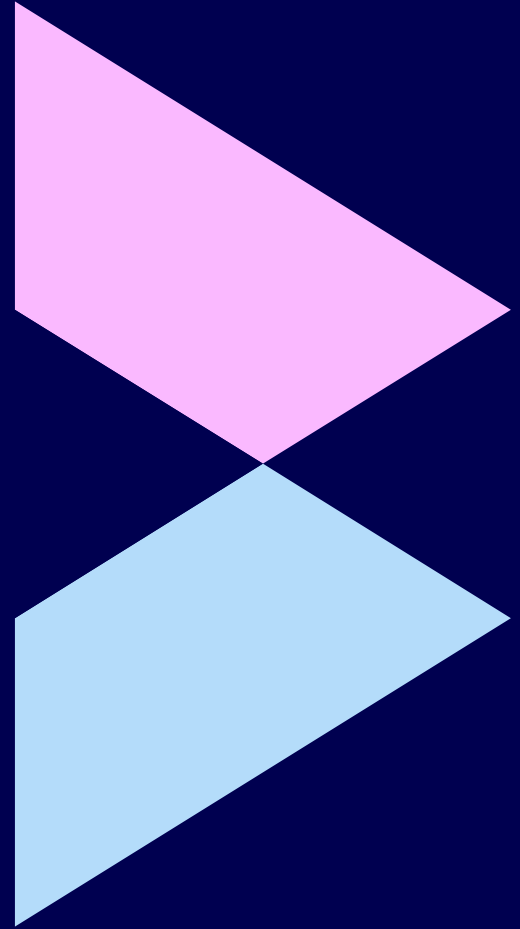


**CI&T**

# 1Q26 IR Deck Fast Facts

[investors.ciandt.com](https://investors.ciandt.com)



# Investment Highlights



## 1. Massive Market

Massive addressable market.  
Low vendor concentration.



## 2. End-to-End Solutions

Tech integrated business solutions with people at the heart of an AI-First transformation, compressing time-to-value and scaling business impact.



## 3. Differentiated Delivery Model

The nearshore model enhances delivery to blue chip clients in all markets, leveraging a robust talent pool backed by AI-integrated development.



## 4. Proprietary Technology & AI Management System

Our AI-human approach, combined with our proprietary intellectual property, CI&T Flow, allow us to be at the forefront of AI and productivity.



## 5. Strong Financial Performance

Attractive financial performance, combining double-digit organic revenue growth with healthy profitability.



## 6. Founder-led Leadership

A leadership team with three decades delivering and honing a collaborative culture that drives innovation and business results.

# Who is **CI&T**

## We are Tech-Integrated Business Solutions

End-to-end business solutions provider that integrates technology & AI with business transformation.

### Our Services

Empowering enterprises to modernize & develop technology solutions that maximize value

**CI&T** Comprehensive Services

Strategy

AI, Data & Technology

Product & CX

- ✓ More Efficient
- ✓ More Transparent
- ✓ Higher Quality
- ✓ More Empowering

### Our Approach

Powered by a differentiated business model developed over our 30-year history

1

#### Valuable

Track Record & Expertise

2

#### Proprietary

Consultant Development

3

#### Specialized

Technology Tools & AI Management System

4

#### Differentiated

Engagement & Delivery Process

# Our History

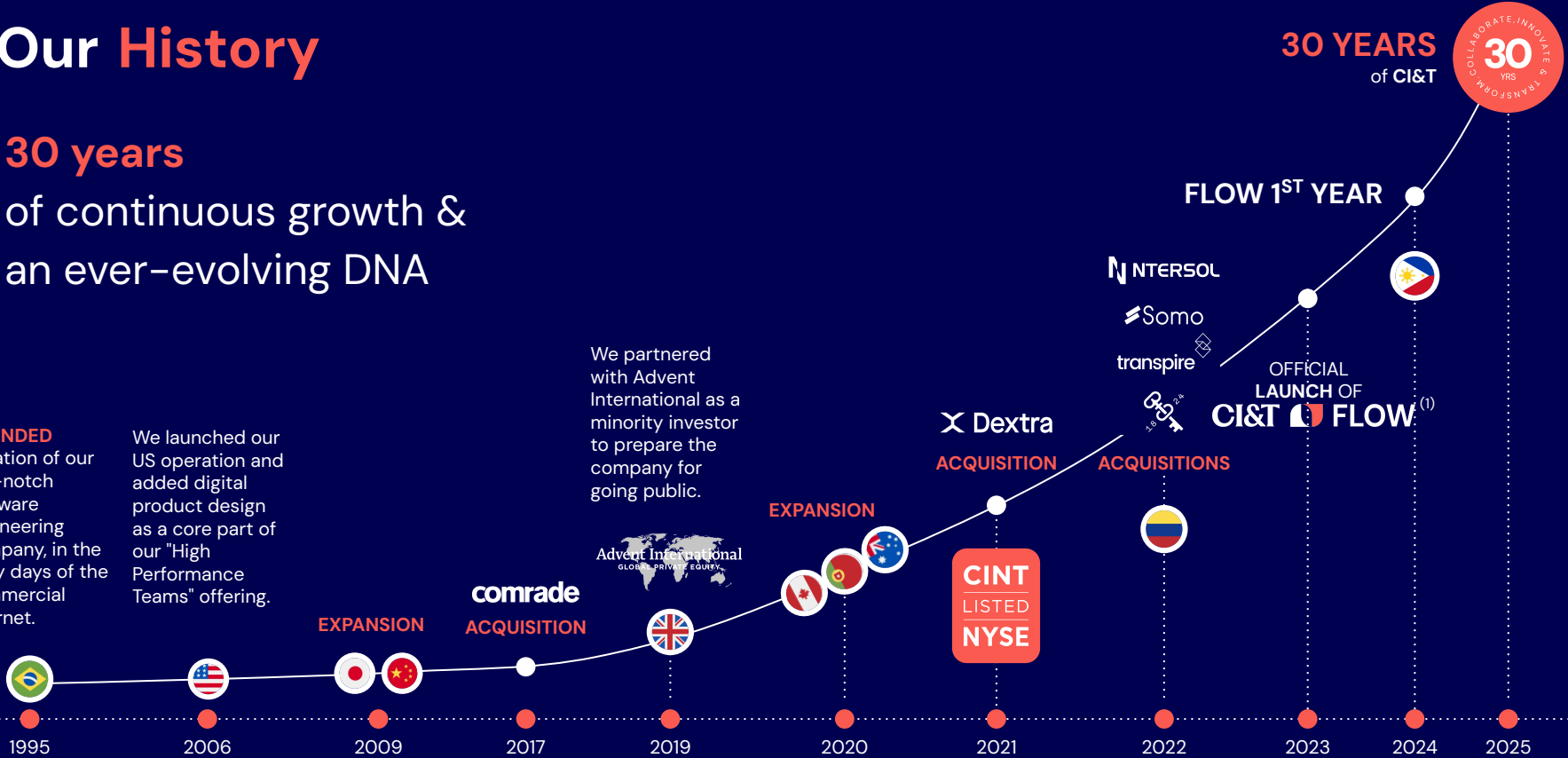
30 years  
of continuous growth &  
an ever-evolving DNA

**FOUNDED**  
Creation of our top-notch software engineering company, in the early days of the commercial Internet.

We launched our US operation and added digital product design as a core part of our "High Performance Teams" offering.

We partnered with Advent International as a minority investor to prepare the company for going public.

Advent International  
GLOBAL PRIVATE EQUITY



<sup>1</sup> Flow: Flow is CI&T groundbreaking AI management system, that redefines the very essence of software and digital development

# Successfully navigating change **across multiple tech cycles**

Gaining valuable expertise & developing new capabilities along the way

Strategic  
Partners

Capability  
Developed

## Internet

Built the first large scale eCommerce platforms in Latam



**Powerhouses**  
to stay ahead of  
next-gen tech trends

## Mobile

Redefined user experience with breakthrough apps



**Mobile studio**  
to build apps that yield  
business outcomes

## Cloud

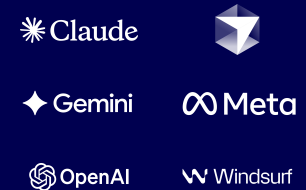
Applied insights from our early cloud migration to guide client strategies



**Strategy practice**  
to advise clients on  
enterprise tech change

## AI

Built CI&T Flow to leverage LLMs & AI tools for enterprise workflows



**CI&T Flow**  
to improve efficiency and  
delivery higher impact

**Broad global reach with local teams near our clients**

**8,000+** CI&Ters

**6,600+** AI-Builders

**25+** countries  
with CI&Ters

**10.3%** attrition <sup>1</sup>



<sup>1</sup> Attrition: Employee voluntary attrition excluding employees with less than six months in the company.  
● Locations where we have CI&Ters.

# Comprehensive Services Powered by AI

We offer a wide range of options to empower our clients

We empower enterprises to lead end-to-end technology transformations with innovation and excellence

## Strategy

*Digital strategy and innovation*

*Product discovery*

*Future-driven strategic consulting*



## Data & AI

- Data modernization
- Data governance
- AI strategy
- AI implementation
- Machine learning

## Applications

- Application modernization
- AI legacy modernization
- Consumer facing solutions
- Enterprise solutions

## Infrastructure

- Cloud services
- Cyber security

## Product & experience

*Customer experience & DXP*

*Digital products*

*Immersive experiences*





## Establishing long-term client relationships & trusted to lead mission critical projects

80

clients with >\$1 million revenue over the last 12 months

8+

years average relationship length with top 30 clients

Long-term clients have embedded CI&T deep within their organizations, giving us better insights to their needs

15+  
years

Coca-Cola



Johnson & Johnson

Global Consumer Health

10+  
years

Google

Global Biopharma

ABInBev

Global Industrial Manufacturer

itau

alelo

PORTO SEGURO

natura

5+  
years

Nestlé

North American Media & Broadcasting

Panasonic

Global Investment Management

bradesco

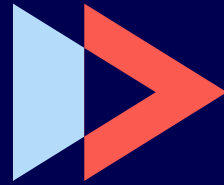
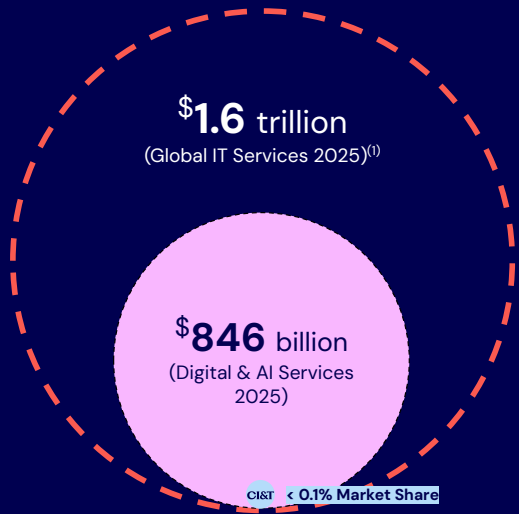
Global Medical Devices

Latam Energy

Latam Personal Care

We are a very small player  
in a massive market...

...that is very fragmented,  
with no player having >5% share



Lots of room for  
CI&T to grow  
& capture share

Sources: Company filings

(1) Source: Gartner and IDC IT spending forecasts; IDC Digital Transformation Spending Guide; CIO Dive (Forrester) analysis;

CI&T


CI&T  FLOW  
& OUR OFFERINGS  
POWERED BY AI



# AI MANAGEMENT SYSTEM THAT **EMPOWERS** CI&TERS & OUR CLIENTS

Enabling CI&T to “productize”  
& scale our expertise

Integrated with  
leading models



A collection of six circular logos representing various AI models and cloud providers: OpenAI GPT-4o, Google Gemini, Anthropic Claude, AWS Bedrock, and Microsoft Copilot.

Proprietary AI Management System

## CI&T FLOW

Model Access	Agent Marketplace
Agent Building	Coder & No Coder
Agentic AI Usage	Usage Monitoring

A central dark blue rounded rectangle with a black border, containing the CI&T FLOW logo and a list of system capabilities. The logo features the text 'CI&T' followed by a stylized 'F' icon and the word 'FLOW'. The capabilities are listed in two columns.

Better  
Performance

- Enterprise grade
- Faster cycle time
- More efficient
- Higher quality

A vertical stack of four light purple rectangular boxes, each containing a performance benefit. The top box is red with white text. Red lines connect the boxes to the right side of the central system box.



## Hyper Efficiency Teams

Unlocking efficiency with  
AI-first augmented teams,  
delivering measurable business  
impact



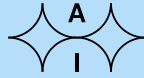
## AI Legacy Modernization

Driving AI-powered  
modernization with smarter,  
adaptable, and scalable  
solutions



## AI First Transformation

Empowering our clients with  
a safe and compliant GenAI  
platform through a structured  
program

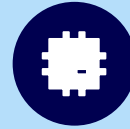


# Data Modernization Studio

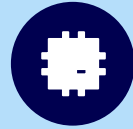
Set of AI Agents to understand, develop, and modernize data pipelines. End-to-end, from data assessment, quality check, to script generation.



Data/Metadata Assessment



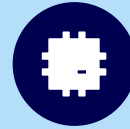
Feature Mapping



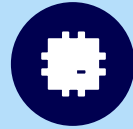
Migration Planning



Schema Migration



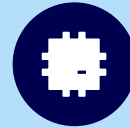
Data Migration



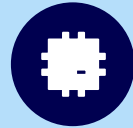
Security Migration



Data Validation

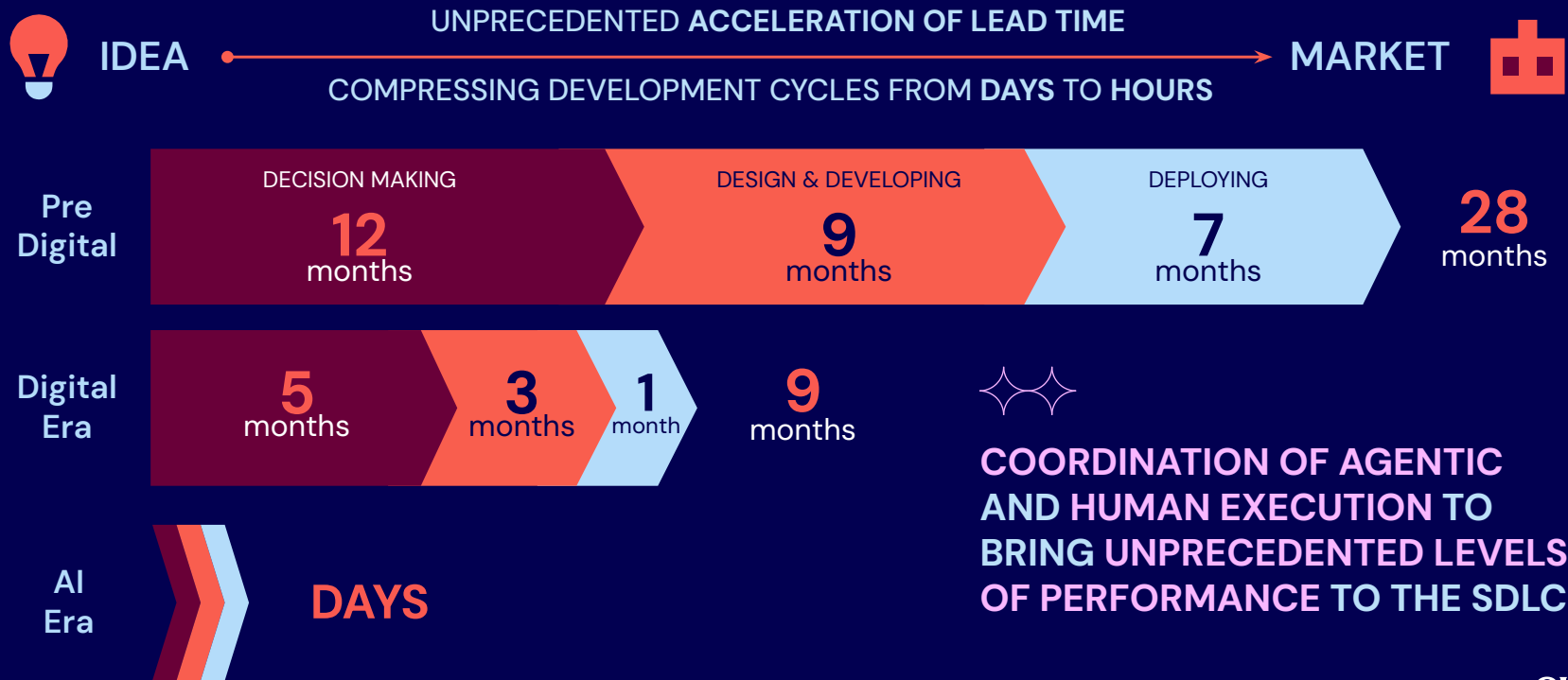


Data Orchestration



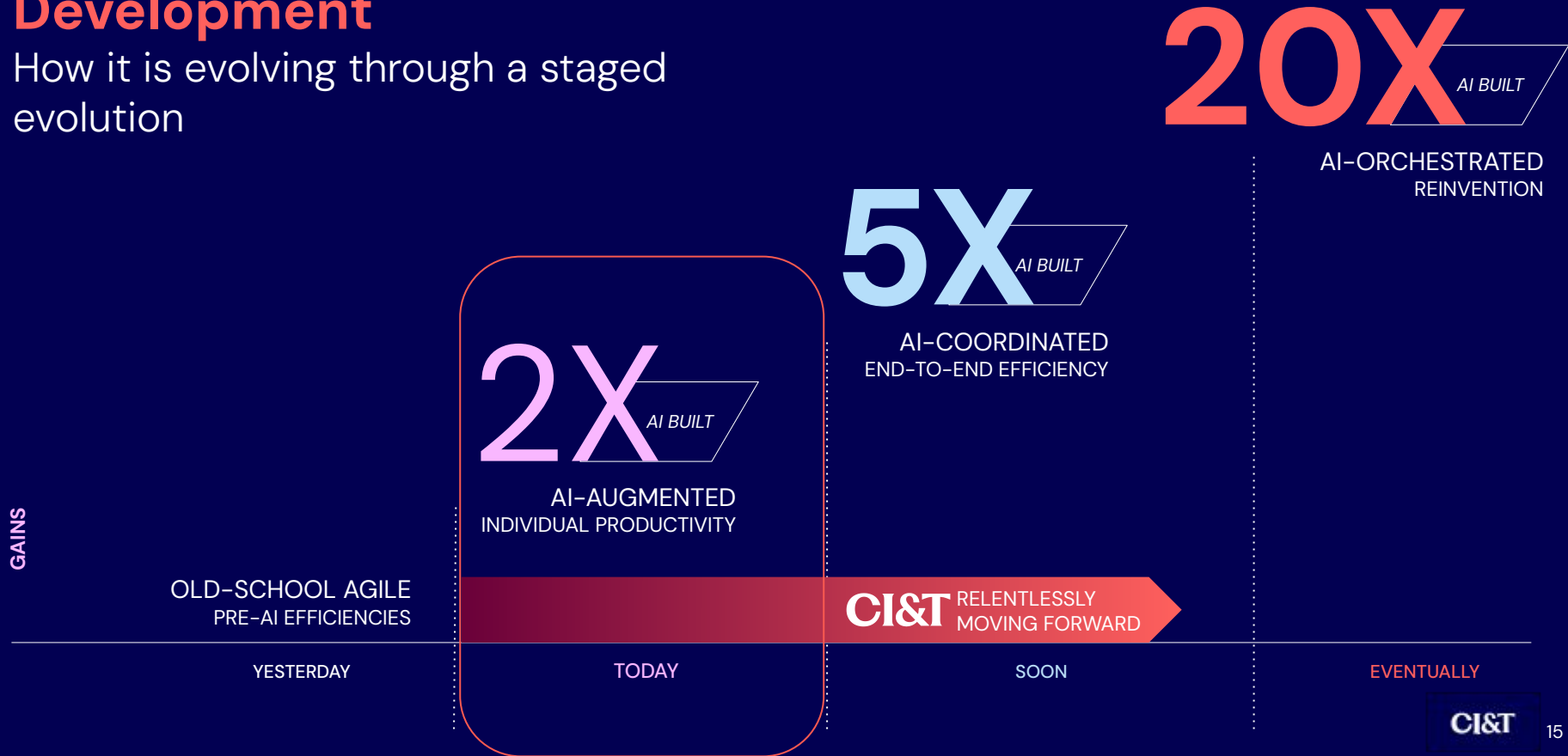
Data Optimization

# AGENTIC SDLC POWERED BY CI&T FLOW



# The Landscape of Software Development

How it is evolving through a staged evolution





# New Engagement Models



## Hyper Efficiency Teams

Unlocking efficiency with AI-first augmented teams, delivering measurable business impact

---

### New Engagement Models

- > Price per Unit (BCP, Function Point, etc)
- > Team + Flow Consumption
- > Outcome Based

## AI Legacy Modernization

Driving AI-powered modernization with smarter, adaptable, and scalable solutions

---

### New Engagement Models

- > Fixed Price
- > Team + Flow Consumption

## AI First Transformation

Empowering our clients with a safe and compliant genAI platform through a structured program

---

### New Engagement Models

- > Team + Flow Consumption
- > Flow Consumption

## Agent as a Service

Empowering our clients through proven and effective agents that drive real-world results.

---

### New Engagement Models

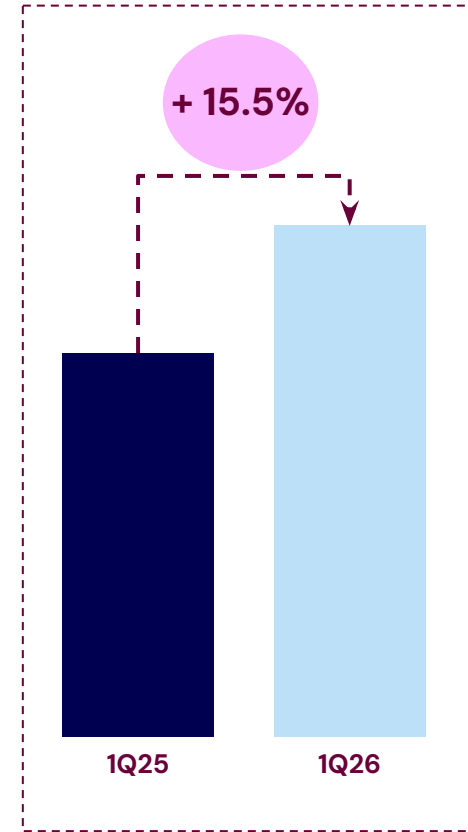
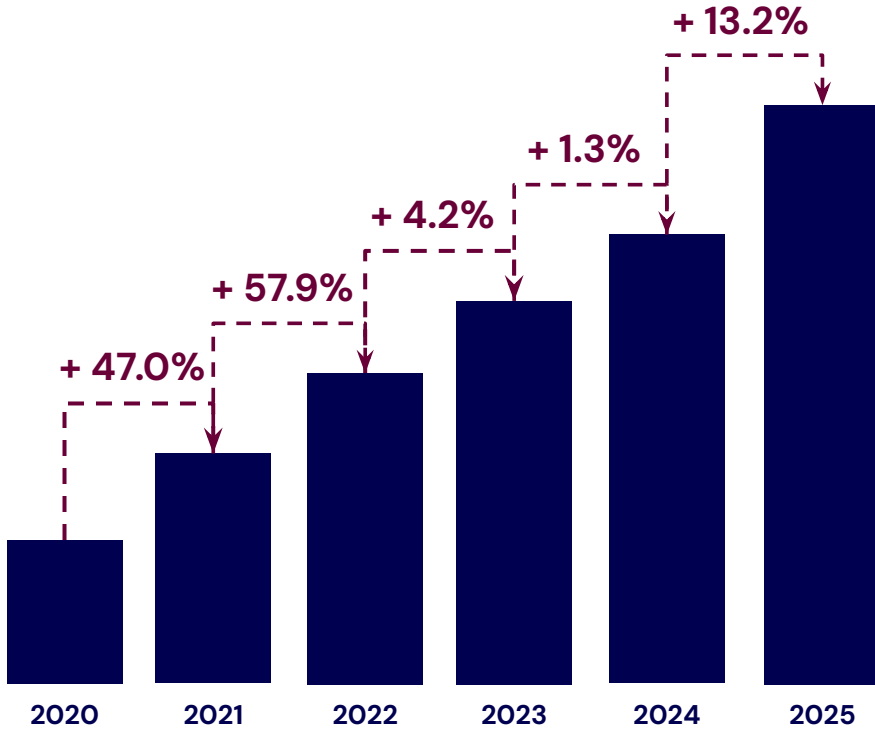
- > Agentic Consumption

CI&T

**Results  
Driven**



# Revenue Growth at Constant Currency through the years <sup>(1;2)</sup>



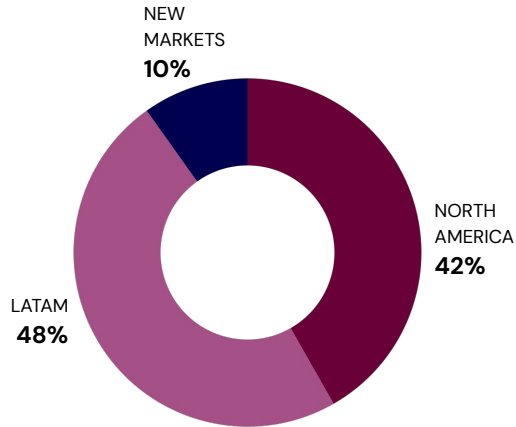
(1) Growth Year over Year

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

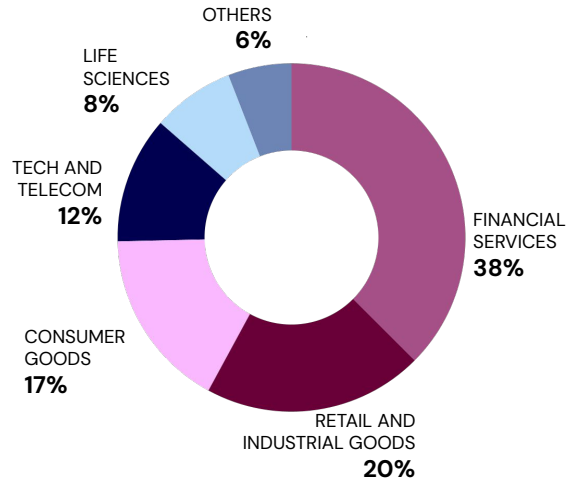
# Global Scale: Diversified Expansion Driven by AI Adoption

1Q26 Revenue Distribution

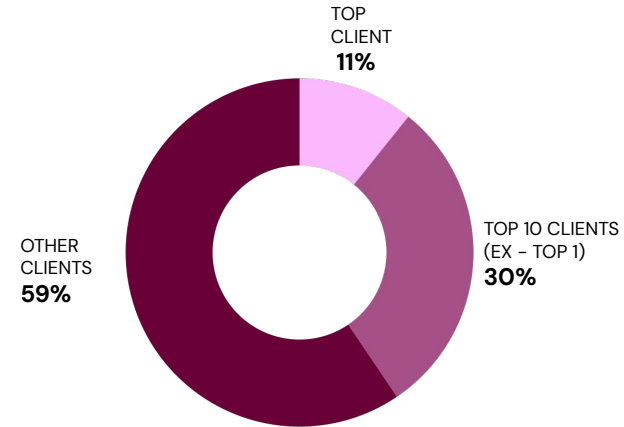
**REVENUE BY GEOGRAPHY**  
% OF TOTAL



**REVENUE BY INDUSTRY**  
% OF TOTAL



**TOP CLIENT'S REVENUE SHARE**  
% OF TOTAL

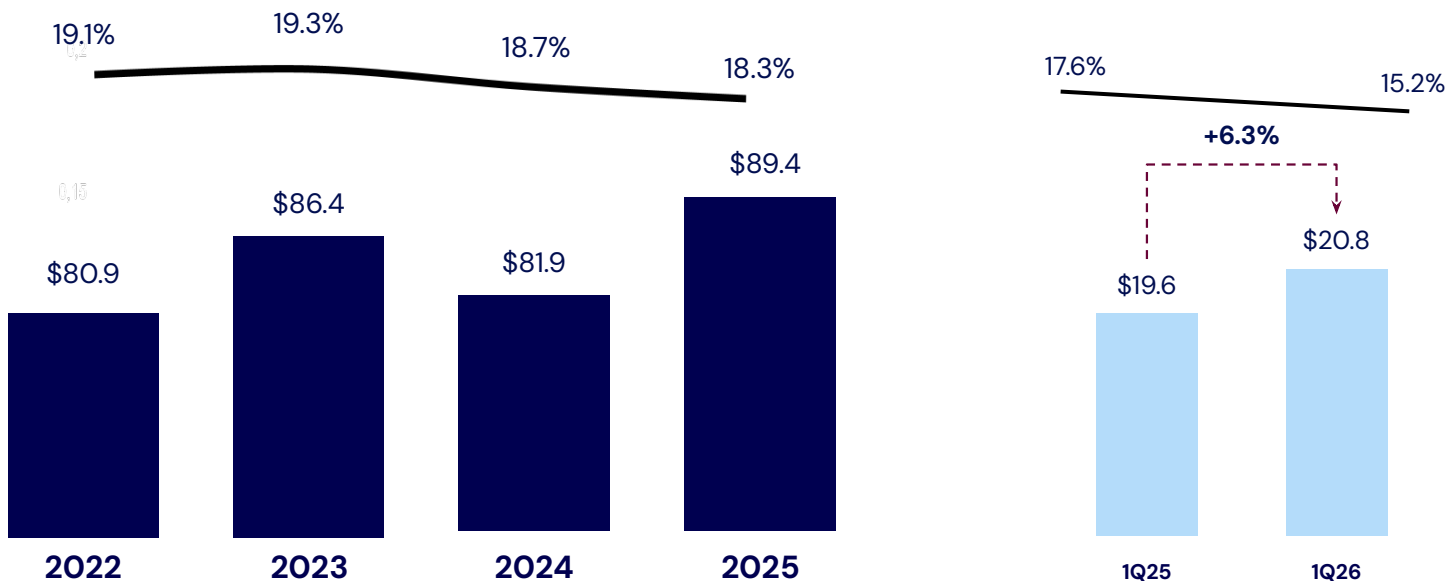


Note: Percentages might not add to 100% due to rounding numbers.

# Resilient Margin Through The Years

Adj. EBITDA & Adj. EBITDA Margin<sup>(1)</sup> US\$ Million;%

— Adj. EBITDA  
Margin



Business Outlook:

2026 Adj. EBITDA Margin<sup>(2,3)</sup>

In the range of:

17% to 19%

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

(2) This estimate is a Forward-Looking Statement. See Safe Harbor regarding Forward-Looking Statements.

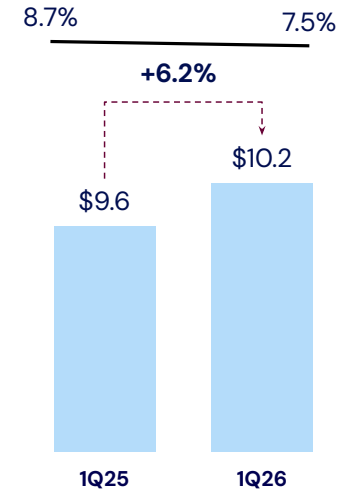
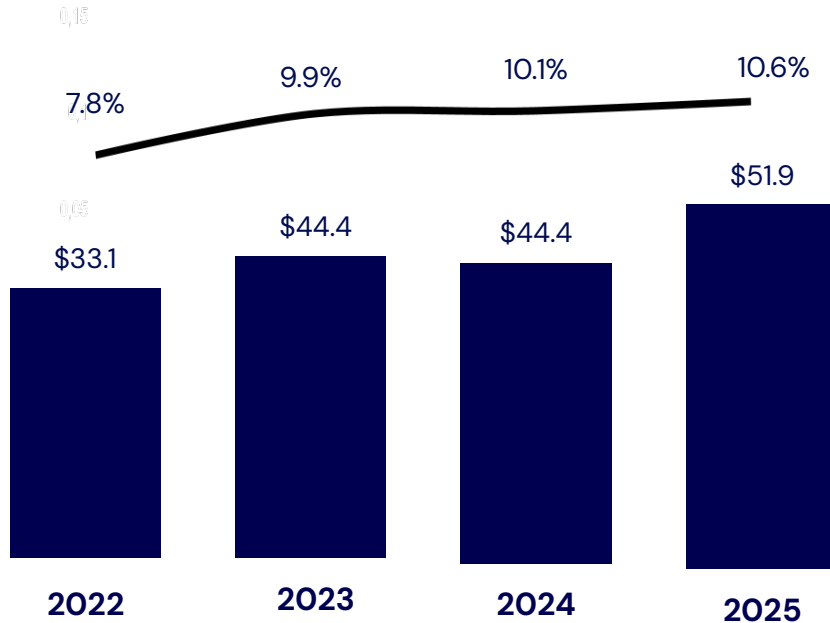
(3) Based on the 2026 Adj. EBITDA Margin guidance (Business Outlook).

# Generating Strong Profits

## Adj. Profit & Adj. Profit Margin <sup>(1)</sup>

US\$ Million;%

— Adj. Profit Margin



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

# Business Outlook



## REVENUE

For the 2Q26,  
At least:

**US\$140 million**

**19.5%**

growth in U.S. dollars or

**13.9%**

growth at constant currency <sup>(1)</sup>  
(y-o-y)

For the full-year 2026  
in the range of:

**US\$556 million to  
US\$575 million**

**+13.5% to +17.5%**

Organic Revenue Growth ( y-o-y)

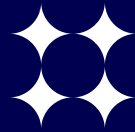
**Adjusted EBITDA margin <sup>(1)</sup>**  
in the range of:

**17% to 19%**

Notes: These estimates are forward-looking statement. See Safe Harbor regarding Forward-looking Statements.  
These estimates assume an average FX rate of 5.11 BRL/USD in 2Q26 and 5.17 BRL/USD in 2026.

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

LET'S  
NAVIGATE  
CHANGE  
TOGETHER



[ciandt.com](https://ciandt.com)

CI&T

# Appendix – Reconciliation of Non-IFRS measures

In USD million	2022	2023	2024	2025	1Q25	1Q26
<b>Revenue</b>	<b>424.1</b>	<b>446.9</b>	<b>439.0</b>	<b>489.6</b>	<b>110.9</b>	<b>136.6</b>
<b>Reconciliation Revenue Growth at Constant Currency</b>						
Reported Revenue Growth		5.4%	-1.8%	11.5%	4.9%	23.2%
Foreign Exchange Rates Impact		-1.2%	3.1%	1.6%	8.8%	-7.7%
<b>Revenue Growth at Constant Currency</b>		<b>4.2%</b>	<b>1.3%</b>	<b>13.2%</b>	<b>13.7%</b>	<b>15.5%</b>
<b>Reconciliation of Adjusted EBITDA</b>						
Profit for the period	18.7	26.4	29.5	40.6	7.4	7.6
Net financial cost	14.2	15.3	11.8	9.5	1.7	2.0
Income tax expense	20.1	15.3	14.3	15.5	5.0	4.6
Depreciation and amortization	18.4	18.7	16.9	18.8	4.4	5.6
Stock-based compensation	1.1	5.7	5.6	5.0	1.0	1.0
Government grants	(0.2)	(0.2)	(0.2)	0.0	0.0	0.0
Acquisition-related expenses	8.7	1.0	1.0	0.0	0.0	0.0
Business restructuring	0.0	4.3	3.1	0.0	0.0	0.0
<b>Adjusted EBITDA for the period</b>	<b>81.0</b>	<b>86.4</b>	<b>81.9</b>	<b>89.4</b>	<b>19.6</b>	<b>20.8</b>
Adjusted EBITDA Margin	19.1%	19.3%	18.7%	18.3%	17.6%	15.2%
<b>Reconciliation of Adjusted Net Profit</b>						
Profit for the period	18.7	26.4	29.5	40.6	7.4	7.6
Acquisition-related expenses	17.1	10.1	8.5	8.2	2.0	2.1
Business restructuring	0.0	4.3	3.1	0.0	0.0	0.0
Stock-based compensation	0.0	5.7	5.6	5.0	1.0	1.0
Tax effects on non-IFRS adjustments	(2.7)	(2.1)	(2.1)	(1.9)	(0.8)	(0.5)
<b>Adjusted Profit for the period</b>	<b>33.1</b>	<b>44.4</b>	<b>44.5</b>	<b>51.9</b>	<b>9.6</b>	<b>10.2</b>
Adjusted Net Profit Margin	7.8%	9.9%	10.1%	10.6%	8.7%	7.5%
<b>Diluted earnings per share (EPS)</b>						
Weighted average common shares (diluted)	134,775	139,148	137,102	133,452	137,204	130,396
<b>Diluted Earnings Per Share (EPS)</b>	<b>0.14</b>	<b>0.19</b>	<b>0.22</b>	<b>0.30</b>	<b>0.05</b>	<b>0.06</b>
<b>Reconciliation of Adjusted Diluted EPS</b>						
Acquisition-related expenses	0.13	0.07	0.06	0.06	0.01	0.02
Business restructuring	0.00	0.03	0.02	0.00	0.00	0.00
Stock-based compensation	0.00	0.04	0.04	0.04	0.01	0.01
Tax effects on non-IFRS adjustments	(0.02)	(0.02)	(0.02)	(0.01)	(0.01)	(0.00)
<b>Adjusted Diluted EPS</b>	<b>0.25</b>	<b>0.32</b>	<b>0.32</b>	<b>0.39</b>	<b>0.07</b>	<b>0.08</b>

**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 EBITDA, Adjusted EBITDA Margin, Adjusted Net Profit and Adjusted Net Profit Margin. 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.

In calculating **Adjusted EBITDA**, we exclude components unrelated to the direct management of our services. We calculate Adjusted EBITDA for the periods presented as Net Profit, plus net finance costs, income tax expense, depreciation and amortization, plus: (i) share-based compensation expenses; (ii) government grants related to tax reimbursement in our Chinese subsidiary; (iii) acquisition-related expenses; and (iv) business restructuring expenses related to the optimization of our global delivery model based on our nearshoring strategy.

We calculate **Adjusted Net Profit**, by excluding 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; (iii) business restructuring expenses related to the optimization of our global delivery model based on our nearshoring strategy in 2024; and (iv) 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, Adjusted EBITDA Margin and Adjusted Net Profit 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, 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.

# SAFE HARBOR

**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 presentation. Such risk factors include, but are not limited to, those relating to: the ongoing trade war and the impact of tariffs imposed on international trade, particularly between Brazil and the United States; the ongoing war in Ukraine and the economic sanctions imposed by Western economies on Russia, as well as the conflict between Israel and Hamas, and their impact on our business and industry; uncertainty regarding the demand for and market utilization of our services; our ability to maintain or acquire new client relationships; general business and economic conditions; our ability to successfully integrate the recent-acquired business; the impact of pandemics, epidemics and disease outbreak; and our ability to successfully implement 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.



# CI&T

