

CI&T

EARNINGS CALL 2Q26

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TODAY

HELLO, WE ARE



**Cesar
Gon**

Founder
CEO



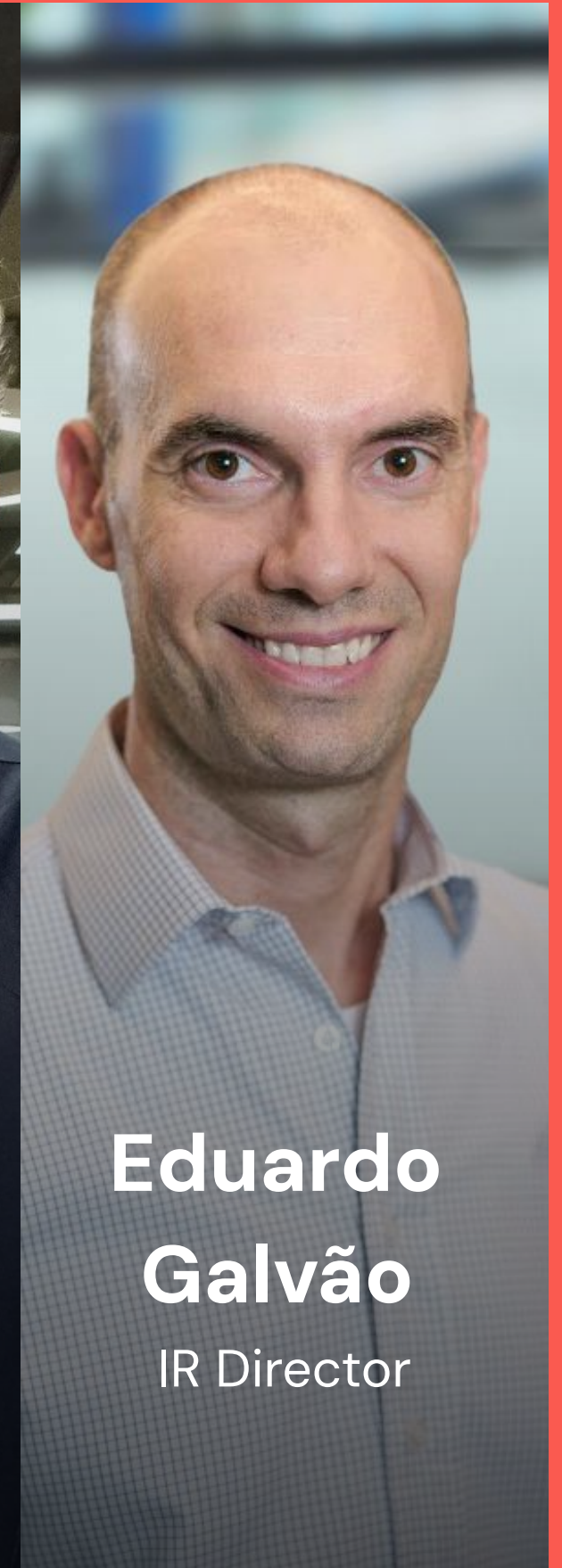
**Bruno
Guicardi**

Founder & NAE
President



**Stanley
Rodrigues**

Partner
CFO



**Eduardo
Galvão**

IR Director



SAFE HARBOR AND NON-IFRS MEASURES

FORWARD-LOOKING STATEMENTS This presentation includes forward-looking statements within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact that may be deemed forward-looking statements include, but are not limited to: the statements under Business Outlook, including expectations relating to revenues and other financial or business metrics; statements regarding relationships with clients; and any other statements of expectations or beliefs. The words “believe”, “will”, “may”, “may have,” “would,” “estimate,” “continues,” “anticipates,” “intends,” “plans,” “expects,” “budget,” “scheduled,” “forecasts” and similar words are intended to identify estimates and forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. Forward-looking statements represent our management's beliefs and assumptions only as of the date of this presentation. You should read this presentation with the understanding that our actual future results may be materially different from our expectations. These statements are subject to known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or achievements to be materially different from those expressed or implied by such statements in this press release, including risk related to global economic conditions, clients' demand, and our ability to execute our growth strategy and strategic plans. Additional information about these and other risks and uncertainties is contained in the Risk Factors section of CI&T's annual report on Form 20-F. Additional information will be made available in our Annual Reports on Form 20-F, and other filings and reports that we may file from time to time with the SEC. Except as required by law, we assume no obligation to and do not intend to update these forward-looking statements or to update the reasons why actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

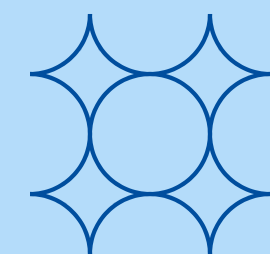
NON-IFRS MEASURES We regularly monitor certain financial and operating metrics to evaluate our business, measure our performance, identify trends affecting our business, formulate financial projections, and make strategic decisions. These non-IFRS financial measures include Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Profit, Adjusted Profit Margin, Revenue at Constant Currency, and Adjusted Diluted EPS. They should be considered in addition to results prepared in accordance with IFRS, but not as substitutes for IFRS results. In addition, our calculation of these non-IFRS financial measures may differ from those used by other companies, and therefore, comparability may be limited. These non-IFRS financial measures are provided as additional information to enhance investors' understanding of our operations' historical and current financial performance.

We calculate Revenue at Constant Currency by translating Revenue from entities reporting in foreign currencies into U.S dollars using the comparable foreign currency exchange rates from the prior period to show changes in our revenue without giving effect to period-to-period currency fluctuations. In calculating Adjusted Gross Profit, we exclude cost components unrelated to the direct management of our services. For the periods presented, the adjustments applied were: (i) depreciation and amortization related to the costs of services provided and (ii) share-based compensation expenses.

We calculate Adjusted EBITDA for the periods presented as Profit, plus net finance costs, income tax expense, depreciation and amortization, plus: (i) share-based compensation expenses.

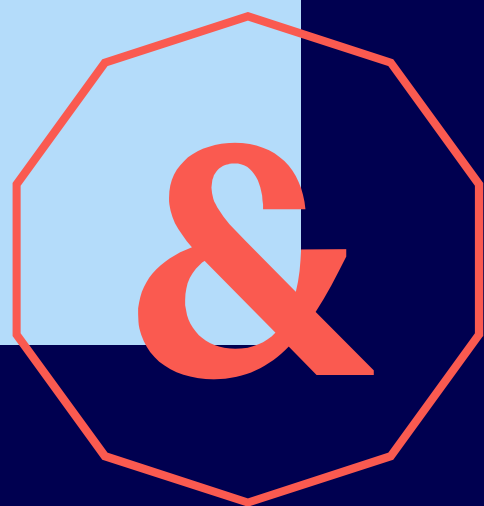
In calculating Adjusted Profit and Adjusted Diluted EPS, we exclude components unrelated to the direct management of our services. For the periods presented, the adjustments have been made for (i) share-based compensation expenses (ii) acquisition-related expenses; and (iii) the tax effects of non-IFRS adjustments.

CI&T is not providing a quantitative reconciliation of its forward-looking non-IFRS Revenue at Constant Currency and Adjusted EBITDA Margin to the most directly comparable IFRS measure because it cannot reasonably predict the outcome of certain significant items without unreasonable efforts. These items include, but are not limited to, share-based compensation expenses, acquisition-related expenses, the tax effect of non-IFRS measures, foreign currency exchange gains/losses, and other items. These items are uncertain, depend on various factors, and could have a material impact on our IFRS-reported results for the guidance period.



Q&A SESSION

Submit your **question** via email to
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ONE
PARTNER FOR
DEPLOYING AI
AT SCALE



 **FLOW**

ENTERPRISE AI MANAGEMENT SYSTEM

CI&T

2Q26 Financial Highlights

Revenue in 2Q26

\$142.8M

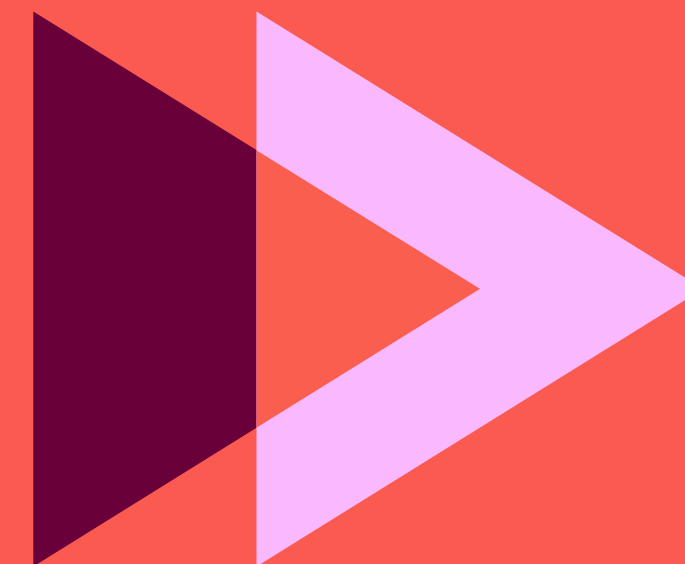
+21.9% organic growth or
+14.1% at Constant Currency YoY ⁽¹⁾

Adjusted Gross Profit Margin⁽¹⁾

32.4%

Adjusted EBITDA Margin ⁽¹⁾

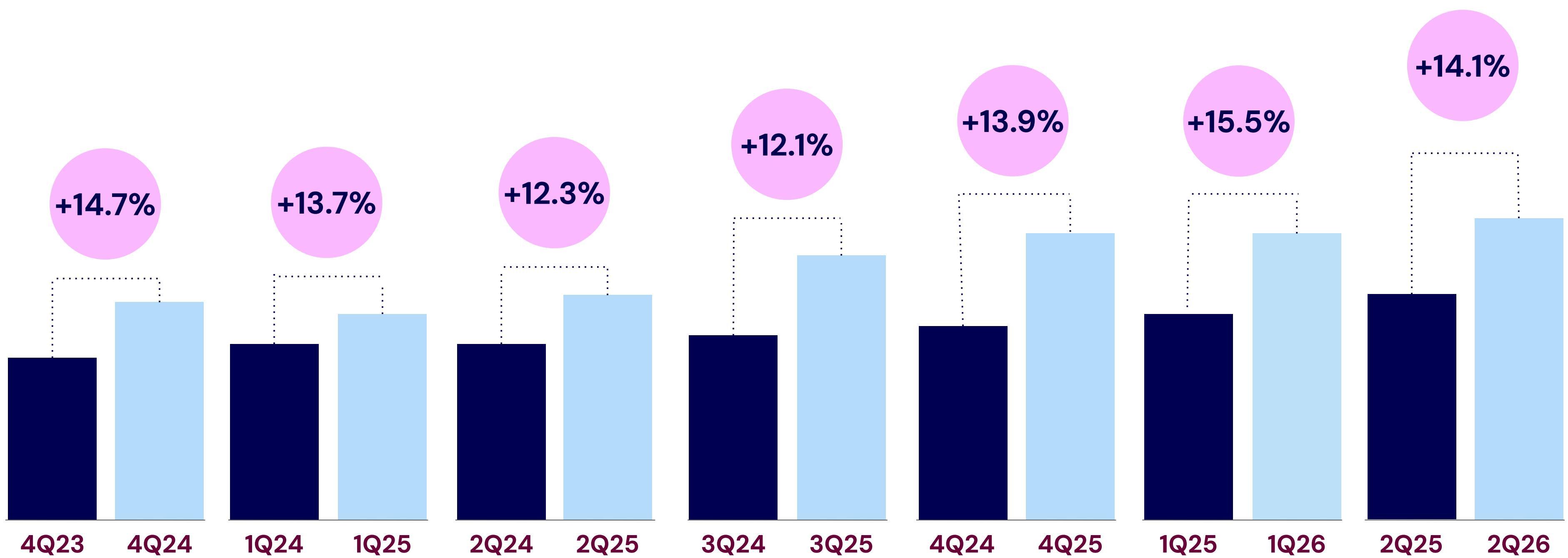
13.3%



(1) Revenue at Constant currency, Adjusted Gross Profit Margin, and Adjusted EBITDA Margin are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

Structural Momentum: Seven Quarters of Consecutive Double-Digit Organic Growth

Revenue Growth at constant Currency (y-o-y)⁽¹⁾



(1) Revenue Growth at Constant Currency is a non-IFRS financial measure. See disclosure regarding non-IFRS measures.

GLOBAL TALENT NETWORK

**8.1
Thousand
CI&Ters**

With an average of
6.7 thousand
AI-Builders ²

10.1%
Attrition ¹

US\$80.1
thousand
Revenue per
AI-Builders ³
+7.0% y-o-y

'GLASSDOOR'
4.1 ★★★★★☆

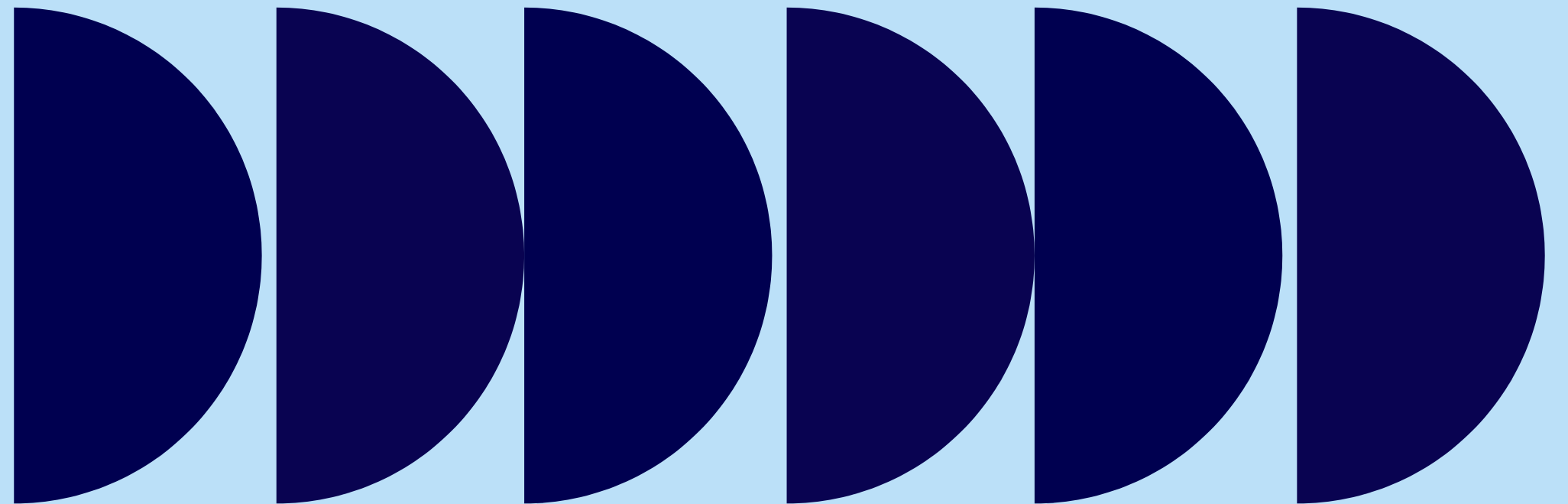
¹ Attrition: Employee voluntary attrition excluding employees with less than six months in the company.

² AI-Builders count is calculated as the last 12-month average. Figures represent full-time employees and exclude internship programs.

³ LTM revenue divided by AI-Builders.

ANTHROPIC

OUR BOLD
**NEW TECH
PARTNERSHIP**



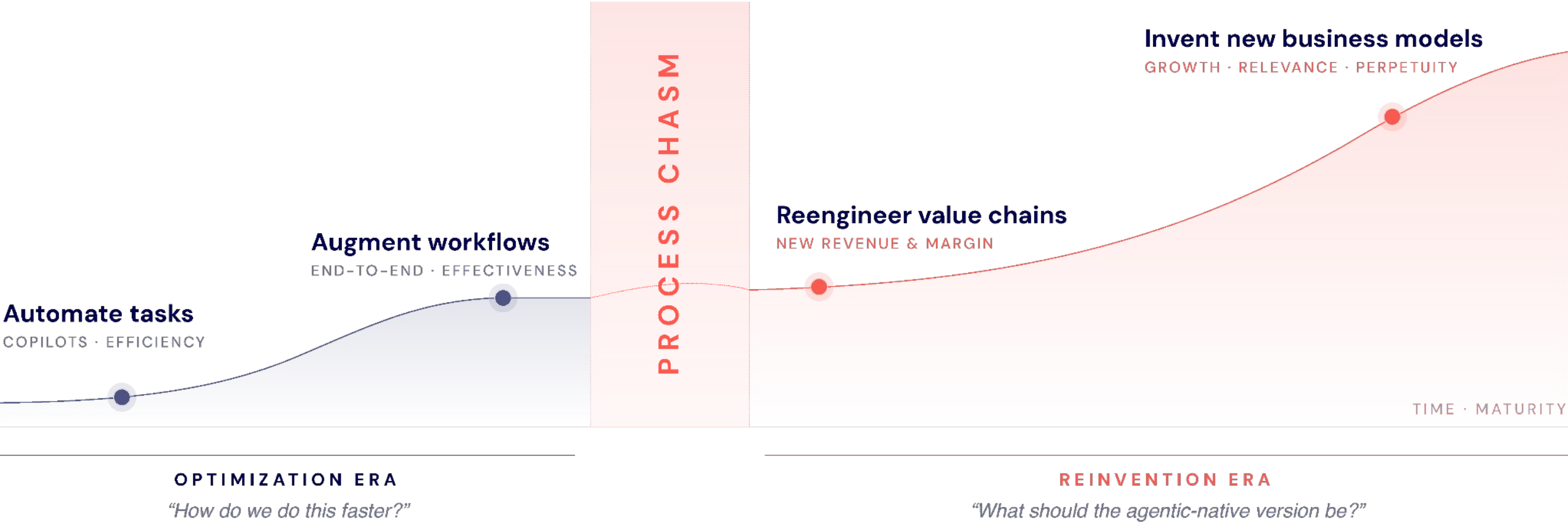
THE THESIS

The Process Chasm

FORRESTER®

Generative AI doesn't pay off by doing the same work faster. The real value sits on the far side — where value chains are rebuilt agentic-native.

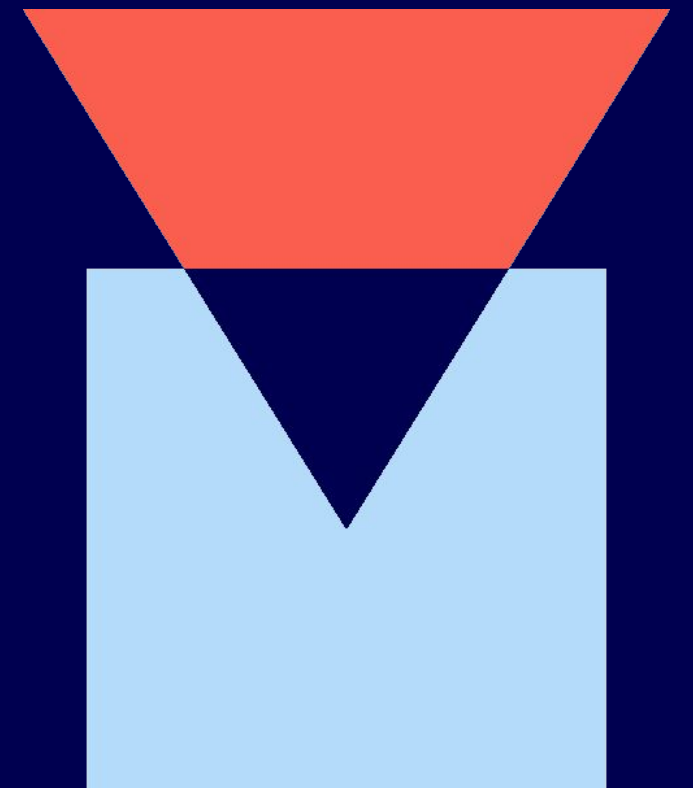
BUSINESS IMPACT



Agentic Enterprise Reinvention

We deploy AI into the core.

We reinvent a client's core
business process — and
carry the result with them.



HOW THE VALUE IS FOUND

Our Lean process heritage

Three decades rebuilding core processes inside legacy enterprises — the discipline that makes a reinvention thesis credible.

WHO DELIVERS IT

Forward Deployed Engineers

Small, highly senior teams, AI-empowered, embedded in the client's core to deploy AI in service of the reinvention.

HOW WE ARE PAID

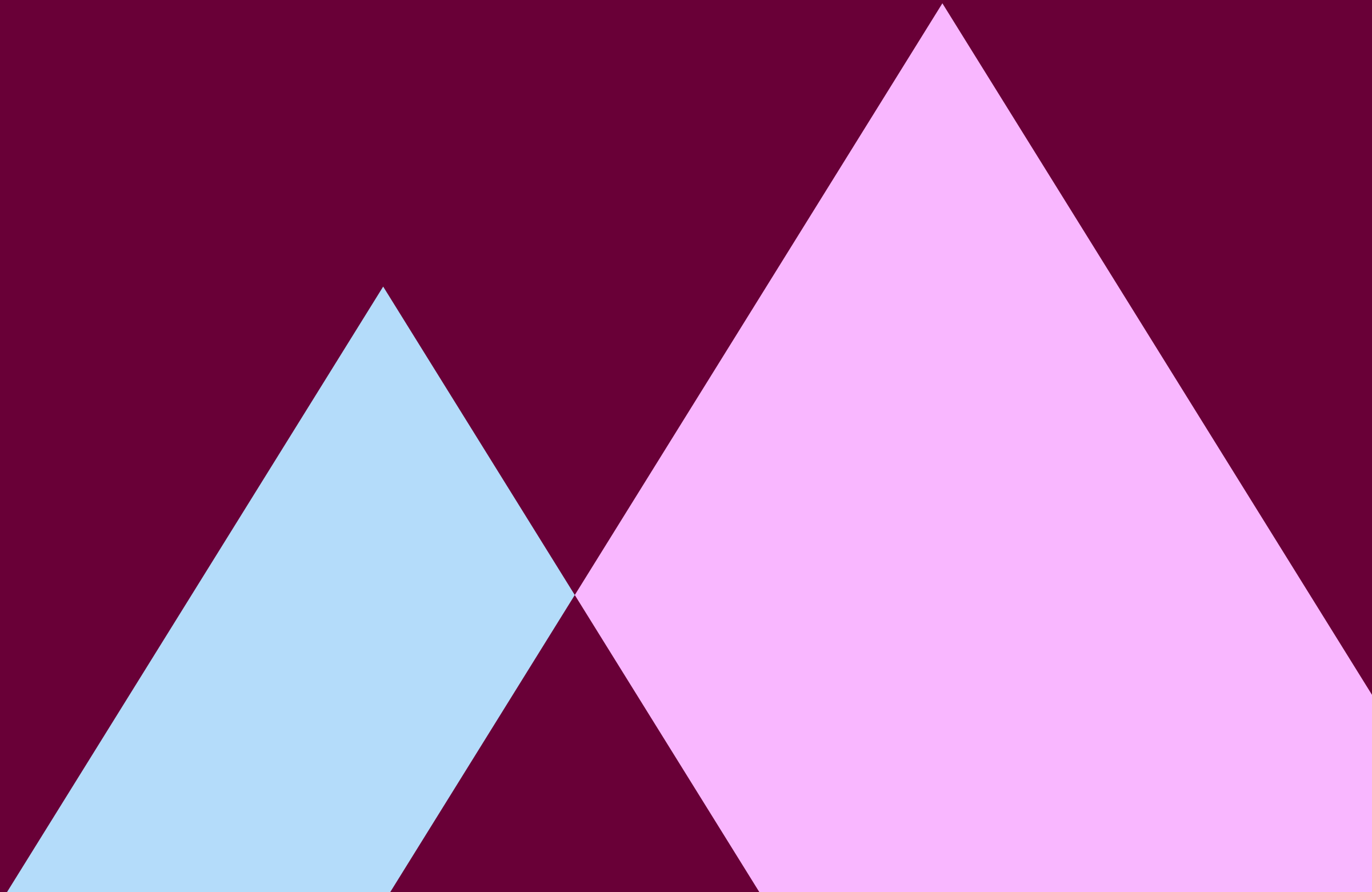
Committed to the outcome

An outcome-based engagement: part of our fee is released against the business result, measured against that baseline.

CI&T

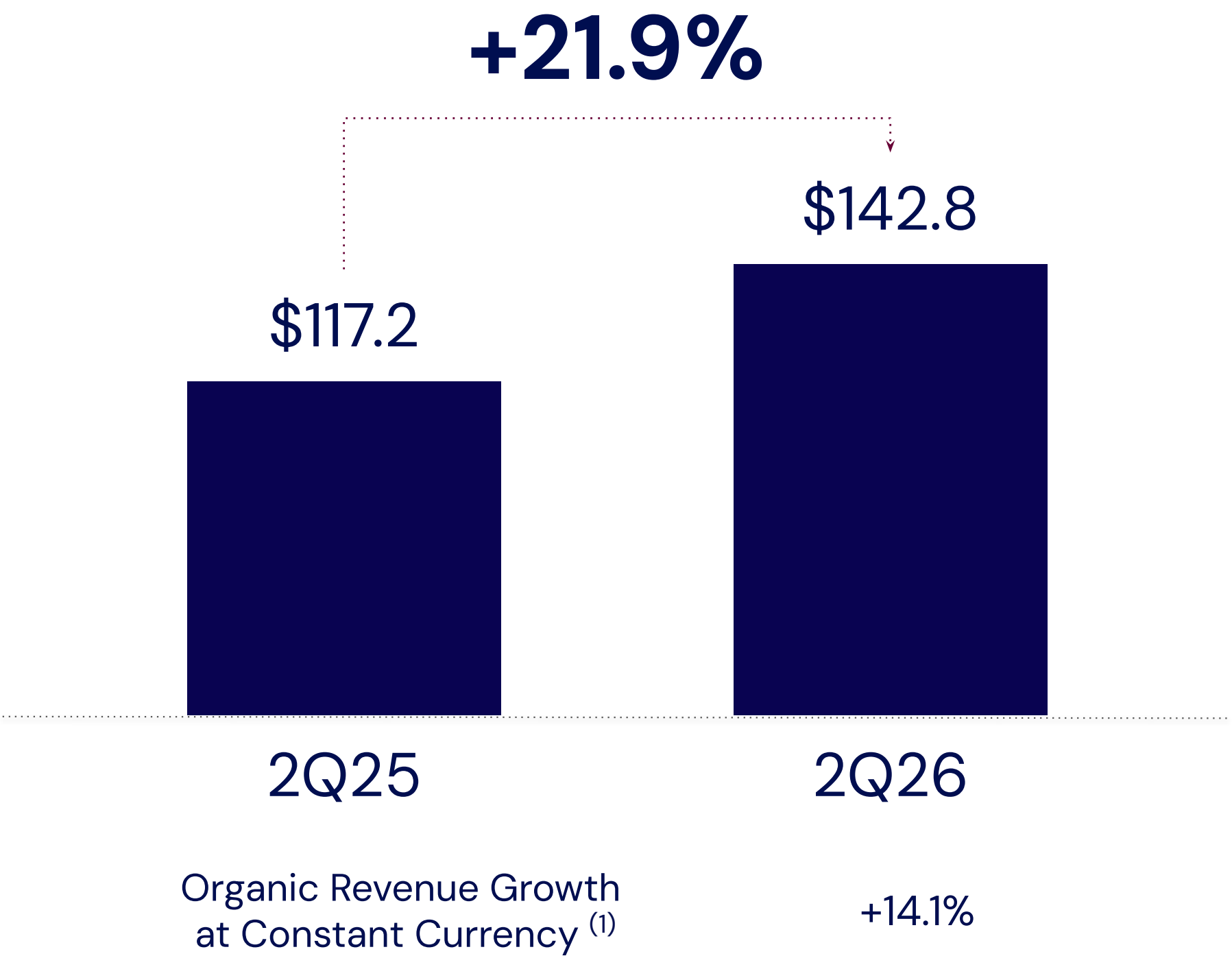
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Results
driven



Record Revenue and Durable Growth

Revenue
US\$ Million

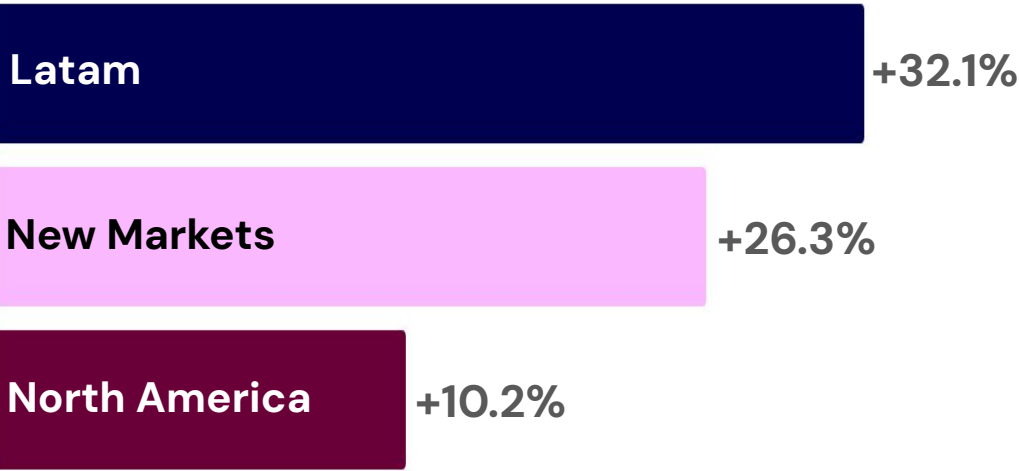


(1) Revenue Growth at Constant Currency is a non-IFRS financial measure. See disclosure regarding non-IFRS measures.

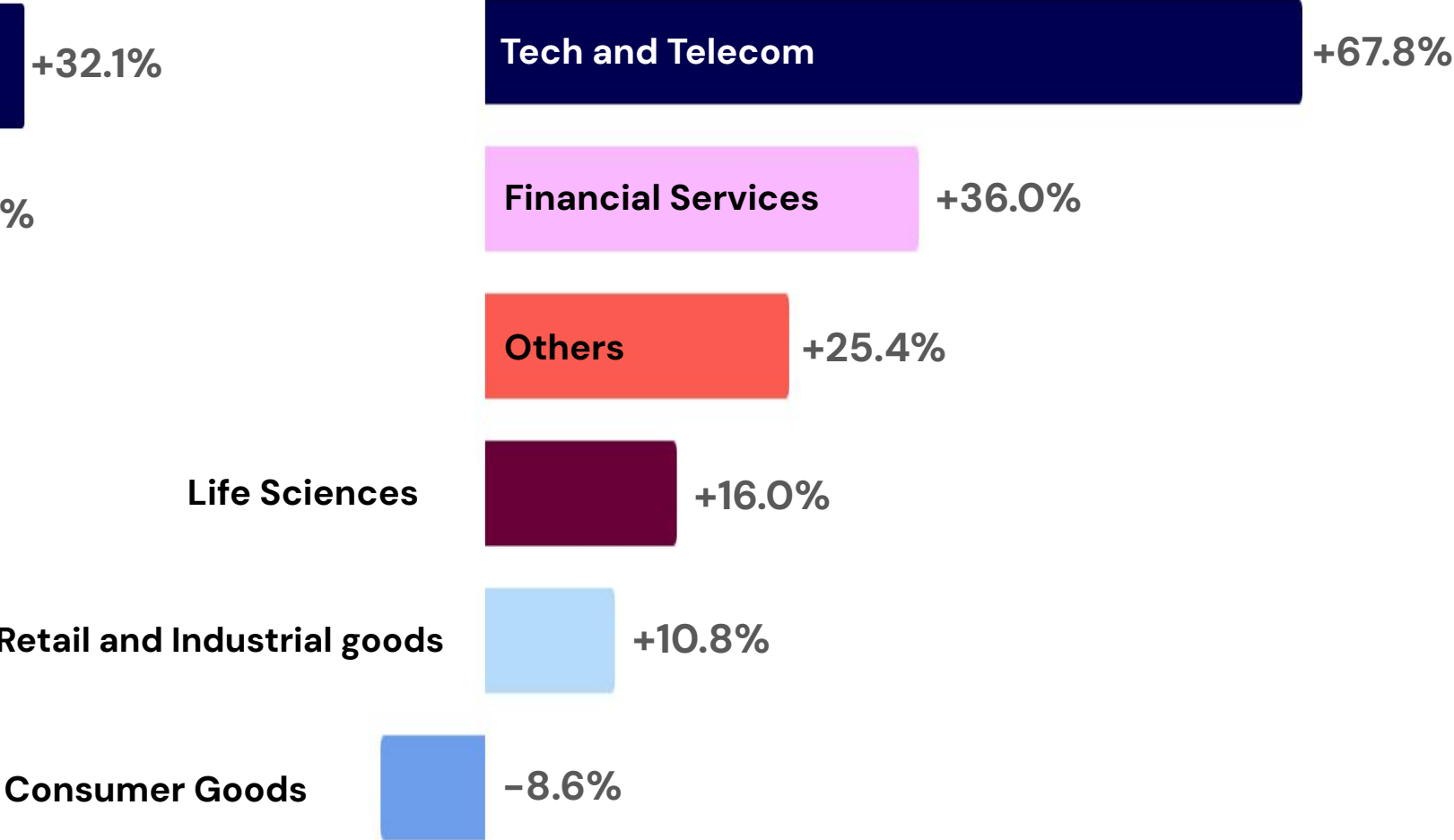
Broad-Based Organic Revenue Growth

2Q26 Revenue Growth YoY (%)

by Geography



by Vertical

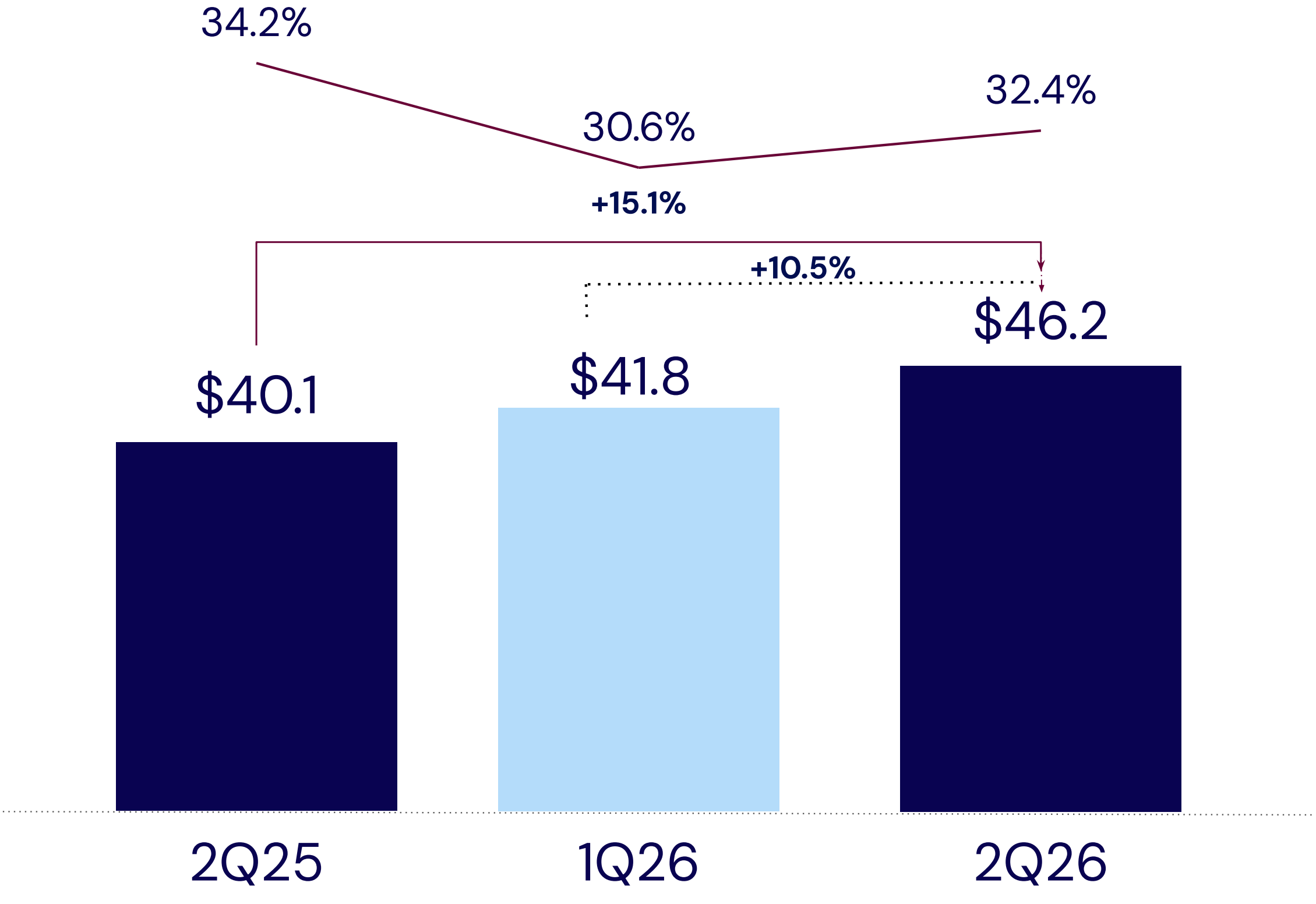


by Client Cohort



AI Monetization in Action: Sequential Gross Margin Expansion

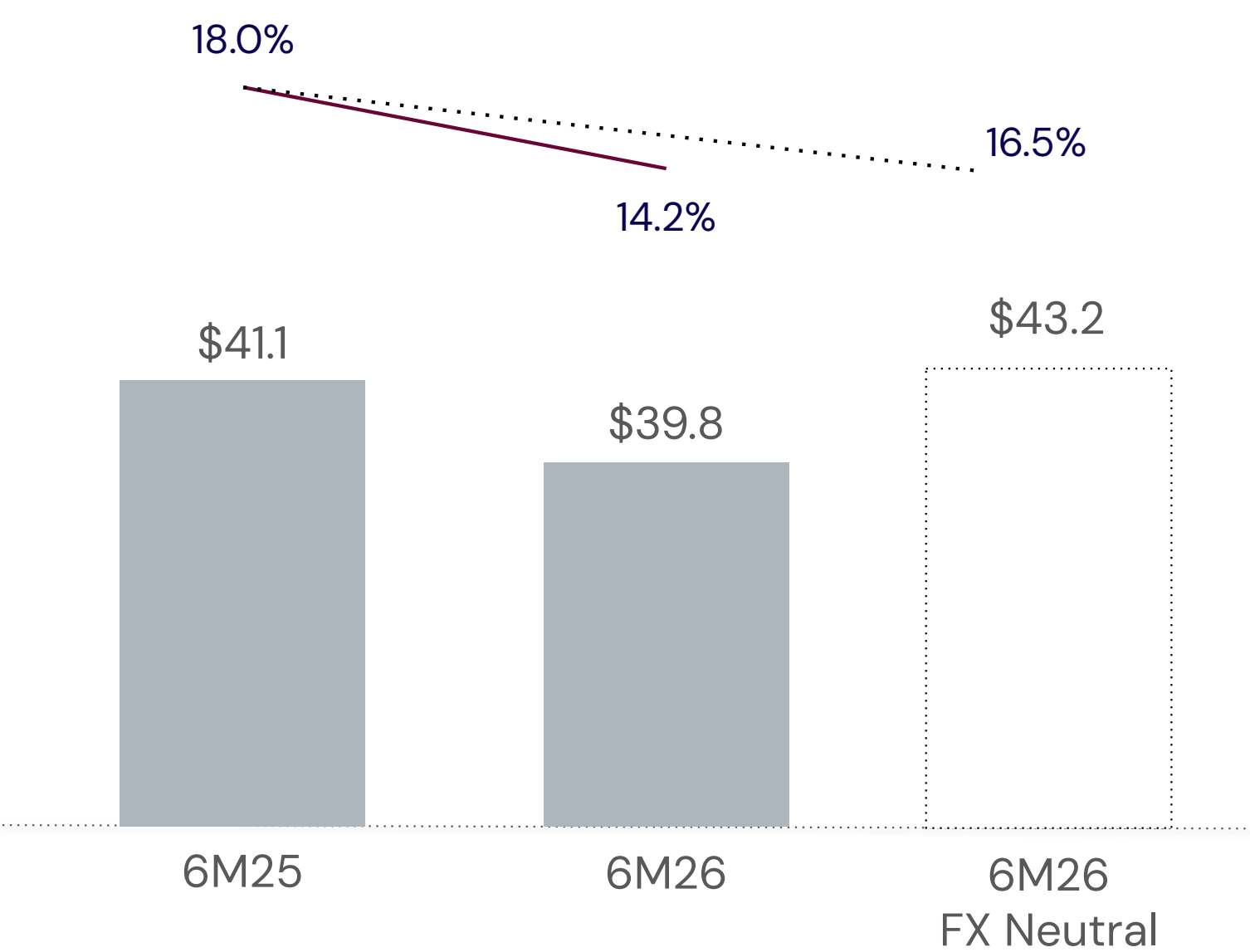
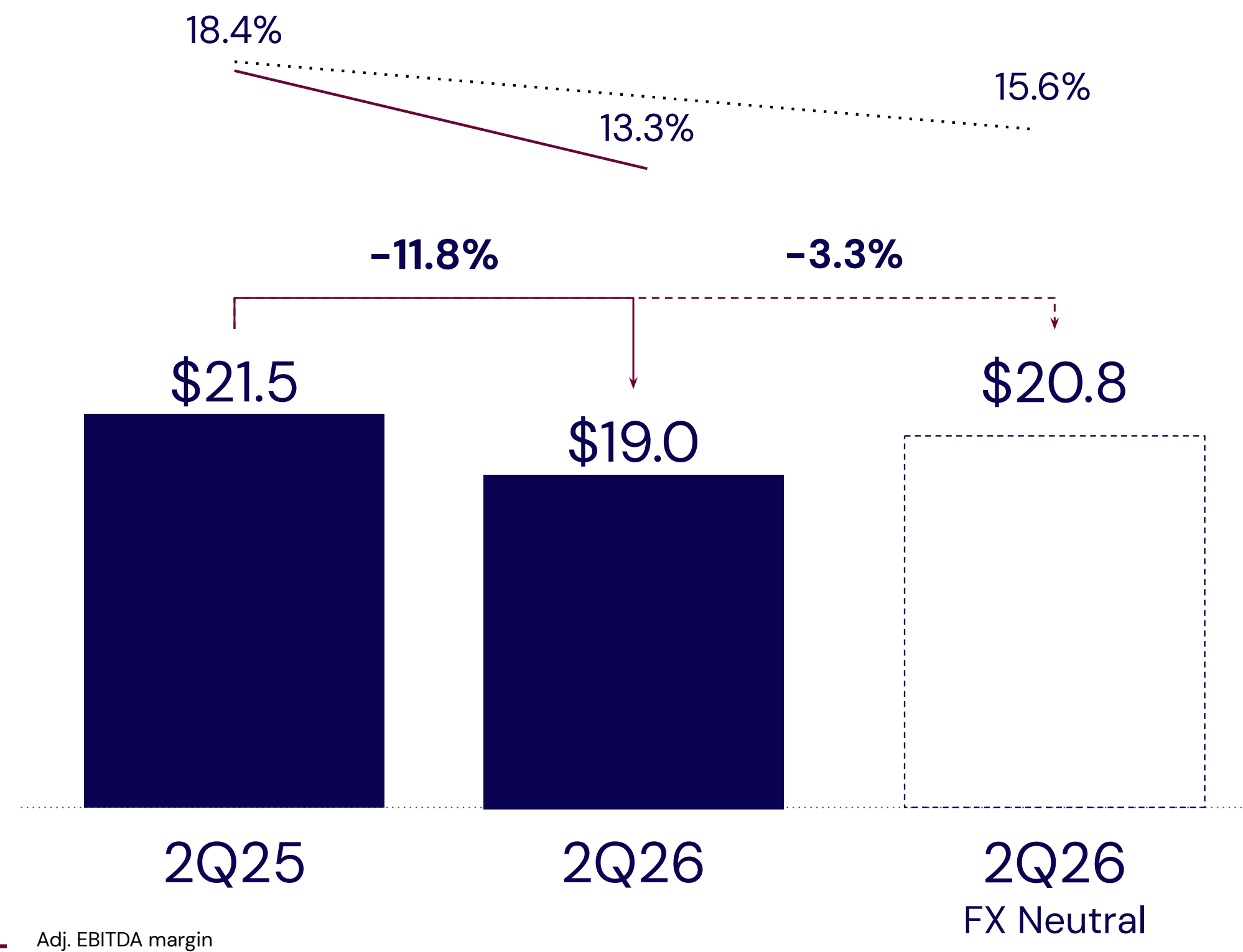
Adj. Gross Profit & Adj. Gross Profit Margin ⁽¹⁾
US\$ Million; %



(1) Adjusted Gross Profit and Adjusted Gross Profit Margin are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

Investing Through the Transition

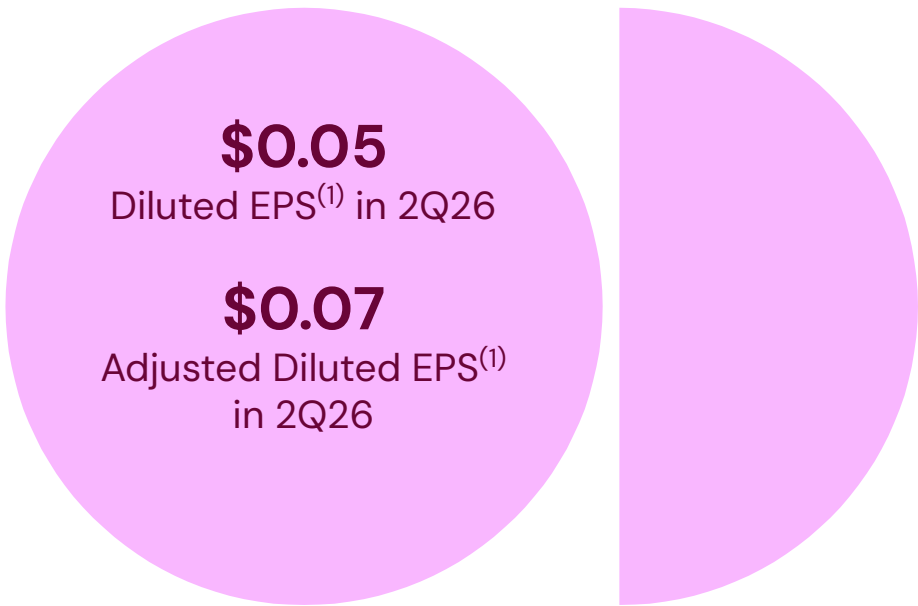
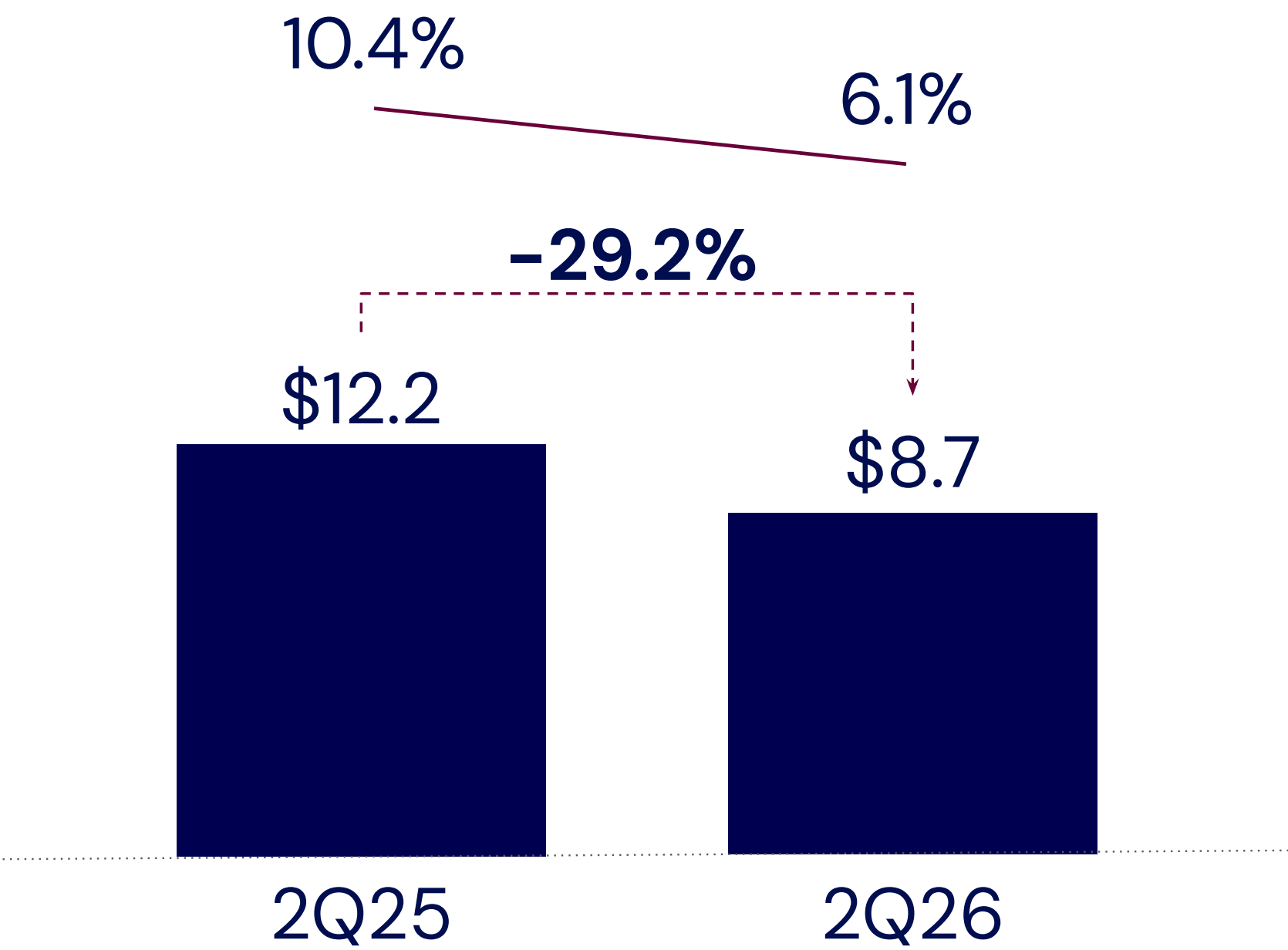
Adj. EBITDA & Adj. EBITDA Margin ⁽¹⁾
US\$ Million; %



(1) Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

Resilient Profitability

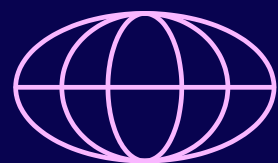
Adj. Profit & Adj. Profit Margin ⁽¹⁾
US\$ Million; %



— Adj. Profit Margin

(1) Adjusted Profit, Adjusted Profit Margin and Adjusted Diluted EPS are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

Business Outlook



REVENUE

For the 3Q26,
At least:

US\$145.7 million

14.4%

growth in U.S. dollars or

12.3%

growth at constant currency ⁽¹⁾
(y-o-y)

For the full-year 2026
in the range of:

**US\$566 million to
US\$578 million**

+15.5% to +18%

Organic Revenue Growth (y-o-y)

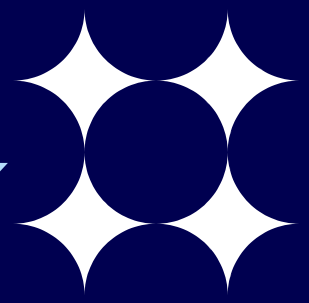
Adjusted EBITDA margin ⁽¹⁾
in the range of:

15% to 17%

Notes: These estimates are forward-looking statement. See Safe Harbor regarding Forward-looking Statements.

These estimates assume an average FX rate of 5.17 BRL/USD

Adjusted EBITDA Margin and Revenue Growth at Constant Currency are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

THANK 

YOU.

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Appendix – 2Q26 Reconciliation of Non-IFRS measures

In USD million	2Q25	6M25	2Q26	6M26
Revenue	117.2	228.1	142.8	279.4
Reconciliation Revenue Growth at Constant Currency				
Reported Revenue Growth	8.0%		21.9%	
Foreign Exchange Rates Impact	4.3%		-7.8%	
Revenue Growth at Constant Currency	12.3%		14.1%	
Reconciliation of Adjusted EBITDA				
Profit for the period	9.7	17.2	5.8	13.3
Net financial cost	1.0	2.8	3.1	5.0
Income tax expense	4.7	9.8	3.3	7.9
Depreciation and amortization	4.6	9.0	5.6	11.1
Stock-based compensation	1.4	2.4	1.3	2.4
Government grants	0.0	0.0	0.0	0.0
Acquisition-related expenses	0.0	0.0	0.0	0.0
Business restructuring	0.0	0.0	0.0	0.0
Adjusted EBITDA for the period	21.5	41.1	19.0	39.8
Adjusted EBITDA Margin	18.4%	18.0%	13.3%	14.2%
Reconciliation of Adjusted Net Profit				
Profit for the period	9.7	17.2	5.8	13.3
Acquisition-related expenses	2.0	4.0	2.1	4.2
Business restructuring	0.0	0.0	0.0	0.0
Stock-based compensation	1.4	2.4	1.3	2.4
Tax effects on non-IFRS adjustments	(1.0)	(1.8)	(0.6)	(1.1)
Adjusted Profit for the period	12.2	21.8	8.7	18.9
Adjusted Net Profit Margin	10.4%	9.6%	6.1%	6.8%
Diluted earnings per share (EPS)				
Weighted average common shares (diluted)	132,479	136,001	127,717	130,047
Diluted Earnings Per Share (EPS)	0.07	0.13	0.05	0.10
Reconciliation of Adjusted Diluted EPS				
Acquisition-related expenses	0.02	0.03	0.02	0.03
Business restructuring	0.00	0.00	0.00	0.00
Stock-based compensation	0.01	0.02	0.01	0.02
Tax effects on non-IFRS adjustments	(0.01)	(0.01)	(0.00)	(0.01)
Adjusted Diluted EPS	0.09	0.16	0.07	0.15

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In calculating **Adjusted EBITDA**, we exclude components unrelated to the direct management of our services. We calculate Adjusted EBITDA for the periods presented as Profit, plus net finance costs, income tax expense, depreciation and amortization and share-based compensation expenses.

In calculating **Adjusted Profit** and **Adjusted Diluted EPS**, we exclude components unrelated to the direct management of our services. For the periods presented, the adjustments have been made for (i) acquisition-related expenses: amortization of intangible assets from acquired companies, (ii) share-based compensation expenses; and (iii) the tax effects of non-IFRS adjustments.

CI&T is not providing a quantitative reconciliation of forward-looking Non-IFRS Revenue at Constant Currency and Adjusted EBITDA to the most directly comparable IFRS measure because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items without unreasonable effort. These items include, but are not limited to, stock-based compensation expense, acquisition-related expenses, the tax effect of non-IFRS adjustments and other items. These items are uncertain, depend on various factors, and could have a material impact on IFRS reported results for the guidance period.