



Earnings Presentation

**1Q22**

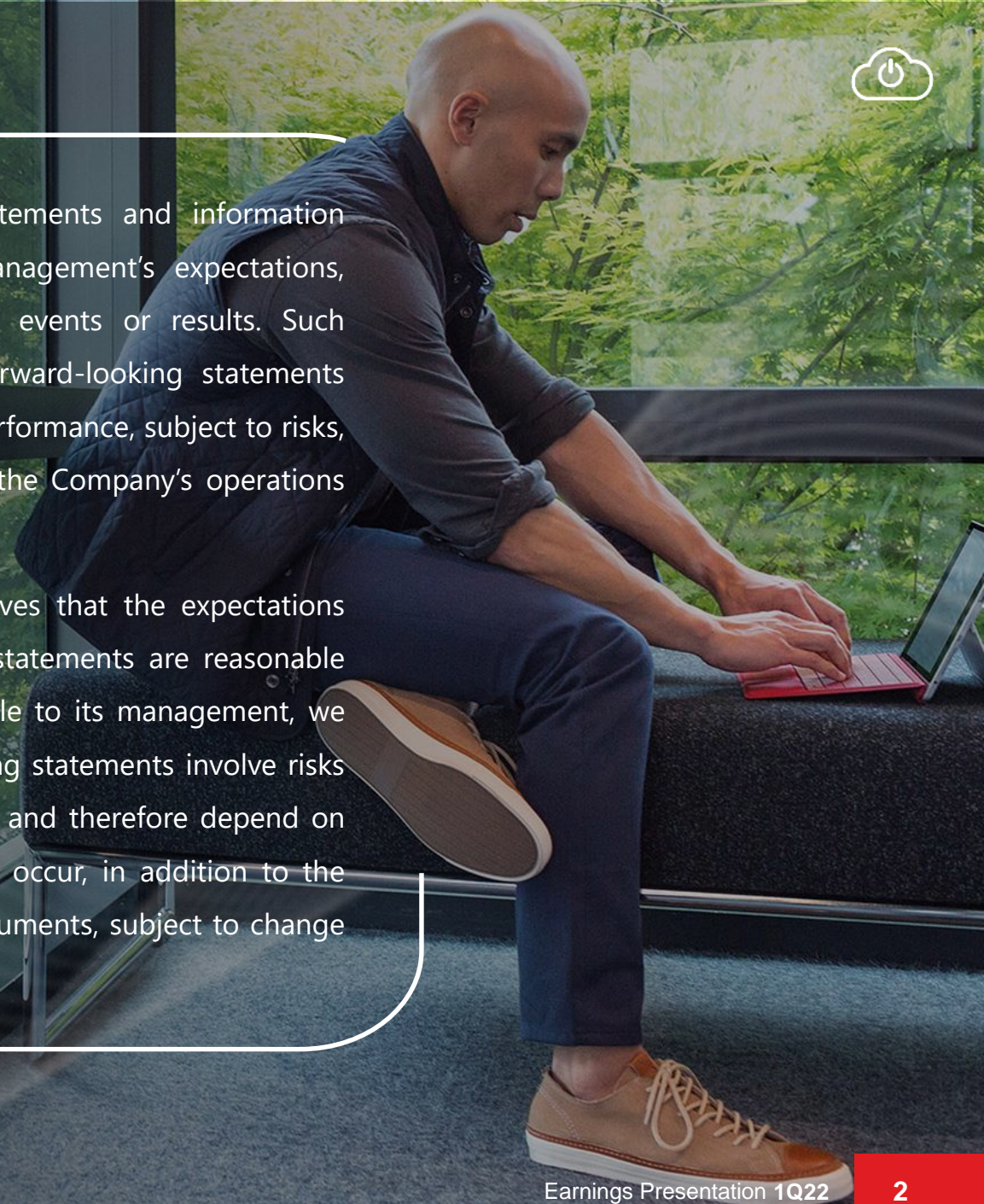




## DISCLAIMER

This presentation may contain statements and information expressing Claranet Technology management's expectations, beliefs and forecasts about future events or results. Such statements and information are forward-looking statements only and not guarantees of future performance, subject to risks, uncertainties and factors regarding the Company's operations and business environment.

Although Claranet Technology believes that the expectations and assumptions contained in the statements are reasonable and based on data currently available to its management, we caution investors that forward-looking statements involve risks because they relate to future events and therefore depend on circumstances that may or may not occur, in addition to the risks presented in the disclosure documents, subject to change without notice.







1

**Message from  
Management**

2

**1Q22  
Results**

3

**Q&A**



**Message from  
Management**





# Our Services



## Clouds

Founded in London in 1996, Claranet quickly conquered the European market, establishing itself as one of the main tech companies specialized in B2B solutions in the continent. In 2006, the group arrived in Brazil, and as a result of the great growth potential in the country, made three strategic acquisitions to consolidate itself as one of the leading companies specialized in clouds, cybersecurity, data/DevOps and digital platforms in Brazil.



## Cybersecurity



## Data & DevOps

### **We breath cloud.**

Helping enterprises and businesses take full advantage of extra flexibility and agility in multi-Cloud platforms

### **We protect.**

Continuous security testing, managed detection and response, training, emergency response team

### **Plan. Build. Deploy.**

Increasing companies' ability to deliver apps and services at high speed with high quality through intensive data analytics

# Our Differentials



Large **addressable market** with multiple **growth avenues**



Complete **digital ecosystem** with broad **portfolio**



**Tech** company with strong **cash flow generation history**



Top-notch **management team** with many years **within the company**



**Long term** contracts with high **revenue recurrence**



**Global support**, backed by **Claranet Group** expertise



Solid track record of **executing and integrating M&A**



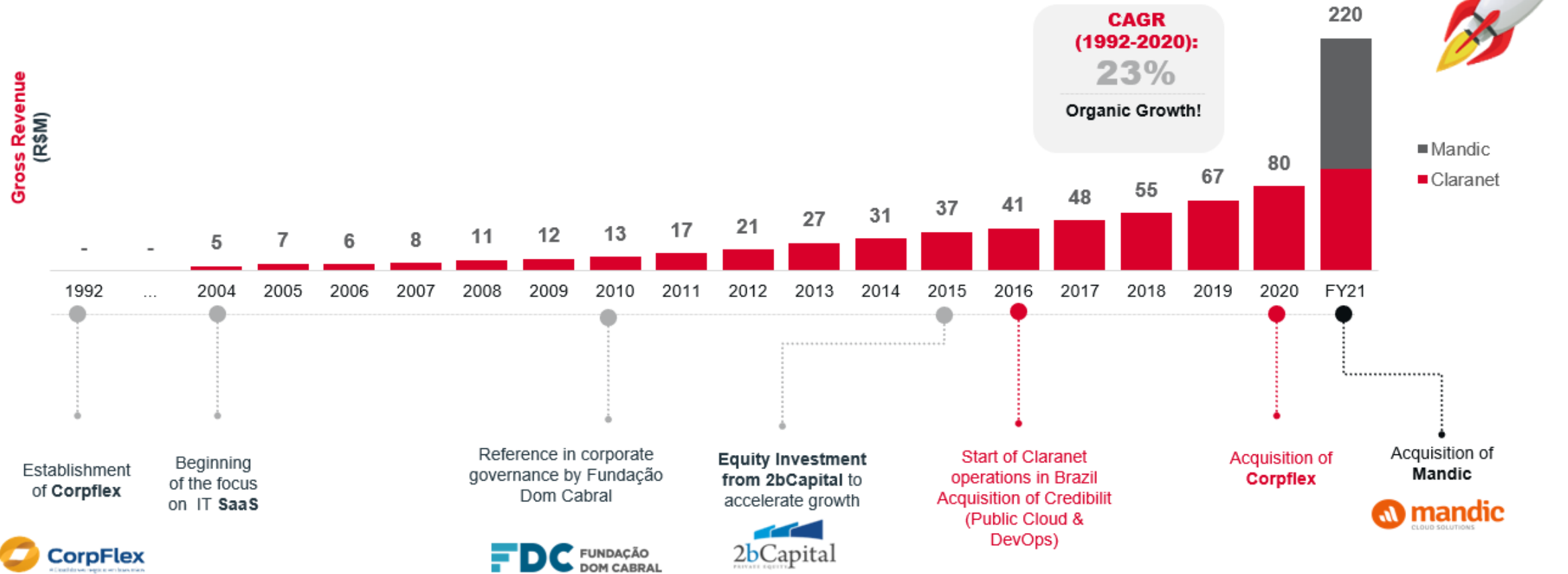
Reference in **corporate governance** and **ownership culture**



... Where it all started...

... the birth of Claranet...

... and it is only the beginning!







But...  
After all, what  
does  
Clarinet  
actually do?

We offer  
solutions and  
products that  
allow our  
clientes to  
accomplish  
their digital  
transformation



#### Gavilon

Hired Clarinet's corporate cloud solution, managing security, backup, support, monitoring and reporting environment. Also hired Firewall management and other security solutions such as antivirus and antispyware



#### Bemol

Our cybersecurity solutions allowed the creation of the retailer's fintech, in compliance to the Central Bank's requirements, generating a 40% cost reduction

#### Bombril

Migration of main mission-critical apps to Clarinet's cloud, with performance gains and cost savings



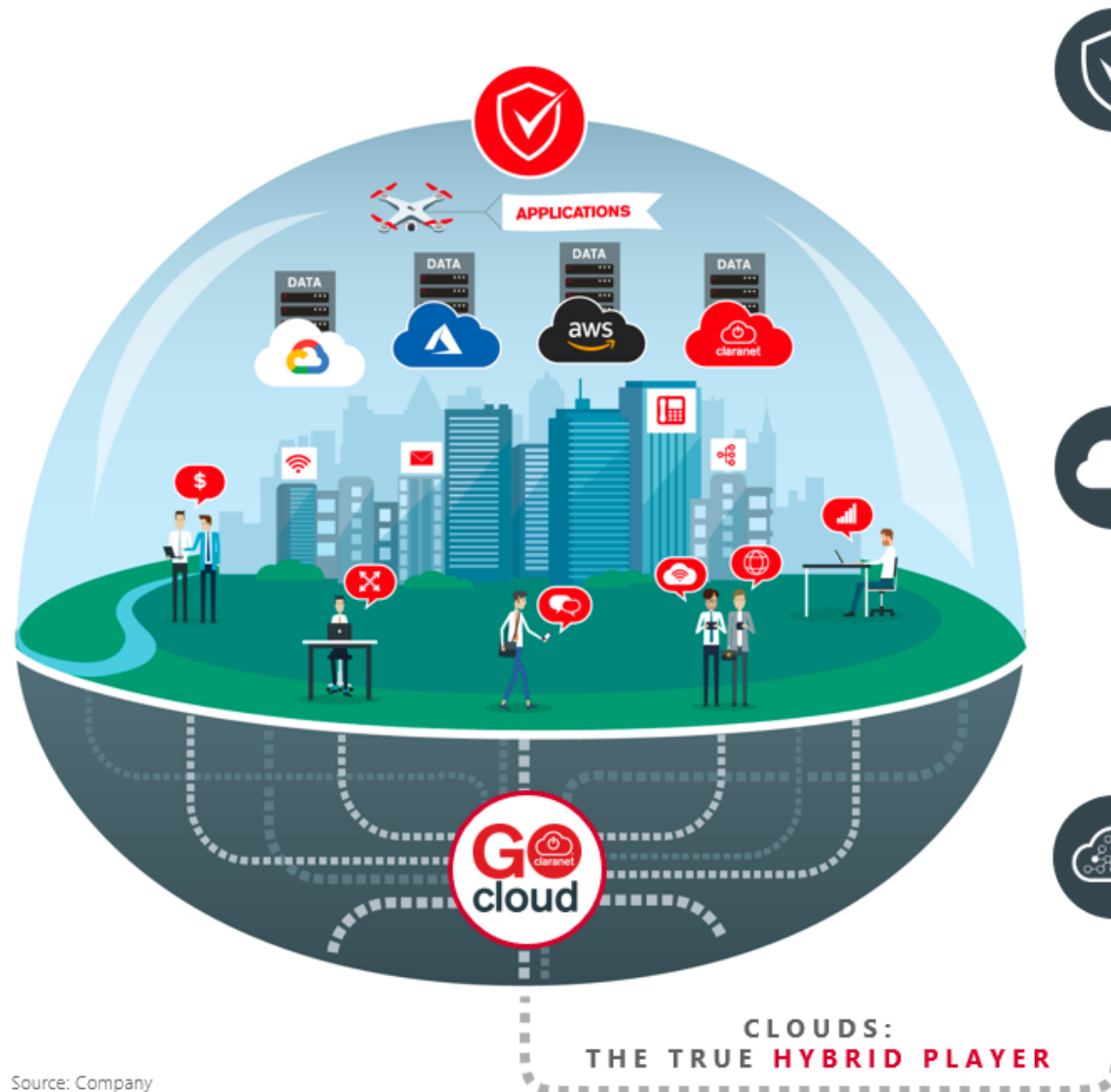
#### BR Properties

Migration of entire SAP structure and correlated applications to Clarinet's cloud, with significant performance enhancement and environment stability





# Complete Digital Ecosystem with Broad Range of Digital Solutions



Source: Company



## Cybersecurity



SOC



Pen Test



WAF



Vulnerability  
Assessment



SecDevOps



SIEM



WiFi  
(Access Point)



EndPoint  
Security



Continuous  
Security Testing



GDPR



SD-WAN



Firewall



Emergency  
Response



Support



## Clouds



Billing



VDI



Office 365



Private Cloud



Enterprise  
Cloud



SAP Basis



Monitoring



HANA  
Enterprise Cloud



MSSQL /  
Oracle



Backup  
& DR



Public Cloud  
Support



DBA



NOC



Service Desk



## Data / DevOps



Big Data  
Integration



Data  
Management



Data Lake  
Implementation



CI/CD



Code Patrol



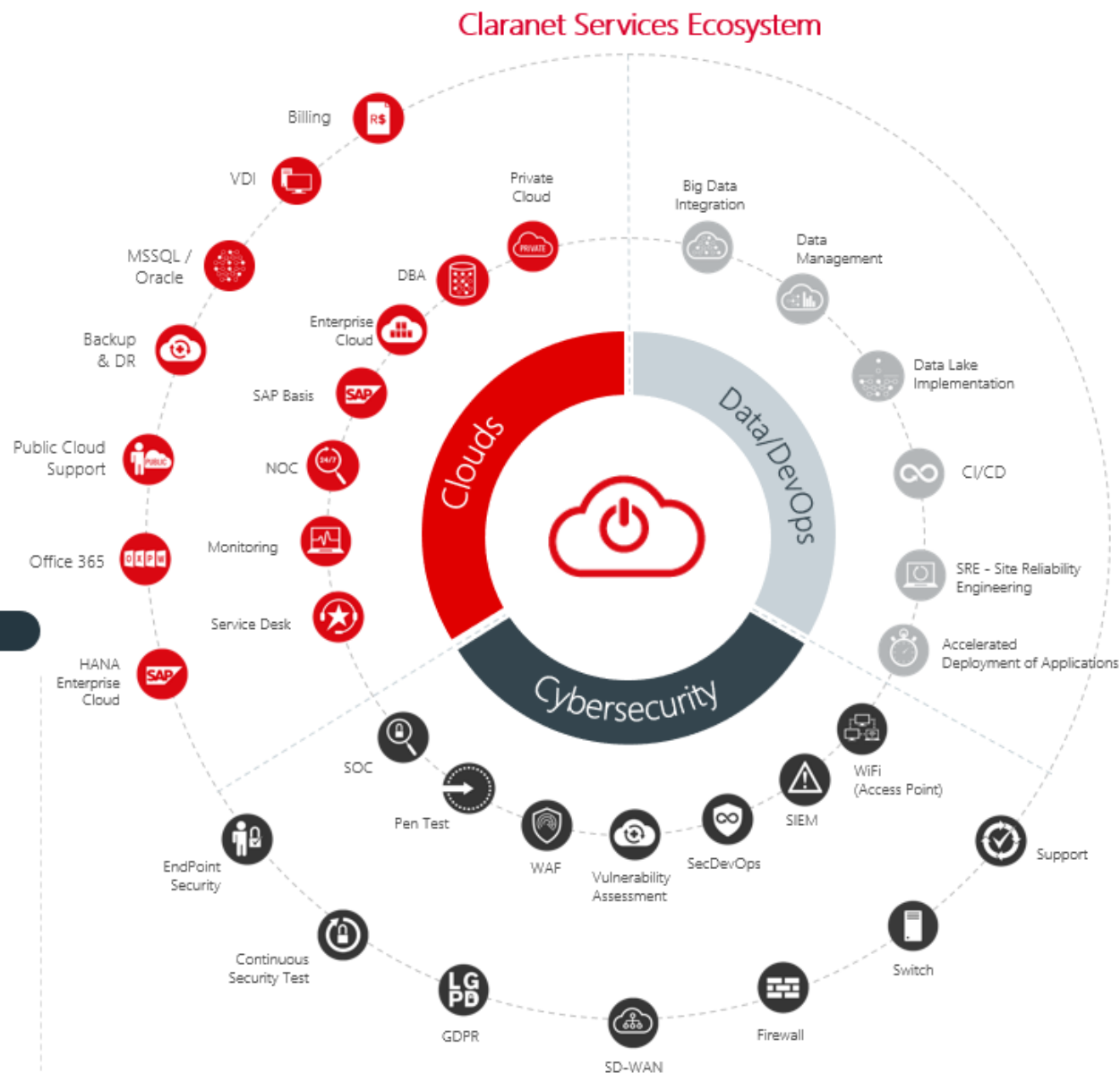
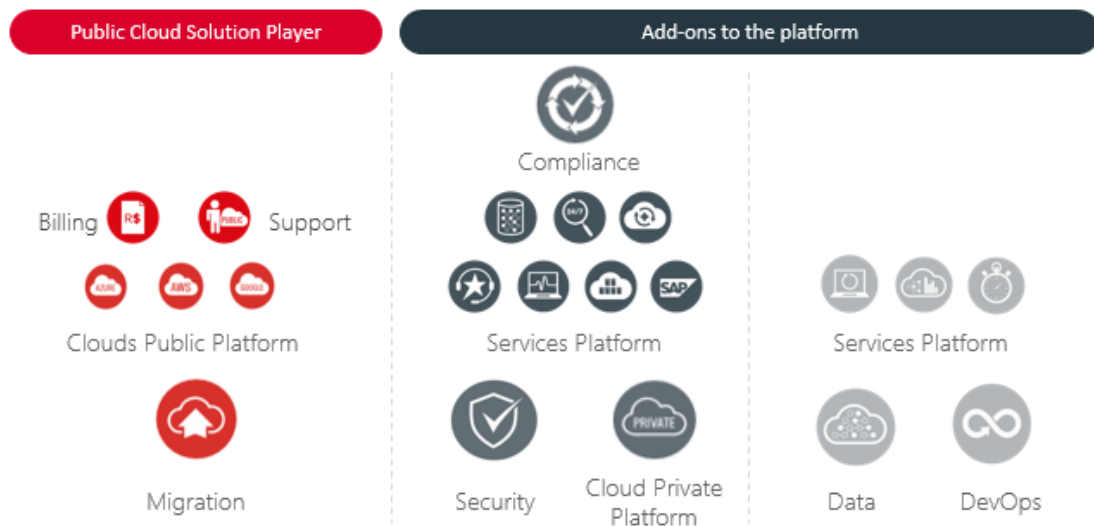
SRE  
Site Reliability  
Engineering



Accelerated App  
Deployment



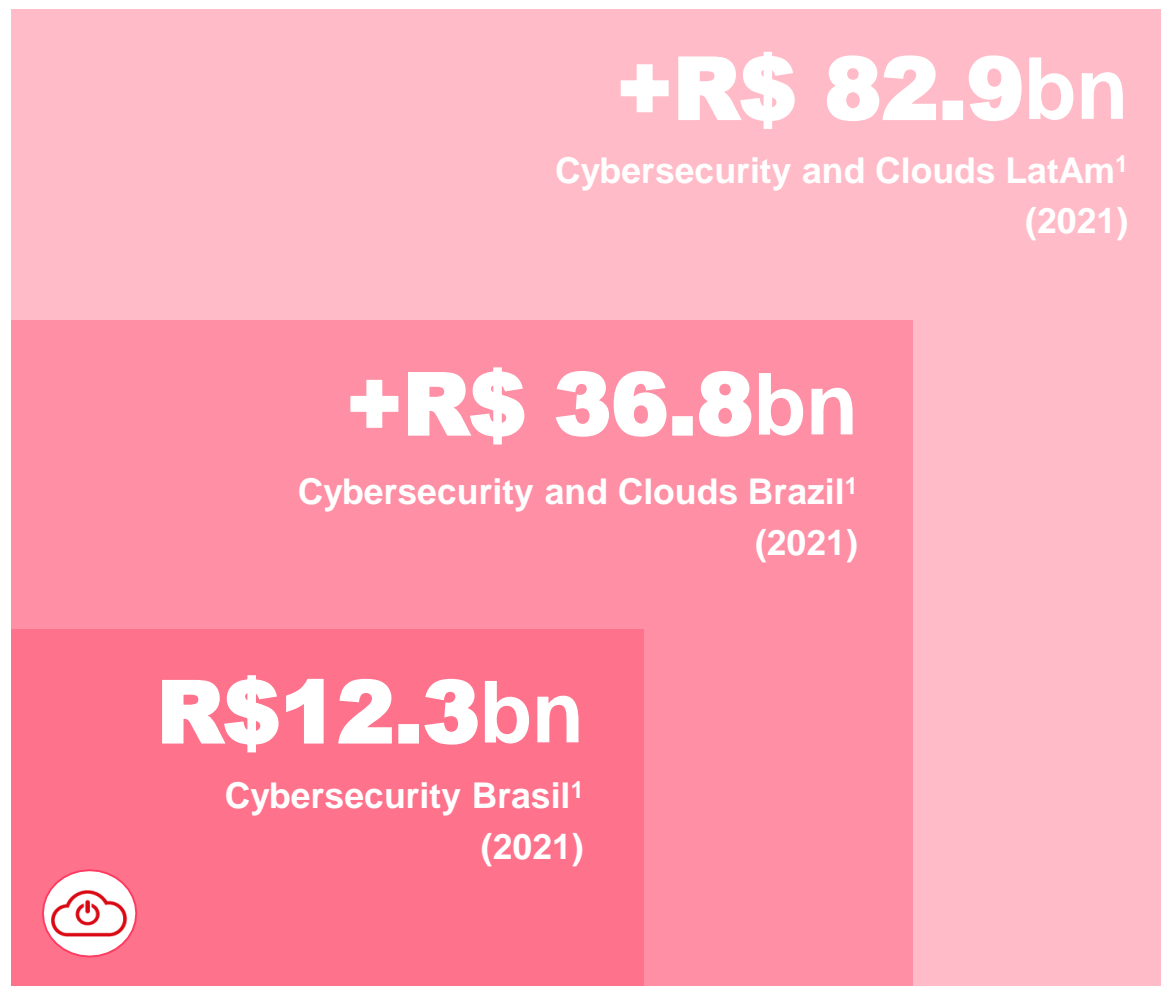
Proven track record in **M&A** to **integrate** digital solutions to our portfolio of products and services







**We are inserted  
in a large  
addressable  
market with a  
huge potential  
for expansion**



# 90%

of Brazilian companies  
still have traditional/on-  
premise data centers<sup>2</sup>









Source: IDC (Worldwide Security Spending Guide 2021 and Semiannual Public Cloud Services Tracker 2H2020). Considers Exchange rate of (BRL/USD) R\$5.14, as of August 02, 2021

(1) Considers all sectors; (2) Cloud Infrastructure and Cloud Software. Considers Public and Private Clouds; For LatAm, assumes the same ratio of private cloud market as a percentage of public cloud as in Brazil's market

(2) Source: Gartner, April 2021; GMSA (The Mobile Economy – Latin America 2020); IDC (Predictions Brazil 2021)

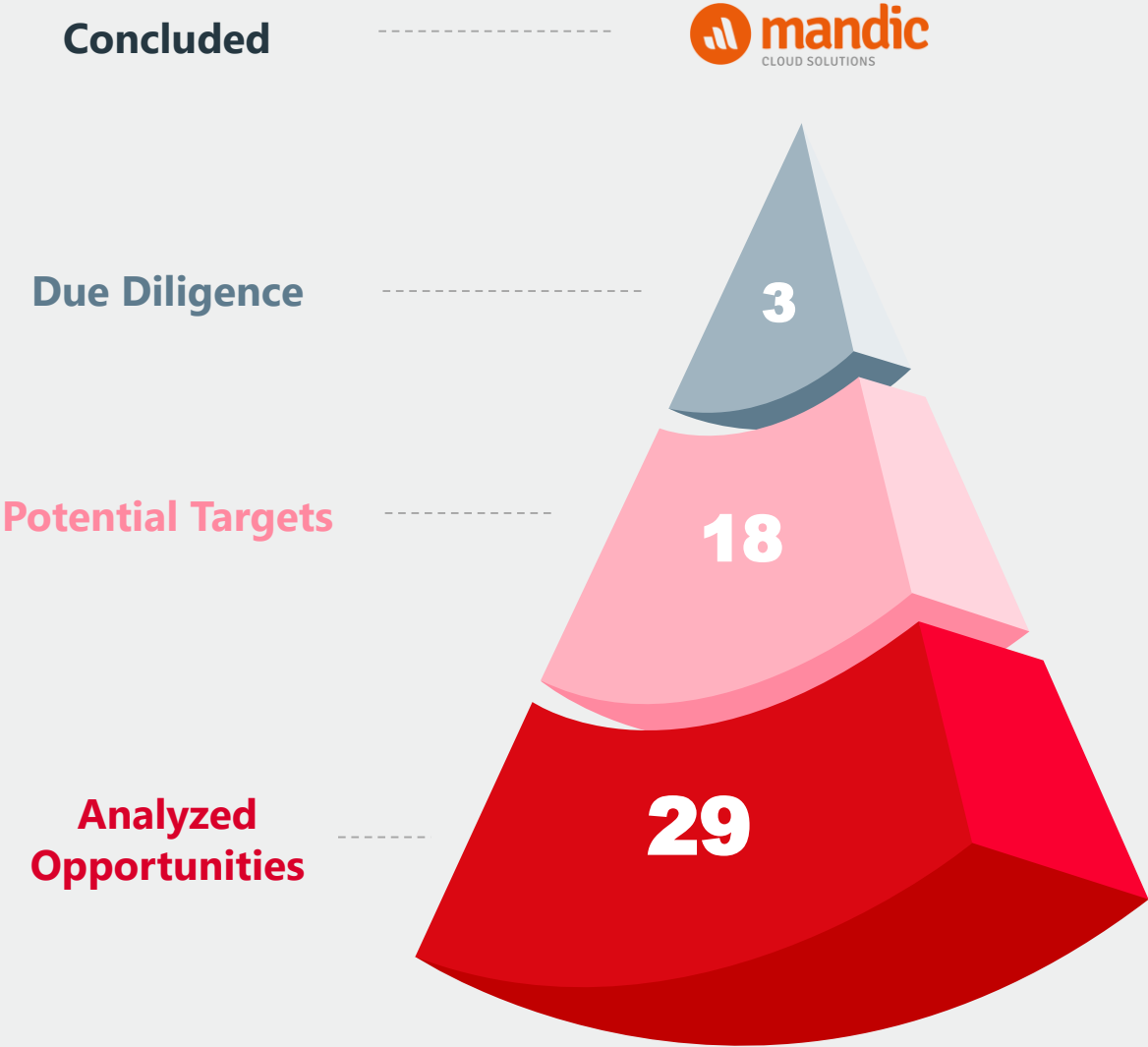
# Diligent Rationale for M&A and Potential Targets



- ✓ Portfolio **growth** 
- ✓ Relevant **cross-sell** opportunities 
- ✓ Costs **synergies** 
- ✓ **Geographic** footprint 
- ✓ Technical **Certifications** 
- ✓ Strong **management** 



Over the Last 4 Quarters







**Focus on  
people,  
technology,  
innovation  
and  
sustainable  
growth**

Training



Avg. of +1,000 hours of training per month



Technology



Sales



Marketing



Finance



Leadership

Recognition

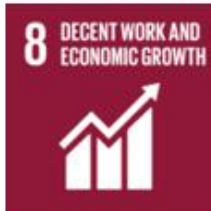


Corporate  
Governance



Great Place to  
Work

Commitment to Sustainable Growth





**1Q22  
Results**







## RULE OF 40



Above the 40% mark

**235.5%**

## TCV NEW CONTRACTS



R\$37.7 million

**+105.0%**

## NET REVENUE



R\$53.2 million

**+204.6%**

## ORGANIC GROWTH<sup>1</sup>



R\$26.5 million

**+51.4%**

## ARR



R\$ 209.1 million

**+216.3%**

## ADJUSTED EBITDA



R\$16.4 million

**+92.7%**

1) Net Revenue Growth on a Claranet stand-alone basis

## Rule of 40



The Rule of 40 is a simple rule to analyze the financial performance of a tech company

It considers two simple metrics: **growth and profitability**

**> 40%**  
Growth Rate+  
Profitability



	1Q22
Revenue Growth	204.6%
EBITDA Margin	30.9%
Total	235.5%

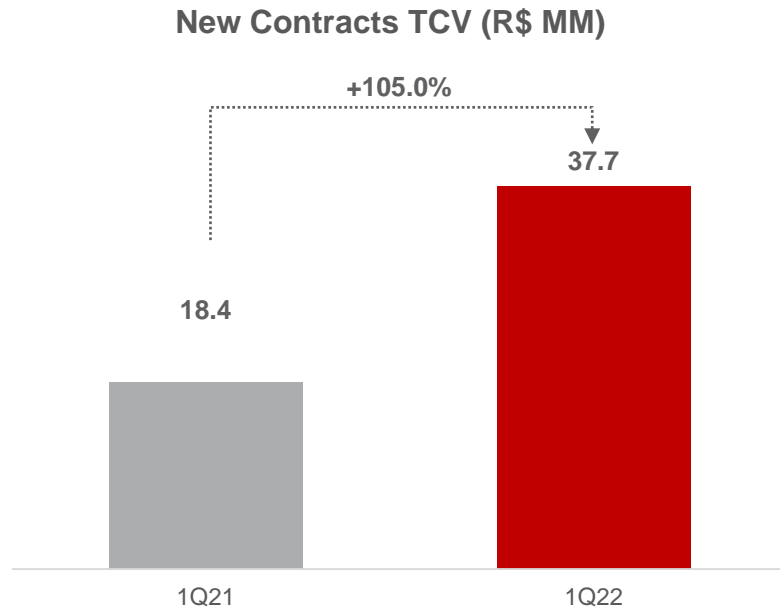
The Company was **way above** the 40% mark in 1Q22, at **235.5%!**



# New Contracts



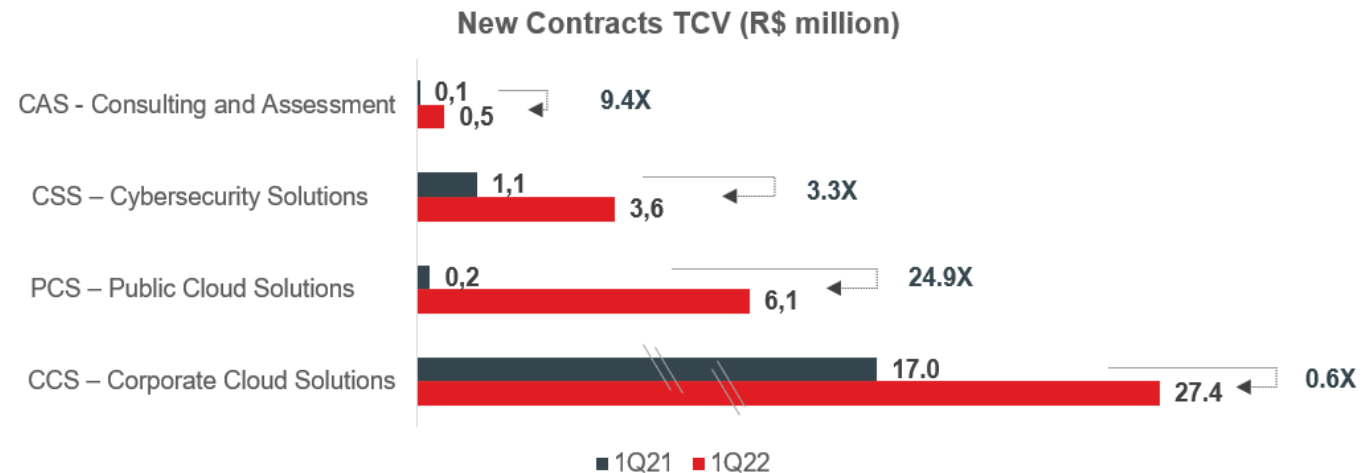
New contracts Total Contract Value (TCV) was R\$37.7 million in 1Q22, a 105% YoY increase, led by new contracts in all business units. PCS increased by almost 25 times compared to 1Q21, as a result of Mandic focus in public clouds.



New Contracts TCV

**+105.0%**

R\$37.7 million



Cybersecurity new contracts TCV

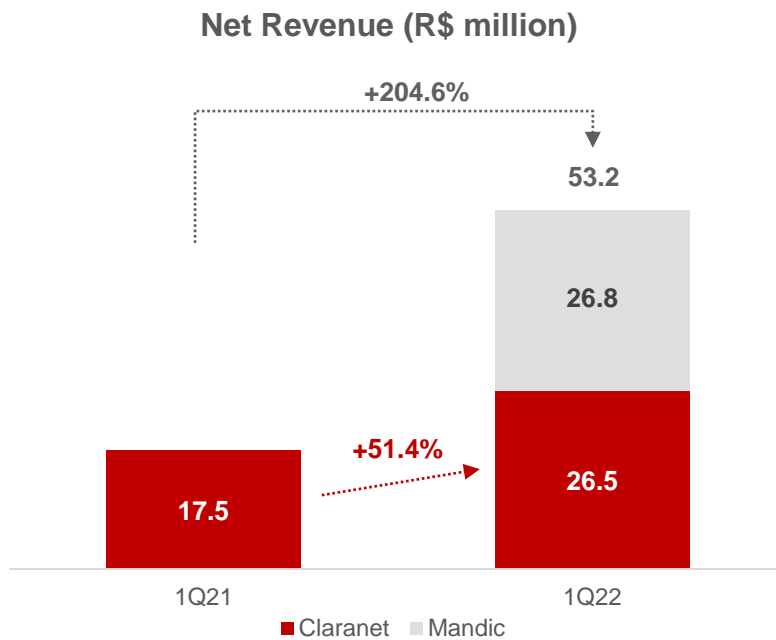
**3.3X**

R\$3.6 million

# Net Revenue and ARR



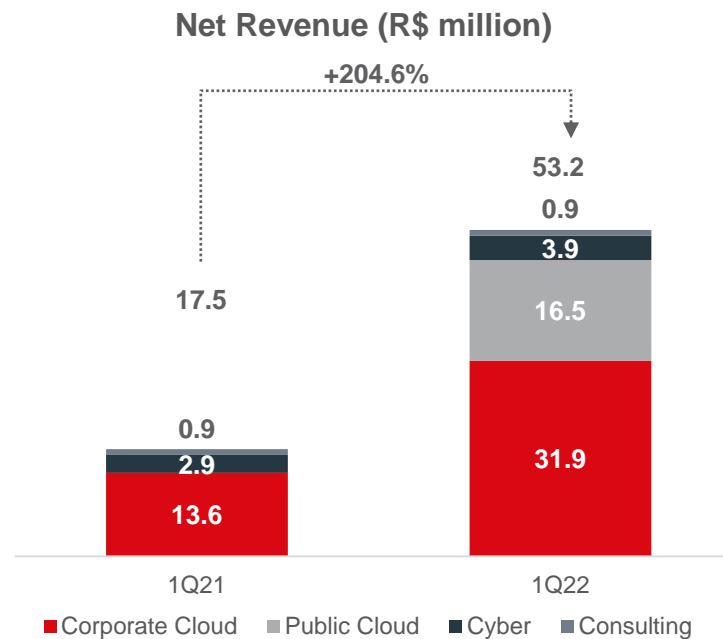
Net Revenue in 1Q22 was heavily influenced by the acquisition of Mandic. However, organic growth, measured by the net revenue growth of Claranet, on a stand-alone basis was also very significant, with a 51.4% increase YoY



Organic Growth

**+51.4%**

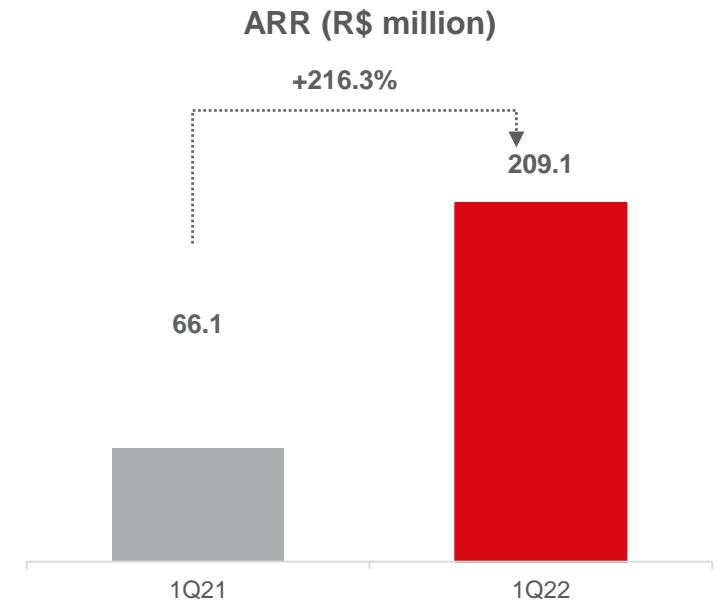
R\$26.5 million



(CSS) Cyber

**+37.0%**

R\$3.9 million



ARR

**+216.3%**

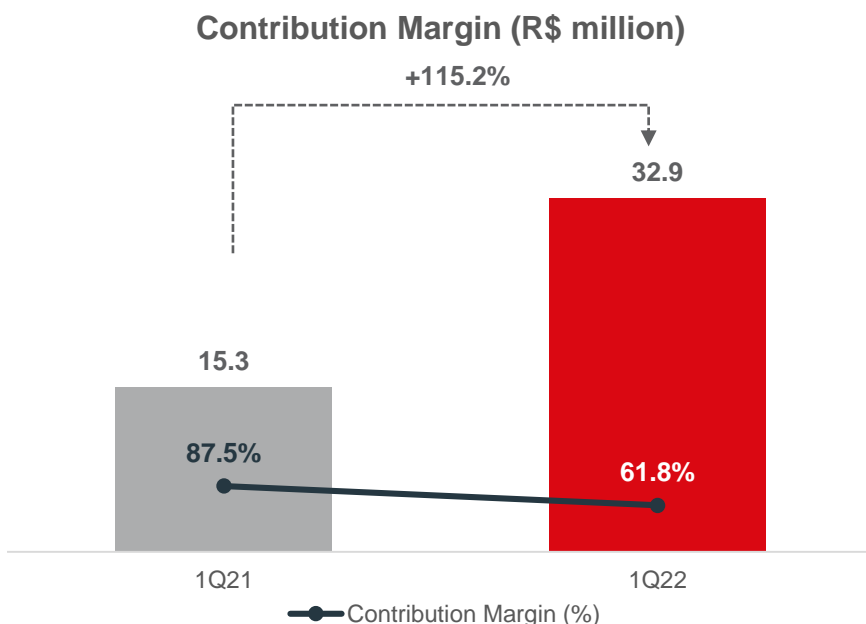
R\$209.1 million



# Contribution Margin and Operating Expenses



Contribution Margin totaled R\$32.9 million, a 113.2% increase. Operating Expenses totaled R\$9.4 million, a 122.1% increase to support the Company's growth. However, as a percentage of revenues, Operating Expenses decreased 7 percentage points



Contribution Margin totaled R\$32.9 million, a **115.2% increase**

## Operating Expenses

	1Q22	1Q21	Δ
R\$ '000 (except %)			
Sales	(4,035)	(1,862)	116.7%
General & Administrative	(5,406)	(2,389)	126.3%
Total	(9,441)	(4,251)	122.1%
Total (% of Net Revenue)	17.7%	24.3%	-7 p.p.

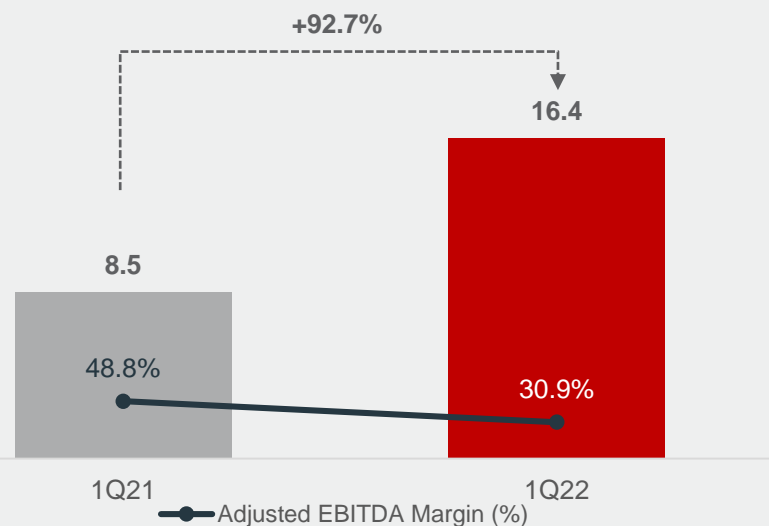
Operating Expenses totaled **R\$9.4 million**, a **122.1%** increase, to support the Company's growth, including incremental expenses from Mandic's structure. However, as a percentage of revenues, Operating Expenses **decreased 7 percentage points to 17.7%**

# Adjusted EBITDA and Cash Flow



Adjusted EBITDA totaled R\$16.4 million in the quarter, 92.7% above the same period of last year, as a result of the combination of the acquisition of Mandic, organic growth and the Company's capacity to generate operating leverage

Adjusted EBITDA (R\$ million)

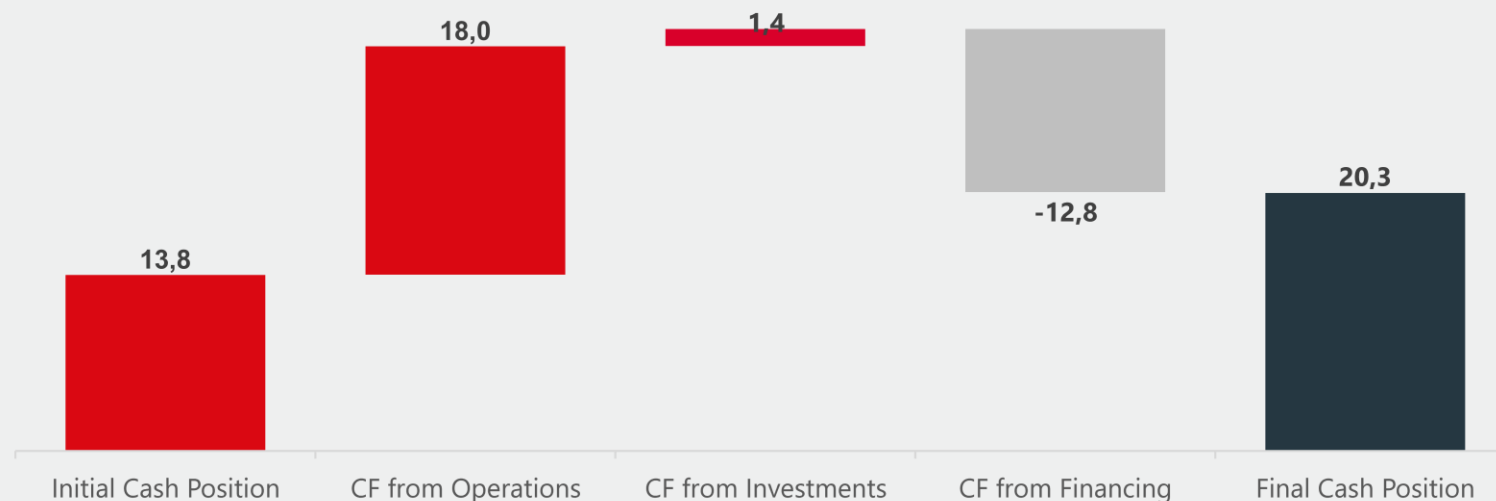


Adjusted EBITDA

**+92.7%**

R\$16.4 million

Cash Flow (R\$ million)



Cash Flow from Operations

**110.4%**

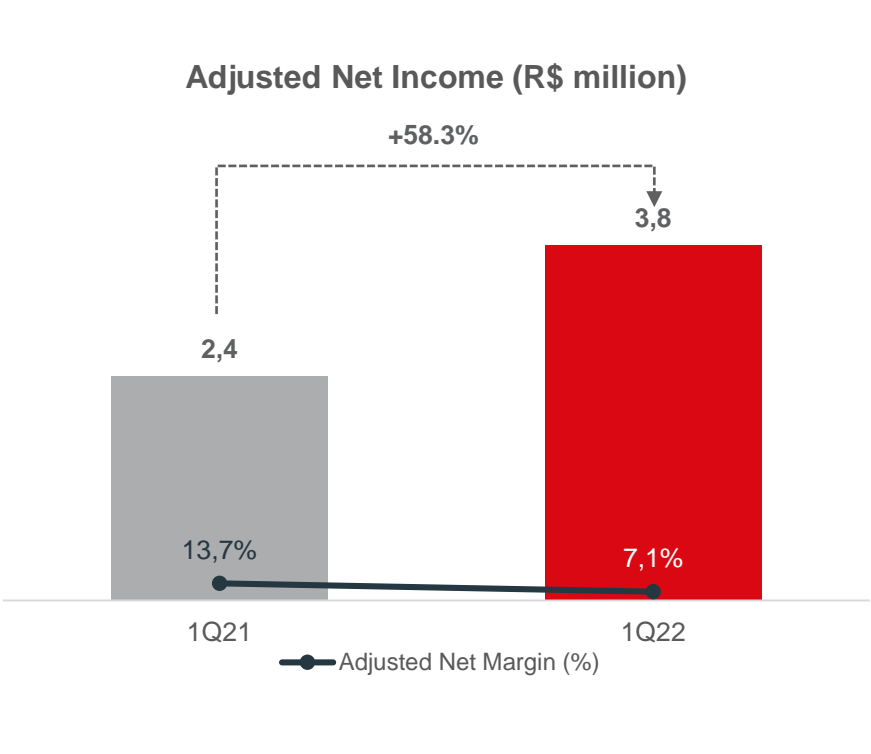
of Adjusted EBITDA

The decrease in **EBITDA Margin** is related to our strategy to enhance exposure to public clouds is to **cross-sell** our products and services, particularly in **cybersecurity and Data & DevOps**, to Mandic's large corporate client base, **scaling up** our revenues and **increasing our margins** over the next quarters

# Adjusted Net Income and Net Debt



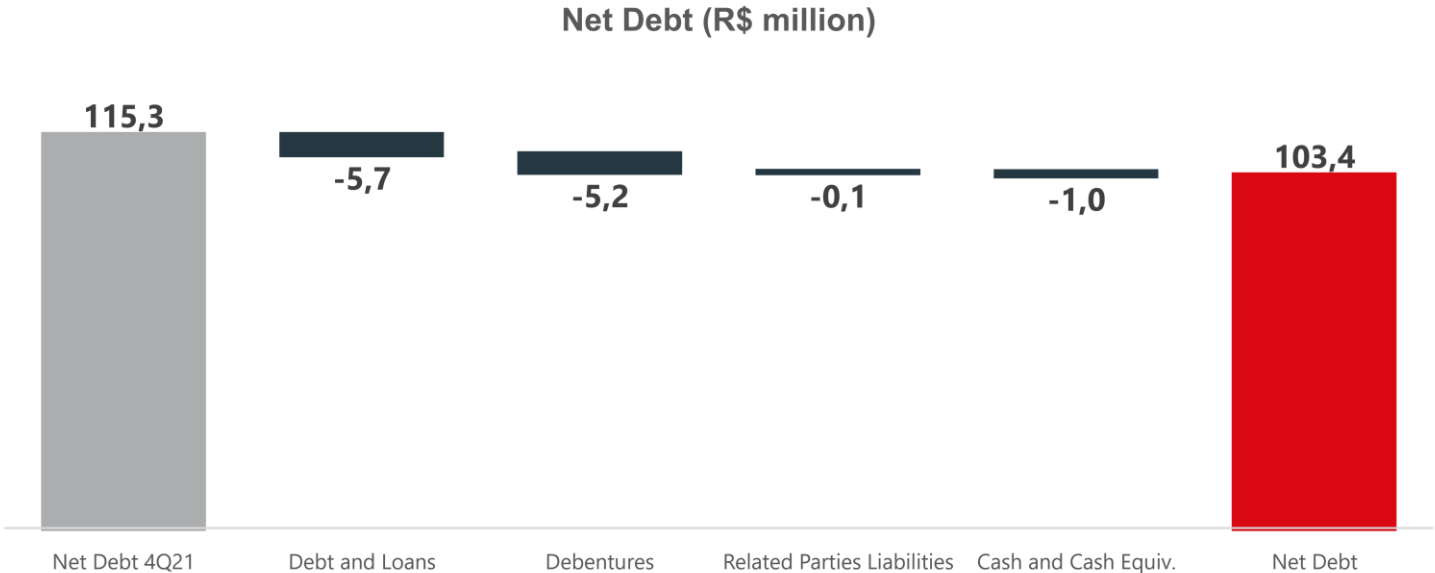
Adjusted Net Income totaled R\$3.8 million, 58.3% above 1Q21, while Net Debt totaled R\$103.4 million, a 10.3% reduction compared to the previous quarter.



Adjusted Net Income

**+58.3%**

R\$3.8 million



Net Debt

**-10.3%**

Compared to 4Q21



# Investor Relations

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