **HaaS:** Gross Revenue +515% YoY.

Revenue
+278.3% YoY

Public Institutions

- Revenue of **R\$ 430 million** from the partial delivery of electronic ballot boxes for this year's elections;
- **Strong demand from educational institutions.**

Revenue
-68.6% YoY

Consumer

- **Strong reduction in revenue** reflecting the **cooling down of the retail sector** in the country, **high inflation** and **loss of purchasing power** of the population, added to the **high level of inventories recorded** at the end of 2021;

Strong demand from **corporate segments** and **public institutions** and growth in the **Avenues of Growth**

FINANCIAL HIGHLIGHTS



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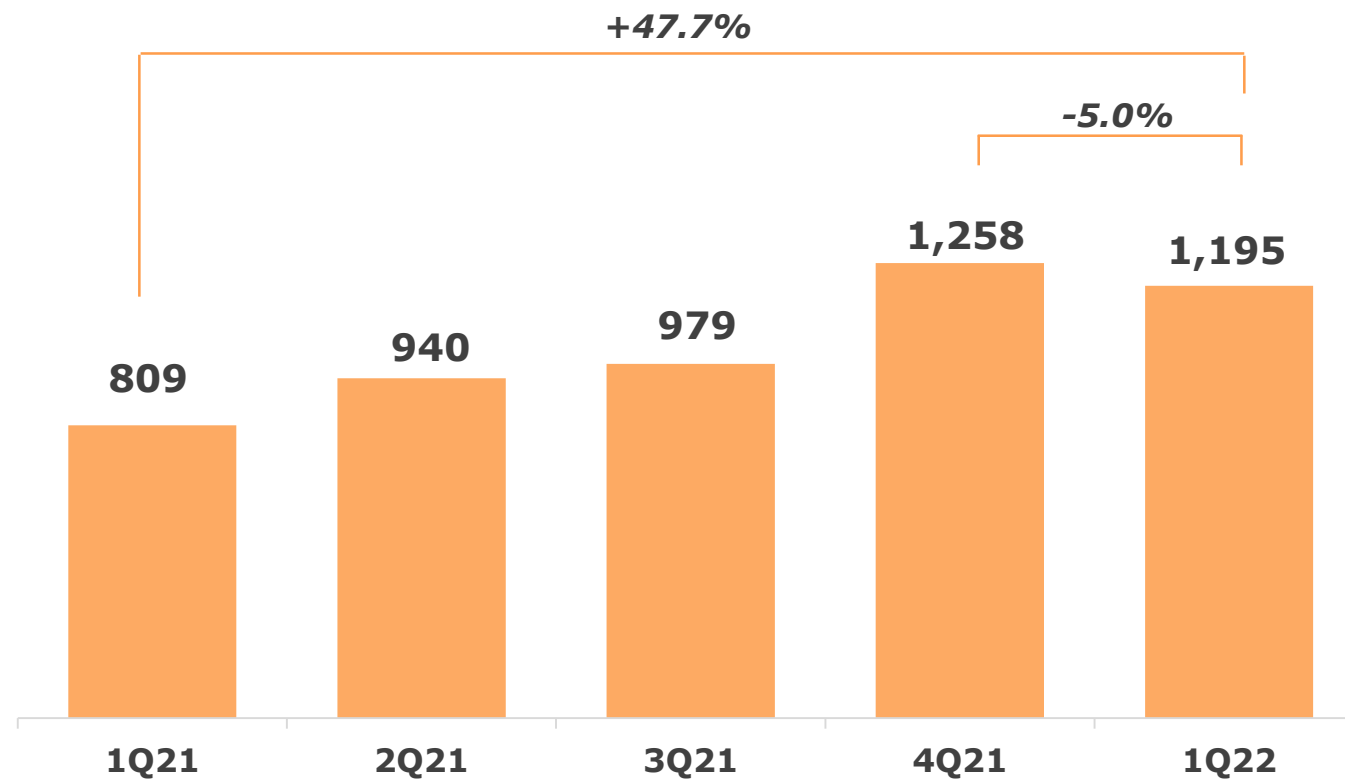
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Gross Revenue

(R\$ million)

Gross Revenue

Strong demand from **corporate segments** and **public institutions** and in the **Growth Avenues**



FINANCIAL HIGHLIGHTS

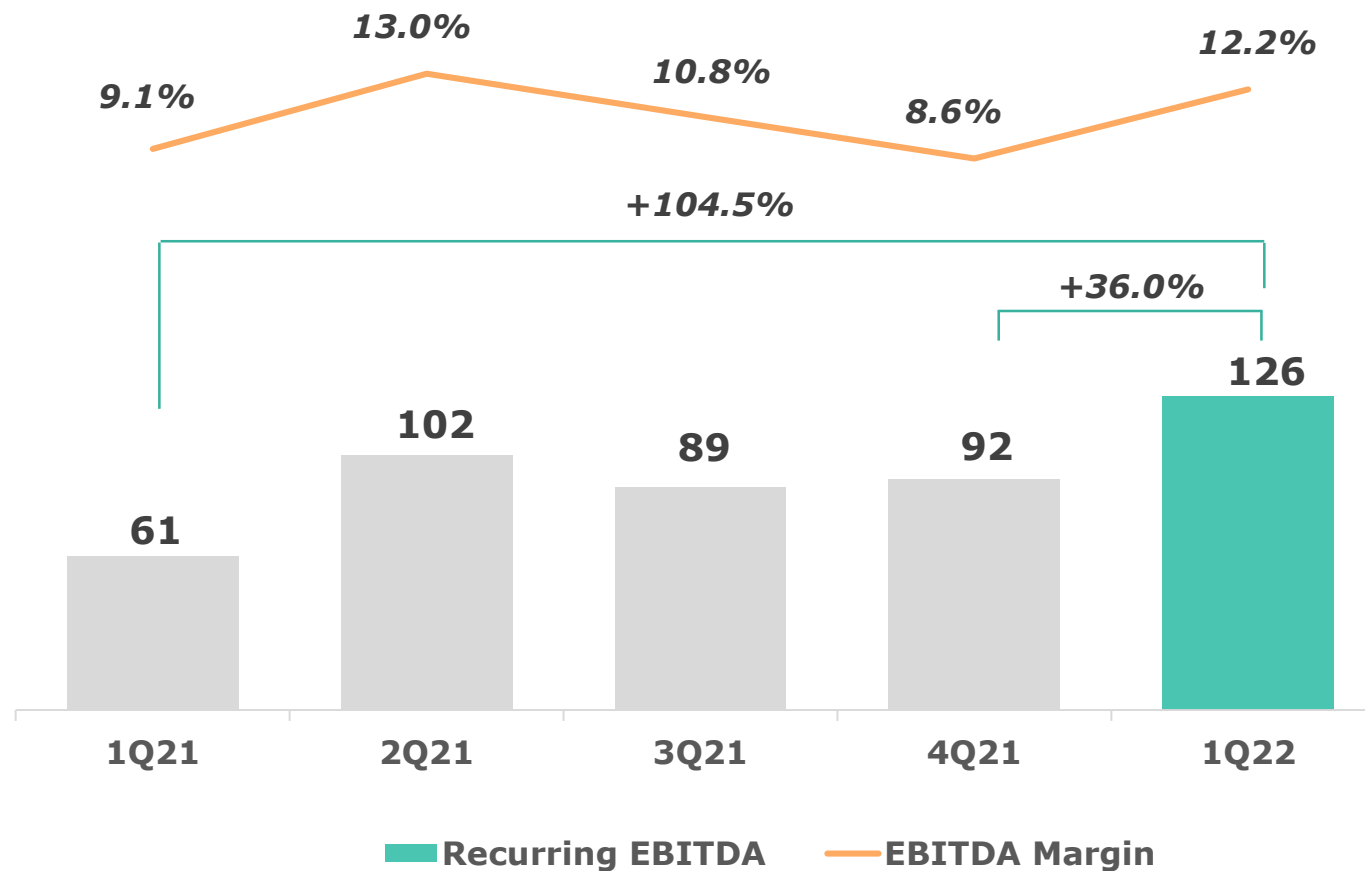
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Recurring EBITDA e Recurring EBITDA Margin

(R\$ million)

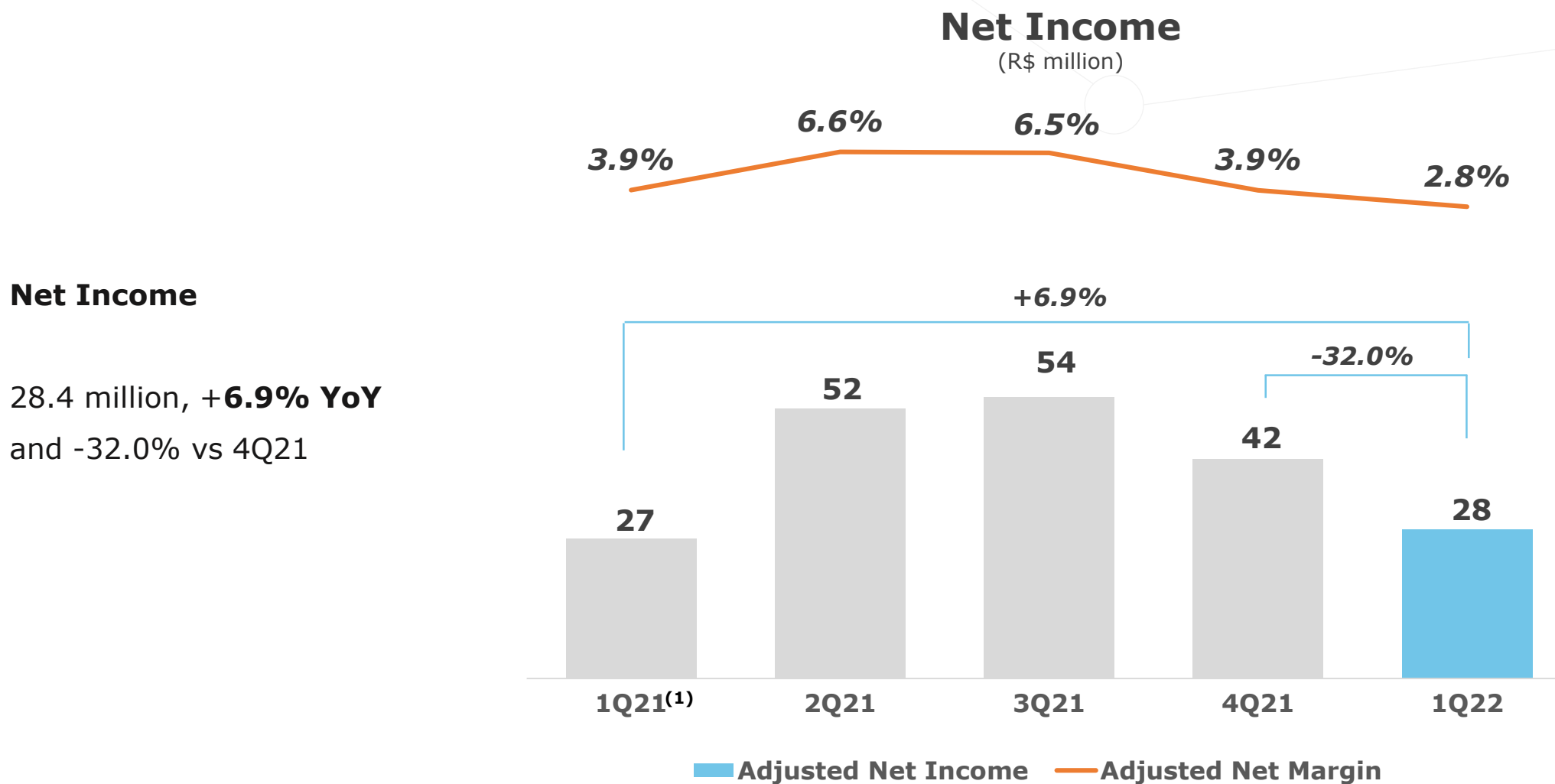
Recurring EBITDA

Expansion of the Company's business, with **greater diversification and better portfolio mix**



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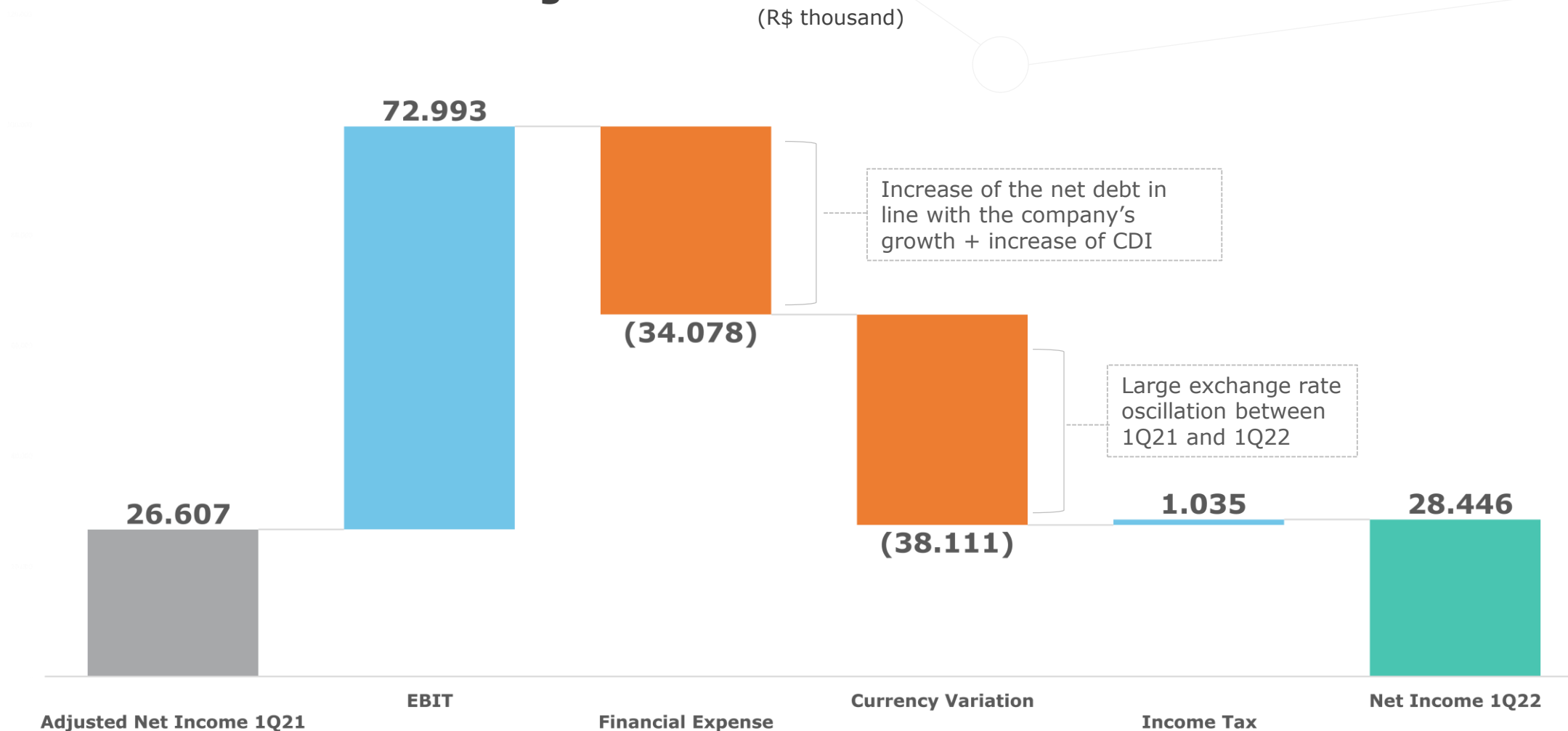
1) Net Income for 1Q21 adjusted for mark-to-market of the hedge of inputs.

FINANCIAL HIGHLIGHTS

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Change in Net Income in the 12 months

(R\$ thousand)



FINANCIAL HIGHLIGHTS

ROIC – Return On Invested Capital

ROIC

Balances in thousands of reais, except percentages. Consolidated Result.

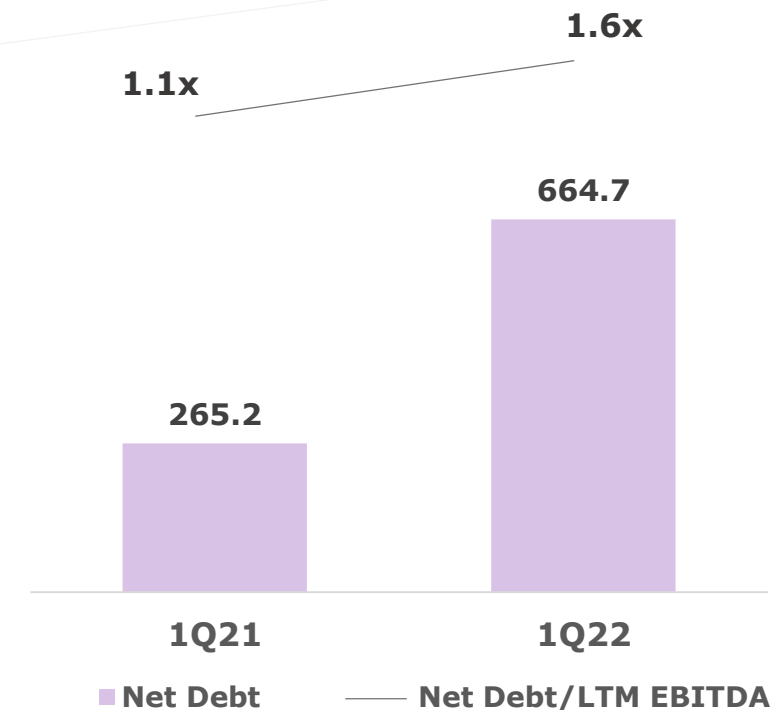
	1Q22	1Q21	Chg.	4Q21	Chg.
EBIT (LTM)	376,142	330,201	13.9%	303,149	24.1%
IR/CSLL (LTM)	(4,306)	(74,753)	(94.2%)	(5,341)	(19.4%)
NOPAT (LTM)	371,836	255,448	45.6%	297,808	24.9%
Invested Capital	1,812,477	1,185,119	52.9%	1,639,010	10.6%
Average Invested Capital ¹	1,498,798	1,063,361	40.9%	1,389,194	7.9%
ROIC²	24.8%	24.0%	0.8 p.p.	21.4%	3.4 p.p.

1 – Average invested capital of the period and the same period of the previous year. Considers working capital, permanent assets, and other long-term assets net of deferred IR/CSLL.

2 - LTM NOPAT divided by the average invested capital.

The improvement in this indicator reflects the increase in the operating result, as explained above, despite the rise in employed capital, all of which is related to the Company's strong growth.

Net Indebtedness



The increase in net debt reflects the greater need for working capital financing, due to the Company's strong growth (current and projected for the coming periods).

FINAL CONSIDERATIONS AND OUTLOOK

**WE REAFFIRM THAT THE COMPANY'S PROJECTED GROSS REVENUE FOR 2022
COULD BE BETWEEN R\$5 BILLION AND R\$6 BILLION.**

The **Public Institutions Business Unit** already has more than R\$2.0 billion in revenue forecast for 2022:

- from bids already;
- ~900 million in revenue from electronic ballot boxes;
- heated pipeline for the next few.

The expansion of revenue from the payment solutions segment due to the strong pipeline of acquirers and sub-acquirers in the client portfolio;

The strong demand for HaaS in the Corporate and Public markets;

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The gradual growth in penetration of our premium **smartphone brand Infinix**

Q&A Session

Q&A 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

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