

**DIVULGAÇÃO  
DE RESULTADOS  
3T24**

# Aviso Legal

As informações contidas nesta apresentação e eventuais declarações que possam ser feitas durante a conferência, relativas às perspectivas de negócios, projeções e metas operacionais e financeiras da Neogrid, constituem-se em crenças e premissas da Administração da Companhia, bem como se baseiam em informações atualmente disponíveis. Considerações futuras não são garantias de desempenho. Elas envolvem riscos, incertezas e premissas, pois se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Investidores devem compreender que condições econômicas gerais, condições de mercado e outros fatores operacionais podem afetar o desempenho futuro da Neogrid e podem conduzir a resultados que diferem materialmente daqueles expressos em tais considerações futuras.



**NGRD**  
B3 LISTED NM

**IGC B3**

**IGC-NM B3**

**ITAG B3**



# **DESTAQUES OPERACIONAIS**

3º trimestre de 2024



**Jean Klaumann**  
(CEO)

# Destques Operacionais 3T24



Realizado em 15 de agosto de 2024

+2,5k participantes

~50% gestores & decisores da indústria e do varejo

+ **engajamento** dos clientes e demais stakeholders

## Alguns clientes participantes



## Lançamentos



**PROMOTrade**

Powered by Neogrid & mercafacil

# Destques Operacionais 3T24



## Huawei Connect 2024

Neogrid foi a vencedora premiada na **categoria "Big Data Application Innovation Award"**, durante evento realizado pela Huawei em Shangai, na China, para os projetos mais inovadores do mundo.



## NGRD3 – Grupamento/Desdobramento

Concluimos em 08/10 o grupamento de 100:1 e imediato desdobramento de 1:4. Mais liquidez e interesse de investidores institucionais.

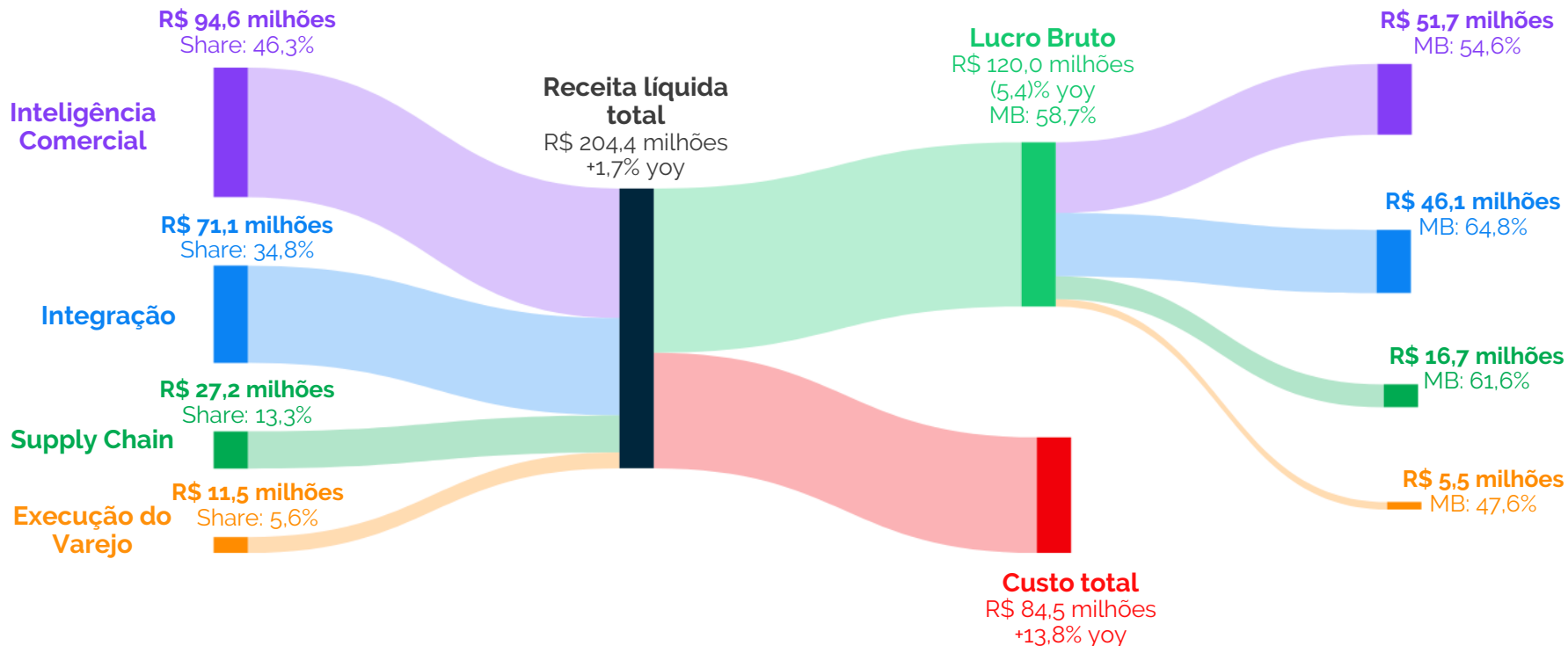
# **DESTAQUES FINANCEIROS**

3º trimestre de 2024



**Aury Francisco**  
(CFO/DRI)

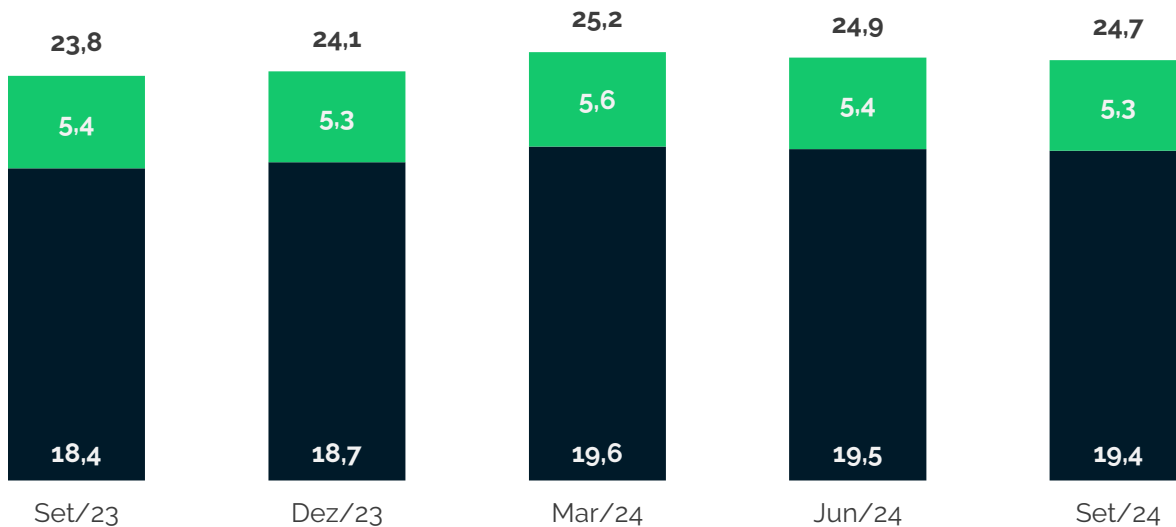
# Resultado por Unidade de Negócio – 9M24



Share: % da receita líquida total  
MB: Margem Bruta

# Receita Recorrente Mensal (MRR)

(em milhões de R\$ e %)



**Varição YoY**  
MRR Total: +3,9%  
MRR Core: +5,6%

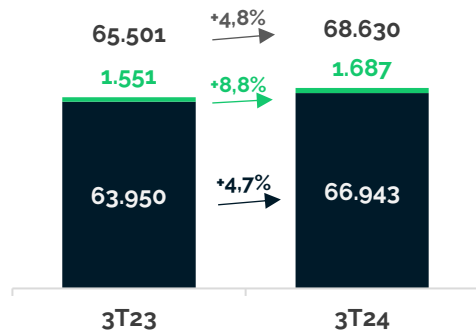
■ Core ■ Non-core



# Receita líquida

(em milhares de R\$ e %)

## 3T23 vs 3T24

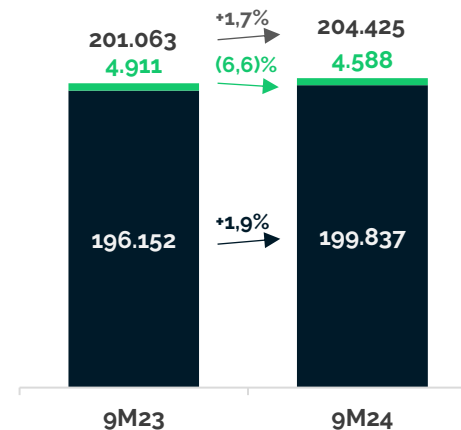


% Receita Líquida Recorrente:

97,6%

97,5%

## 9M23 vs 9M24



% Receita Líquida Recorrente:

97,6%

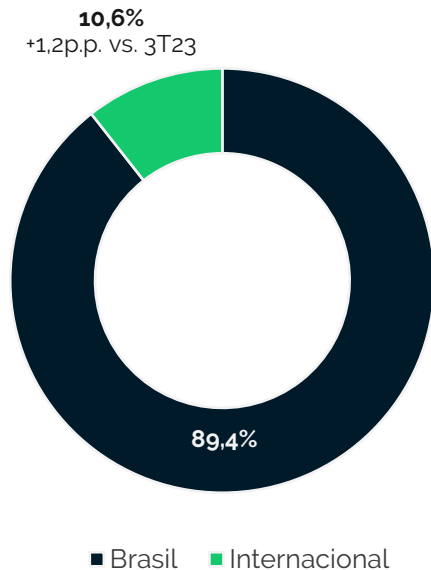
97,8%

■ Receita líquida

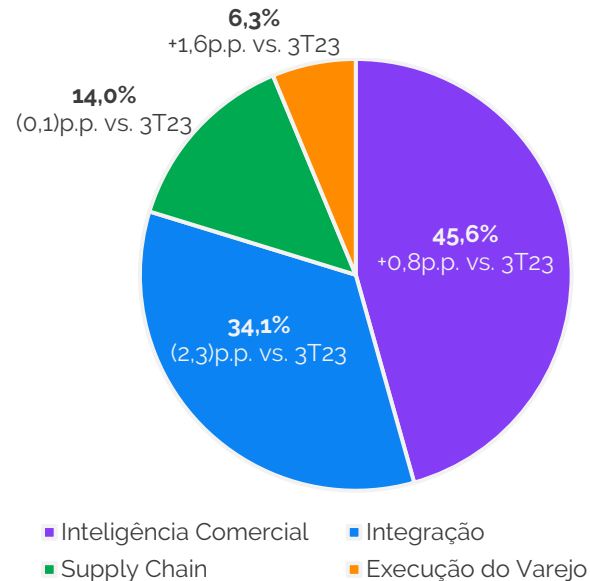
■ Receita líquida de serviços

# Receita líquida

## Receita Líquida por região 3T24



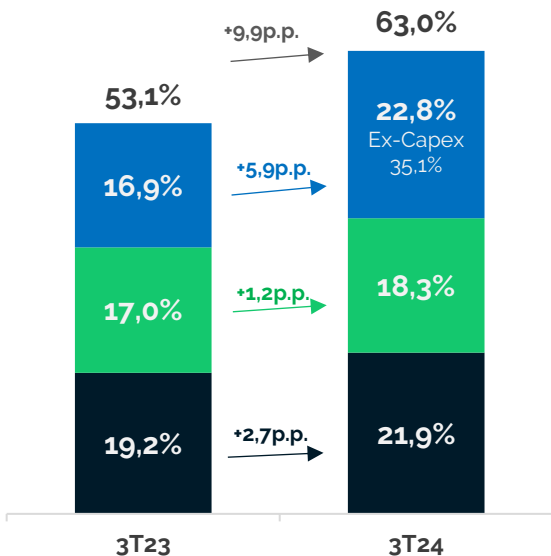
## Receita Líquida por Unidade de Negócio 3T24



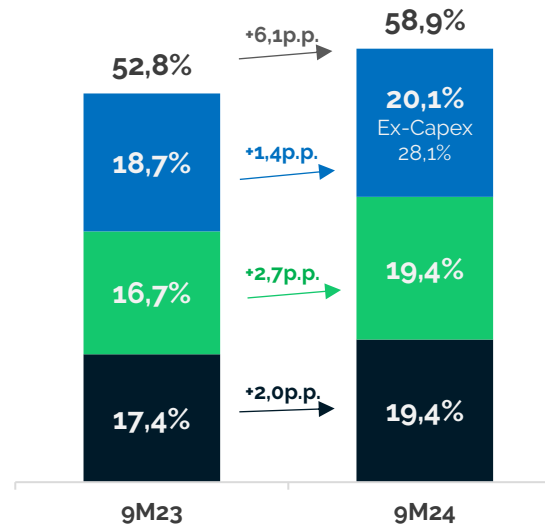
# Despesas Operacionais

(não considera depreciação e amortização)

## 3T23 vs 3T24



## 9M23 vs 9M24

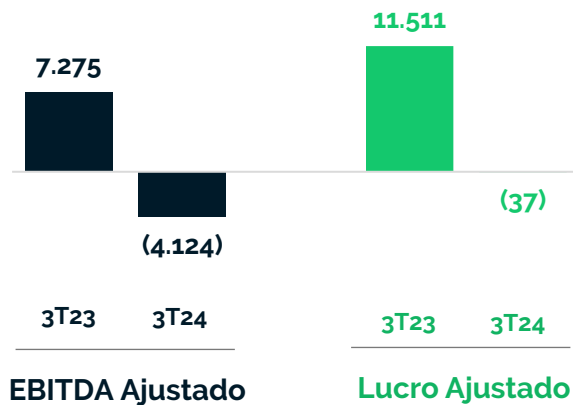


■ P&D ■ G&A ■ Despesas com Vendas

# EBITDA e Lucro Ajustados

(em milhares de R\$ e %)

## 3T23 vs 3T24

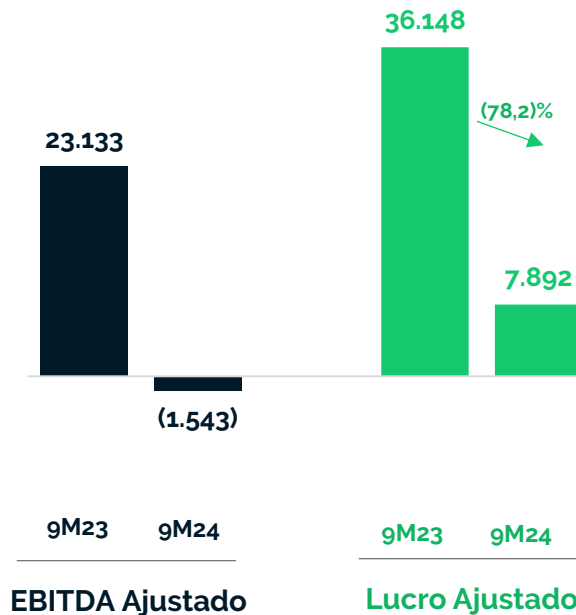


Margem:  
(% da Receita Líquida)

**11,1%**    **(6,0)%**

**17,6%**    **(0,1)%**

## 9M23 vs 9M24



Margem:  
(% da Receita Líquida)

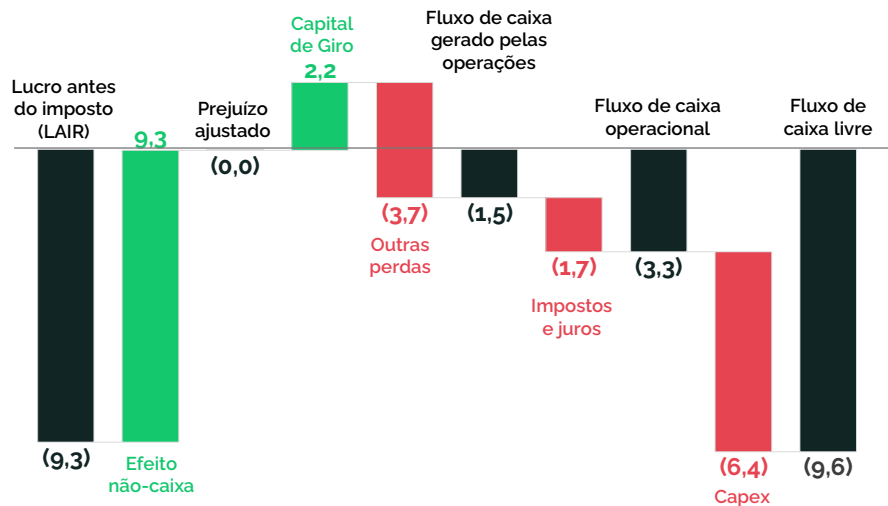
**11,5%**    **(0,8)%**

**18,0%**    **3,9%**

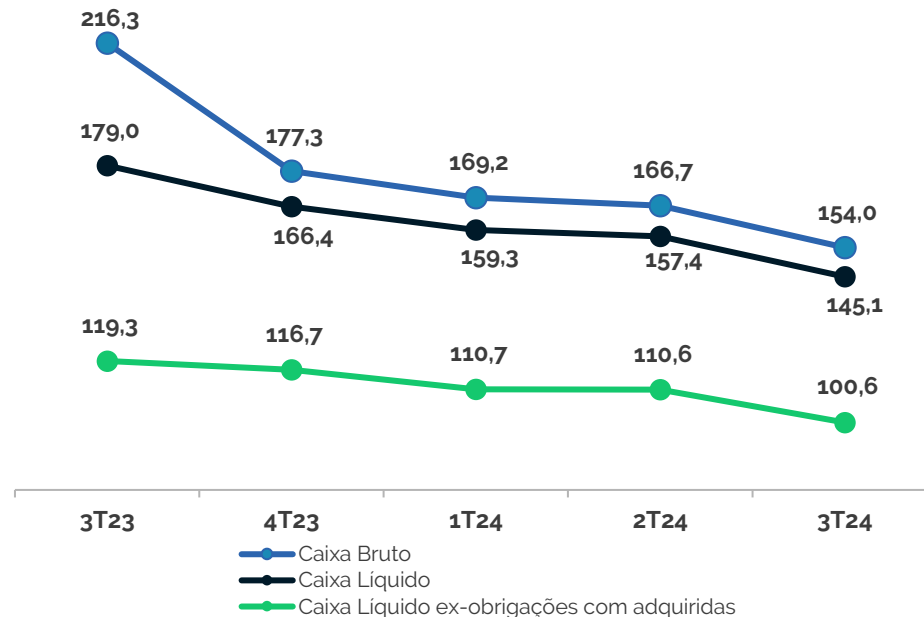
# Fluxo e Posição de Caixa

(em milhões de R\$ e %)

## Fluxo de Caixa Livre 3T24:



## Posição de Caixa ao final do período:





## Execução do Programa Recompra de Ações

Recompra de 21,8% do limite aprovado

- Foram adquiridas 88,6 mil ações\*, um investimento de R\$ 2,6 milhões
- Preço médio\*: R\$29,20
- Validade do plano: até 11/07/2025

\* Quantidades e cotações ajustadas pelo grupamento e desdobramento simultâneos realizados em outubro/24.



# Q & A



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## Neogrid Team



**Jean Klaumann**  
(CEO)



**Aury Francisco**  
(CFO/DRI)



**Augusto Vilela**  
(Head RI)

# Earnings Webinar 3Q24



# Legal Disclaimer

The information contained in this presentation and any statements that may be made during the conference, regarding the company's business prospects, projections and operational and financial goals Neogrid, constitute beliefs and assumptions of the Company's Management, as well as being based on currently available information. Future considerations are not guarantees of performance. They involve risks, uncertainties and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur. Investors should understand that general economic conditions, market conditions and other operating factors may affect the future performance of the company. Neogrid and may lead to results that differ materially from those expressed in such forward-looking statements.



**NGRD**  
 B3 LISTED NM

**IGC B3**

**IGC-NM B3**

**ITAG B3**



# **OPERATIONAL HIGHLIGHTS**

3rd quarter of 2024



**Jean Klaumann**  
(CEO)

# 3Q24 Operational Highlights



Held on August 15, 2024

+2,5k participants

~50% Managers & decision-makers  
of industry and retail

+ **high engagement** from customers and  
other stakeholders

## Some participating customers



## Product Releases



# 3Q24 Operational Highlights



## Huawei Connect 2024

Neogrid was the winner of the **"Big Data Application Innovation Award"** category, during an event held by Huawei in Shanghai, China, recognizing the most innovative projects in the world.



## NGRD3 – Simultaneous Reverse Stock Split and Stock Split

On October 8<sup>th</sup>, we concluded the 100:1 inverse stock split and the immediate 1:4 stock split. Improved liquidity and interest from institutional investors.

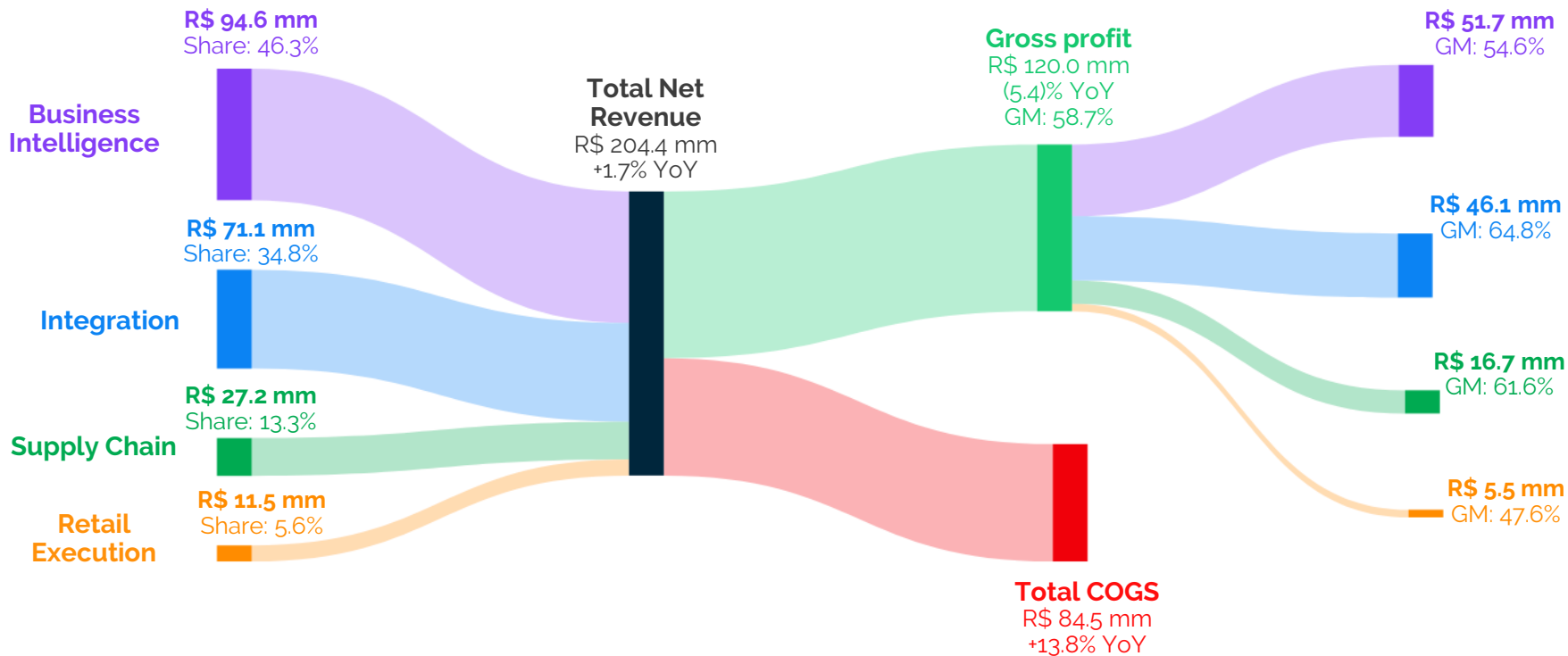
# **FINANCIAL HIGHLIGHTS**

3rd quarter of 2024



**Aury Francisco**  
(CFO/IRO)

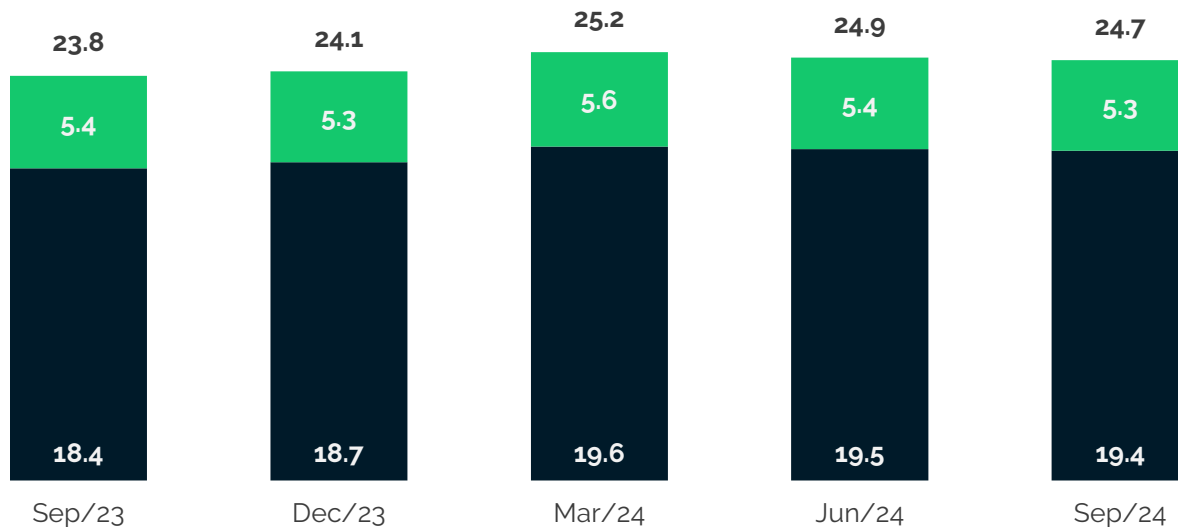
# Result by Business Unit – 9M24



Share: % of total net revenue  
GM: Gross Margin

# Monthly Recurring Revenue (MRR)

(in millions of R\$ and %)



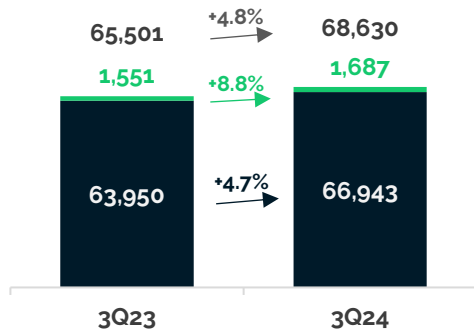
**Change YoY**  
 Total MRR: **+3.9%**  
 MRR Core: **+5.6%**

■ Core    ■ Non-core

# Net Revenue

(in millions of R\$ and %)

## 3Q23 vs 3Q24



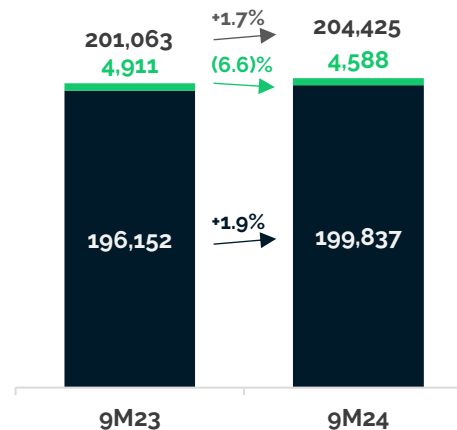
% Recurring Net Revenue:

97.6%

97.5%

■ Net revenue

## 9M23 vs 9M24



% Recurring Net Revenue:

97.6%

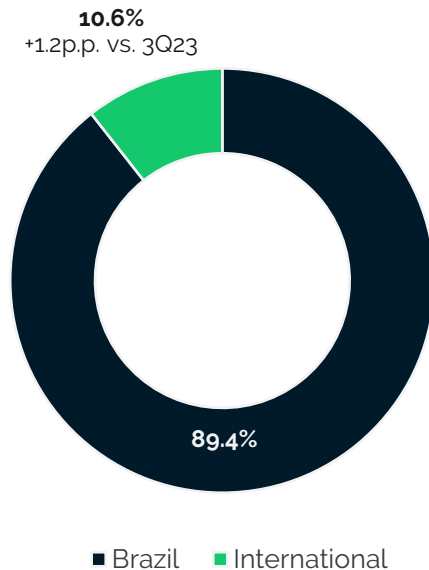
97.8%

■ Net revenue of services

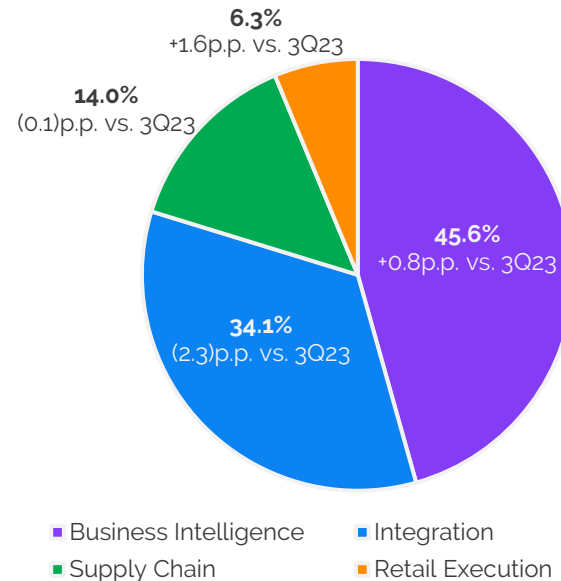


# Net Revenue

## Net Revenue per region 3Q24



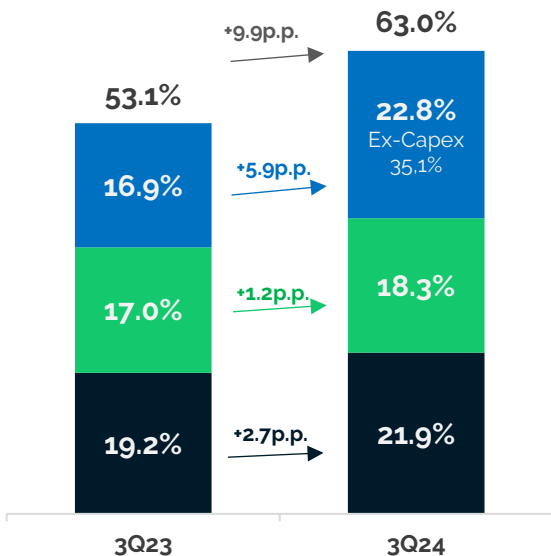
## Net Revenue per Business Unit 3Q24



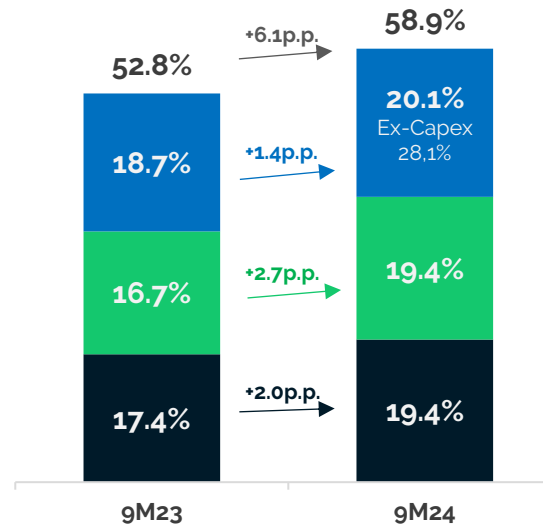
# Operating Expenses

(does not consider depreciation and amortization)

## 3Q23 vs 3Q24



## 9M23 vs 9M24

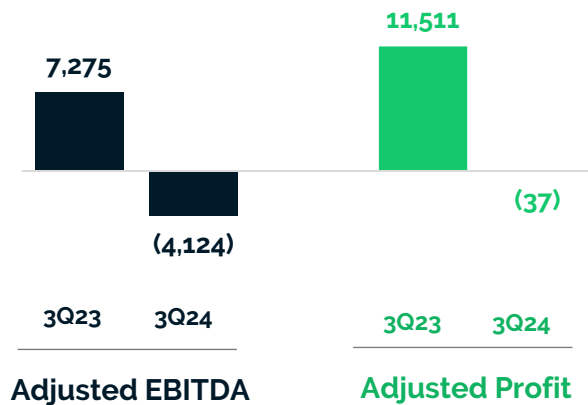


■ R&D   ■ G&A   ■ Sales expenses

# Adjusted EBITDA and Profit

(in millions of R\$ and %)

## 3Q23 vs 3Q24

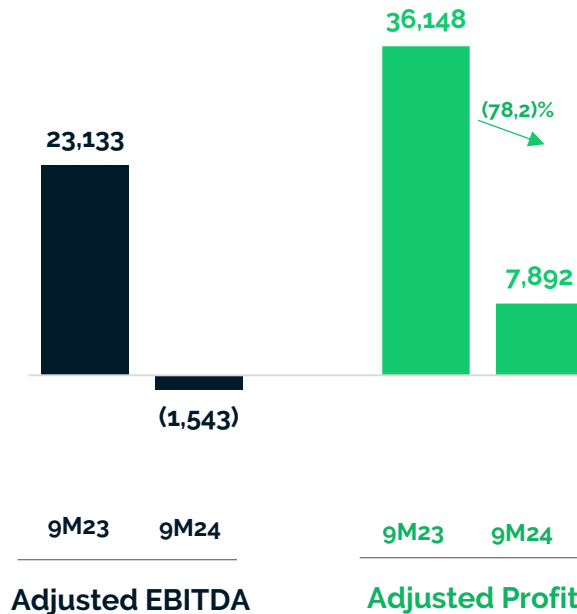


Margin:  
(% of Net Revenue)

**11.1%**    **(6.0)%**

**17.6%**    **(0.1)%**

## 9M23 vs 9M24



Margin:  
(% of Net Revenue)

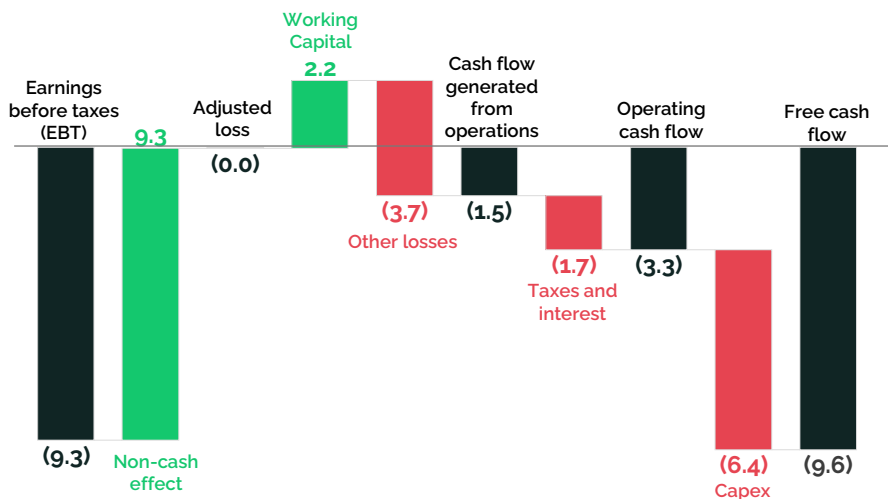
**11.5%**    **(0.8)%**

**18.0%**    **3.9%**

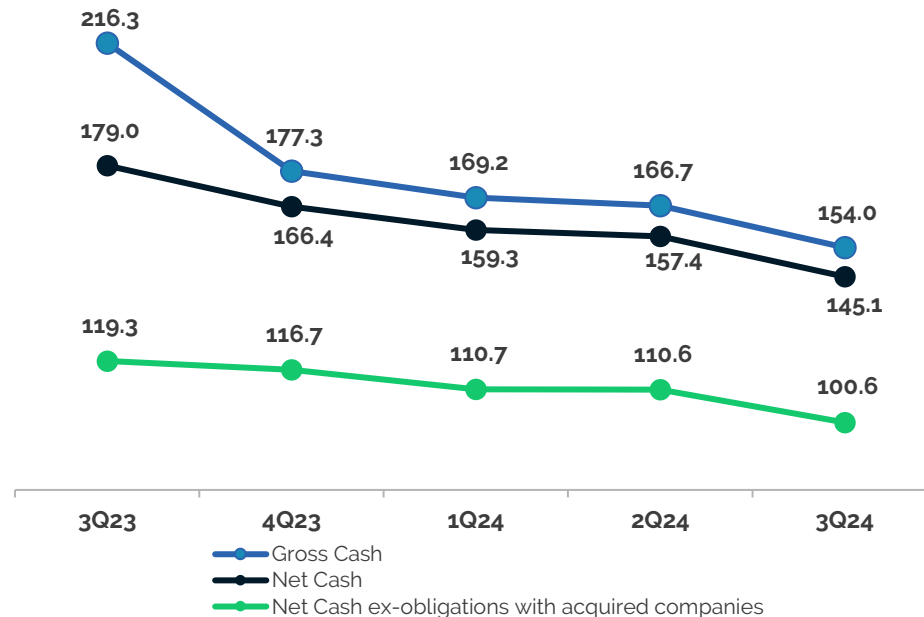
# Cash Flow and Position

(in millions of R\$ and %)

## Free Cash Flow 3Q24:



## Cash Position at the end of the period:





## Share Buyback Program Execution

Buyback of 21.8% of the approved limit

- 88.6 thousand shares\* were acquired, an investment of R\$ 2.6 million
- Average price\*: R\$29.20
- Plan Expiration Date: 07/11/2025

\* Quantities and quotations adjusted by the simultaneous reverse split and split carried out in October/24.



# Q & A



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## Neogrid Team



**Jean Klaumann**  
(CEO)



**Aury Francisco**  
(CFO/IRO)



**Augusto Vilela**  
(RI Head)