



# EARNINGS VIDEO CONFERENCE 2Q25

August 13 2025



# DISCLAIMER

Statements contained in this presentation that are related to business prospects and projections about operating and financial performance are internal beliefs and estimates based on the Company's administration expectation of future results. These expectations are subject to uncertainties, therefore, they may or may not occur especially when considering the effects of the domestic economy, the challenges faced by the sector, among other risk factors that could substantially influence our actual results.

The purpose of these statements is to reflect our expectations for expansion and the strategic actions that guide our decisions. So, it should not be considered as guarantees of future performance.

# AGENDA – 2Q25 EARNINGS VIDEO CONFERENCE

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HIGHLIGHTS

2

OPERATING AND FINANCIAL INDICATORS

3

Q&A

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Q&A

Strategic positioning as a market enabler to provide flexibility to players in the segment

## Digital Retail & Strategic Partnership



## B&M Retail 114 Stores



## Distribution Brazil e LatAm



**10%**  
smartphones  
Market share<sup>1</sup>



**10%**  
videogames  
Market share<sup>1</sup>



**7%**  
notebooks  
Market share<sup>1</sup>

# CONSOLIDATED RESULTS

Brazil operation grows 10% with R\$ 15.9 million of Net Income, stable in the quarter

**Net Revenue**  
R\$ MM



■ International ■ Brazil

**Net Income**  
R\$ MM e % Net Revenue



■ IoE ■ Net Profit

**Interest on Equity (IoE)**  
2025

**R\$ 69.7 million**  
Interest on Equity  
declared in August 2025

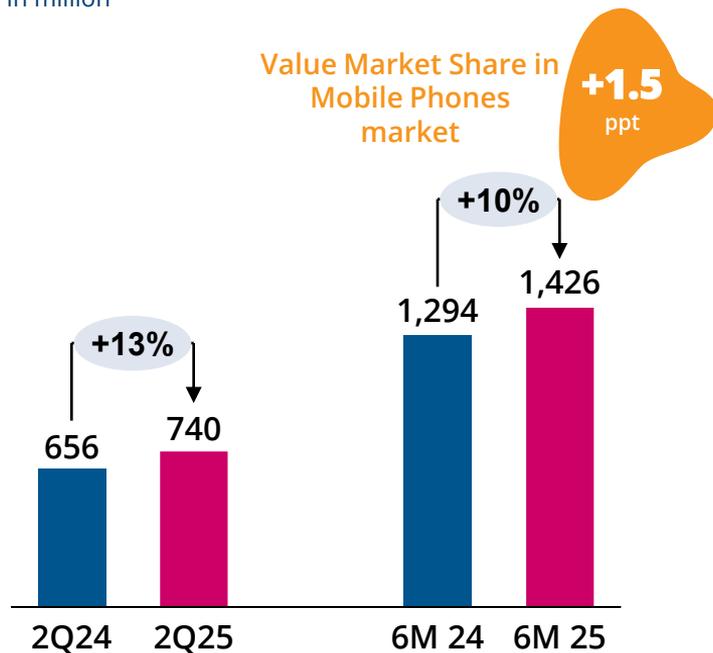
**R\$ 61 million**  
anticipation of payment  
of the 2nd installment  
of IoE 2024 to August  
2025

**24.7%** Dividend Yield

## +13% Growth in Brasil Distribution in all product categories

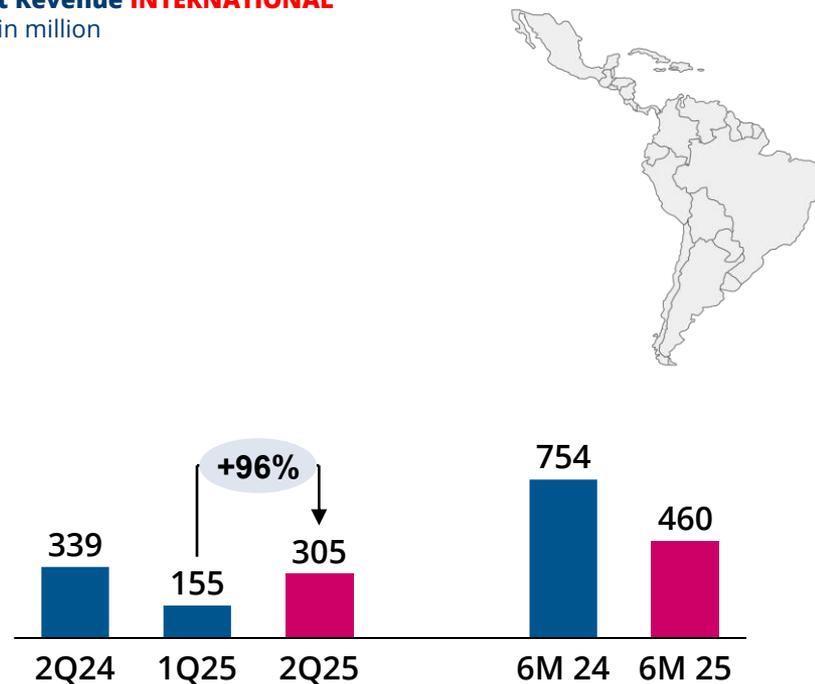
### Net Revenue **BRASIL**

R\$ in million



### Net Revenue **INTERNATIONAL**

R\$ in million



# 2Q25 HIGHLIGHTS | ONLINE RETAIL

## Expansion and Excellence: The growth of Digital channels



Our **non-mobile** product portfolio advances with a growth of 67% in Q2 2025 compared to Q2 2024.



Good profitability and growth potential in the strategic partnerships Iphone para Sempre, Nubank and HP



While the overall Notebook market grew by 11%, our sales skyrocketed by 102%.



Our software sales grew 200% in Q2 2025 vs. Q2 2024.



## +3x

Revenue growth  
versus 2Q24

## +4x

EBITDA growth versus  
2Q24



### ┌┐ Multichannel

- 1P
- 3P  
- Distribution

┌┐ Parceiros **trade in de celular premium**: Iphone para Sempre, Fast Shop, Samsung, Vivo e Claro

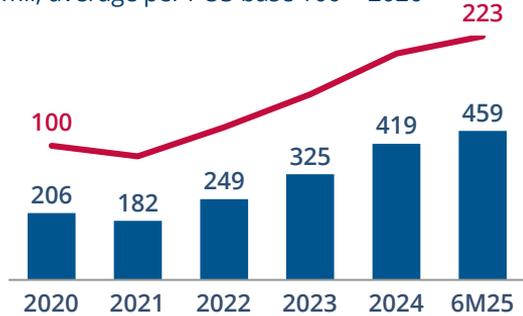
┌┐ Expanding to new partners

# 2Q25 HIGHLIGHTS | B&M RETAIL

## Excellence in selling premium products and Samsung ecosystem

### REVENUE PERFORMANCE

**Average monthly net revenue**R\$ mil; average per POS base 100 = 2020



+123% since 2020

2.5

**ACCESSORY CONVERSION**  
Every smartphone is sold with 2.5 accessories

+101%

**WEARABLES**  
101% Average Ticket Growth versus 2Q24

R\$ 18 million

**PARANÁ**  
In search of greater optimization of resources and concentration of focus, we decided to sell the 12 physical stores in Paraná. At the end of the process we will have 100 stores in SP, RJ, MG and MS  
The sale of the points generated a cash inflow of R\$ 18 million

# GROWTH DRIVERS IN STRATEGIC PLAN



## INTERNATIONAL

Geographic expansion  
Portfolio expansion



## trocafy

Geographic expansion  
New product categories



## B2B

New products and services



## B2C PARTNERSHIPS

Expertise to operate strategic  
programs

## ALLIED TECNOLOGIA S.A.

*Publicly-held Company*

*Taxpayer ID (CNPJ) No. 20.247.322/0037-58*

*Company Registry (NIRE) 35.300.465.369*

*CVM Code No. 02533-0*

## MATERIAL FACT

**ALLIED TECNOLOGIA S.A.** ("Company") (B3: ALLD3), in compliance with Article 157, Paragraph 4, of the Law No. 6,404, of December 15, 1976, as amended ("Brazilian Corporate Law"), and the Brazilian Securities and Exchange Commission (*Comissão de Valores Mobiliários*) ("CVM") Rule No. 44, of August 23, 2021, as amended, informs its shareholders and the market in general that its Board of Directors has approved, at a meeting held on this date, a proposal to reduce the Company's share capital in the amount of R\$ 180,000,000.00 (one hundred and eighty million reais), considering it excessive. The reduction will be carried out through a cash reimbursement to the Company shareholders, without canceling shares, based on the Company's cash position, operational cash generation reported in its latest financial statements, its approved 2025 budget, and for the sale of assignment of receivables informed by the Company on July 31, 2025 ("Capital Reduction").

Allied is the leading electronics distribution company in the country

**R\$6.3bi** Gross Revenue[LTM]

**R\$205 mi** Adjusted<sup>1</sup> EBITDA [LTM]

**R\$94 mi** Adjusted Net Income [LTM]

**112** PoS (Jun/25)

**4** Distribution Centers

**6.1mi** Products Sold [LTM]

**563 mil** B2C deliveries [LTM]

**+1.5p.p** Value Market share smartphones

**1mil** Employess

# AGENDA – 2Q25 EARNINGS VIDEO CONFERENCE

1 HIGHLIGHTS

2 OPERATING AND FINANCIAL INDICATORS

3 Q & A

## FINANCIAL HIGHLIGHTS

Interest on  
Equity

R\$ **130**

million

Payable on  
08.29.25

Cash Position

R\$ **237**

million

on 06.30.25

Cash in the Sale  
of Tax Credit in  
more than

R\$ **300**

million

in August/25

Net Debt

R\$ **217**

million

**1.1x EBITDA**

## Favorable Decision in the Supreme Court

Allied obtained a final decision in the Federal Supreme Court (STF) in tax lawsuits related to the Lei do Bem.



**R\$ 890 million**

The company estimates a tax credit of approximately R\$ 890 million, with monetary adjustment by the Selic rate.

**August/2025**

Allied entered into an assignment of rights agreement, receiving the amount within the range estimated in the Material Fact

**Cash impact in more than**

**R\$ 300 million**

# EVOLUTION OF FINANCIAL INDICATORS

Allied's performance shows the ability to deliver results and financial discipline in line with the current macroeconomic environment. The result of sales of the Brazil operation in the semester tends to be double the country's expected consumption of goods in the same period.<sup>1</sup>

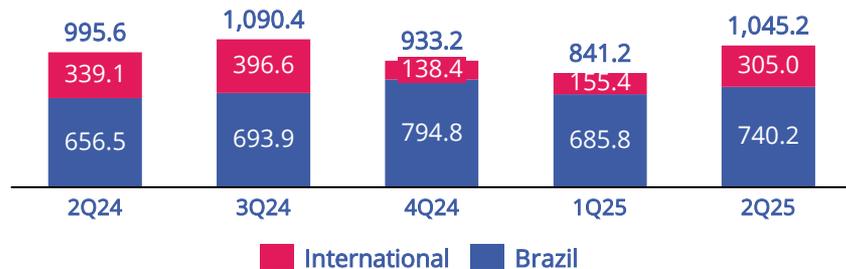
	<b>Net Revenue</b>	<b>Gross Profit</b>	<b>Accounting EBITDA</b>	<b>Accounting Net Income</b>
<b>2Q25 vs 2Q24</b>	R\$ <b>1,392.9</b> million <b>6.3%</b> q/q	R\$ <b>149.5</b> million <b>10.7%</b> /NR <sup>2</sup> <b>-7.0%</b> q/q <b>-1,5p.p.</b> q/q	R\$ <b>53.8</b> million <b>3.9%</b> /NR <sup>2</sup> <b>-10,3%</b> vs 2Q24	R\$ <b>15.9</b> million <b>1.1%</b> /NR <sup>2</sup> <b>7,4%</b> vs 2Q24 <b>0,0p.p.</b> vs 2Q24
<b>YTD25 vs YTD24</b>	R\$ <b>2,590.1</b> million <b>-5.1%</b> vs 2024	R\$ <b>295.9</b> million <b>11.4%</b> /NR <sup>2</sup> <b>-10.0%</b> vs 2024 <b>-0.6p.p.</b> vs 2024	R\$ <b>104.4</b> million <b>4.0%</b> /NR <sup>2</sup> <b>-12,2%</b> vs 2024	R\$ <b>30.9</b> million <b>1.2%</b> /NR <sup>2</sup> <b>flat</b> vs 2024 w/o IoE <b>+0,1p.p.</b> vs 2024

<sup>1</sup> Preliminary estimate CNC

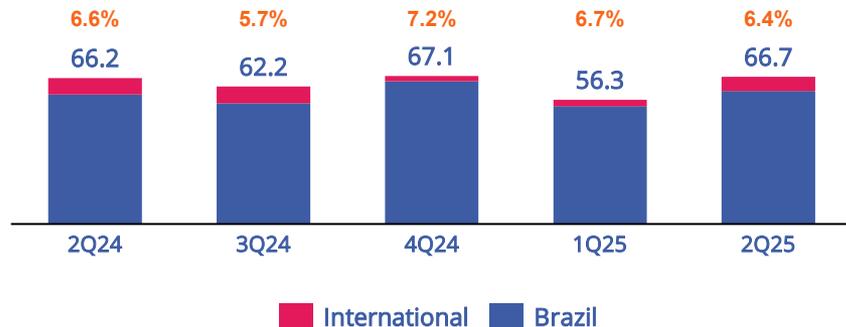
<sup>2</sup> NR: net revenue

Distribution Brazil grew 13% 2Q25 vs 2Q24 and Distribution International grew +96% 2Q25 vs 1Q25

## Net Revenue (R\$ million)



## Gross profit (R\$ million e % Net Revenue)



## DISTRIBUTION BRASIL

Growth in 2Q25 of 13% with strong relevance in the mobile categories, which grew 16% in value in a market that grew 5.3% in the same period. This performance resulted in a gain of 1.5 p.p. in market share value.

**+13%**  
2Q25 X 2Q24

## DISTRIBUTION INTERNACIONAL

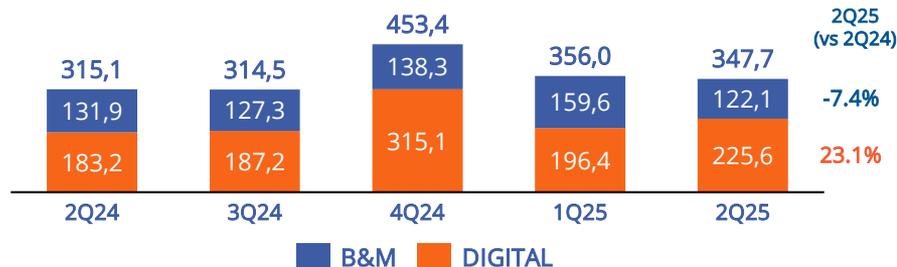
The representativeness of revenue, which in 1Q25 was 13%, grew to 21.9% in 2Q25, reflecting the adaptation to the new operational reality imposed by the US government in the import process, announced in early 2025.

**+96%**  
2Q25 X 1Q25

Growth in Trocafy, Mobcom and digital license services is the highlight in Online Retail. Margin resilience in B&M Retail

## Net Revenue

(R\$ million)



## Gross profit ((R\$ milhões e % Receita Líq.))



## ONLINE RETAIL

- Trocafy's significant revenue growth of 3x versus 2Q24
- 200% growth in the sale of Microsoft and McAfee digital licenses versus 2Q24
- 28% growth in marketplace sales as a result of better efficiency in the main marketplaces
- 97%+ sales growth HP Store

**Trocafy**  
**+3x RL**  
YoY

## B&M Retail

- Increase of 100.7% in the average sales ticket of wearables compared to 2Q24.
- More than half of cell phones are sold with wearables
- +52% growth in the B2B customer base
- We've doubled revenue per store since the end of the pandemic

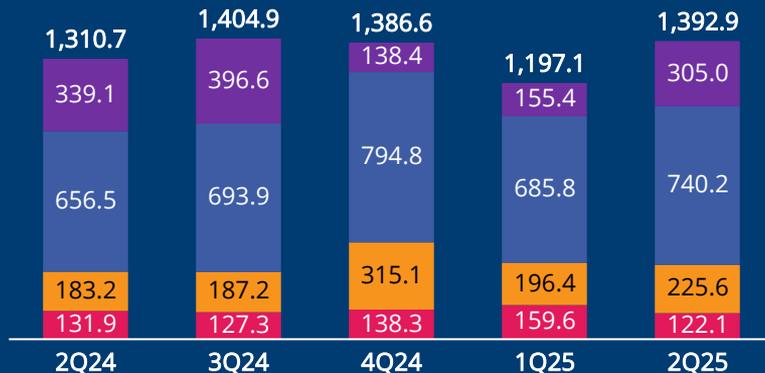
**Ticket Médio**  
**+100,7%**  
YoY

# NET REVENUE AND GROSS MARGIN BY CHANNEL



Allied's net revenue grows +6.3% 2Q25 vs 2Q24, with emphasis on the Brazil business, which grew +7.8% year-to-date

**Net Revenue by Quarter** (R\$ million)



**Year-to-Date Net Revenue** (R\$ million)



Gross Margin (% Net Revenue)	2Q24	3Q24	4Q24	1Q25	2Q25
International	2.2%	1.9%	1.8%	1.9%	2.1%
Brazil	8.9%	7.9%	8.1%	7.8%	8.1%
Total Distribution	6.6%	5.7%	7.2%	6.7%	6.4%
Retail (B&M + Digital)	30.0%	28.4%	24.3%	25.3%	23.8%
<b>Total</b>	<b>12.3%</b>	<b>10.8%</b>	<b>12.8%</b>	<b>12.2%</b>	<b>10.7%</b>

Gross Profit (R\$ Millions)	2Q24	3Q24	4Q24	1Q25	2Q25
International	7,5	7,5	2,5	3,0	6,3
Brazil	58,7	54,7	64,6	53,3	60,3
Total Distribution	66,2	62,2	67,1	56,3	66,7
Retail (B&M + Digital)	94,5	89,4	110,2	90,1	82,8
<b>Total</b>	<b>160,7</b>	<b>151,6</b>	<b>177,3</b>	<b>146,4</b>	<b>149,5</b>

# OPERATING PROFITABILITY AND FINANCIAL RESULT

Operating Expenses improve 4.4% in 2Q25 compared to 2Q24 and Financial Results grow below the Selic rate

## Selling Expenses:

- The main effect is the closing of Soudi, which decreases the profitability of the gross margin of the retail channel, but which, on the other hand, reduces the provision for sales losses
- Reducing B2C sales with long financing proportionally generates fewer variable expenses

## General and Administrative Expenses:

- They remain stable even with inflation in the period of 5.35%

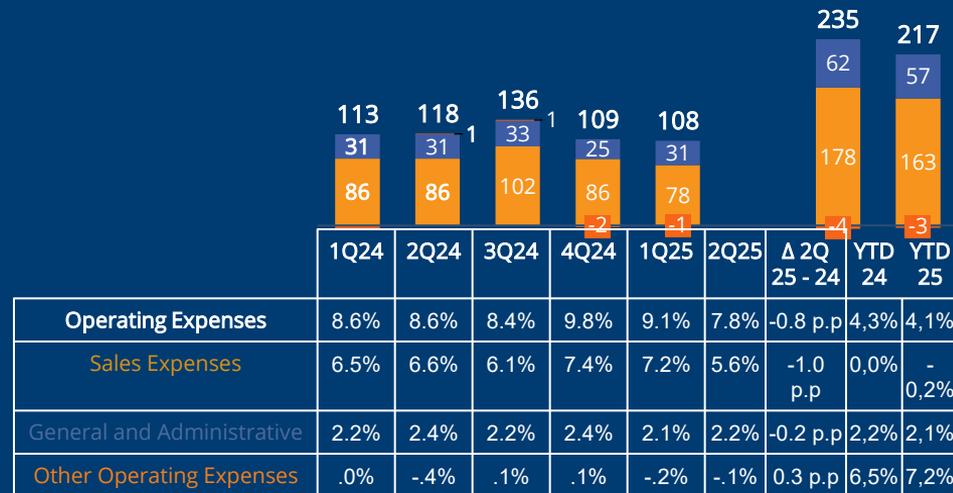
## Other Operating Expenses:

- Cargo Claim Recovery

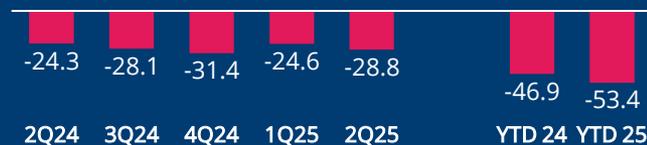
## Financial Result:

- Financial expenses grow R\$4.5MM versus 2Q25 due to the repayment of R\$95MM of structured debt principal. If we had maintained the gross debt level in 2Q24, the impact of the 43% interest rate increase in the period would have been R\$ 7.3 million.

Adjusted Operating Expenses  
(% Net Revenue)



Adjusted Financial Result (R\$ million)

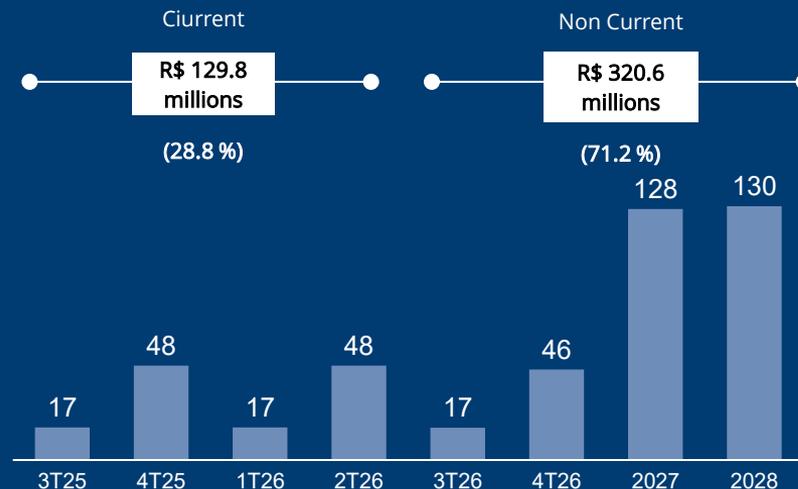


## Solid cash generation allows the Company to be low in debt and leverage

- The company ended 2Q25 with low net debt [R\$217.2 million] and low leverage [1x]
- Gross debt in 2Q25 versus 2Q24 is reduced by R\$150 million (-25%)
- First payment of the principal of the 5th debenture, which has quarterly payments, according to the schedule below
- Cost of CDI debt + 2.4% p.a.

R\$ MILLIONS	2Q24	2Q25	Δ%
Gross bank debt	600.6	450.4	-25.0%
Taxes paid in installments	4.2	3.9	-7.1%
Gross Debt	604.8	454.3	-24.9%
(-) Cash & Cash equivalents	-421.6	-237.0	-43.8%
<b>(=) Net Debt</b>	<b>183.2</b>	<b>217.2</b>	<b>18.6%</b>
EBITDA LTM	233.1	205.1	-12.0%
<b>Net Debt/ EBITDA</b>	<b>0.8x</b>	<b>1.1x</b>	<b>-0.3x</b>

Schedule for the amortization of bank debts (R\$ million)

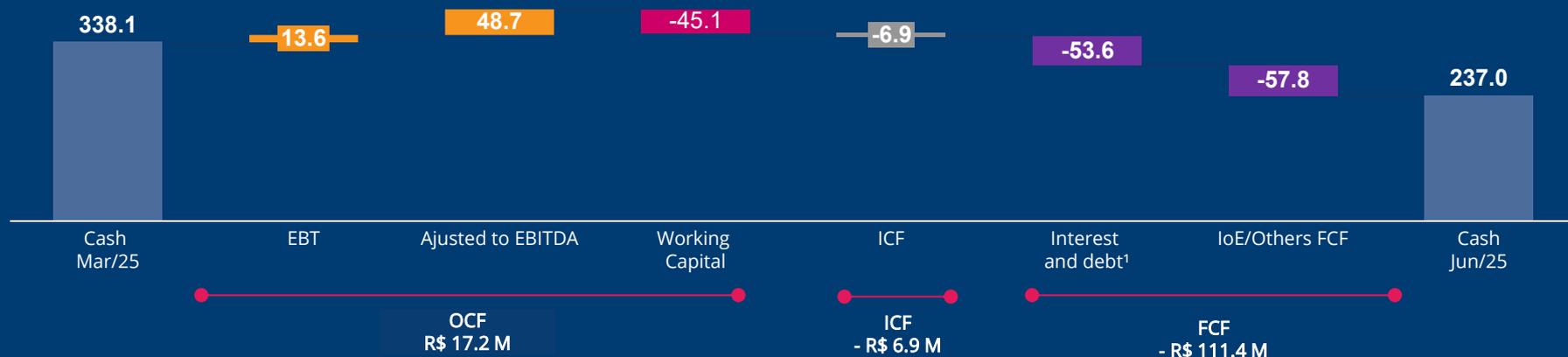


# CASH FLOW EVOLUTION

Cash Flow | 2Q25 = Consumption R\$ 101 million  
(R\$ millions)

**Visão Gerencial do Risco Sacado**

- FC Operacional: operações sem custo financeiro para Allied
- FC de Financiamento: operações com custo financeiro para Allied



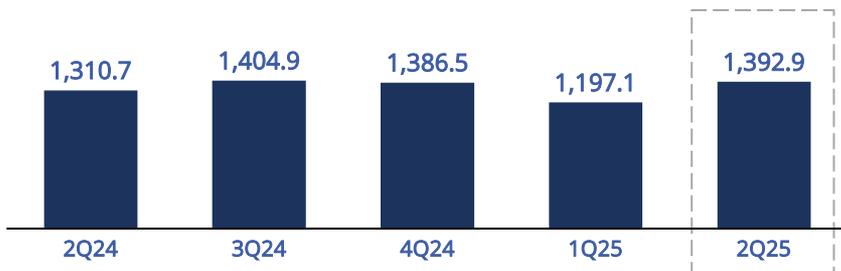
## Main Impacts:

- **Operating Cash Flow: The transaction generated positive OCF**
- **Financial Cash Flow:**
  - ✓ Payment of the first installment of IoE declared in Nov/24 (15/Apr/25)
  - ✓ Payment of R\$ 40 million of Soudi's structured debt Mar/25 and R\$ 17 million of principal of the 5th debenture in June/25 and the rest is related to interest.

# EVOLUTION OF FINANCIAL INDICATORS

Strategic diversification of related businesses maintains robust results and constant earnings throughout the quarters.

**Net Revenue**  
(R\$ million)



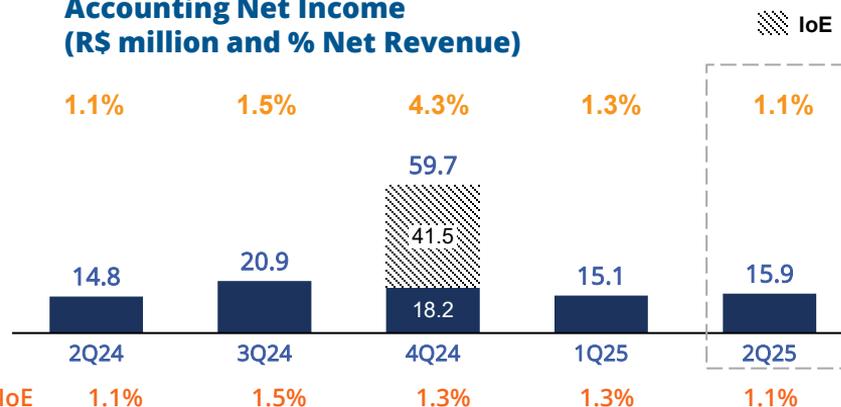
**Gross profit**  
(R\$ million and % Net Revenue)



**Accounting EBITDA**  
(R\$ million and % Net Revenue)



**Accounting Net Income**  
(R\$ million and % Net Revenue)



% NR w/o IoE

1.1%

1.5%

1.3%

1.3%

1.1%

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# THANK YOU!

[ri@alliedbrasil.com.br](mailto:ri@alliedbrasil.com.br)

 /@alliedbrasil

 /alliedbrasil

[www.alliedbrasil.com.br](http://www.alliedbrasil.com.br)