

Earnings Presentation 2021 & 4Q21

POSITIVO
TECNOLOGIA



OUR ACHIEVEMENTS IN 2021

...with much more to
come in 2022

2nd Issue of
Debentures
R\$ 300 MM

COMPAQ

New Corporate VP
and IR Director



Launch of
Educational
Technology

IBRX100 B3

Smart Home
+ Builders
Partnership



Contract with
Stone



INVESTOR
DAY 2021
POSITIVO
TECNOLOGIA

+176k
Electronic ballot
boxes

Infinix

NEXGO

IBOVESPA B3

3rd Issue of
Debentures
R\$ 350 MM

AtoS
HCP supply
agreement for
Petrobras

**Tech
Services**

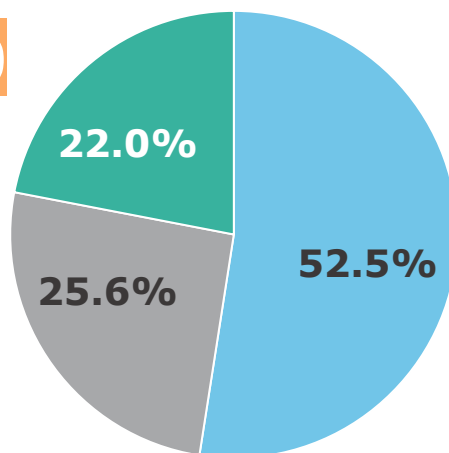
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Diversification of revenues and maturation of the Growth Avenues

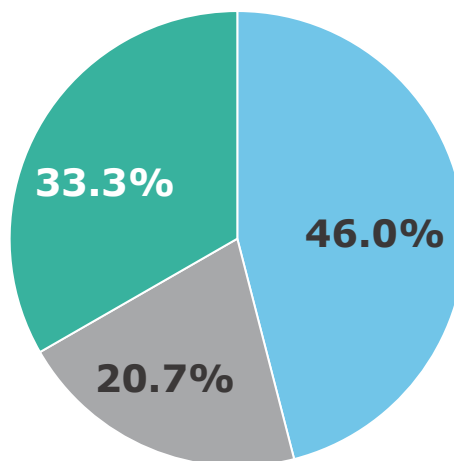
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Greater representation of the **payment solutions and services** segments reaffirms the **change in the portfolio mix** and **increase in profitability** in the year.

2020



2021



Consumer

- **PC:** +6.5% in sales volume, with an increase of average ticket +21.4%
- **Infinix** Launch
- Expansion of the **small retailers channel (+31%)**

Corporate

- **Strong growth in hardware** sales volume (+25%) for companies of all sizes
- **HaaS:** Gross Revenue +104,5% YoY
- **Payment Solutions:** Gross Revenue +422% YoY
- **Services:** Gross Revenue +248% YoY

Public Institutions

- **Notebooks:** +1,400% in sales volume
- **Tablets:** 135x higher sales than in 2020
- **Record number of bids** by public institutions in 2021

FINANCIAL HIGHLIGHTS

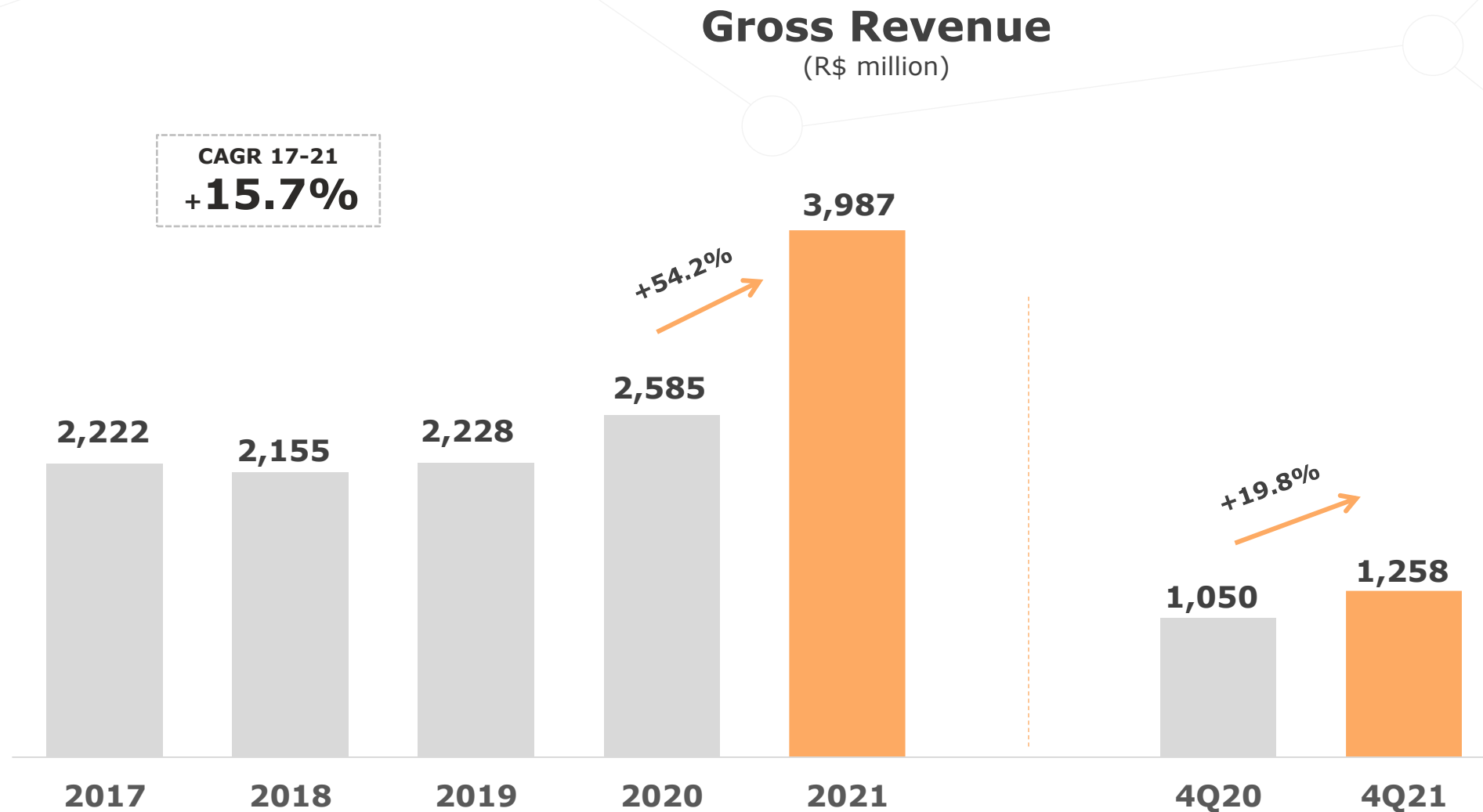


FINANCIAL HIGHLIGHTS

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RECORD GROSS REVENUE

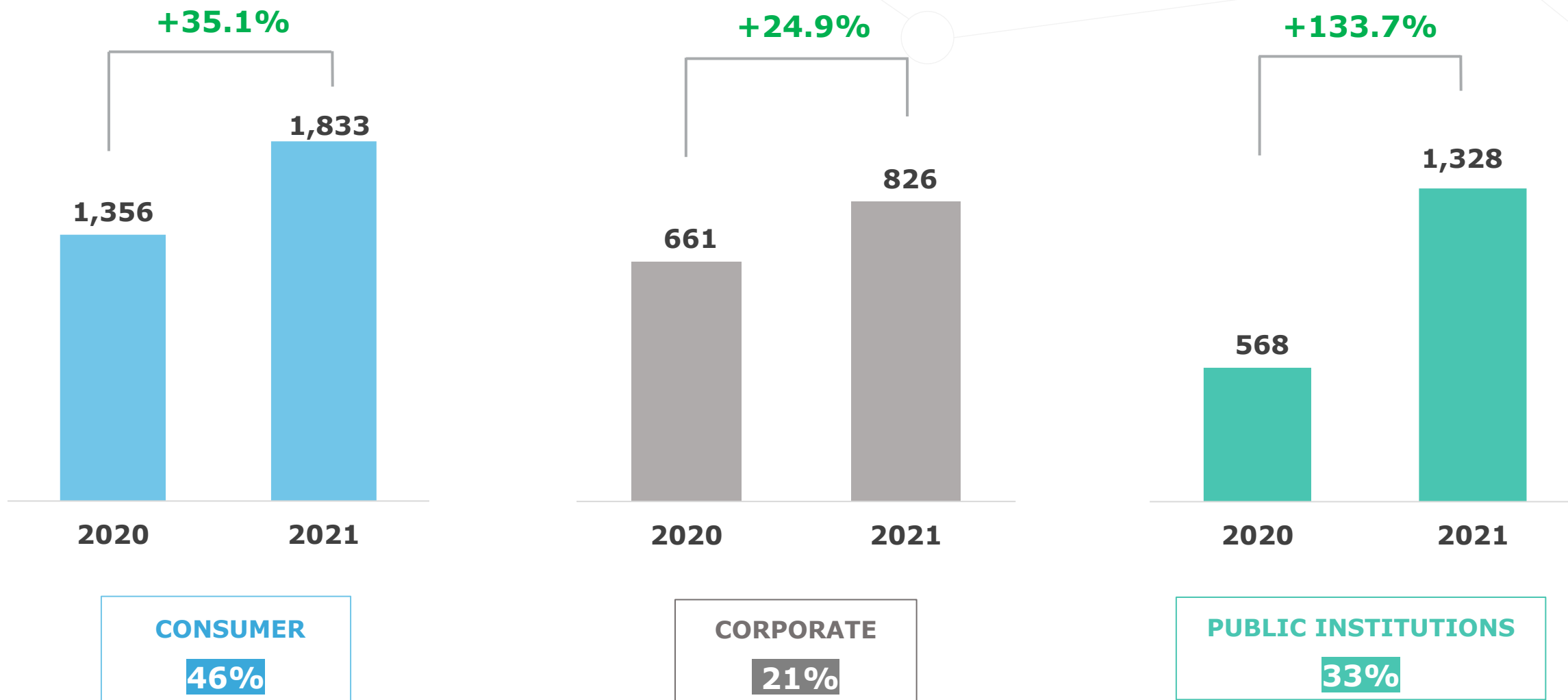
Strong demand
in all Business
Units and
growth in the
Growth
Avenues.



Gross Revenue by Business Unit

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R\$ million



FINANCIAL HIGHLIGHTS

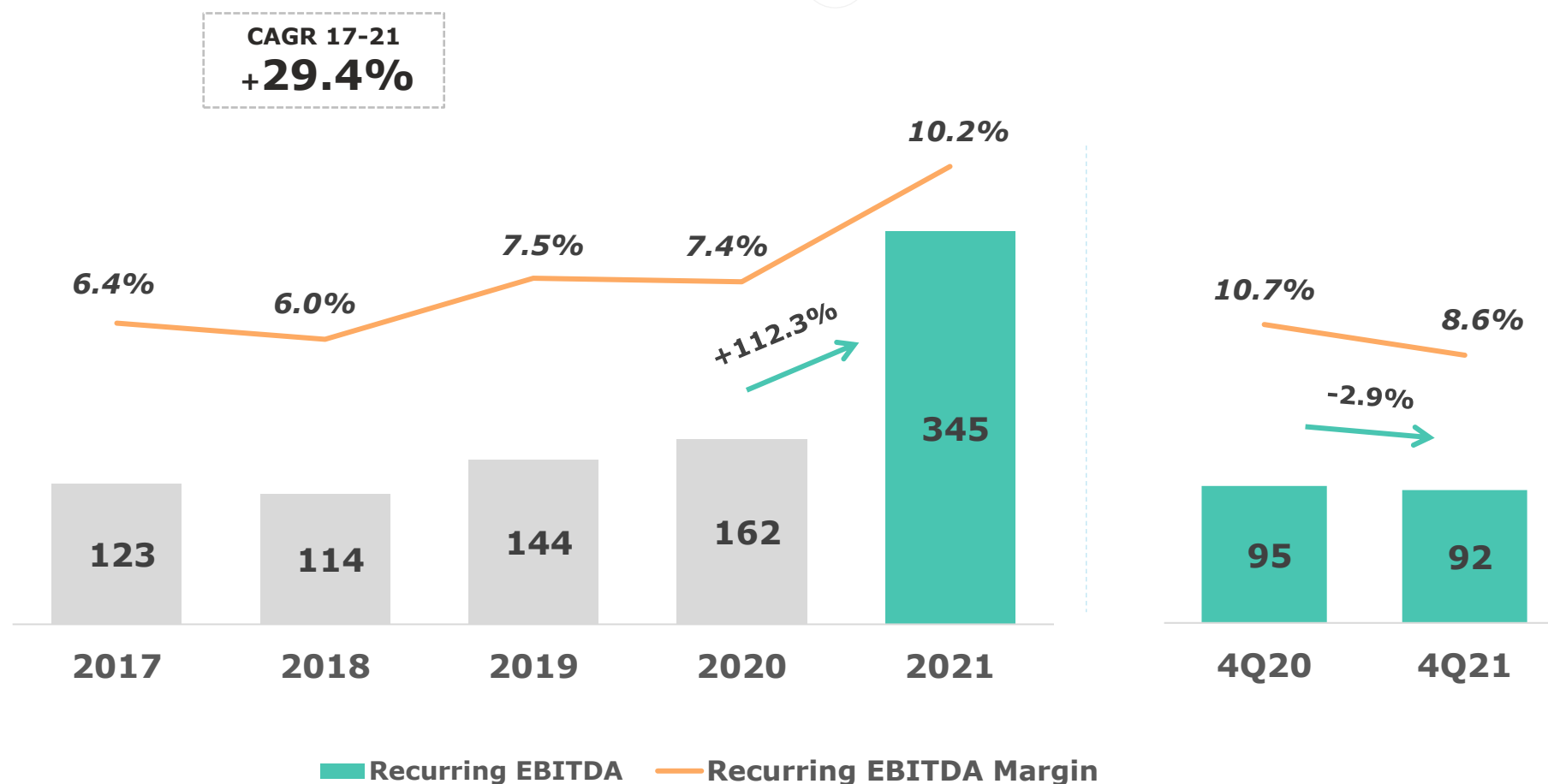
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Recurring EBITDA

(R\$ million)

RECORD ANNUAL RECURRING EBITDA

supported by a
diversified
business model
with quality
products and
services.



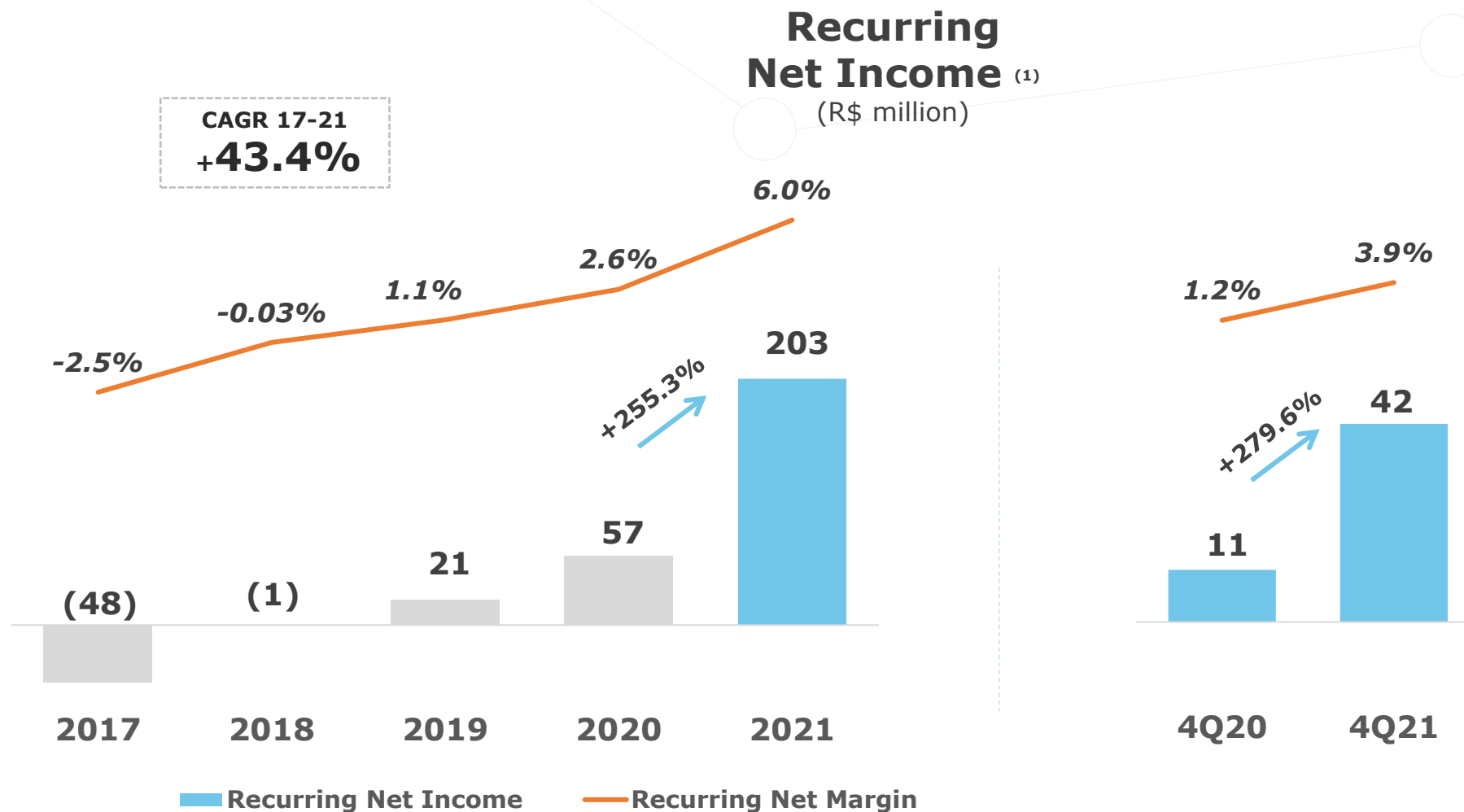
FINANCIAL HIGHLIGHTS

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RECURRING NET INCOME

Expressive growth

+280% vs. 4Q21
+255% vs. 2020
+873% vs. 2019.



(1) results for 4Q20 were positively impacted by tax aspects, which result from combining tax credits from lawsuits linked to the unconstitutionality of including the ICMS in the tax base calculation of PIS and COFINS, the settlement of administrative proceedings in disputes linked to ISS and the adoption of accounting procedures linked to deferred taxes.

FINANCIAL HIGHLIGHTS

ROIC – Return On Invested Capital

ROIC

Balances in thousands of reais, except percentages. Consolidated Result.

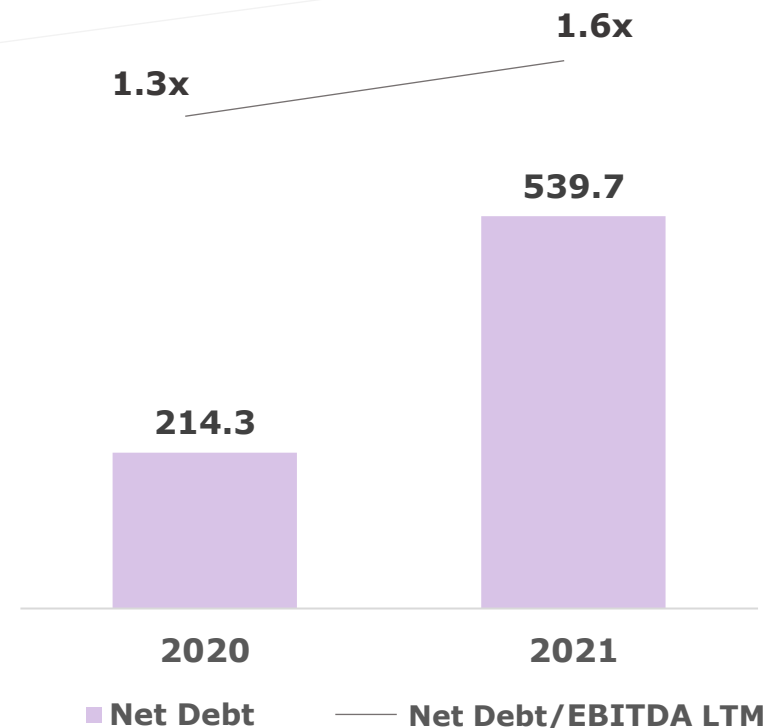
	2021	2020	Chg.
EBIT (LTM)	303,149	277,676	9.2%
IR/CSLL (LTM)	(5,341)	(76,547)	(93.0%)
NOPAT (LTM)	297,808	201,129	48.1%
Invested Capital	1,639,010	1,139,378	43.9%
Average Invested Capital¹	1,389,194	928,052	49.7%
ROIC²	21.4%	21.7%	-0.3 p.p.

1 - Average capital employed in the period and the same period of the previous year. It considers working capital, permanent assets and other long-term assets net of deferred IR/CSLL.

2 - NOPAT for the last 12 months divided by the average capital employed.

The slight retraction is due to the higher level of inventories recorded at the end of 4Q21, necessary to ensure the strong growth projected for 2022, especially in the Public Institutions Business Unit.

Net Indebtedness



The increase in net debt reflects the greater need for working capital financing, due to the Company's strong growth (current and projected for the coming periods).

FINAL CONSIDERATIONS AND OUTLOOK

**WE PROJECT THAT THE COMPANY'S GROSS REVENUE FOR THE YEAR 2022
COULD BE BETWEEN R\$5.0 BILLION AND R\$6.0 BILLION.**

The **Public Institutions Business Unit** already has more than R\$2.0 billion in revenue **forecast for 2022:**

- from bids already;
- ~900 million in revenue from electronic ballot boxes;
- heated pipeline for the next few.

The expansion of revenue from the payment solutions segment due to the strong pipeline of acquirers and sub-acquirers in the client portfolio;

The strong demand for HaaS in the Corporate and Public markets;

The potential for vigorous growth in our revenues from Services, with the structuring of the new business model (Positivo Tech Services); and

The gradual growth in penetration of our premium **smartphone brand Infinix**

Creating value for all stakeholders



Company Share Repurchase Program ⁽¹⁾

Objective: The main purpose of the 2021 Program is to maintain shares for holding in treasury and subsequent sale and/or cancellation and/or to meet the Company's obligations arising from the stock option plan and the share-based compensation plan, directed at its executives and employees.

Form:

(i) the acquisitions will be made directly by the Company; or

(ii) the acquisitions will be carried out by means of one or more total return equity swap (TRS) agreements with first-tier financial institutions to be defined by the Executive Board.

Term: The acquisitions may be made within a period of up to 18 (eighteen) months, beginning on December 11, 2021 and ending on June 11, 2023.

(1) Share Repurchase Program amended at the Board of Directors Meeting held on March 22, 2022 In the TRS operation the Company pays an interest rate to the bank, which in exchange passes on the cash flow generated by the oscillation of its shares traded on the stock exchange

Q&A Session

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Q&A INSTRUCTIONS

- ❑ To ask questions, we advise you to send them via the #Q&A# icon, on the bottom button of your screen.
- ❑ By default of the dynamic, your name will be announced for you to ask your question live.
- ❑ At this point, a prompt to activate your microphone will appear on the screen

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