CIST
GLOBAL DIGITAL SPECIALISTS
27 YEARS
MAKE THEIR TOMORROW

TODAY'S **SPEAKERS**

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Q&A SESSION

Submit your question via email to

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SAFE HARBOR AND NON-IFRS MEASURES

FORWARD-LOOKING STATEMENTS This presentation includes "forward-looking statements" within the meaning of the "safe harbor"provisions of the United States Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are statements that could be deemed forward-looking statements, which include but are not limited to: the statements under "Business outlook," including expectations relating to revenues and other financial or business metrics; statements regarding relationships with clients; and any other statements of expectation or belief. The words “believe,” “will,” “may,” “may have,” “would,” “estimate,” “continues,” “anticipates,” “intends,” “plans,” “expects,” “budget,” "scheduled,” “forecasts” and similar words are intended to identify estimates and forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking.

Forward-looking statements represent our management's beliefs and assumptions only as of the date of this press release. You should read this press release with the understanding that our actual future results may be materially different from what we expect. These statements are subject to known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or achievements to differ materially from results expressed or implied in this press release. Such risk factors include, but are not limited to, those related to: the current and future impact of the COVID-19 pandemic, the ongoing war in Ukraine and economic sanctions imposed by Western economies over Russia on our business and industry; the effects of competition on our business; uncertainty regarding the demand for and market utilization of our services; the ability to maintain or acquire new client relationships; general business and economic conditions; our ability to successfully integrate Dextra, Somo and Box 1824; and our ability to successfully execute our growth strategy and strategic plans. Additional information concerning these and other risks and uncertainties are contained in the "Risk Factors" section of CI&T's annual report on Form 20-F. Additional information will be made available in our annual reports on Form 20-F, and other filings and reports that CI&T may file from time to time with the SEC. Except as required by law, CI&T assumes no obligation and does not intend to update these forward-looking statements or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

NON-IFRS MEASURES We regularly monitor certain financial and operating metrics to evaluate our business, measure our performance, identify trends affecting our business, formulate financial projections and make strategic decisions. These non-IFRS financial measures include Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Profit for the period, Adjusted Net Profit Margin for the period, Net Revenue at Constant Currency and Net Revenue Increase at Constant Currency, and should be considered in addition to results prepared in accordance with IFRS, but not as substitutes for IFRS results. In addition, our calculation of these non-IFRS financial measures may be different from the calculation used by other companies, and therefore comparability may be limited. These non-IFRS financial measures are provided as additional information to enhance investors’ overall understanding of the historical and current financial performance of our operations. See "Reconciliation of Non-IFRS measures" in the appendix for reconciliations of our Non-IFRS measures to the nearest IFRS measure.

We calculate Net Revenue at Constant Currency and Net Revenue Growth at Constant Currency by translating Net revenue from entities reporting in foreign currencies into Brazilian reais using the comparable foreign currency exchange average rates from the prior period to show changes in our revenue without giving effect to period-to-period currency fluctuations. Reported Net Revenue in 2021 considers the FX rate at the end of each month, while Net Revenue at Constant Currency considers the average FX rate for the period.

AGENDA

TRANSPIRE ACQUISITION

Enhancing our growth in Australia
the Asia Pacific region

transpire

A digital product agency based in Australia that creates **digital experiences to transform & inspire.**

CLIENTS

agl · ANZ · Australia Post · Australian Government Department of Veterans' Affairs · Baker Heart & Diabetes Institute

Bupa · PEXA · RACV · Telstra · Transurban

Verrency · VicRoads · Virgin Australia · Vodafone · Zip

SERVICES

User Experience & Design Thinking

A human-centred design approach to extend the power, impact, and value of your digital products.

Mobile & Web Development

Developing innovative, world-class digital experiences, specializing in native iOS and Android mobile applications.

Cloud Software

Application modernization and cloud native software, built on AWS.

PEOPLE

Transpire works in technology, but their digital experiences are built for and by humans. Their purpose is to weave humanity into technology, and use technology to build a better world.

BOX1824 ACQUISITION

Exponential Strategy @ CI&T

A strategic consultancy firm that transforms visions of the future and maps behaviors in **business strategies**.

Map scenarios to identify movements, behaviors and initiatives that hint at new realities and contexts.

Translate new contexts in a tangible and structured manner so that everyone can share the same vision

Highlight paths and measures so companies can make the most of novel scenarios, transforming vision into innovation and new action fronts for the coming years.

2Q22 FINANCIAL **HIGHLIGHTS**

1. SUPERIOR GROWTH PROFILE

67% Net Revenue Growth in 2Q22 over 2Q21 (**73%** at Constant Currency)

127 Clients Contributing **R$1M+** Revenue in 2Q22 LTM

2. RESILIENT BUSINESS MODEL

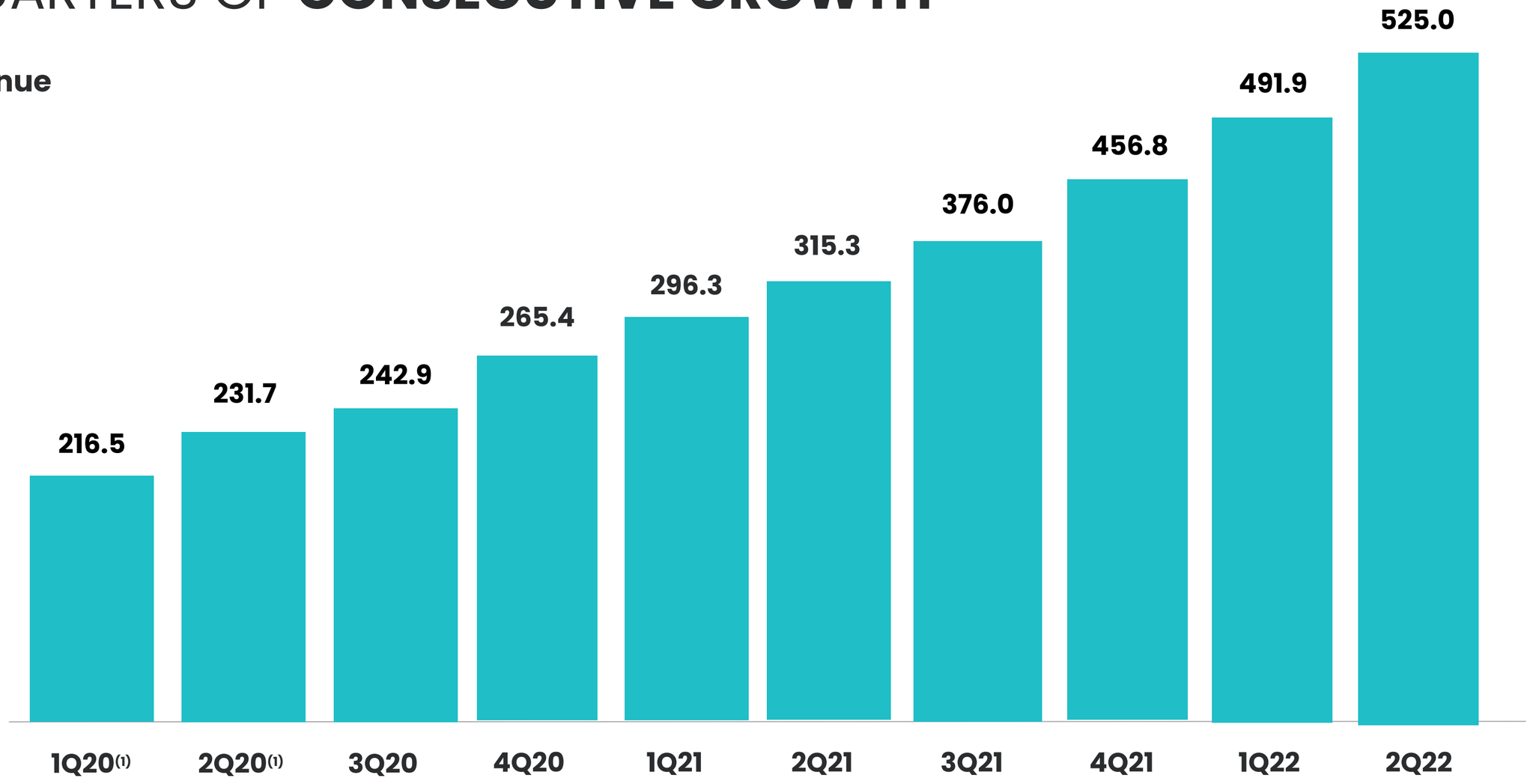
19.1% Adjusted EBITDA Margin

Net addition of **2,734** employees in the last 12 months, an increase of 68%

Note: Net revenue growth at constant currency is a non-IFRS financial measures. Please refer to the appendix for the reconciliation tables of non-IFRS measures.

24 QUARTERS OF **CONSECUTIVE GROWTH**

Net Revenue
R$ Million



Note: (1) Unaudited numbers.

CLIENTS

POSITIVELY IMPACTING OUR CLIENTS

GIVING GIANTS NIMBLE FEET

84% of our clients are **Brick & Mortar** and **16% Digital Native**

Note: As of June 30, 2022

Clients Stories

- Nestlé
- 1Mio
- RaiaDrogasil
- The Kraft Heinz Company

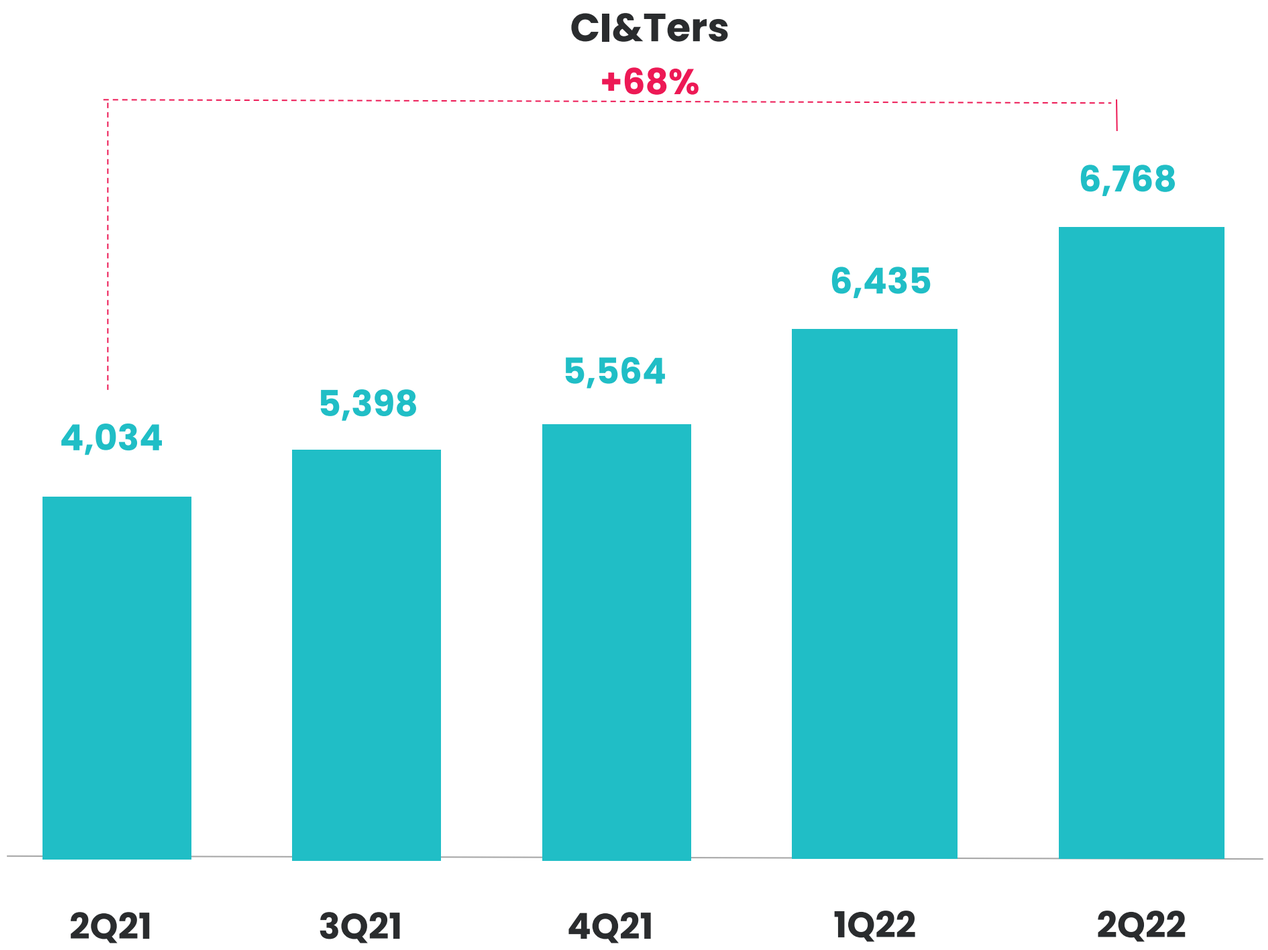
News

- Forrester Wave Report
- London Tech Week SOMO
- Polar Route
- Box 1824 Acquisition

Highlights

- CI&T Pride Month
- Data&Analytics Powerhouse

PEOPLE PLATFORM FOR GROWTH



6,700+

Professionals

+68% y-o-y

Recognized for "**Good Employability Practices for Disabled Workers**" at the UN

glassdoor

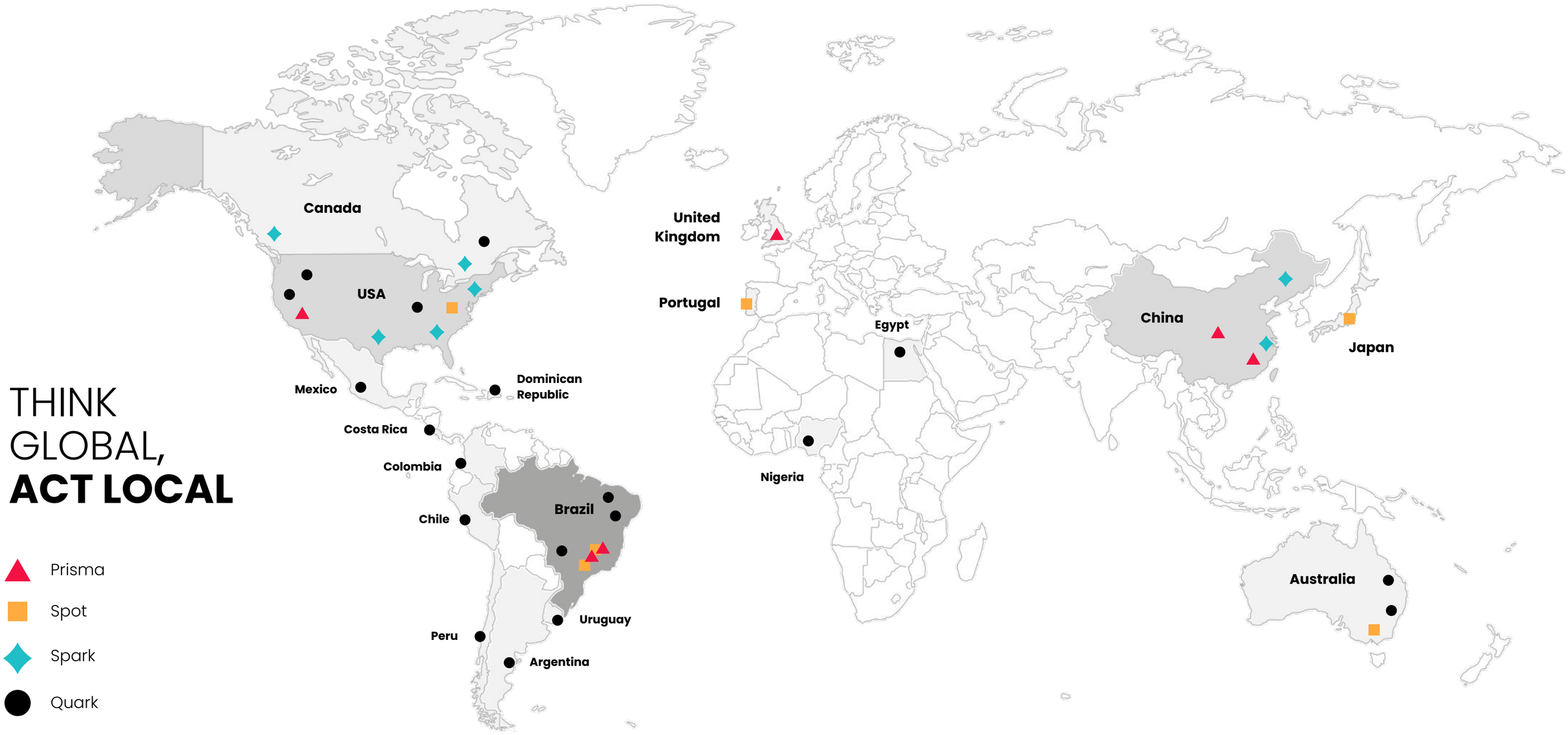
Great Place To Work.

Melhores Empresas para Trabalhar™ LGBTQI+ Great Place To Work. BRASIL 2021

HUMAN RIGHTS CAMPAIGN FOUNDATION

GLOBAL TALENT NETWORK

THINK
GLOBAL,
ACT LOCAL



- Prisma
- Spot
- Spark
- Quark

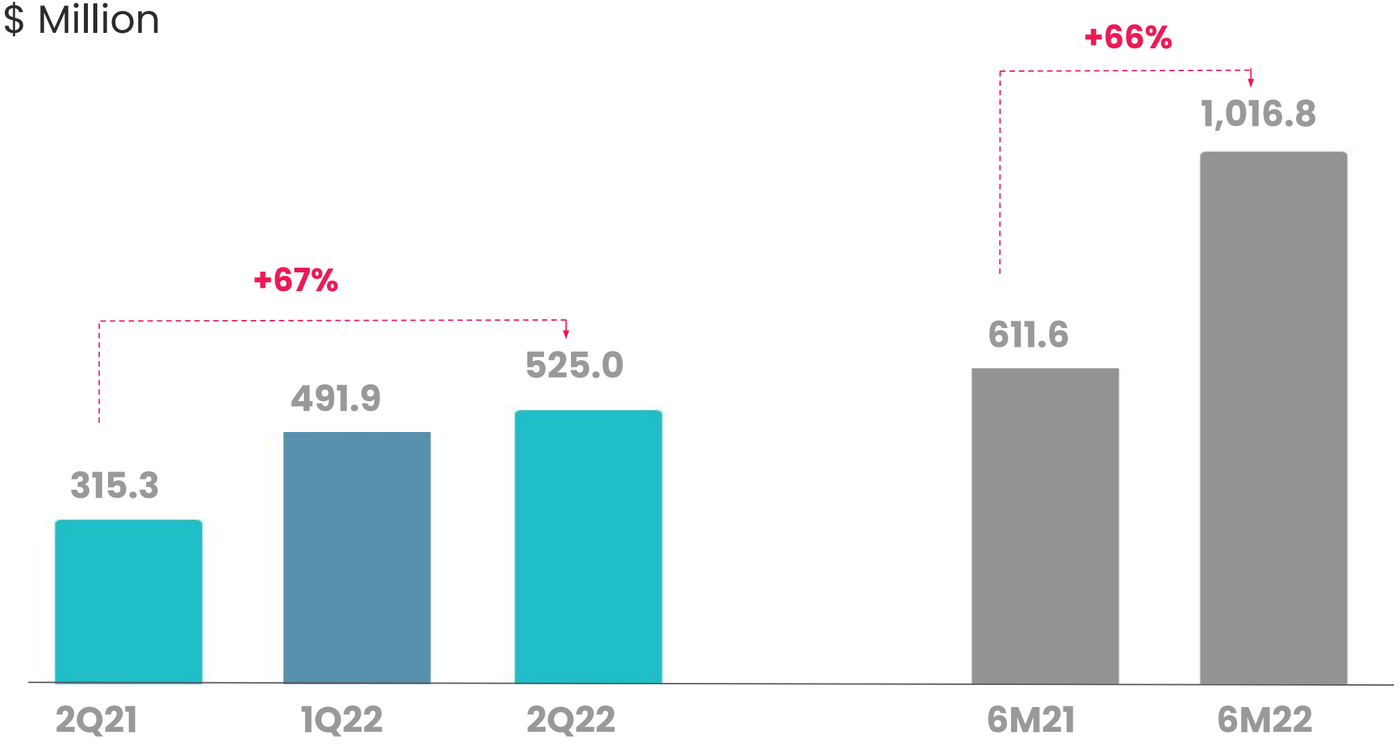
Global competence centers | Near-the-customer centers | Strategy and design competence centers | Work from anywhere talents

RESULTS DRIVEN

DRIVEN BY IMPACT

2Q22 and 6M22 RESULTS • RESILIENT TOP-LINE GROWTH

Net Revenue
R$ Million



- **74%** Net Revenue growth at Constant Currency in 6M22 x 6M21
- U.S. continues to be the largest growing market organically for CI&T
- Addition of 17 and 33 new clients in 2Q22 and 6M22, respectively, with revenues above R$ 1.0M in the last twelve months

Net Revenue Growth at Constant Currency

73%
2Q22 x 2Q21

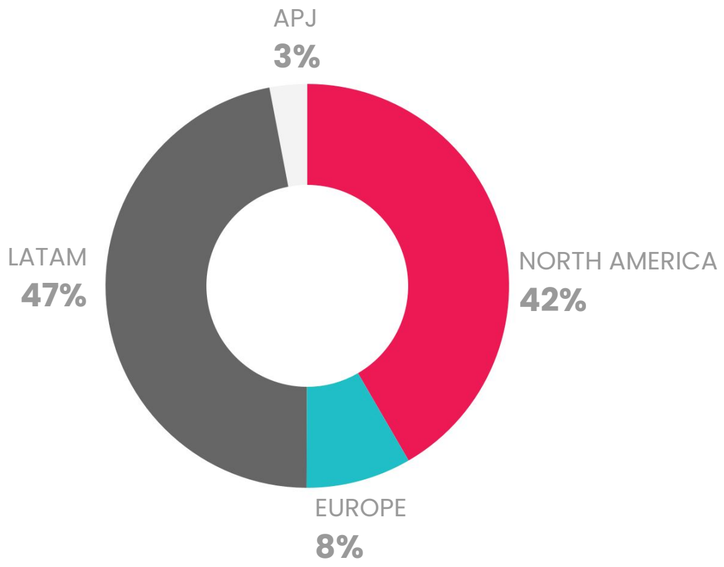
74%
6M22 x 6M21

Note: net revenue growth at constant currency is a non-IFRS financial measures. Please refer to the appendix for the reconciliation tables of non-IFRS measures.

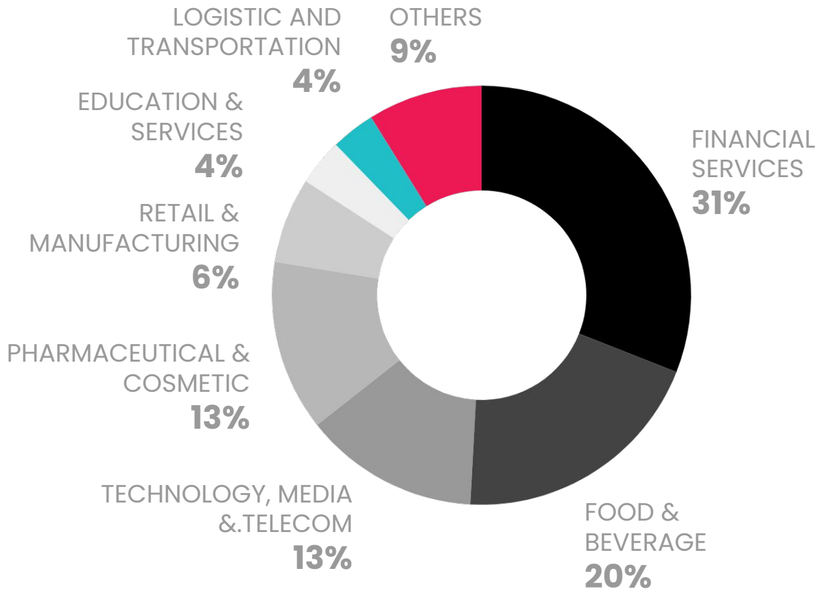
BLUE CHIP CLIENT BASE ACROSS REGIONS & INDUSTRIES

6M22 NET REVENUE BREAKDOWN

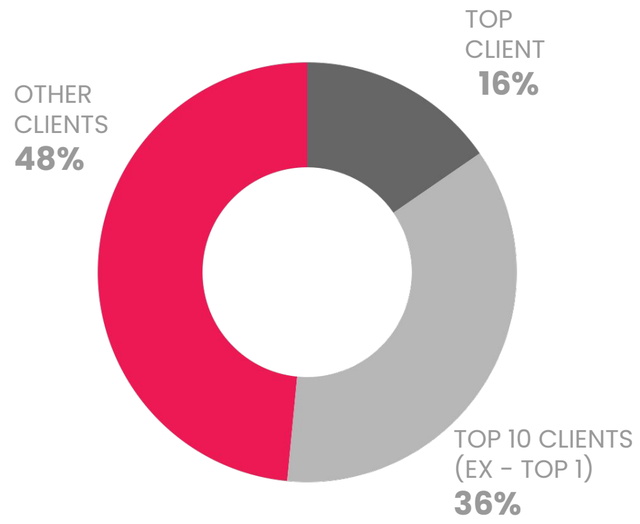
NET REVENUE BY GEOGRAPHY
% OF TOTAL



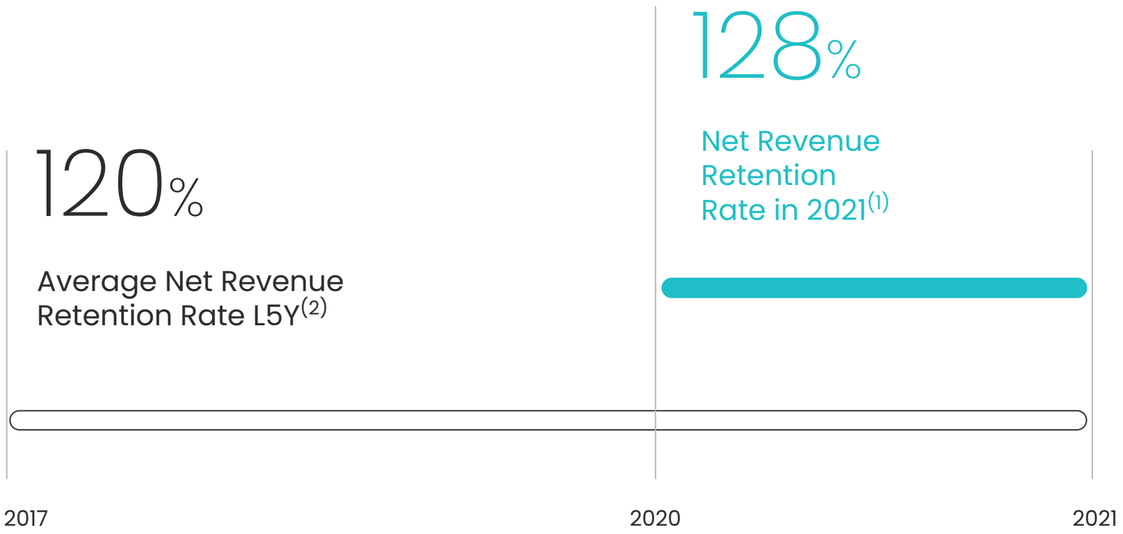
NET REVENUE BY INDUSTRY
% OF TOTAL



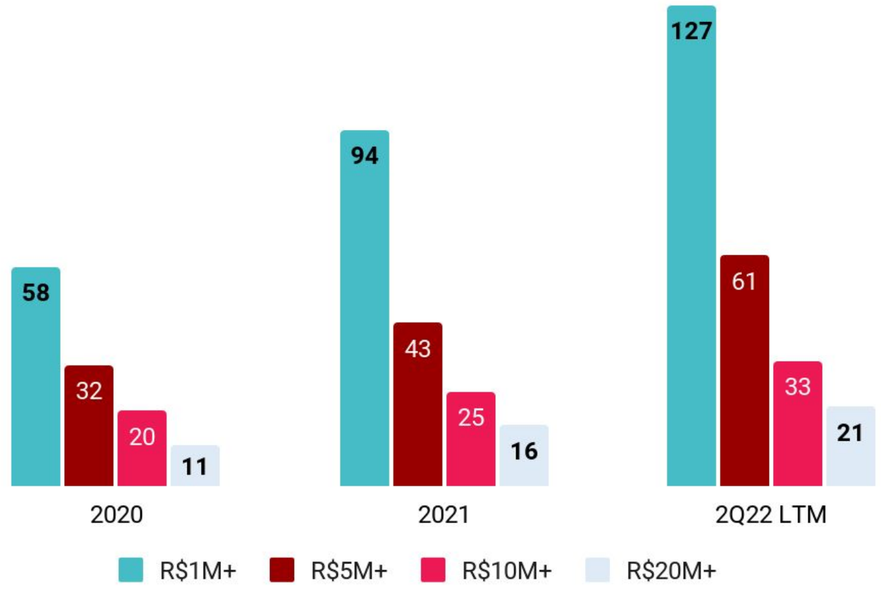
TOP CLIENT'S NET REVENUE SHARE
% OF TOTAL



GROWTH ENGINE: CONSISTENTLY EXPANDING **CLIENT RELATIONSHIPS**



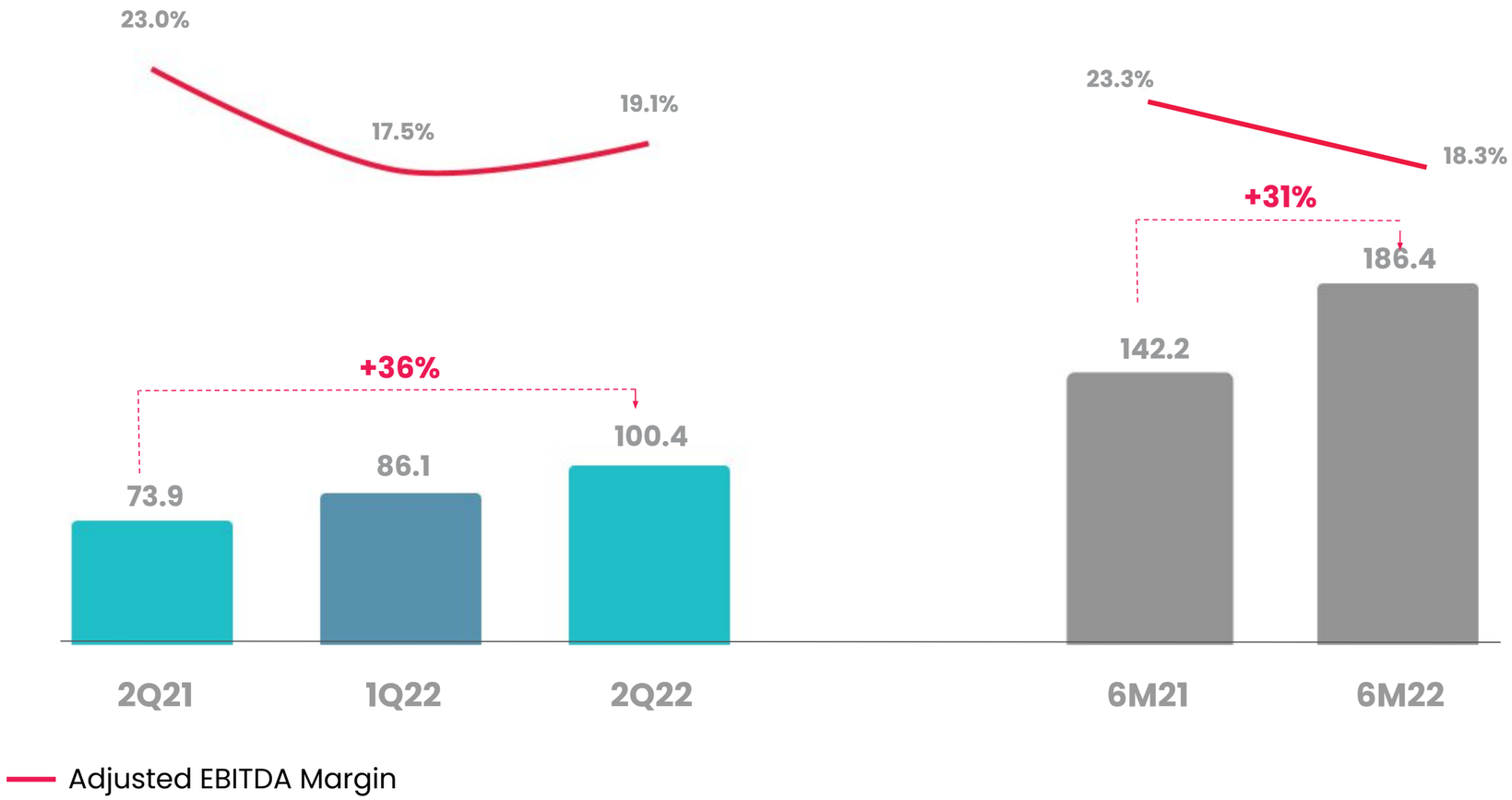
Increasing Number of Multi-million Accounts (cumulative)



Notes: (1) Percentage of recurring revenue retained from customers (2) Average in the last five years.

2Q22 and 6M22 RESULTS • SOLID PROFITABILITY METRICS

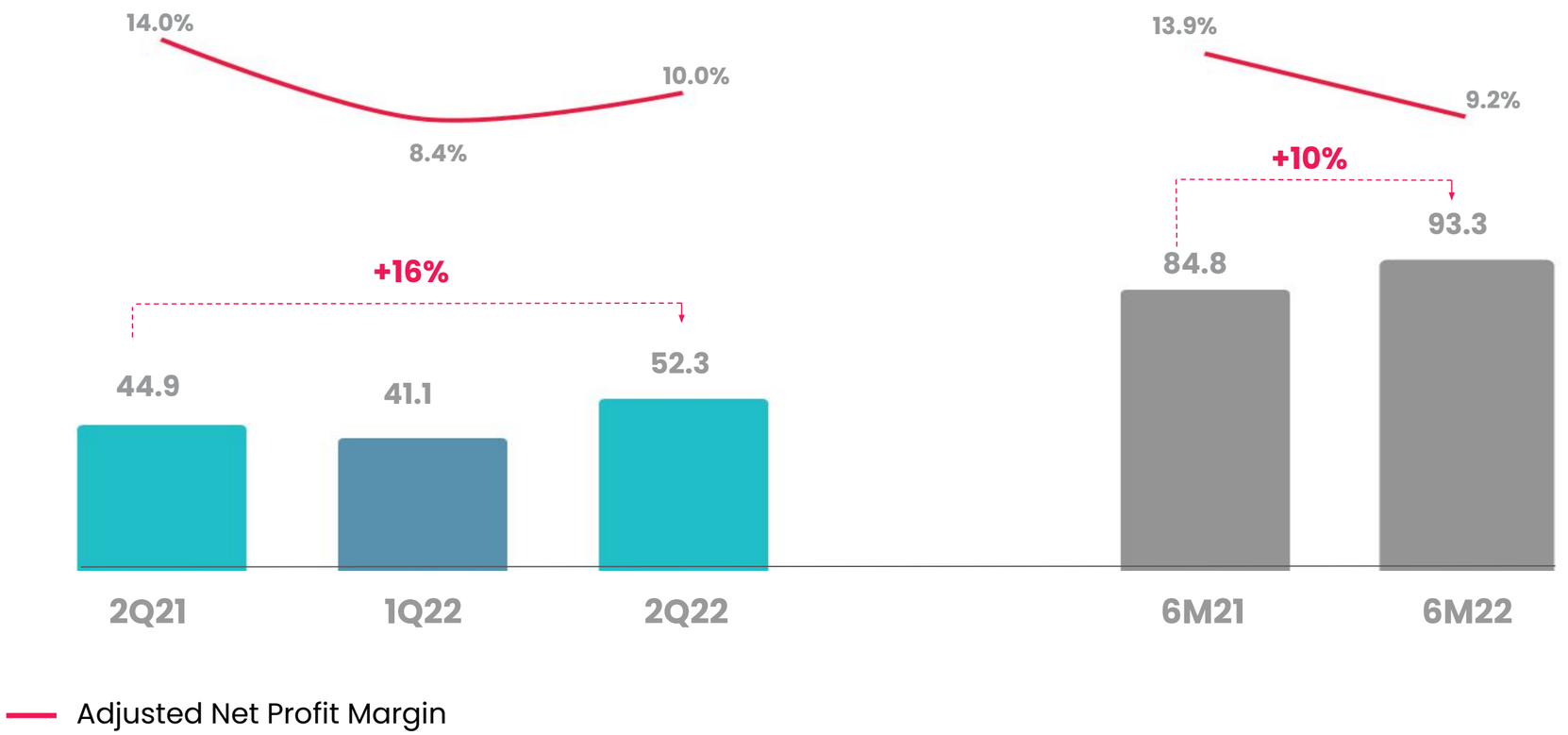
Adjusted EBITDA & Margin
R$ Million; %



Note: Adjusted EBITDA and adjusted EBITDA margin are non-IFRS financial measures. Please refer to the appendix for the reconciliation tables of non-IFRS measures.

2Q22 and 6M22 RESULTS • CONSISTENT ADJUSTED NET PROFIT GROWTH

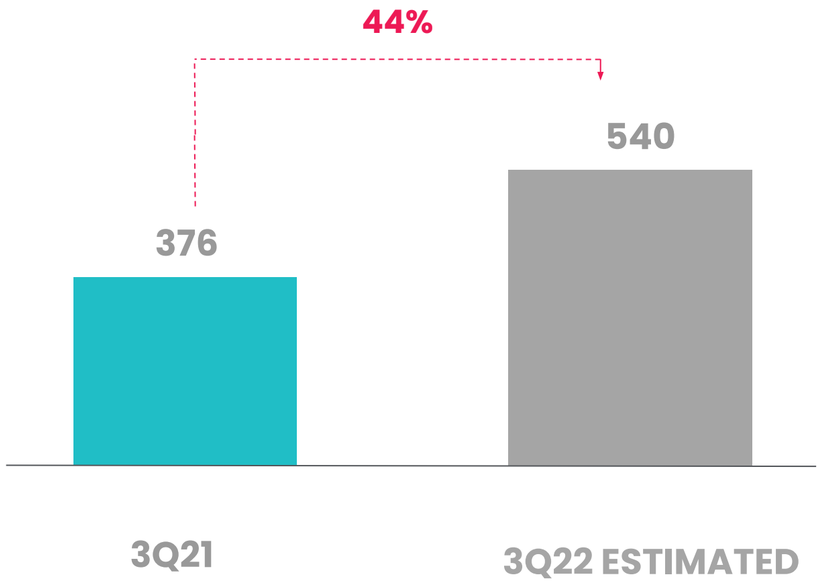
Adjusted Net Profit & Margin
R$ Million; %



Note: Adjusted net profit and adjusted net profit margin are non-IFRS financial measures. Please refer to the appendix for the reconciliation tables of non-IFRS measures.

BUSINESS **OUTLOOK**

NET REVENUE (R$ Million)
3Q22 ESTIMATE (AT LEAST)



- **46%** Net revenue growth at **constant currency** in 3Q22 x 3Q21

Notes: These estimates are forward-looking statements. See Safe Harbor regarding Forward-looking Statements.

Business Outlook

Net Revenue Growth (y-o-y)

41%
in 2020

51%
in 2021

new guidance of at least

55%
in 2022
on a constant currency basis

[1] Digital Strategy as a core component of our offering

[2] our Growth Unit business architecture

[3] a programmatic approach for M&A

Adjusted EBITDA margin of at least 19% in 2022

Assuming an average FX rate of 5.10 BRL to the USD for the full year.

Notes: The 2022 guidance estimate is forward-looking statement. See Safe Harbor regarding Forward-looking Statements.

MAKE THEIR TOMORROW

THANK YOU

CI&T

GLOBAL DIGITAL
SPECIALISTS

Appendix - 2Q2022 and 6M2022 Reconciliation of Non-IFRS measures

	2Q22	2Q21	6M22	6M21
Net Revenue	525,015	315,324	1,016,887	611,616
Reconciliation of Adjusted Gross Profit				
Gross Profit	183,513	109,556	346,393	217,476
Adjustments				
Depreciation and amortization (cost of services provided)	10,295	6,551	19,614	12,776
Stock-based compensation	(361)	181	821	233
Adjusted Gross Profit	**193,447**	**116,287**	**366,828**	**230,485**
Adjusted Gross Profit Margin	36.8%	36.9%	36.1%	37.7%
Reconciliation of Adjusted EBITDA				
Net profit for the period	25,999	44,722	55,222	84,337
Adjustments				
Net finance costs	17,533	1,989	34,245	3,686
Income tax expense (2)	18,016	18,423	33,330	38,658
Depreciation and amortization	24,205	8,224	43,596	16,019
Stock-based compensation	(106)	328	1,133	501
Consulting expenses	6,395	237	9,090	462
Government grants	(115)	(9)	(174)	(1,414)
Write-off	-	-	1,548	-
Acquisition-related expenses	8,464	-	8,464	-
Adjusted EBITDA	**100,391**	**73,915**	**186,454**	**142,249**
Adjusted EBITDA Margin	19.1%	23.4%	18.3%	23.3%
Reconciliation of Adjusted Net Profit				
Net profit for the period	25,999	44,722	55,222	84,337
Adjustments				
Consulting expenses	6,395	237	9,090	462
Write-off	-	-	1,548	-
Acquisition-related expenses	19,859	-	27,488	-
Adjusted Net profit for the period	**52,253**	**44,959**	**93,348**	**84,799**
Adjusted Net profit Margin for the period	10.0%	14.3%	9.2%	13.9%
Net Revenue at Constant Currency				
Net Revenue at Constant Currency	549,961	317,995	1,065,309	611,905

In calculating **Adjusted Gross Profit**, we exclude cost components that are not related to the direct management of our services. For the periods herein, the adjustments applied were: (i) depreciation and amortization related to costs of services provided; and (ii) stock-based compensation expenses.

In calculating **Adjusted EBITDA**, we exclude components that are not related to the direct management of our services. For the periods herein, the adjustments were: (i) consulting expenses related to corporate reorganization, the initial public offering, and acquisition-related activities; (ii) government grants related to tax reimbursement in the Chinese subsidiary; (iii) stock-based compensation expenses; (iv) non-cash expenses related to the inventory of property, plant, and equipment of the recently acquired Dextra, and (v) acquisition-related expenses, including fair value adjustment on accounts payable for business combination and retention bonuses.

In calculating **Adjusted Net Profit**, we exclude cost components that are not related to the direct management of our services. For the periods herein, the adjustments applied were: (i) consulting expenses related to corporate reorganization, and the initial public offering, and as well as mergers and acquisition-relateds activities, (ii) non-cash expenses related to the inventory of property, plant, and equipment of the recently acquired Dextra and (iii) acquisition-related expenses, including amortization of intangible assets from acquired companies, fair value adjustment on account payables for business combination, and retention bonuses.

We calculate **Net Revenue at Constant Currency** by translating Net revenue from entities reporting in foreign currencies into Brazilian reais using the comparable foreign currency exchange average rates from the prior period to show changes in our revenue without giving effect to period-to-period currency fluctuations. Reported Net Revenue in 2021 considers the FX rate at the end of each month, while Net Revenue at Constant Currency considers the average FX rate for the period.

CI&T is not providing a quantitative reconciliation of forward-looking Non-IFRS Net Revenue Growth at Constant Currency and Adjusted EBITDA to the most directly comparable IFRS measure because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items without unreasonable effort. These items include, but are not limited to, stock-based compensation expense, acquisition-related expenses, the tax effect of non-IFRS adjustments and other items. These items are uncertain, depend on various factors, and could have a material impact on IFRS reported results for the guidance period.