

Apresentação de Resultados

4T24



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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.

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Destiques Operacionais

4T24



Jean Klaumann
CEO



2024: um ano de importantes investimentos em nosso ecossistema



 **+170 pessoas**

Contratadas para:

64%

 Desenvolvimento

 Produtos

 Dados

 Arquitetura



 **Capacidade de Inovação**

Suficiente para execução do Roadmap de produtos e tecnologia

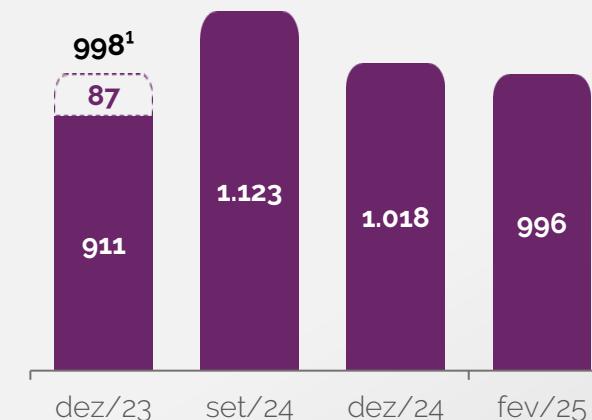


Múltiplos lançamentos e evoluções tecnológicas

 **Eficiência**

Controle de despesas com melhorias de processo e automação

Total de Colaboradores:



¹Considera colaboradores de empresas adquiridas, que foram integrados em 2024.

36%

 Suporte

 Customer Success



Nosso portfólio gera valor e eficiência para toda a cadeia de consumo no Brasil



As soluções de ponta a ponta da Neogrid habilitam um ciclo virtuoso do ecossistema ("flywheel")

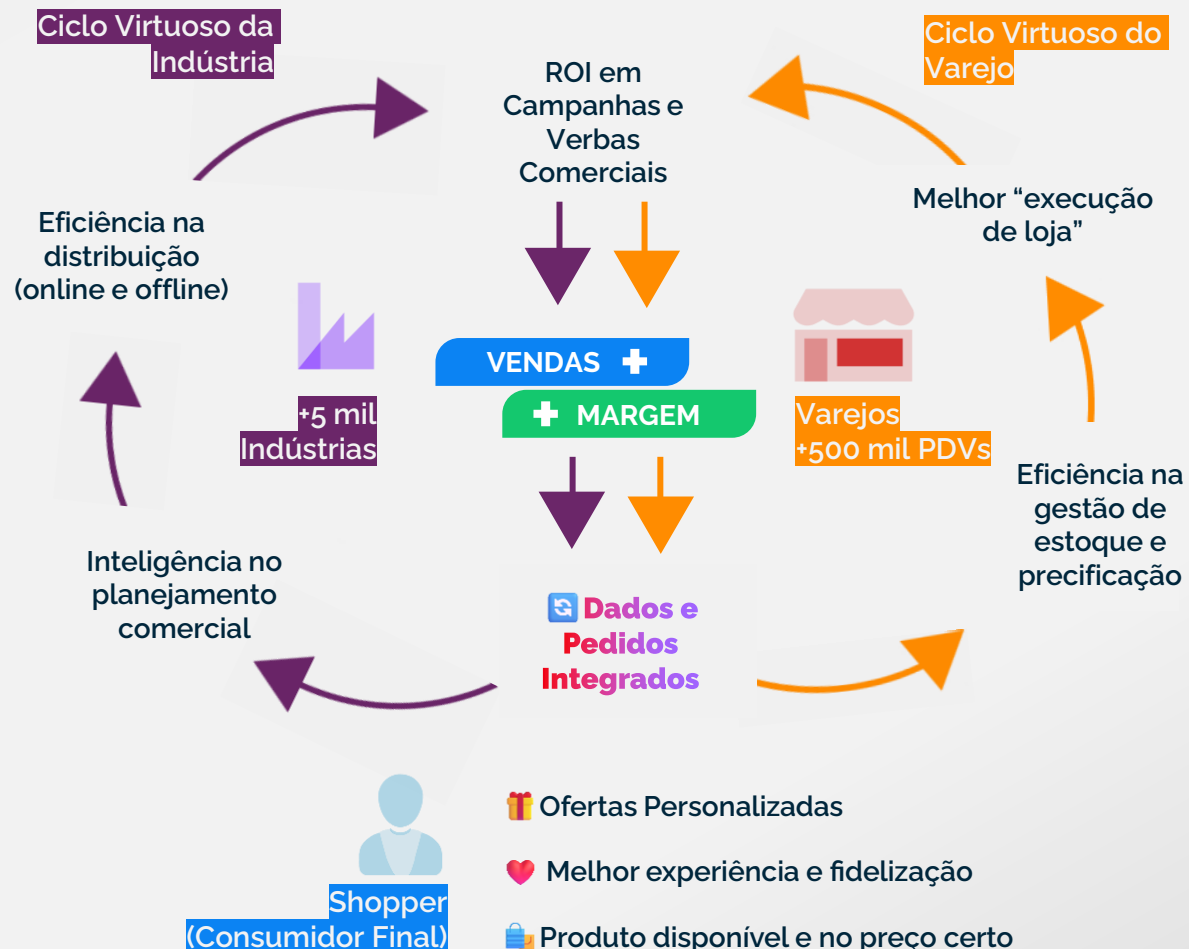
Soluções Neogrid

Inteligência Competitiva

Comercial & Vendas

Supply Chain e Integração

Trade & Marketing

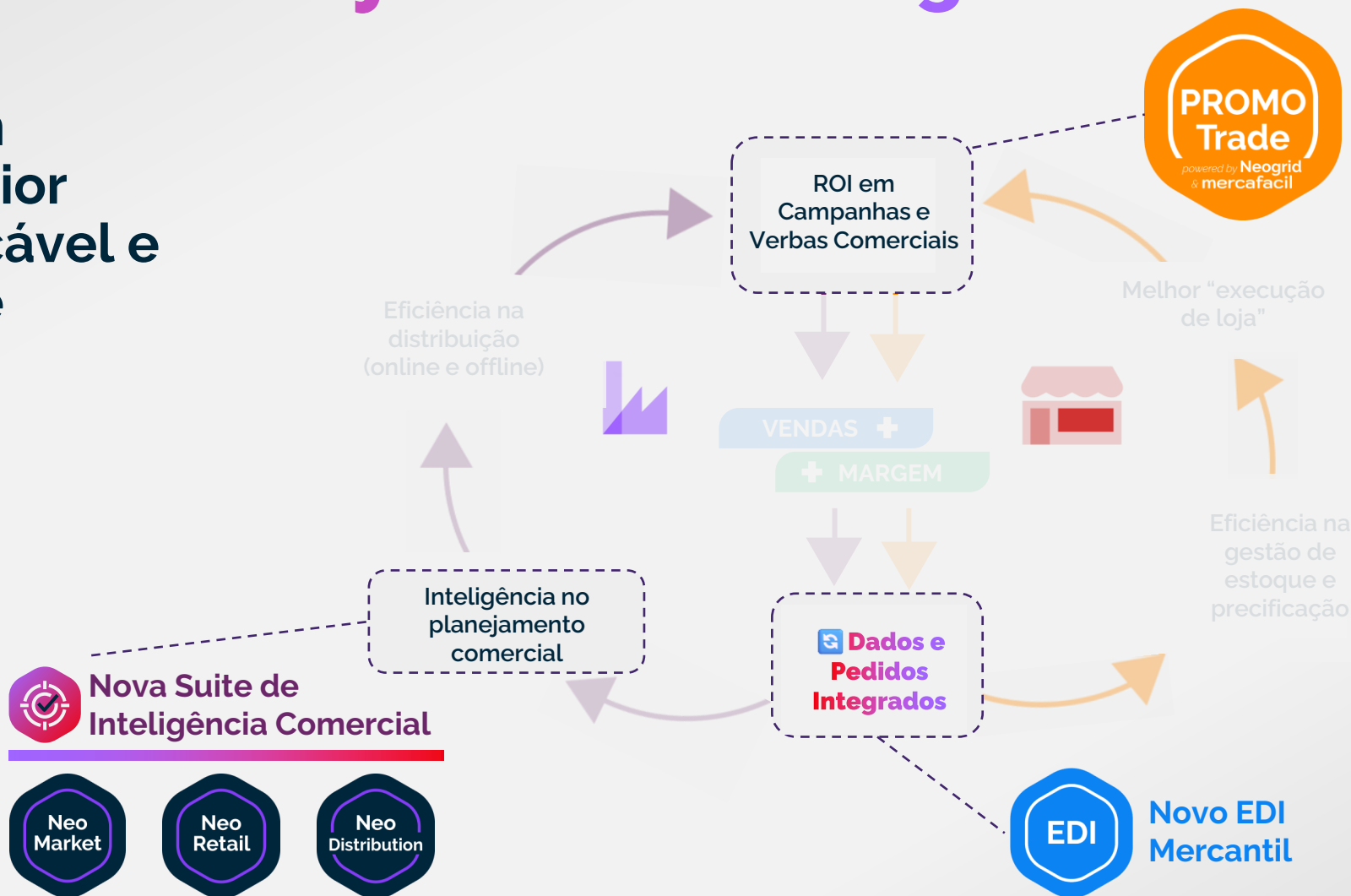


Investimentos em IA e etapas chave da jornada aceleram o “flywheel” da Neogrid

Investimentos em produtos com maior mercado endereçável e oportunidades de crescimento do ecossistema



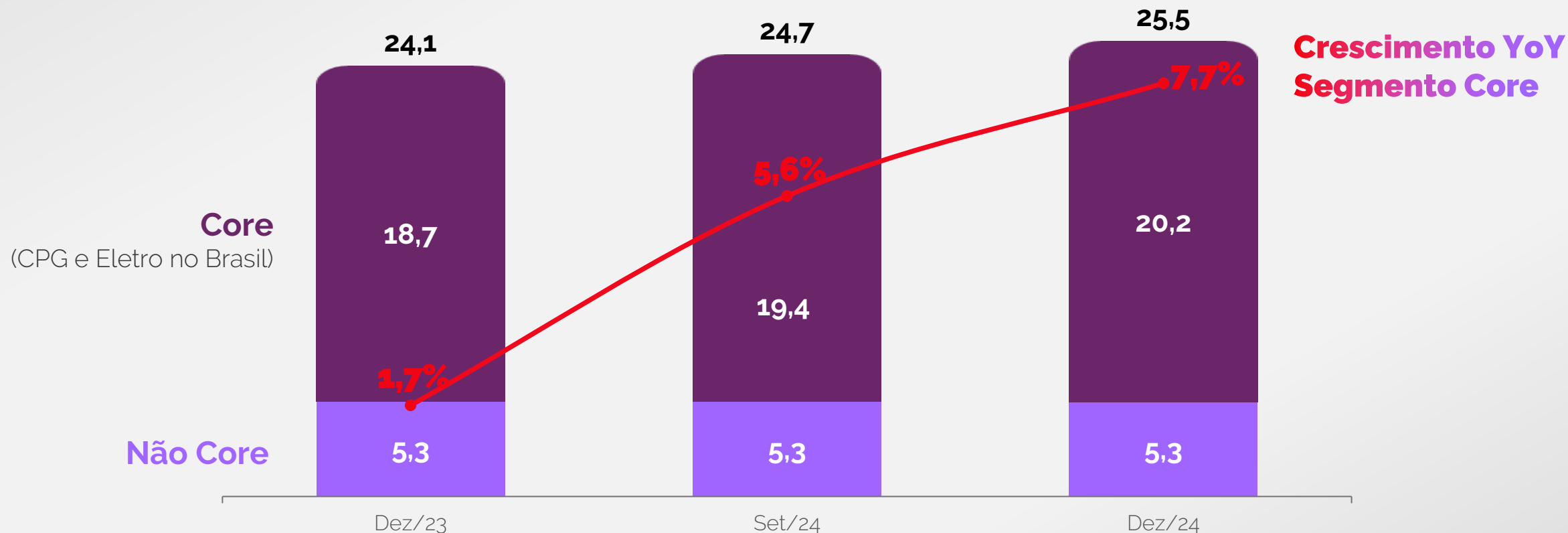
NIA: Inteligência artificial da Neogrid, conectando todos os produtos do portfólio.



Foco Estratégico nos mercados de CPG e Eletro no Brasil



Receita Recorrente Mensal (MRR)



Foco Estratégico nos mercados de CPG e Eletro no Brasil



Reforçando nossa equipe com **sólida experiência de mercado e foco no cliente.**



Guido Carelli
Revenue & Customer Success



Leandro Murta
Head da Unidade de
Inteligência Comercial



Destques Financeiros

4T24



Aury Francisco
CFO & DRI

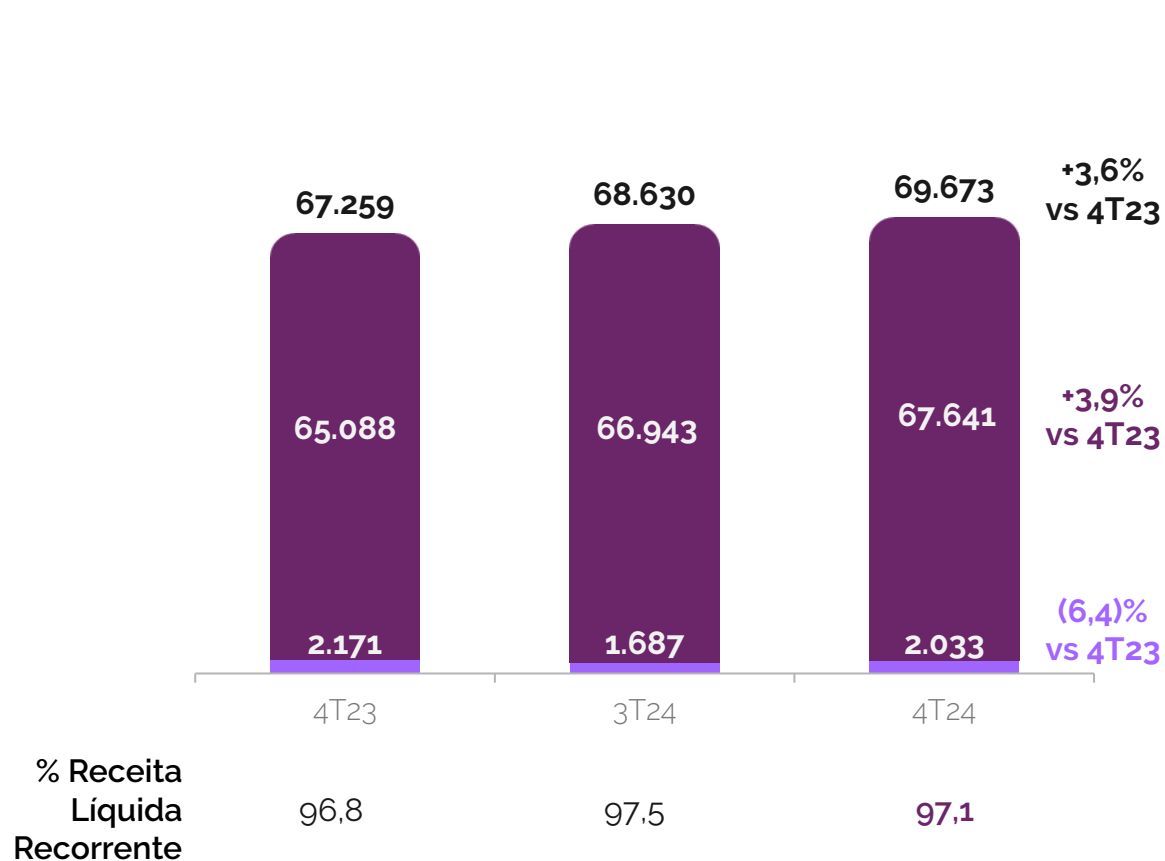


Receita líquida

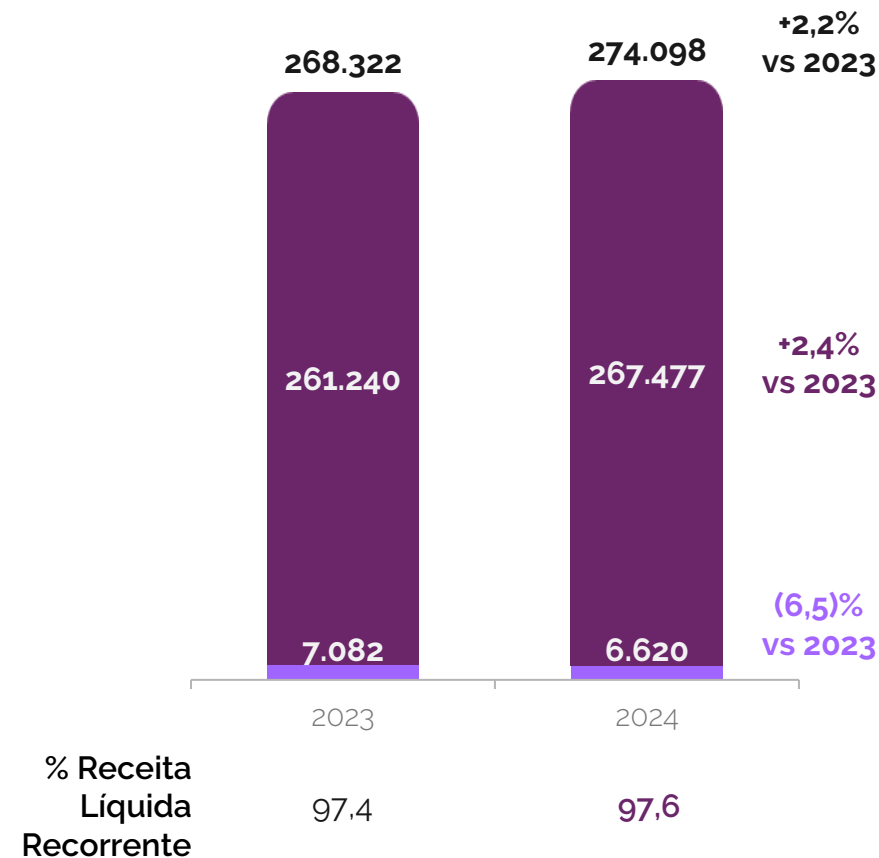
(em milhares de R\$ e %)



Visão Trimestral



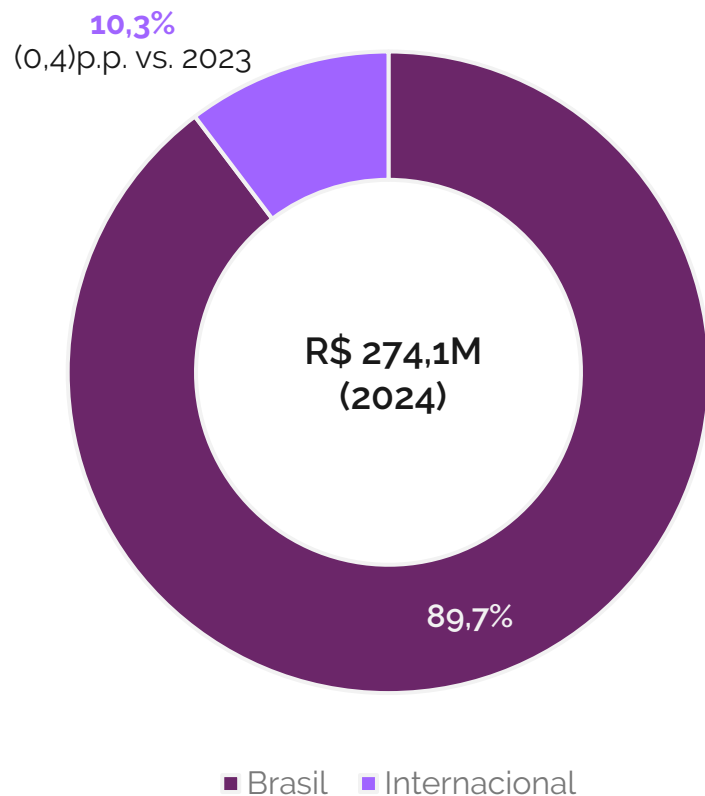
Visão Acumulada



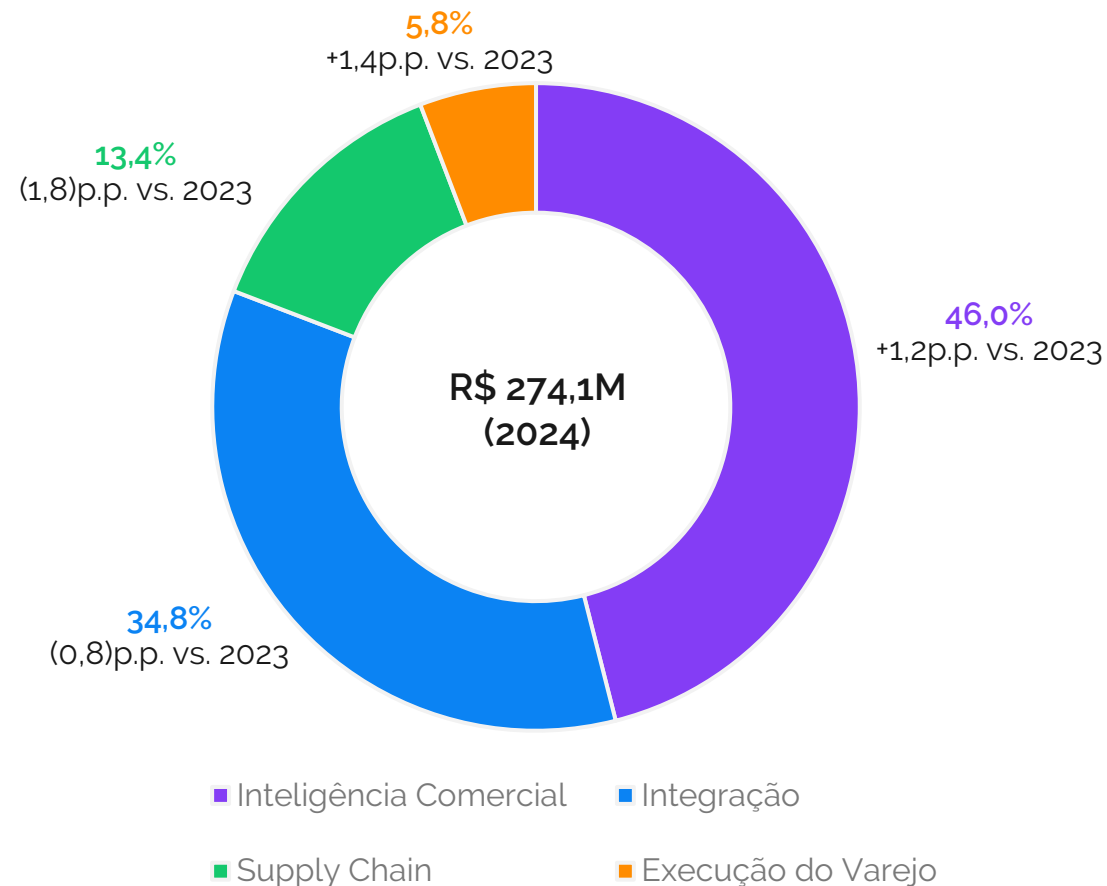
■ Receita líquida recorrente ■ Receita líquida de serviços

Receita líquida

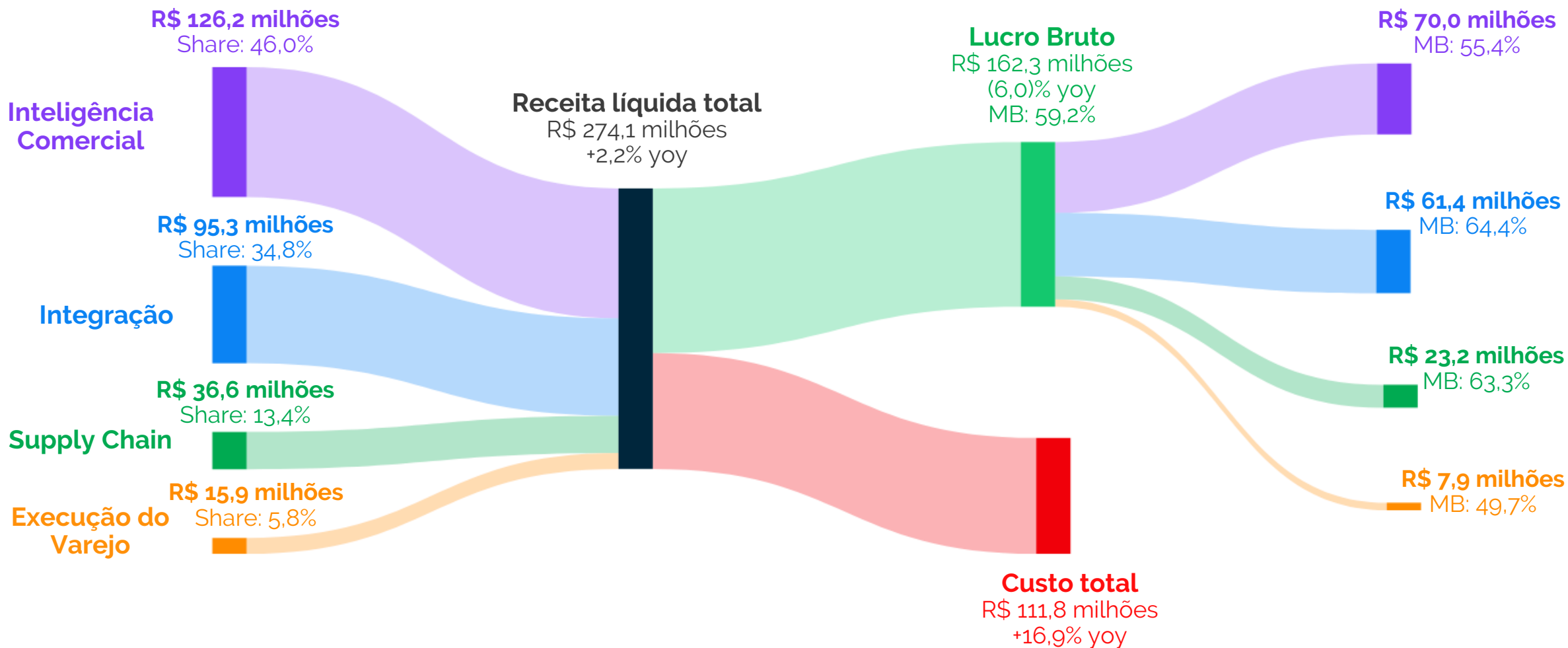
Receita Líquida por região 2024



Receita Líquida por Unidade de Negócio 2024



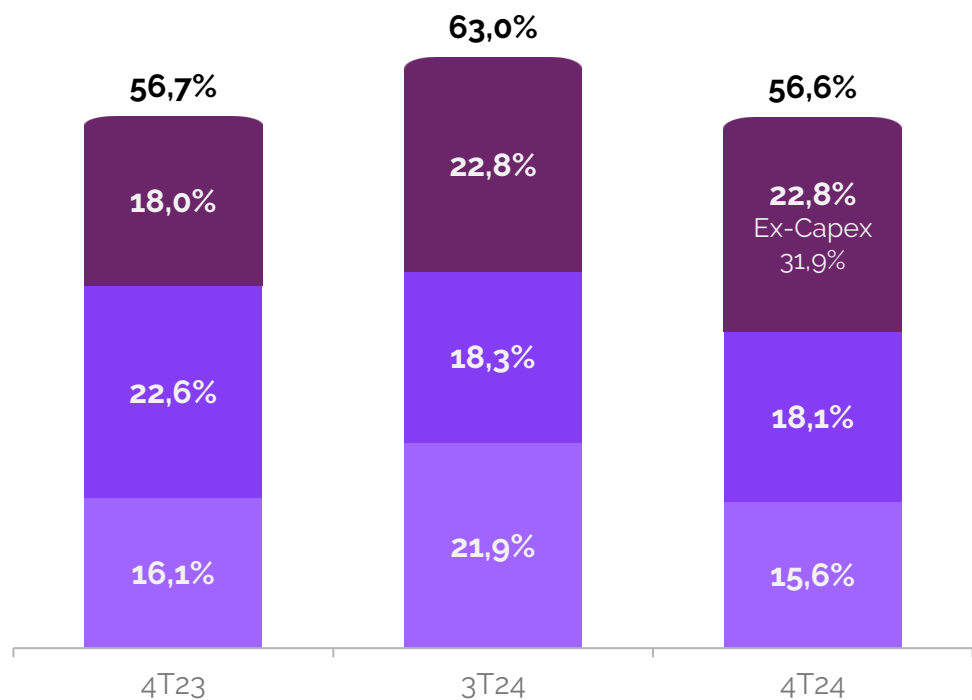
Resultado por Unidade de Negócio 2024



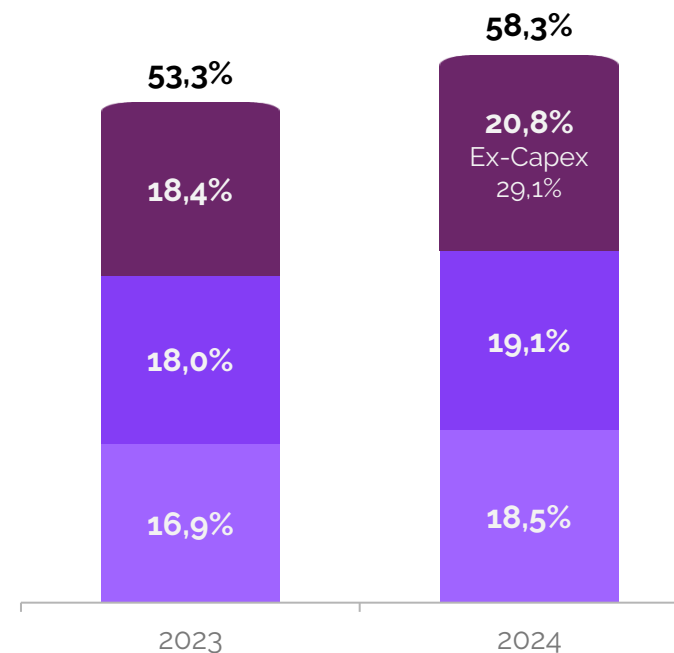
Despesas Operacionais

(não considera depreciação e amortização)

Visão Trimestral



Visão Acumulada

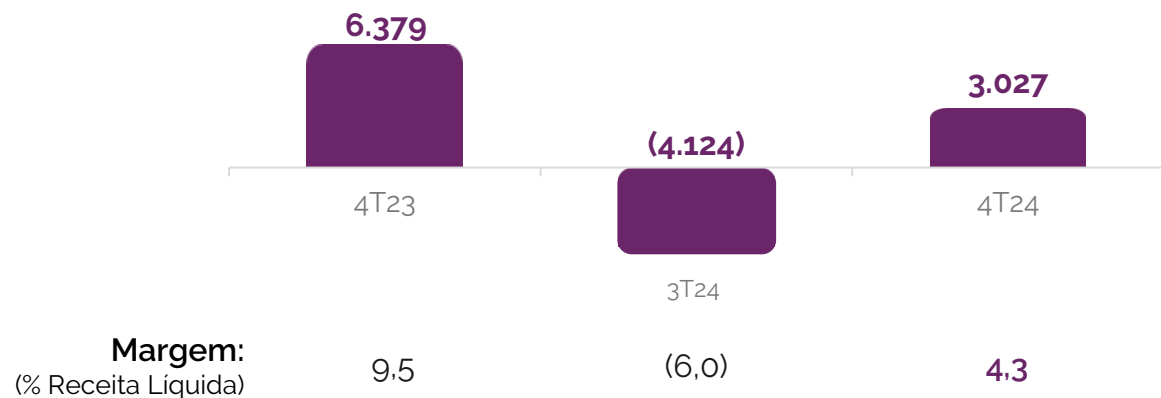


■ P&D ■ G&A ■ Despesas com Vendas

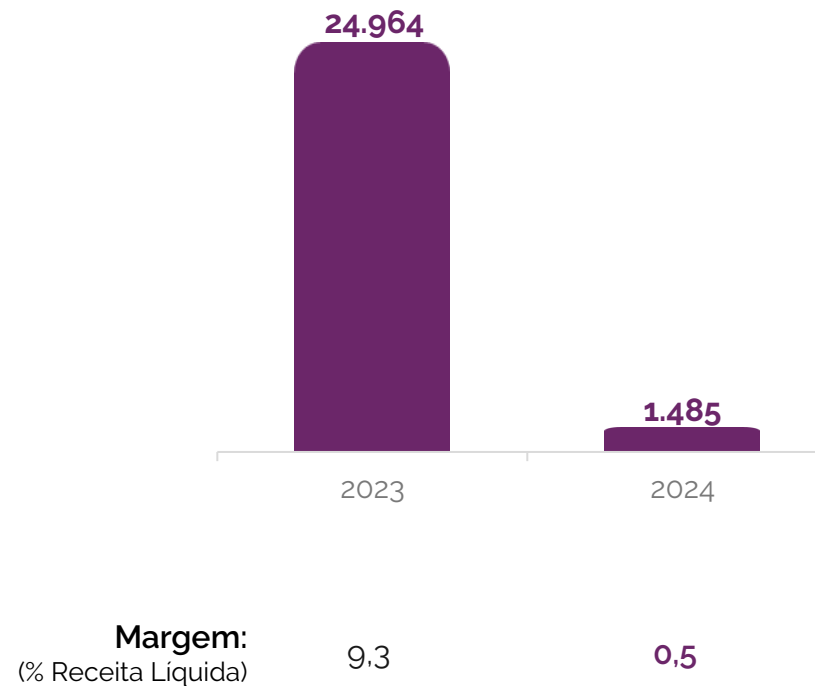
EBITDA e Margem Ajustadas

(em milhares de R\$ e %)

Visão Trimestral



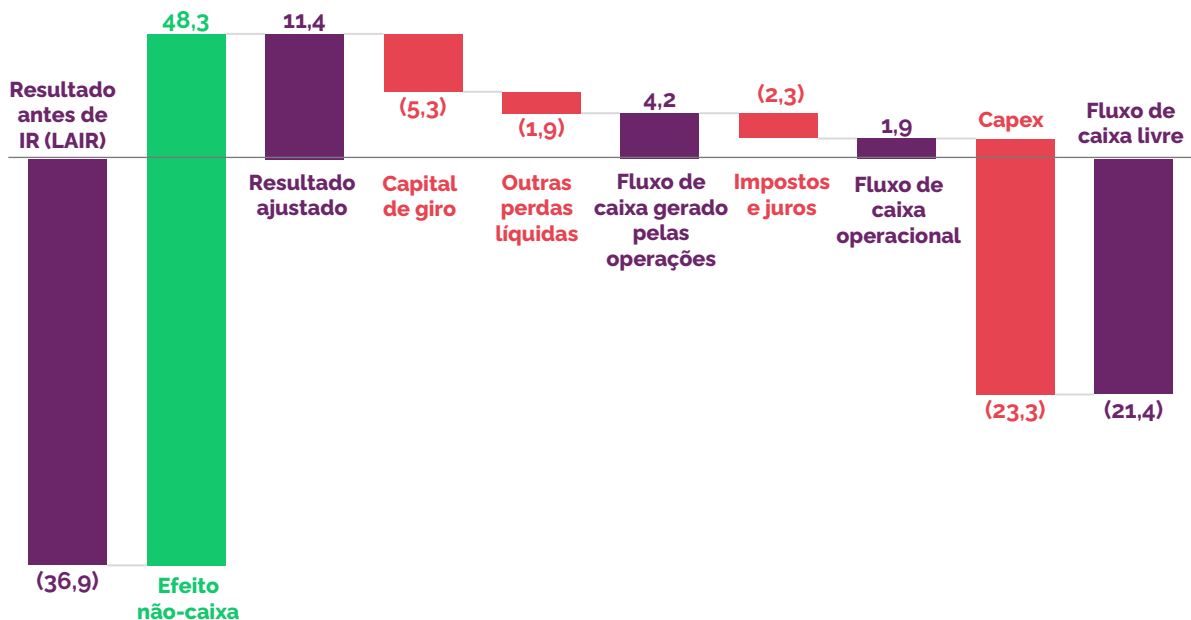
Visão Acumulada



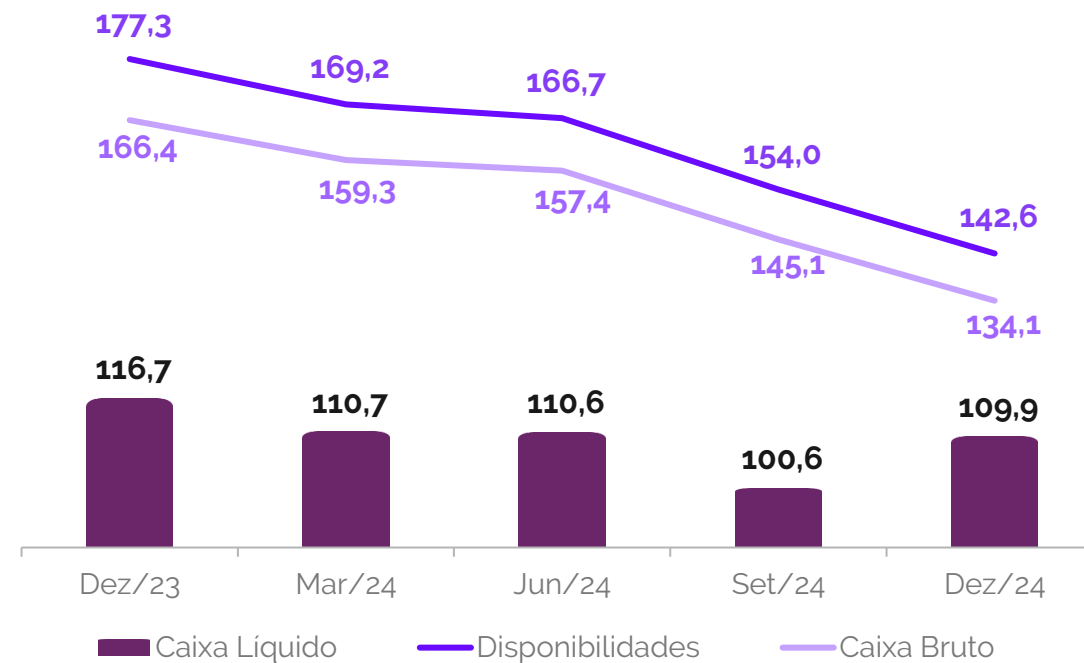
Fluxo e Posição de Caixa

(em milhões de R\$)

Fluxo de Caixa Livre 2024:



Posição de Caixa ao final do período:





Execução do Programa Recompra de Ações

Recompra de 79,2% do limite aprovado

- Foram adquiridas 321,7 mil ações*, um investimento total de R\$ 8,6 milhões
- Preço médio*: R\$26,72
- Validade do plano: até 11/07/2025

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



Ajustes Contábeis sem Efeito em Caixa

Reapresentação das Demonstrações Financeiras de 2023, incluindo saldos iniciais e finais do balanço patrimonial.

Foram realizados ajustes, notadamente na contabilização do IRPJ/CSLL diferidos, relacionados ao ativo intangível de combinações de negócio.

Combinações de Negócios

Realizadas entre 2021 e 2023
(aquisições)



Contabilização Inicial



Reconhecimento do Ativo Intangível

(mais valias de softwares, carteiras de clientes, marcas e consequente ágio.)

Reconhecimento de IR/CSLL Diferidos no Passivos

(diferenças temporais entre reconhecimento do ativo e aproveitamento fiscal)

Exercícios Subsequentes
(efeitos no Balanço e Resultado)



~~Realização do IR/CSLL Diferidos em contrapartida à redução do Ágio~~

✓ No momento da incorporação (2022), o IR/CSLL Diferidos devem ser realizados contra o resultado do exercício

Não houve impacto nos saldos iniciais ou finais do caixa em 2023

Efeito dos Ajustes

Balanço em 1/1/2023

- Ativo Intangível: ↑ R\$ 2,4M
- (Passivo): IR/CSLL Dif.: ↓R\$22,6M
- PL: Reserva de Lucros: ↑25,0M

Balanço em 31/12/2023

- Ativo Intangível: ↑ R\$ 8,2M
- (Passivo): IR/CSLL Dif.: ↓R\$21,3M
- PL: Reserva de Lucros: ↑29,6M

Resultado de 2023

- IR/CSLL Diferidos: ↑R\$ 4,6M
- Resultado Líquido: ↑ R\$4,6M

Q&A

Jean
Klaumann

CEO



Aury
Francisco

CFO & DRI



Augusto
Vilela

Head de RI



Earnings Presentation

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The information contained in this presentation and any statements that may be made during the conference call regarding Neogrid's business prospects, projections and operational and financial goals constitute beliefs and assumptions of the Company's Management, as well as are based on information currently available. 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 operational factors may affect Neogrid's future performance and may lead to results that differ materially from those expressed in such forward-looking considerations.

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Operational Highlights

4Q24



Jean Klaumann
CEO



2024: a year of important investments in our ecosystem



+170 people

Hired to:

64%

- Development
- Products
- Data
- Architecture

36%

- Support
- Customer Success

Innovation Capacity

Sufficient for product and technology roadmap execution

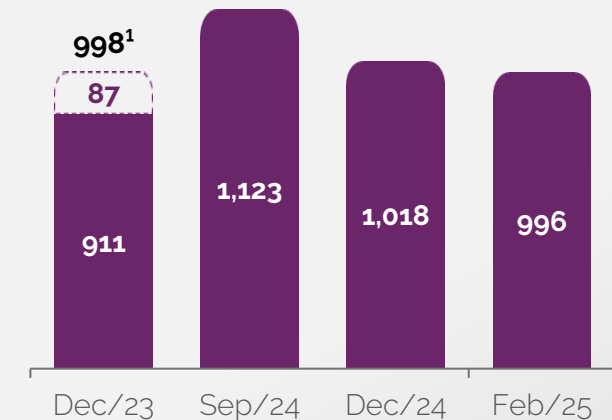


Multiple technological launches and evolutions

Efficiency

Expense control with process improvements and automation

Total Employees:



¹Considers employees of acquired companies, who were integrated in 2024.



Our portfolio generates value and efficiency for the entire consumption chain in Brazil



Neogrid's end-to-end solutions enable a virtuous ecosystem cycle ("flywheel")

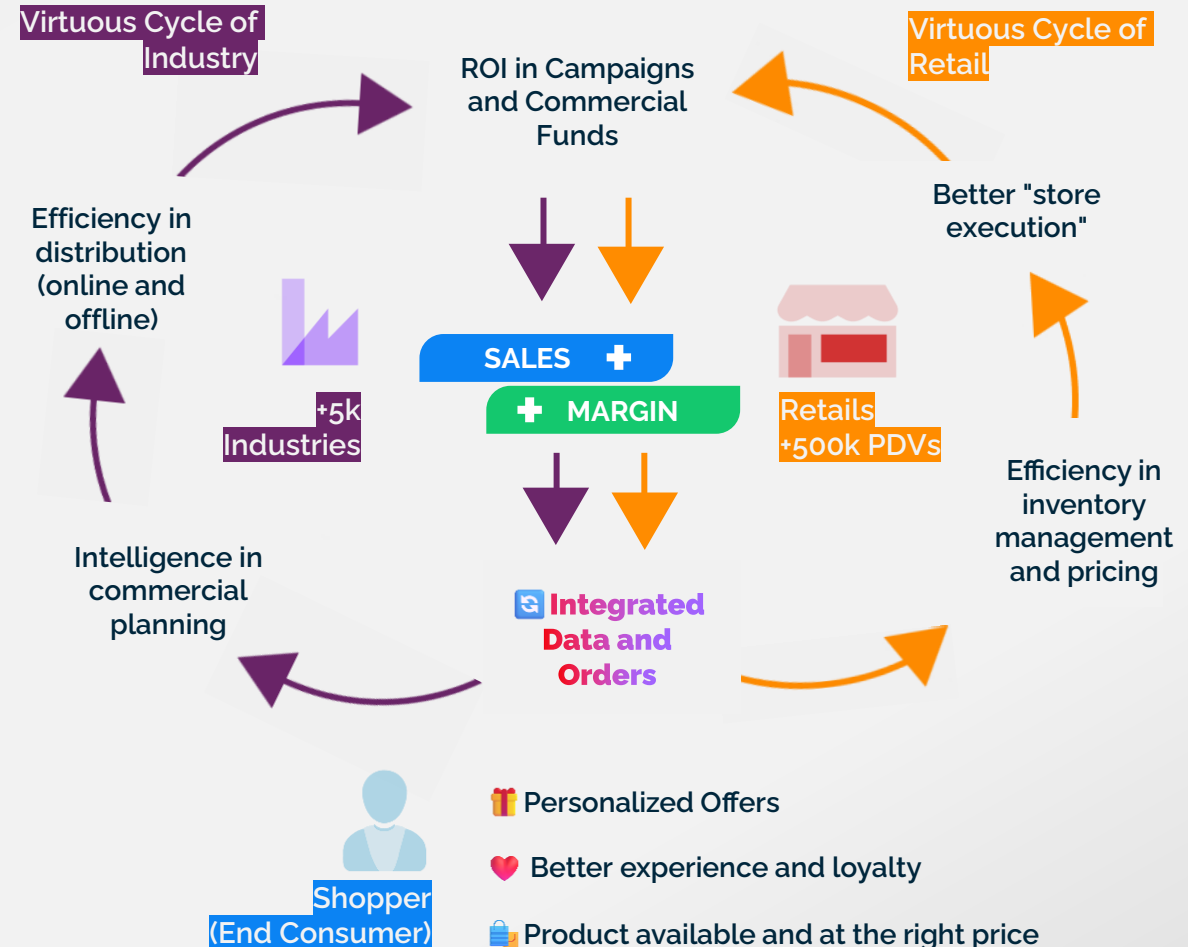
Neogrid Solutions

Competitive Intelligence

Commercial & Sales

Supply Chain & Integration

Trade & Marketing

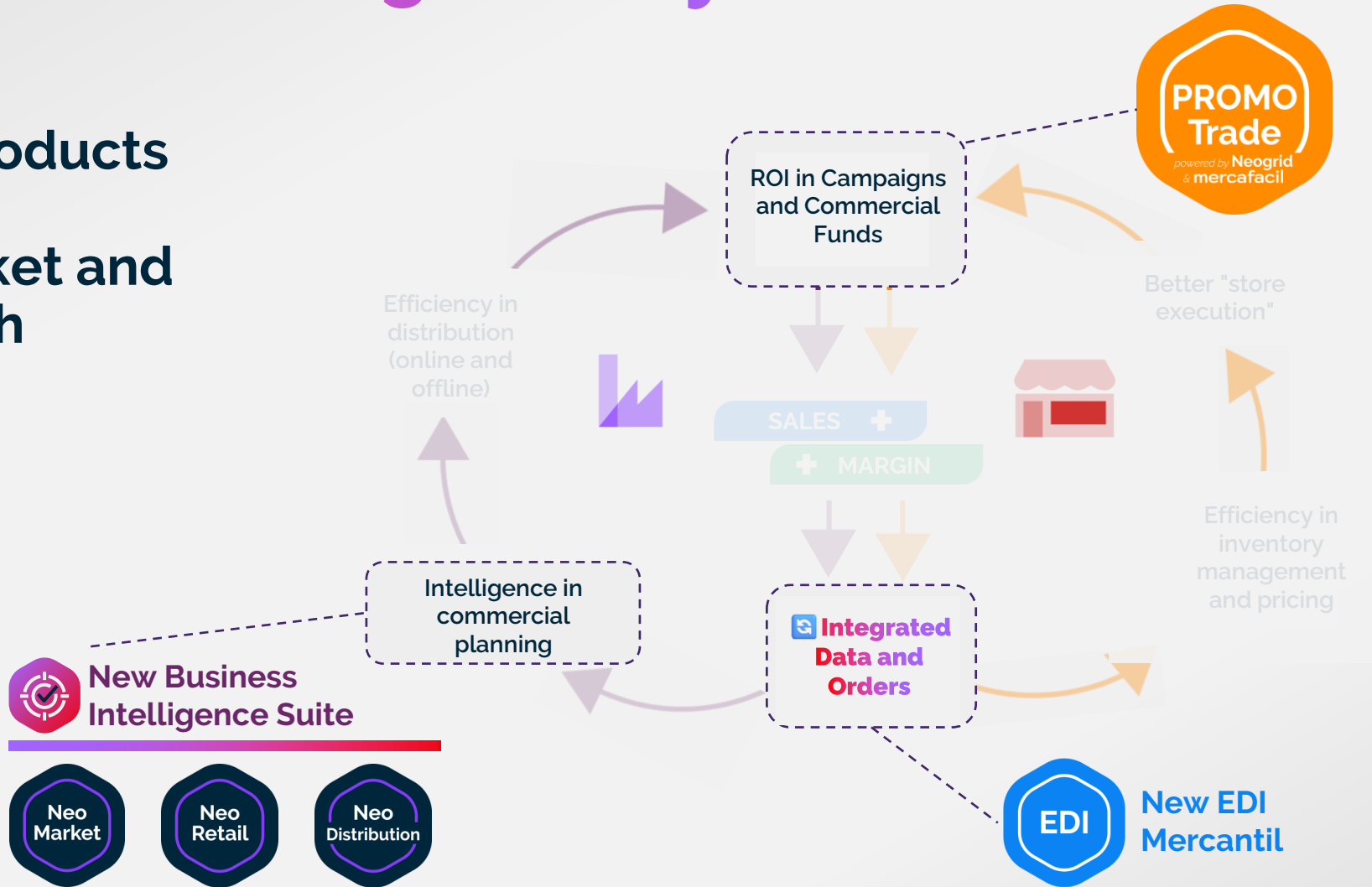


Investments in AI and key stages of the journey accelerate Neogrid's "flywheel"

Investments in products with a larger addressable market and ecosystem growth opportunities

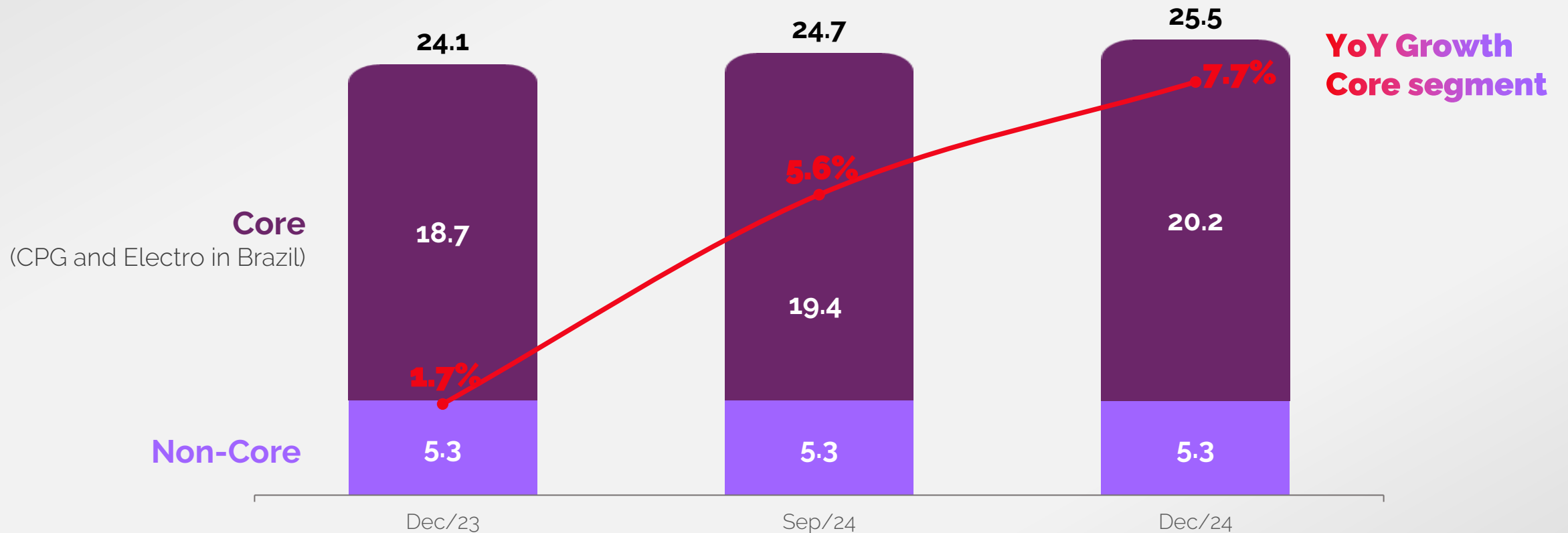


NIA: Neogrid's artificial intelligence, connecting all the products in the portfolio.



Strategic Focus on the CPG and Electro markets in Brazil

Monthly Recurring Revenue (MRR)



Strategic Focus on the CPG and Electro markets in Brazil



Reinforcing our team with solid market experience and customer focus.



Guido Carelli
Revenue & Customer Success



Leandro Murta
Head of the Business
Intelligence Unit



Financial Highlights

4Q24



Aury Fransisco
CFO & IRO

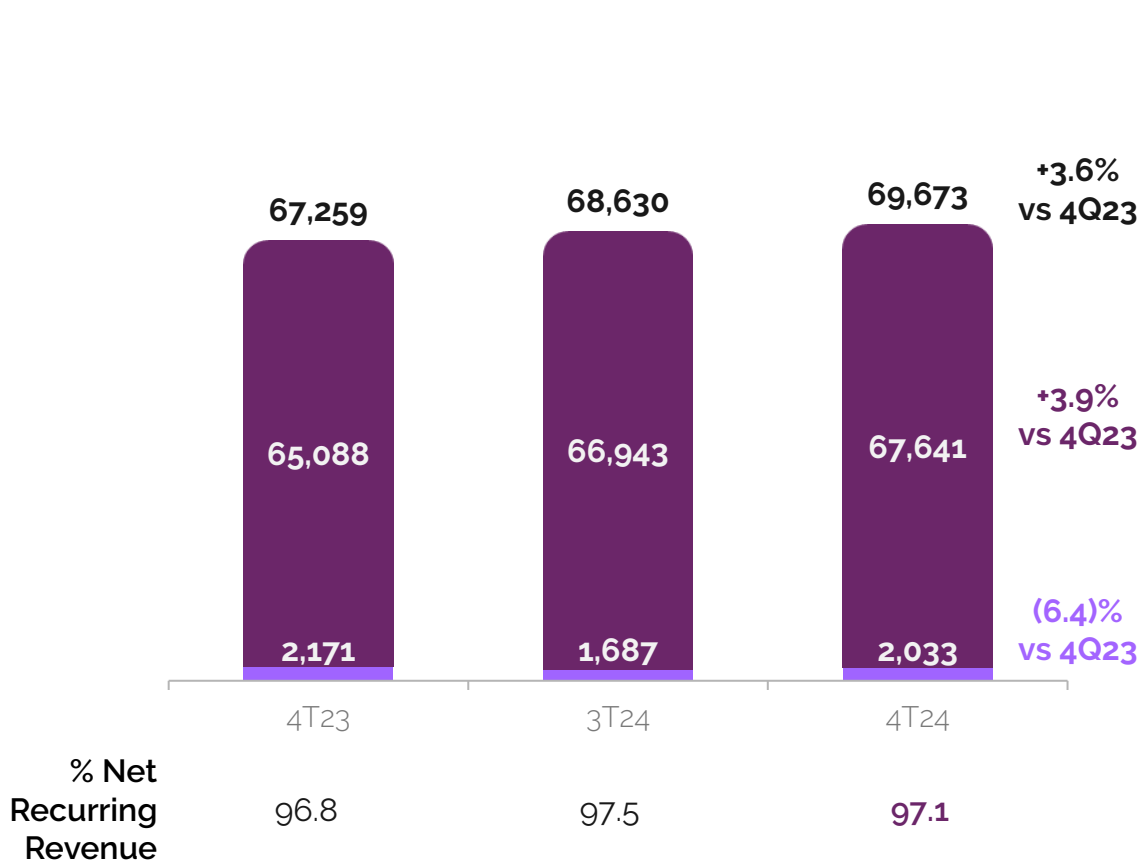


Net revenue

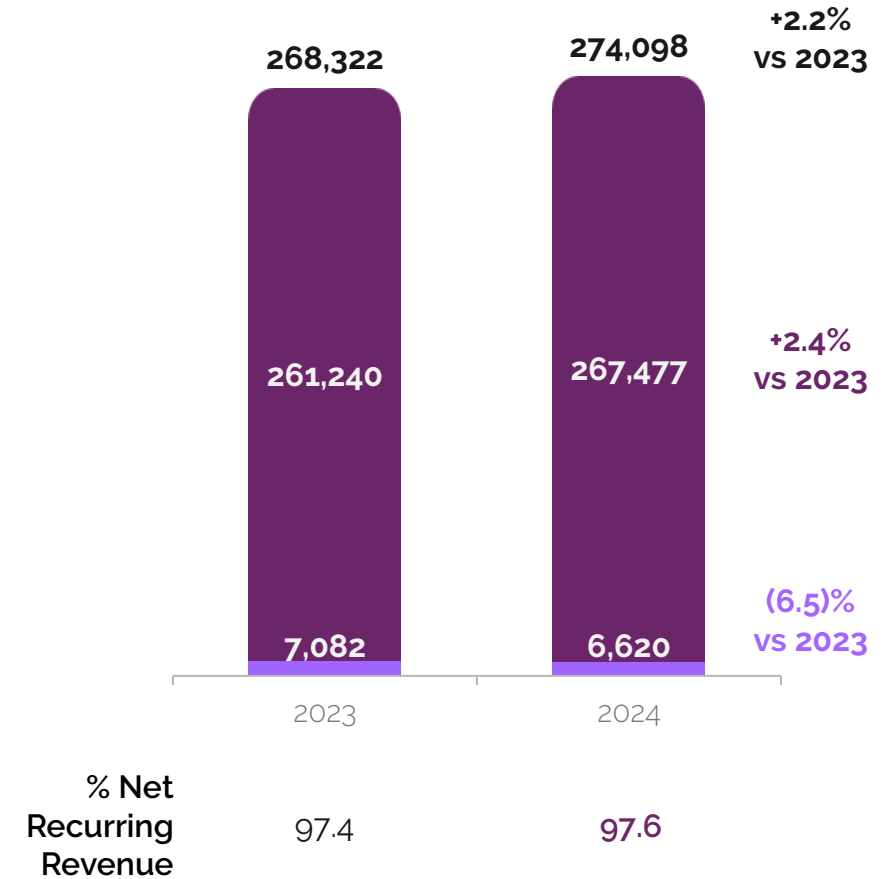


(in thousands of R\$ and %)

Quarterly Overview



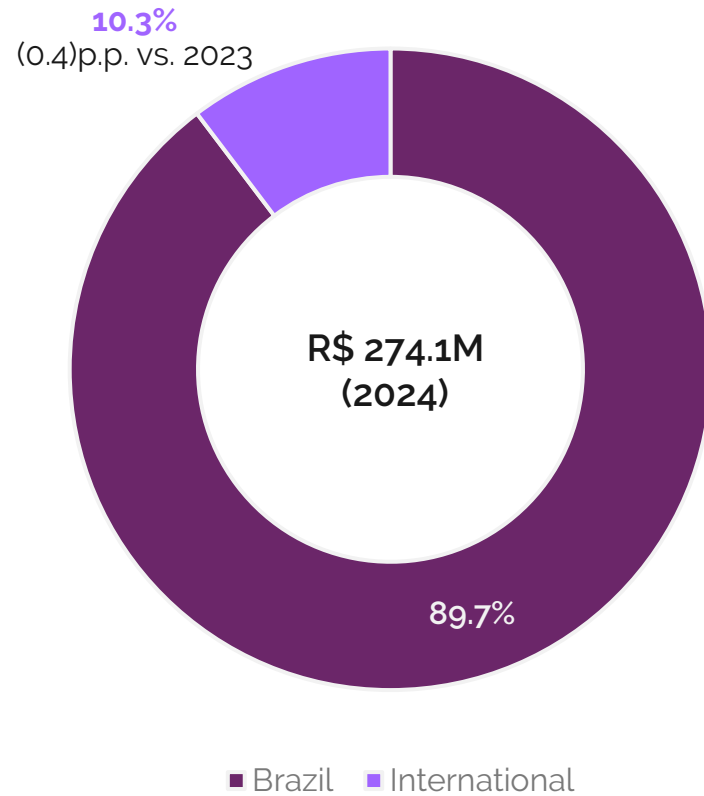
Yearly Overview



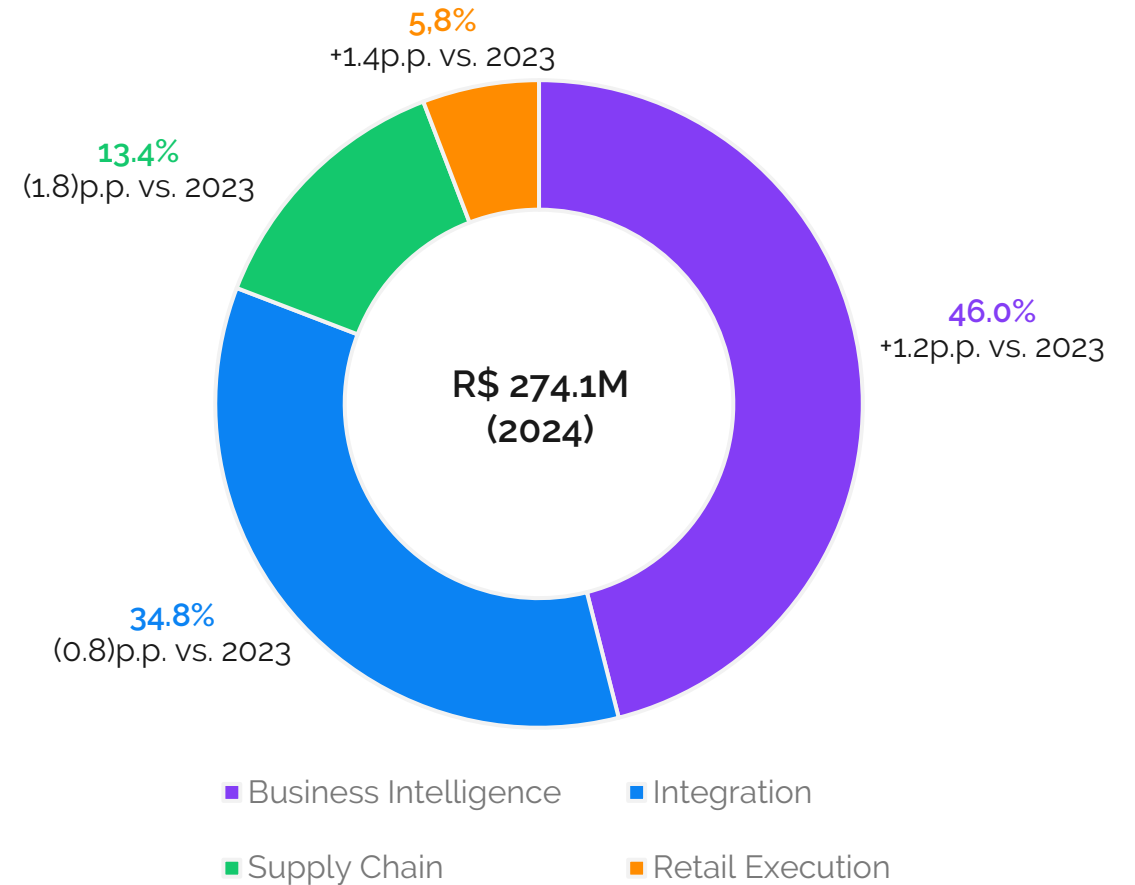
■ Net recurring revenue ■ Net service revenue

Net revenue

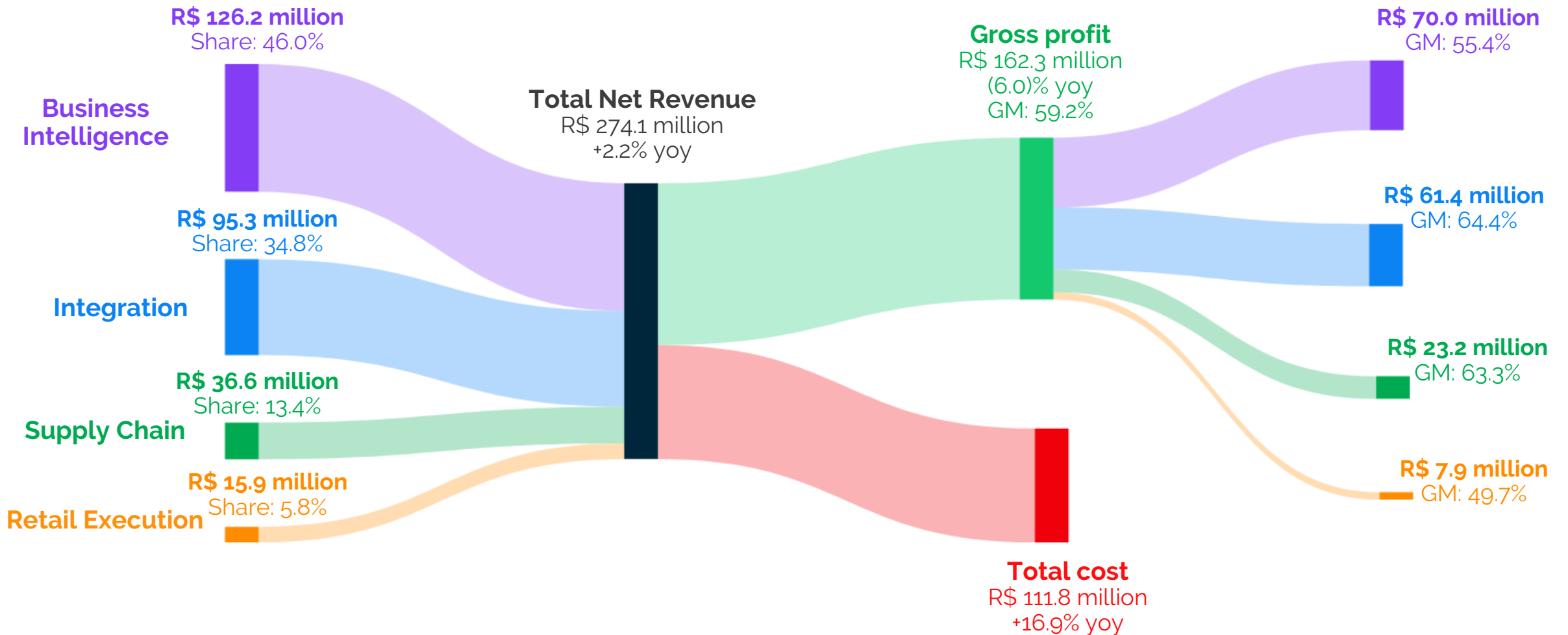
Net Revenue by Region 2024



Net Revenue by Business Unit 2024



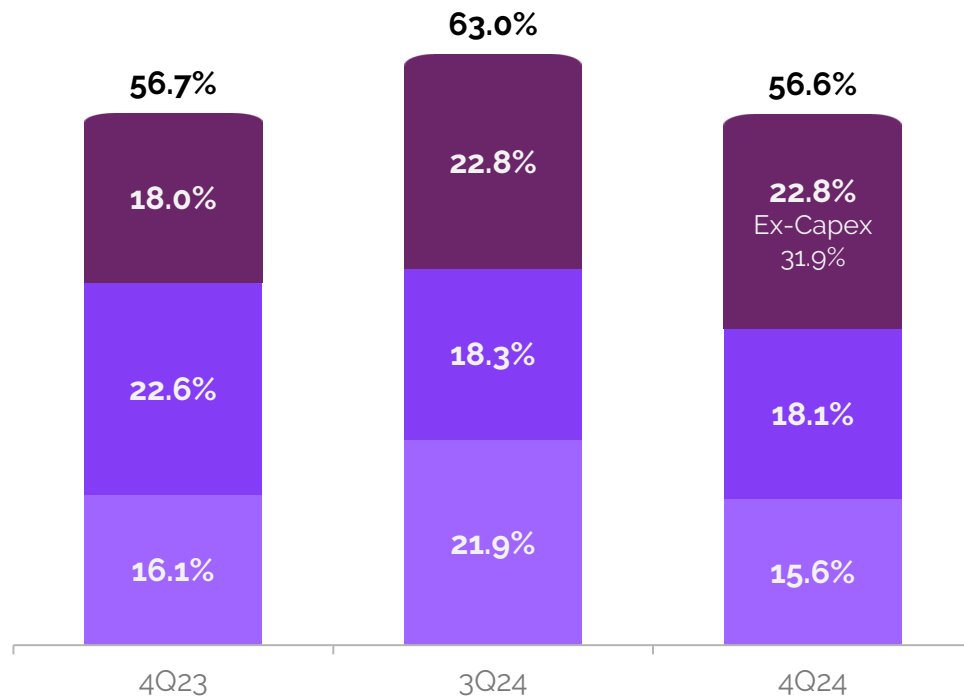
Results by Business Unit 2024



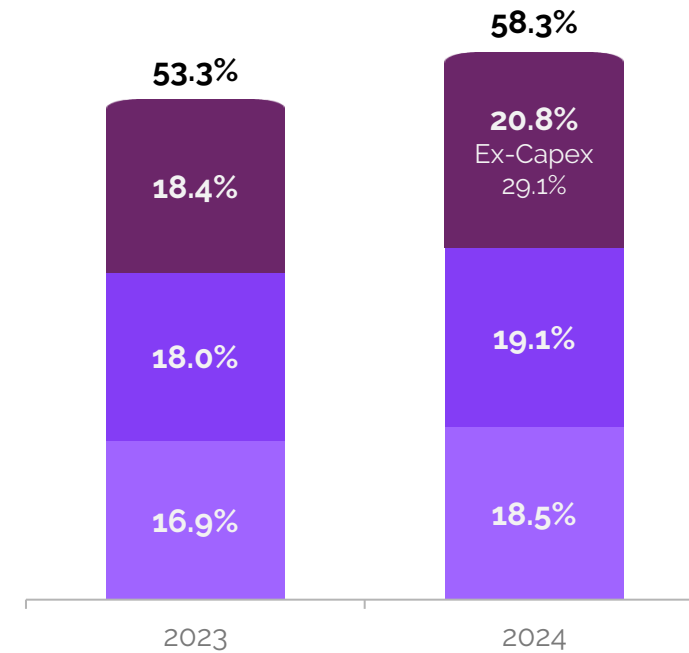
Operating Expenses

(does not consider depreciation and amortization)

Quarterly Overview



Yearly Overview

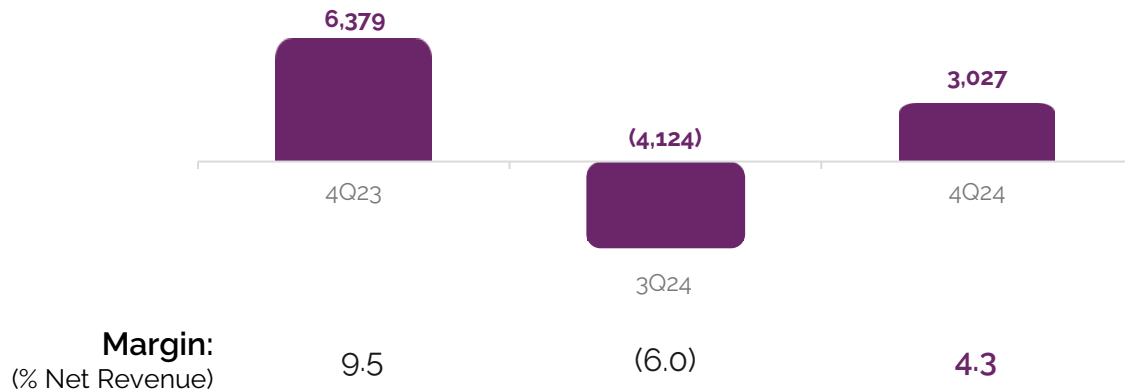


■ P&D ■ G&A ■ Sales Expenses

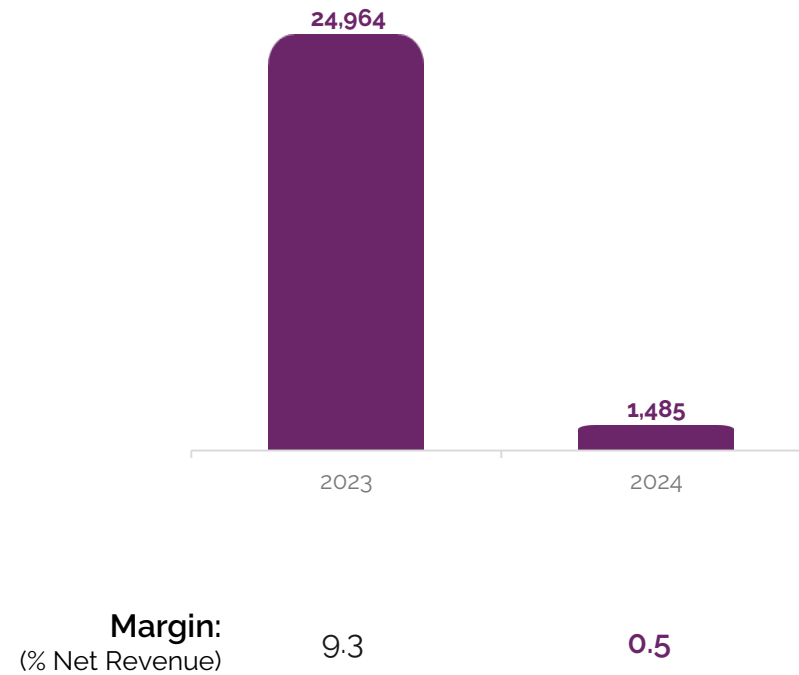
Adjusted EBITDA and Margin

(in thousands of R\$ and %)

Quarterly Overview



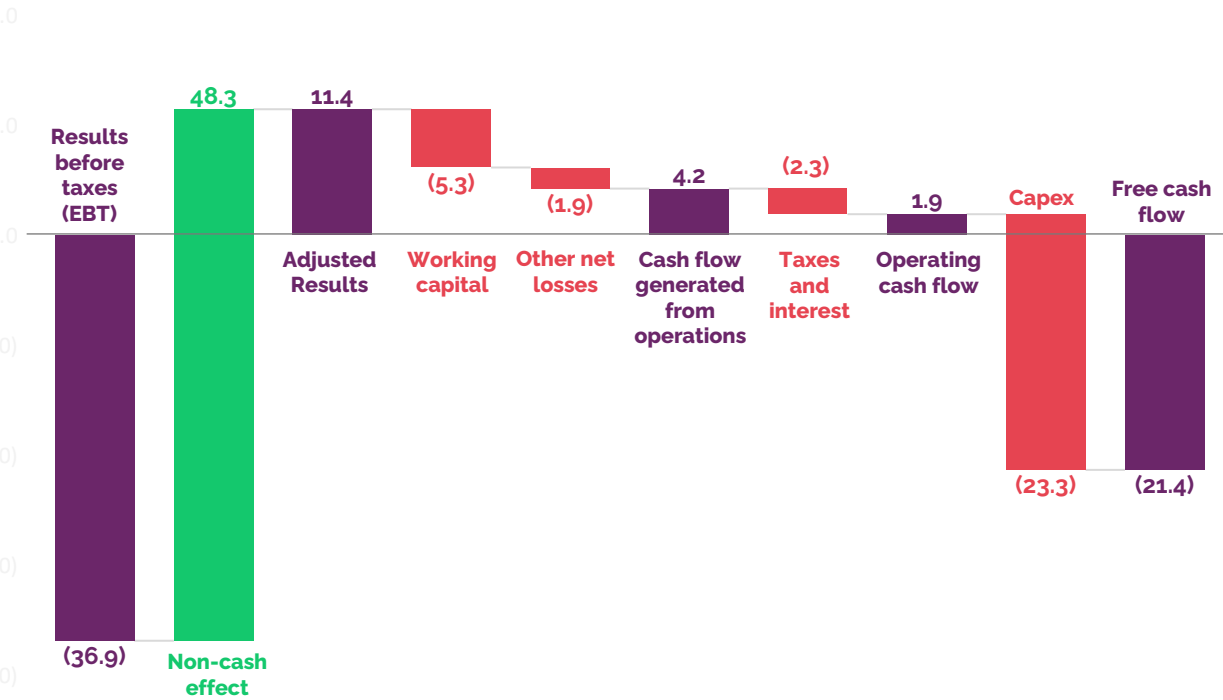
Yearly Overview



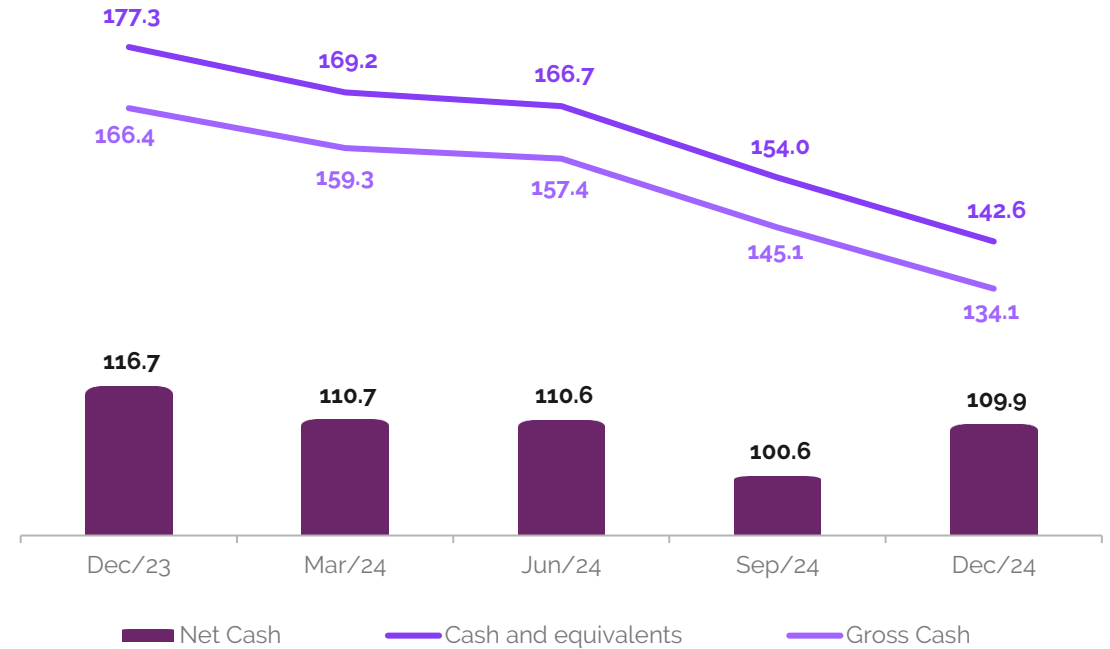
Cash Flow and Position

(in millions of R\$)

Free Cash Flow 2024:



Cash Position at the end of the period:





Share Buyback Program Execution

Buyback of 79.2% of the approved limit

- 321.7 thousand shares* were acquired, an investment of R\$ 8.6 million
- Average price*: R\$26.72
- Plan validity: until July 11, 2025

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



Accounting Adjustments without Cash Effect

Restatement of the 2023 financial statements, including opening and closing balance sheet balances.

Adjustments were made, notably in the accounting of deferred IRPJ/CSLL (corporate income taxes), related to intangible assets arising from business combinations.

Business Combinations
Carried out between 2021 and 2023
(acquisitions)



Initial
Recognition



Recognition of Intangible Assets

(e.g., goodwill and capital gains from software, customer portfolios and brands.)

Recognition of Deferred Income Taxes in Liabilities

(temporary differences between asset recognition and tax effects)

Subsequent
Periods

(effects on the Balance Sheet and Income Statement)



Realization of Deferred IR/CSLL in offset to the reduction of Goodwill



At the time of incorporation (2022), the Deferred IR/CSLL should be recognized against the period's results



There was no impact on beginning or ending cash balances in 2023

Effect of Adjustments

Balance sheet as Jan 1st, 2023

- Intangible Assets: ↑ R\$ 2.4M
- (Liabilities): IR/CSLL Dif.: ↓ R\$22.6M
- Equity: Profit Reserves: ↑25.0M

Balance sheet as Dec 31, 2023

- Intangible Assets: ↑ R\$ 8.2M
- (Liabilities): IR/CSLL Dif.: ↓ R\$21.3M
- Equity : Profit Reserves : ↑29.6M

2023 Results

- IR/CSLL Dif.: ↑ R\$ 4.6M
- Net Results: ↑ R\$4.6M

Q&A

Jean
Klaumann

CEO



Aury
Francisco

CFO & IRO



Augusto
Vilela

IR Head

