

## CI&T Reports 23.2% Organic Revenue Growth in 1Q26, Driven by Strong AI Deployment Momentum and Emerging AI Monetization

**New York – May 11, 2026 – CI&T (NYSE: CINT, “Company”)**, a global partner in tech-integrated business solutions, today announces its results for the first quarter of 2026 (1Q26) in accordance with International Financial Reporting Standards (IFRS® Accounting Standards), as issued by the IASB. For comparison purposes, we refer to the results for the first quarter of 2025 (1Q25). The numbers are presented in U.S. dollars.

### First quarter of 2026 (1Q26) highlights

- Revenue of US\$136.6 million, a 23.2% increase compared to US\$110.9 million in 1Q25.
- Revenue growth at constant currency was 15.5% compared to 1Q25.
- Profit increased by 1.6%, reaching US\$7.6 million in 1Q26, compared to US\$7.4 million in 1Q25.
- Adjusted EBITDA increased by 6.3% to US\$20.8 million in 1Q26 compared to US\$19.6 million in 1Q25, with an Adjusted EBITDA margin of 15.2% in 1Q26.
- Adjusted Profit increased 6.2% to US\$10.2 million in 1Q26 compared to US\$9.6 million in 1Q25. Adjusted Profit margin was 7.5% in 1Q26.
- Diluted earnings per share (EPS) were US\$0.06, a 6.9% increase from 1Q25.
- Adjusted diluted EPS were US\$0.08, up 11.8% compared to the same period last year.
- CI&T ended 1Q26 with 8,015 employees, with an average of 6,600 AI-builders professionals, an 8.3% and 13.3% increase compared to 1Q25, respectively.

Cesar Gon, founder and CEO of CI&T, commented, “Our record start to 2026, marked by 23.2% organic growth in 1Q26, confirms that CI&T is successfully evolving into a global partner for tech-integrated business solutions. We continue to advance two distinct AI-driven growth vectors: AI deployment, which expands revenue through IP-based solutions and AI-adoption engagements, and AI monetization, which expands margins by evolving our pricing models to capture a greater share of the productivity gains and business value created by AI.

These two growth vectors are becoming increasingly visible in our results. 2025 was a very strong year for AI deployment, and this trend has only strengthened in 2026. At the same time, our AI monetization efforts are becoming more tangible: in 1Q26, 20% of new sales were already based on new pricing models. We expect these models to contribute to gross margin expansion over the coming quarters as adoption continues to accelerate. Together with a robust and accelerating sales pipeline, these dynamics give us the confidence to increase our full-year revenue guidance.”

### Comments on the 1Q26 financial performance

Revenue reached US\$136.6 million in 1Q26, a 23.2% increase from US\$110.9 million in 1Q25, or a 15.5% growth at constant currency, marking our sixth consecutive quarter of double-digit organic revenue growth. This performance was underpinned by AI deployment and broad-based demand, characterized by an 18.9% expansion within our top 10 accounts and double-digit growth across nearly all industry verticals, with the exception of a

stable Consumer Goods segment. Geographically, Latin America led the acceleration with 33% growth, complemented by 16% and 11% increases in North America and New Markets, respectively.

The cost of services provided was US\$96.8 million in 1Q26, a 26.7% increase from 1Q25, primarily driven by unfavorable foreign exchange variation and higher employee expenses due to increased Brazilian payroll taxes.

Gross profit was US\$39.8 million, a 15.4% increase compared to 1Q25. Adjusted gross profit reached US\$41.8 million in 1Q26, up 13.8% from US\$36.7 million in 1Q25. Adjusted gross profit margin was 30.6% in 1Q26.

Selling, general, and administrative (SG&A) and other operating expenses totaled US\$25.6 million in 1Q26, a 26.2% increase compared to 1Q25. This increase was primarily driven by sales initiatives to foster revenue growth and amortization expenses, mainly associated with the investments in CI&T Flow, our AI management system.

Adjusted EBITDA reached US\$20.8 million in 1Q26, a 6.3% increase from US\$19.6 million in 1Q25. In 1Q26, the adjusted EBITDA margin was 15.2%.

Net finance costs totaled US\$2.0 million in 1Q26, up 14.2% from 1Q25, primarily driven by lower income from financial investments, partially offset by lower interest expenses on loans and leases. Income tax expense was US\$4.6 million in 1Q26, a 7.7% decrease from 1Q25. This decrease was primarily driven by tax benefits from Interest on Equity (JCP) in Brazil and the recognition of deferred tax assets in international operations.

Profit was US\$7.6 million in 1Q26, up 1.6% from 1Q25. Adjusted profit was US\$10.2 million, an increase of 6.2% compared to 1Q25, with an adjusted profit margin of 7.5%. In 1Q26, diluted EPS was US\$0.06, a 6.9% increase from 1Q25. Adjusted diluted EPS were US\$0.08, up 11.8% compared to the same period in the prior year.

## **Business Outlook**

We expect our revenue for the second quarter of 2026 to be at least US\$140.0 million, representing a 19.5% increase compared to US\$117.2 million in 2Q25. This reflects 13.9% year-over-year growth at constant currency.

For the full year of 2026, we are increasing our guidance. We expect our revenue to be in the range of US\$555.8 million to US\$575.3 million, implying organic revenue growth of 13.5% to 17.5% year over year. This expected growth includes a positive FX impact of around 350 basis points. In addition, we estimate our Adjusted EBITDA margin to be in the range of 17.0% to 19.0%.

These estimates assume an average FX rate of 5.11 BRL/USD in 2Q26 and 5.17 BRL/USD in 2026.

These expectations are forward-looking statements, and actual results may differ materially. See "Cautionary Statement on Forward-Looking Statements" below.

## **Conference Call Information**

Cesar Gon (Founder and CEO), Bruno Guicardi (Founder and President for North America and Europe), Stanley

Rodrigues (CFO), and Eduardo Galvão (Director of Investor Relations) will host a video conference call to discuss the 1Q26 financial and operating results on May 11, at 4:30 PM Eastern Time / 5:30 PM BRT. The earnings call can be accessed on the Company's Investor Relations website at <https://investors.ciandt.com> or at the following link: <https://youtube.com/live/wsdGmWOVQY4?feature=share>.

### **About CI&T**

CI&T (NYSE: CINT) is a global partner in tech-integrated business solutions for 100+ large enterprises and fast-growth clients. With a 30-year track record of helping clients navigate change, CI&T delivers accelerated business impact through deep expertise across AI, strategy, customer experience, software development, cloud services, data, and more. CI&T's proprietary AI management system, CI&T FLOW, boosts team productivity, ensuring fast, efficient, and scalable delivery of world-class solutions. The company operates globally, supported by over 8,000 professionals across 11 countries.

### **Non-IFRS Financial 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 Accounting Standards, but not as substitutes for results under IFRS Accounting Standards. 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.

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, 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.

We calculate Revenue at Constant Currency by translating Revenue from entities reporting in foreign currencies into U.S. dollars using the 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, Adjusted EBITDA, Adjusted Profit and Adjusted Diluted EPS we exclude cost components unrelated to the direct management of our services. For the periods presented, the adjustments applied to Adjusted Gross profit 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, and share-based compensation expenses.

For the periods presented, the adjustments on Adjusted Profit and Adjusted Diluted EPS were: (i) share-based compensation expenses; (ii) acquisition-related expenses: amortization of intangible assets from acquired companies; and (iii) the tax effects of non-IFRS adjustments.

### **Cautionary Statement on Forward-Looking Statements**

This press release 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 press release. You should read this press release 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.

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## Unaudited condensed consolidated statement of profit or loss

(In thousands of U.S. dollars)

	Quarter ended March 31,	
	2026	2025
<b>Revenue</b>	<b>136,608</b>	<b>110,876</b>
Costs of services provided	(96,848)	(76,410)
<b>Gross profit</b>	<b>39,760</b>	<b>34,466</b>
Selling expenses	(11,365)	(8,404)
General and administrative expenses	(15,907)	(12,424)
Impairment reversals on accounts receivable and contract assets	1,226	331
Other income, net	475	242
<b>Operating expenses, net</b>	<b>(25,571)</b>	<b>(20,255)</b>
<b>Operating profit before net finance costs and income tax expense</b>	<b>14,189</b>	<b>14,211</b>
Finance income	5,525	4,812
Finance costs	(7,517)	(6,556)
<b>Net finance costs</b>	<b>(1,992)</b>	<b>(1,744)</b>
<b>Profit before income tax</b>	<b>12,197</b>	<b>12,467</b>
Current	(352)	(1,311)
Deferred	(4,282)	(3,709)
<b>Total income tax expense</b>	<b>(4,634)</b>	<b>(5,020)</b>
<b>Profit for the period</b>	<b>7,563</b>	<b>7,447</b>
Earnings per share		
Earnings per share – basic (in US\$)	0.06	0.06
Earnings per share – diluted (in US\$)	0.06	0.05
In thousand:		
Weighted average number of basic shares	129,611	135,018
Weighted average number of diluted shares	130,396	137,204

## Unaudited condensed consolidated statement of financial position

(In thousands of U.S. dollars)

Assets	March 31, 2026	December 31, 2025	Liabilities and equity	March 31, 2026	December 31, 2025
Cash and cash equivalents	48,116	47,864	Trade and other payables	6,492	5,192
Account receivable	86,724	97,288	Loans and borrowings	66,164	66,443
Contract assets	56,434	34,260	Lease liabilities	3,125	3,435
Recoverable taxes	3,034	2,103	Salaries and welfare charges	63,347	58,670
Current income tax assets	8,658	8,068	Accounts payable for business acquired	1,474	1,328
Derivatives	130	190	Derivatives	190	512
Other assets	6,827	6,358	Current income tax liabilities	840	760
<b>Total current assets</b>	<b>209,923</b>	<b>196,131</b>	Other taxes payable	3,732	3,266
			Contract liability	4,889	4,021
Recoverable taxes	818	895	Other liabilities	2,540	3,291
Current income tax assets	4,366	3,959	<b>Total current liabilities</b>	<b>152,793</b>	<b>146,918</b>
Deferred tax assets	813	1,648			
Judicial deposits	1,917	1,813	Loans and borrowings	54,709	56,185
Restricted cash	621	589	Deferred tax liabilities	31,169	26,427
Other assets	1,052	1,183	Lease liabilities	4,092	4,868
Property and equipment	7,675	7,354	Provisions for tax and labor risks	717	680
Intangible assets and goodwill	334,882	329,348	Accounts payable for business acquired	4,220	3,905
Right-of-use assets	6,787	7,578	Other liabilities	2,579	2,578
<b>Total non-current assets</b>	<b>358,931</b>	<b>354,367</b>	<b>Total non-current liabilities</b>	<b>97,486</b>	<b>94,643</b>
			<b>Equity</b>		
			Share capital	7	7
			Share premium	181,215	183,395
			Treasury share reserve	(28,647)	(30,016)
			Capital reserves	21,288	23,180
			Retained earnings	146,091	138,528
			Other comprehensive loss	(1,379)	(6,157)
			<b>Total equity</b>	<b>318,575</b>	<b>308,937</b>
<b>Total assets</b>	<b>568,854</b>	<b>550,498</b>	<b>Total equity and liabilities</b>	<b>568,854</b>	<b>550,498</b>

## Unaudited condensed consolidated statement of cash flows

(In thousands of U.S. dollars)

	March 31, 2026	March 31, 2025
<b>Cash flows from operating activities</b>		
Profit for the period	7,563	7,447
<b>Adjustments for:</b>		
Depreciation and amortization	5,558	4,398
Loss (gain) on sale and write-off of non-financial assets	109	(4)
Interest and exchange rate changes	739	2,823
Unrealized loss on financial instruments	(278)	(823)
Income tax expenses	4,634	5,020
Impairment reversal on accounts receivable and contract assets	(1,226)	(331)
Share-based compensation	1,047	961
Other	-	4
<b>Changes in operating assets and liabilities</b>		
Accounts receivable and contract assets	(6,634)	4,796
Recoverable taxes	(931)	(72)
Trade and other payables	840	(641)
Salaries and welfare charges	1,289	1,627
Contract liabilities	772	(4,655)
Other receivables and payables, net	64	(902)
<b>Cash generated from operating activities</b>	<b>13,546</b>	<b>19,648</b>
Income tax paid	(713)	(324)
Interest paid on loans and borrowings	(1,521)	(1,687)
Interest paid on lease	(220)	(170)
Income tax refund	17	121
<b>Net cash from operating activities</b>	<b>11,109</b>	<b>17,588</b>
<b>Cash flows from investing activities</b>		
Acquisition of property and equipment and intangible assets	(3,542)	(3,023)
<b>Net cash used in investing activities</b>	<b>(3,542)</b>	<b>(3,023)</b>
<b>Cash flows from financing activities</b>		
Exercised share-based compensation	249	575
Payment of lease liabilities	(1,260)	(1,137)
Proceeds (outflows) from settlement of derivatives	2	(71)
Payment of loans and borrowings	(4,471)	(3,172)
Repurchase of treasury shares	(3,330)	(7,324)
<b>Net cash used in financing activities</b>	<b>(8,810)</b>	<b>(11,129)</b>
Net increase (decrease) in cash and cash equivalents	(1,243)	3,436
Cash and cash equivalents as of January 1	47,864	56,621
Exchange variation effect on cash and cash equivalents	1,495	2,756

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Cash and cash equivalents as of March 31

48,116

62,813

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## Revenue Distribution

(In thousands of U.S. dollars)

<b>Revenue by Industry (in USD thousand)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Financial Services	51,185	37,246	37.4%
Retail and Industrial Goods	27,945	24,221	15.4%
Consumer Goods	22,841	22,869	-0.1%
Technology and Telecommunications	16,086	11,388	41.3%
Life Sciences	10,471	9,057	15.6%
Other	8,080	6,095	32.6%
<b>Total</b>	<b>136,608</b>	<b>110,876</b>	<b>23.2%</b>

<b>Revenue by Geography (in USD thousand)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Latin America	66,101	49,687	33.0%
North America	57,047	49,059	16.3%
New Markets	13,460	12,130	11.0%
<b>Total</b>	<b>136,608</b>	<b>110,876</b>	<b>23.2%</b>

<b>Top Clients</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Top Client	14,699	11,758	25.0%
Top 10 Clients	55,382	46,566	18.9%

## Reconciliation of various income statement amounts from IFRS to non-IFRS measures

<b>Revenue Growth at Constant Currency</b>	<b>1Q26</b>
Reported Revenue Growth	23.2%
Foreign Exchange Rates Impact	-7.7%
<b>Revenue Growth at Constant Currency</b>	<b>15.5%</b>

<b>Adjusted Gross Profit (in USD thousand)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Revenue	136,608	110,876	23.2%
Cost of Services Provided	(96,848)	(76,410)	26.7%
<b>Gross Profit</b>	<b>39,760</b>	<b>34,466</b>	<b>15.4%</b>
<i>Adjustments</i>			
Depreciation and amortization (cost of services provided)	1,546	1,502	2.9%
Share-based compensation	503	758	-33.6%
<b>Adjusted Gross Profit</b>	<b>41,809</b>	<b>36,726</b>	<b>13.8%</b>
<b>Adjusted Gross Profit Margin</b>	<b>30.6%</b>	<b>33.1%</b>	<b>-2.5p.p</b>

<b>Adjusted EBITDA (in USD thousand)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Profit for the period	7,563	7,447	1.6%
<i>Adjustments</i>			
Net finance cost	1,992	1,744	14.2%
Income tax expense	4,634	5,020	-7.7%
Depreciation and amortization	5,558	4,397	26.4%
Share-based compensation	1,047	961	8.9%
<b>Adjusted EBITDA</b>	<b>20,794</b>	<b>19,570</b>	<b>6.3%</b>
<b>Adjusted EBITDA Margin</b>	<b>15.2%</b>	<b>17.6%</b>	<b>-2.4p.p</b>

<b>Adjusted Profit (in USD thousand)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Profit for the period	7,563	7,447	1.6%
<i>Adjustments</i>			
Acquisition-related expenses (1)	2,102	2,006	4.8%
Share-based compensation	1,047	961	8.9%
Tax effects on non-IFRS adjustments	(503)	(804)	-37.4%
<b>Adjusted Profit</b>	<b>10,209</b>	<b>9,611</b>	<b>6.2%</b>
<b>Adjusted Profit Margin</b>	<b>7.5%</b>	<b>8.7%</b>	<b>-1.2p.p</b>

<b>Adjusted Diluted EPS (in USD)</b>	<b>1Q26</b>	<b>1Q25</b>	<b>Var. 1Q26 x 1Q25</b>
Diluted EPS	0.06	0.05	6.9%
<i>Adjustments</i>			
Acquisition-related expenses (1)	0.02	0.01	10.3%
Share-based compensation	0.01	0.01	14.6%
Tax effects on non-IFRS adjustments (2)	-	(0.01)	-34.2%
<b>Adjusted Diluted EPS</b>	<b>0.08</b>	<b>0.07</b>	<b>11.8%</b>

**Notes:**

- (1) Adjusted Profit and Adjusted Diluted EPS include amortization of intangible assets from acquired companies totaling (US\$2,102) thousand in 1Q26 and (US\$2,006) thousand in 1Q25.
- (2) The calculation of the tax effect on non-IFRS Accounting Standards adjustments considers the nature of the expense, whether it is deductible or not, as well as whether it is a temporary or permanent difference. We also evaluate the tax scenario of each entity, taking into account whether deferred income tax assets would be realizable. Then, we apply the corresponding tax rate for the entity.

**Note:** Percentage variations and totals presented throughout this document are calculated based on unrounded figures, while the numbers displayed in the tables and text are rounded. Consequently, variations may differ from calculations performed using the figures shown.