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**EARNINGS
CALL 3Q24**

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Hello,

We are your **CI&T** presenters today:

TODAY



**Cesar
Gon**

Founder & CEO



**Bruno
Guicardi**

Founder & NAE
President



**Stanley
Rodrigues**

Partner, CFO



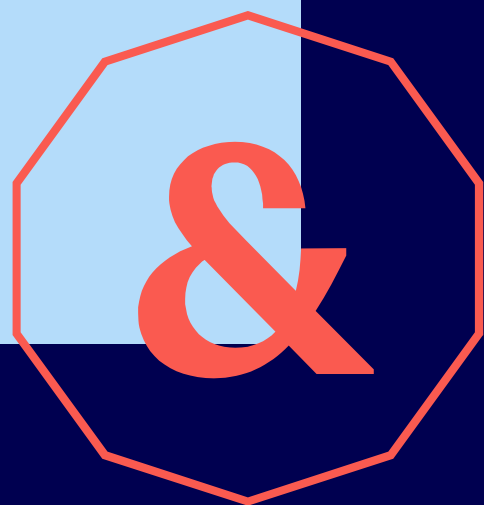
**Eduardo
Galvão**

IR Director



Q&A SESSION

Submit your question via email to
investors@ciandt.com



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 that may be deemed forward-looking statements 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 expectations or beliefs. 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 our expectations. 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 be materially different from those expressed or implied by such statements in this press release. Such risk factors include, but are not limited to, those relating to: the ongoing war in Ukraine and the economic sanctions imposed by Western economies on Russia, as well as the conflict between Israel and Hamas, and their impact on our business and industry; the impact of competition on our business; uncertainty regarding the demand for and market utilization of our services; our ability to maintain or acquire new client relationships; general business and economic conditions; our ability to successfully integrate the recent-acquired business; the impact of pandemics, epidemics and disease outbreak; and our ability to successfully implement our growth strategy and strategic plans. Additional information about these and other risks and uncertainties is 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 we may file from time to time with the SEC. Except as required by law, we assume no obligation to and do not intend to update these forward-looking statements or to update the reasons why actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

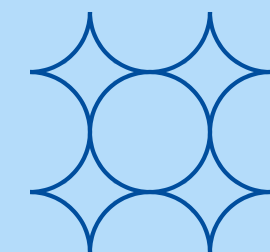
NON-IFRS MEASURES We regularly monitor certain financial and operating metrics to evaluate our business, measure our performance, identify trends affecting our business, formulate financial projections, and make strategic decisions. These non-IFRS financial measures include Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Profit, Adjusted Net Profit Margin, Net Revenue at Constant Currency, and Net Revenue Growth at Constant Currency. They 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 differ from those used by other companies, and therefore, comparability may be limited. These non-IFRS financial measures are provided as additional information to enhance investors’ understanding of our operations’ historical and current financial performance.

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 rates from the prior period to show changes in our revenue without giving effect to period-to-period currency fluctuations. In calculating Adjusted Gross Profit, we exclude cost components unrelated to the direct management of our services. For the periods presented, the adjustments applied were: (i) depreciation and amortization related to the costs of services provided and (ii) share-based compensation expenses.

In calculating Adjusted EBITDA, we exclude components unrelated to the direct management of our services. We calculate Adjusted EBITDA for the periods presented as Net Profit, plus net finance costs, income tax expense, depreciation and amortization, plus: (i) share-based compensation expenses; (ii) government grants related to tax reimbursement in our Chinese subsidiary; (iii) acquisition-related expenses, including the present value and fair value adjustment to accounts payable for business acquired, consulting expenses, and retention packages; and (iv) business restructuring expenses related to the optimization of our global delivery model based on our nearshoring strategy, including termination charges, severance and legal services for employee separations from North America, Europe and Asia Pacific regions.

In calculating Adjusted Net Profit, we exclude components unrelated to the direct management of our services. For the periods presented, the adjustments have been made for (i) acquisition-related expenses (including amortization of intangible assets from acquired companies, present value and fair value adjustments to accounts payable for business acquired, consulting expenses, and retention packages); (ii) business restructuring expenses related to the optimization of our global delivery model based on our nearshoring strategy, including termination charges, severance and legal services for employee separations from North America, Europe and Asia Pacific regions; (iii) share-based compensation expenses; and (iv) the tax effects of non-IFRS adjustments.

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.



Agenda

01

Highlights

02

Business
Cases

03

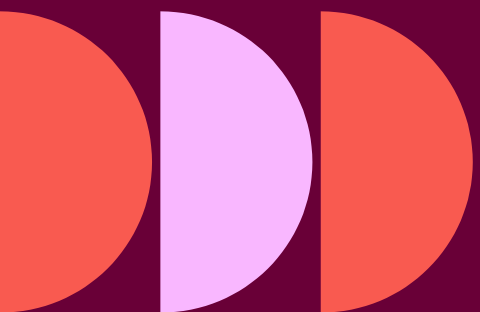
Our
People

04

Results
Driven

05

Q&A



CI&T CULTURE TENETS



We shape the future with our clients

Our partnerships forge new paths
and create what's next.



Excellence is our standard

Excellence is the foundation of
everything we do.



We master the infinite game

We quickly learn, adapt, and reinvent,
thriving in perpetual innovation.



Collaboration is our superpower

Together, we amplify our strength
and drive collective success.



Results fuel our ambition

Our relentless pursuit of impact
ensures continuous growth.



Diversity strengthens us

Each person enriches our community,
their unique perspectives fueling our
collective intelligence.

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3Q24 Financial Highlights

Net Revenue in 3Q24

R\$622.2M

+17.6% growth
year-over-year

Adjusted EBITDA Margin ⁽¹⁾

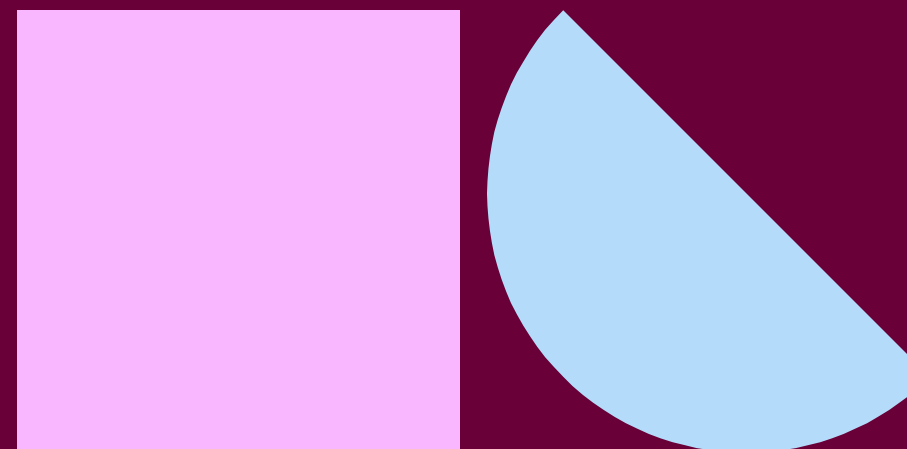
19.5%

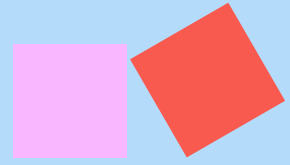
Cash Generated

R\$ 295M

from operating activities in 9M24

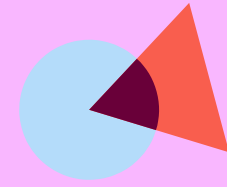
(1) Adjusted EBITDA Margin is a non-IFRS financial measure.
See disclosure regarding Non-IFRS measures.





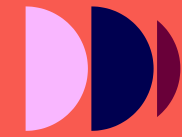
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NEWS

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HIGH- LIGHTS

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GLOBAL TALENT NETWORK

People platform for growth

6,755
CI&Ters

520
CI&Ters
welcomed in
the quarter

10.5%
Attrition ¹



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



Certified for having **25% of
the Board of Directors**
composed by women.

¹ Attrition: Employee voluntary attrition excluding employees with less than six months in the company.

CI&T
NEXT GEN
AI EDITION

+10k

Applications

500

Talents



▶ KEY NUMBERS

1M+ Lines of Code

80%+ Revenue using Flow

75%+ of CI&T using Flow

6.5k+ users

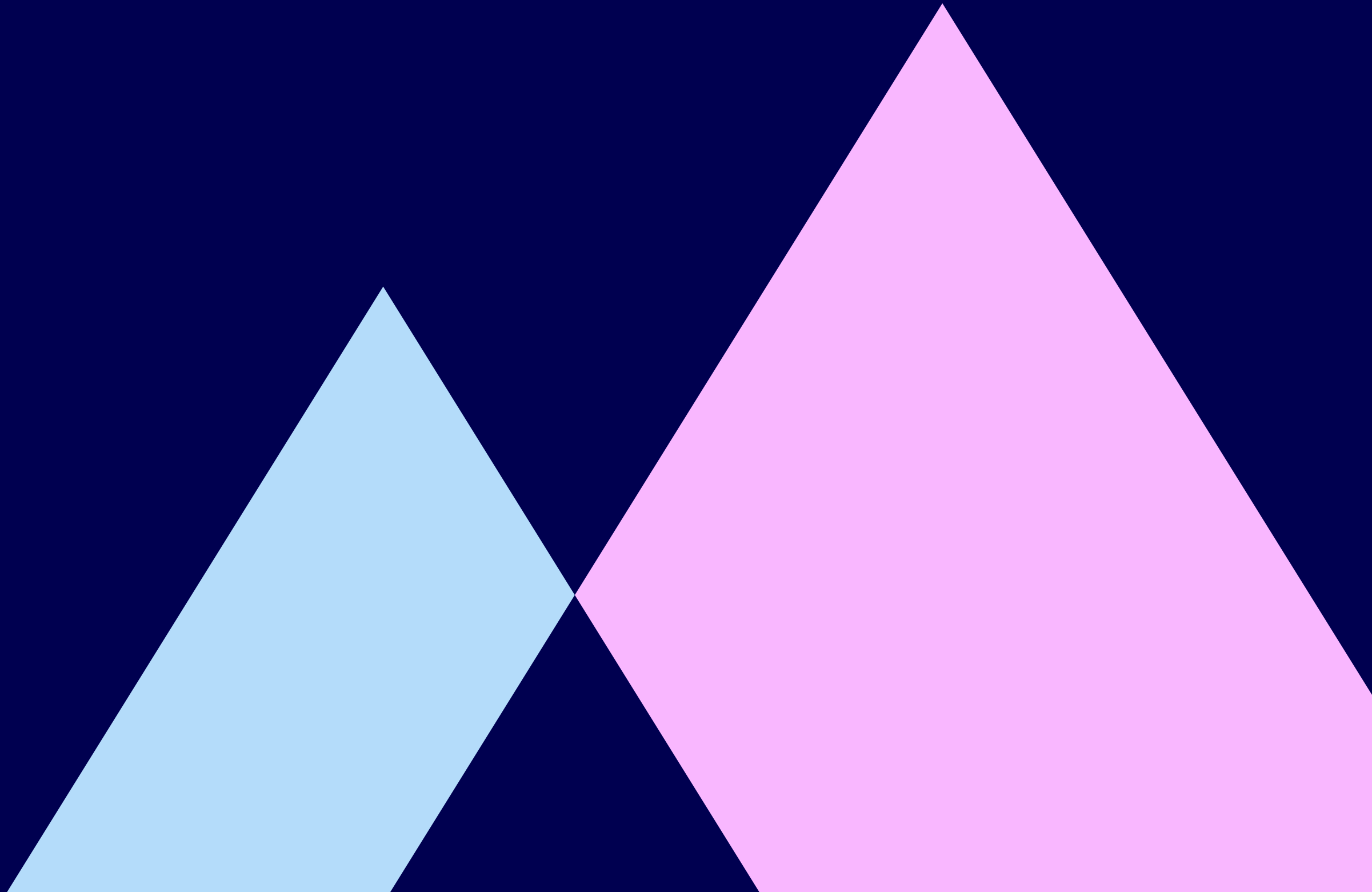
2k+ agents



Award from Valor as one of the most innovative companies in Brazil

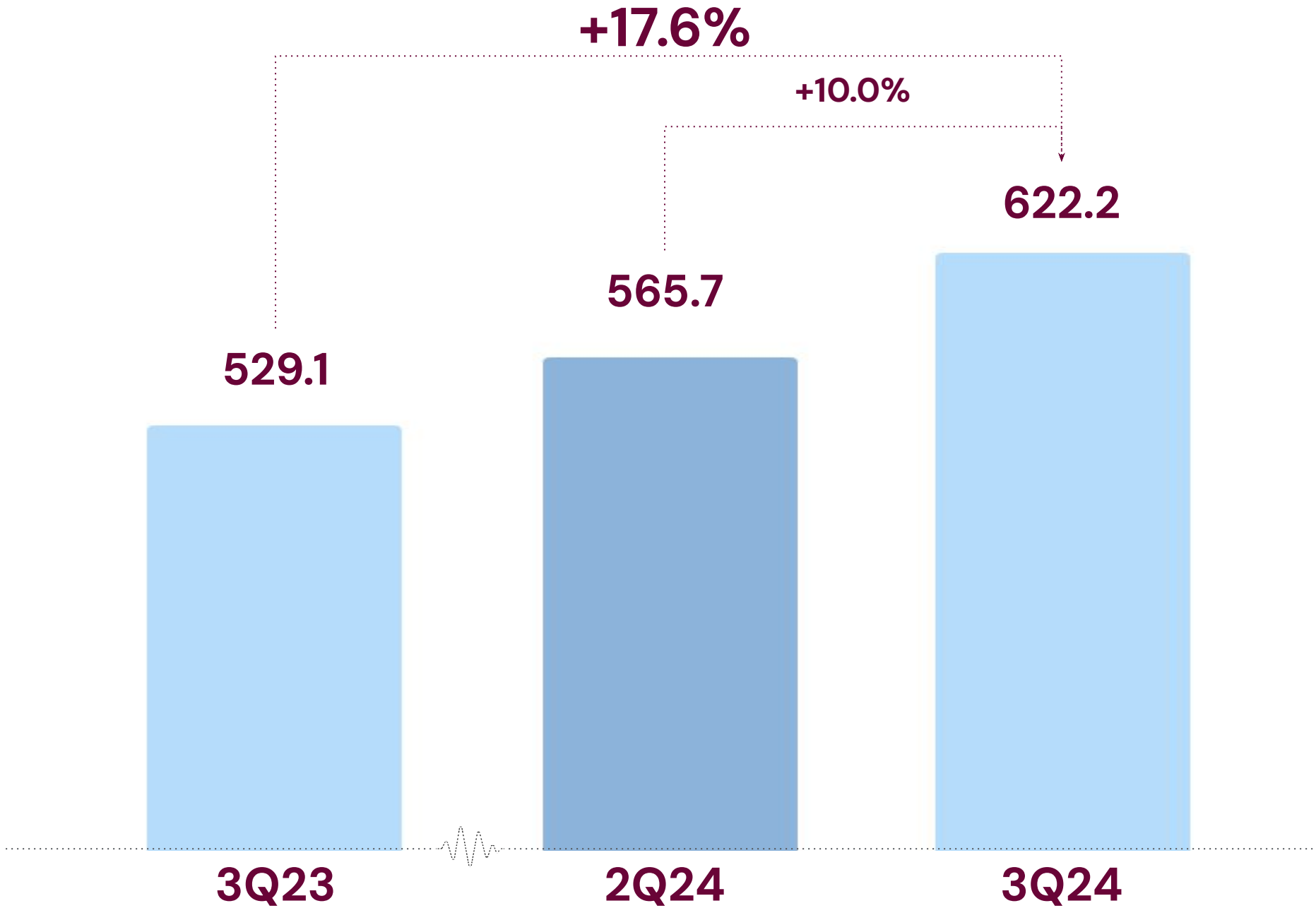
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**Results
driven**



3Q24 RESULTS SUSTAINABLE GROWTH

Net Revenue
R\$ Million



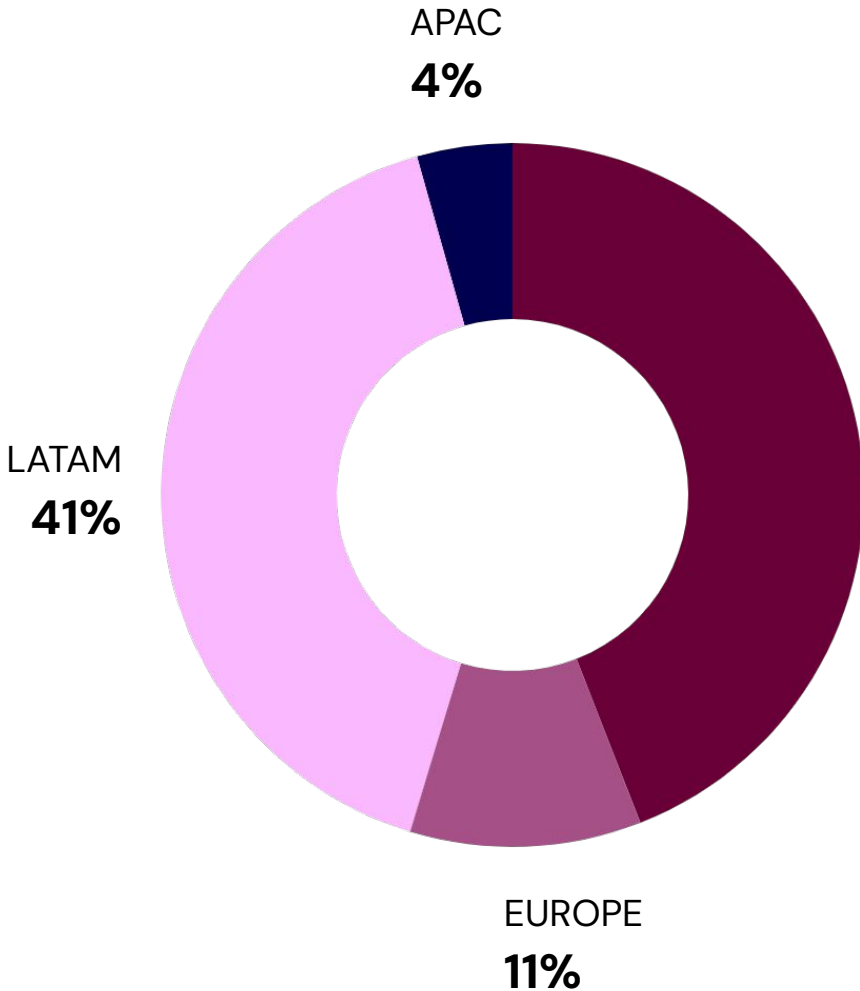
Net Revenue Growth at
Constant Currency ⁽¹⁾

+9.0%
3Q24 x 3Q23

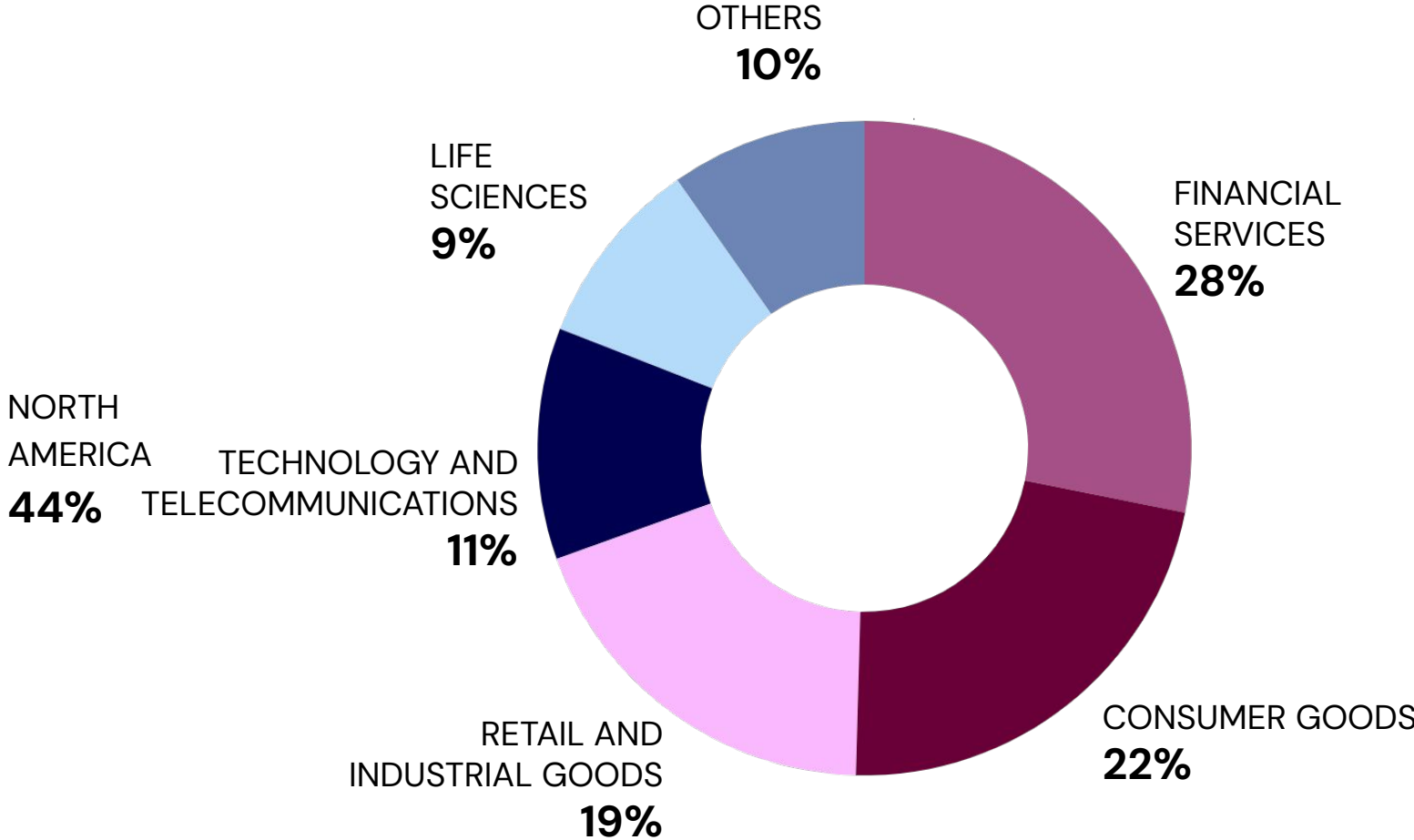
(1) Net revenue growth at constant currency is a non-IFRS financial measure. See disclosure regarding non-IFRS measures.

9M24 NET REVENUE DISTRIBUTION

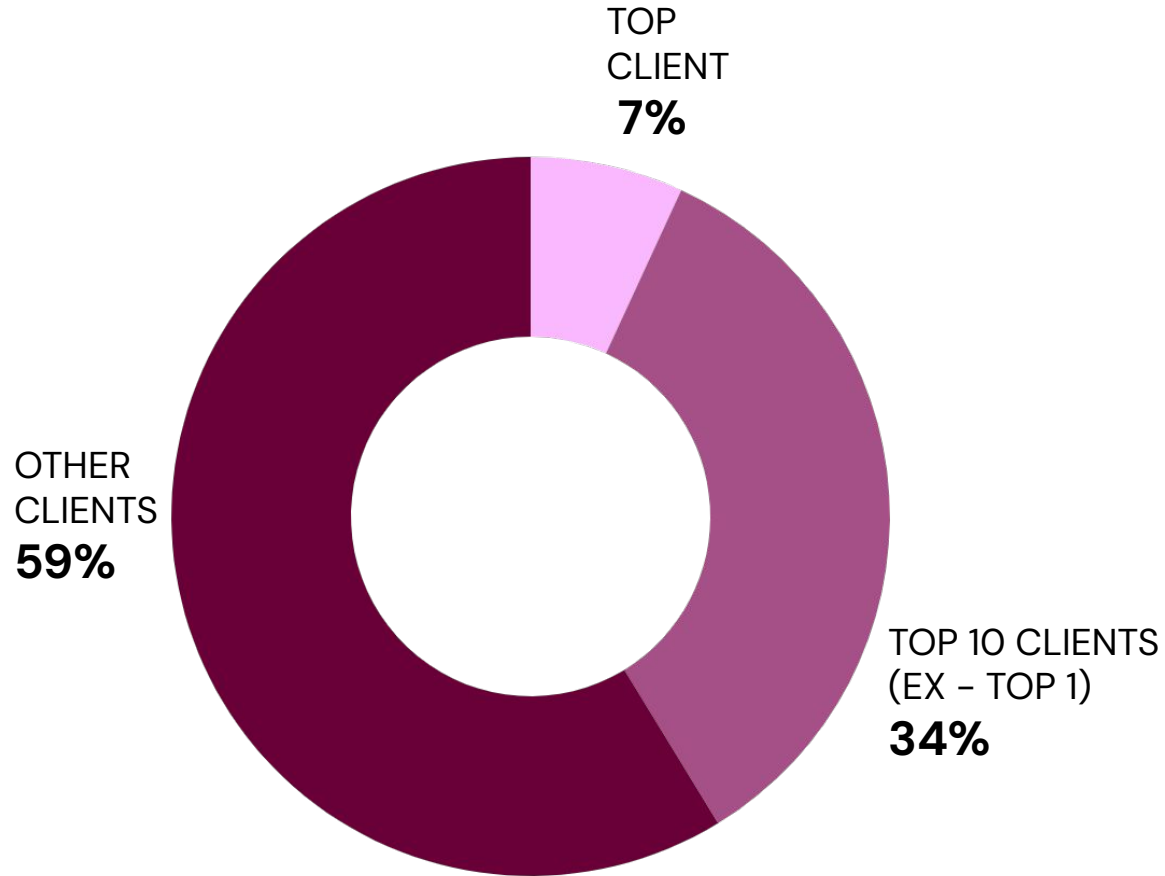
NET REVENUE BY GEOGRAPHY
% OF TOTAL



NET REVENUE BY INDUSTRY
% OF TOTAL



TOP CLIENT'S NET REVENUE SHARE
% OF TOTAL

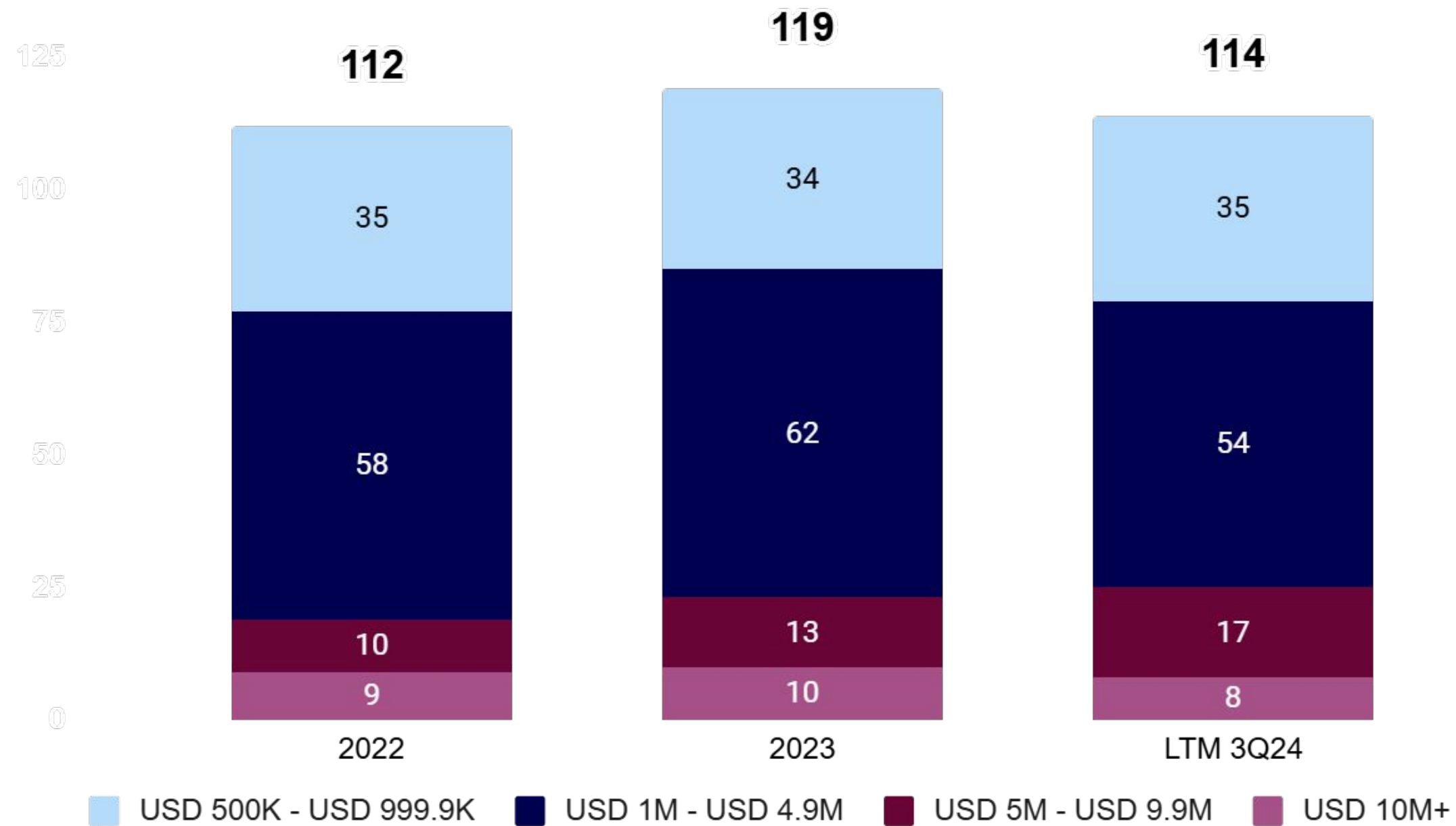


Note: Percentages might not add to 100% due to rounding numbers.

CONSISTENTLY NURTURING **LARGE CLIENTS'** RELATIONSHIPS

Number of Multi-Million Accounts

Revenue contribution in the last 12 months

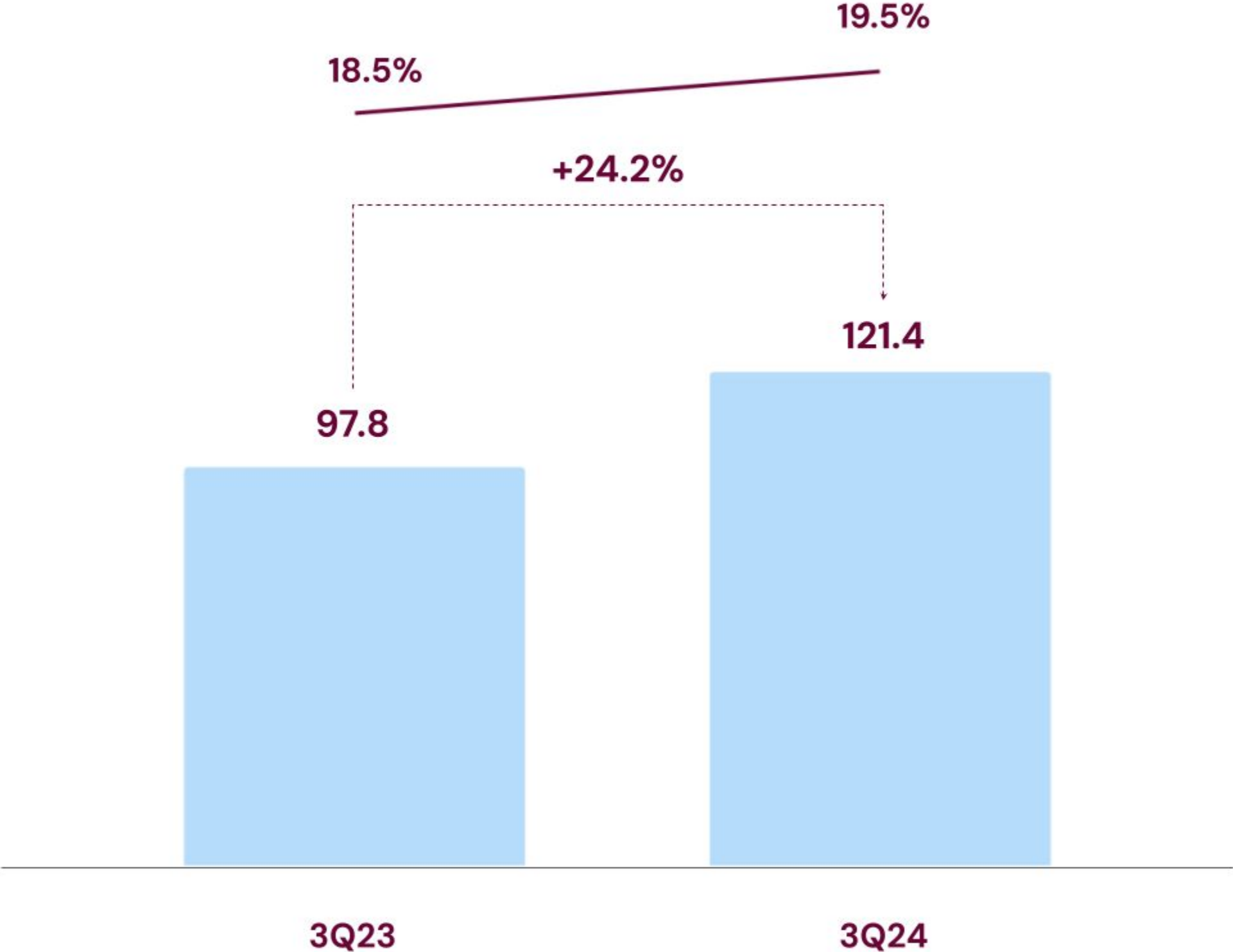


3Q24 RESULTS

Adj. EBITDA & Adj. EBITDA Margin⁽¹⁾

R\$ Million; %

— Adj. EBITDA margin



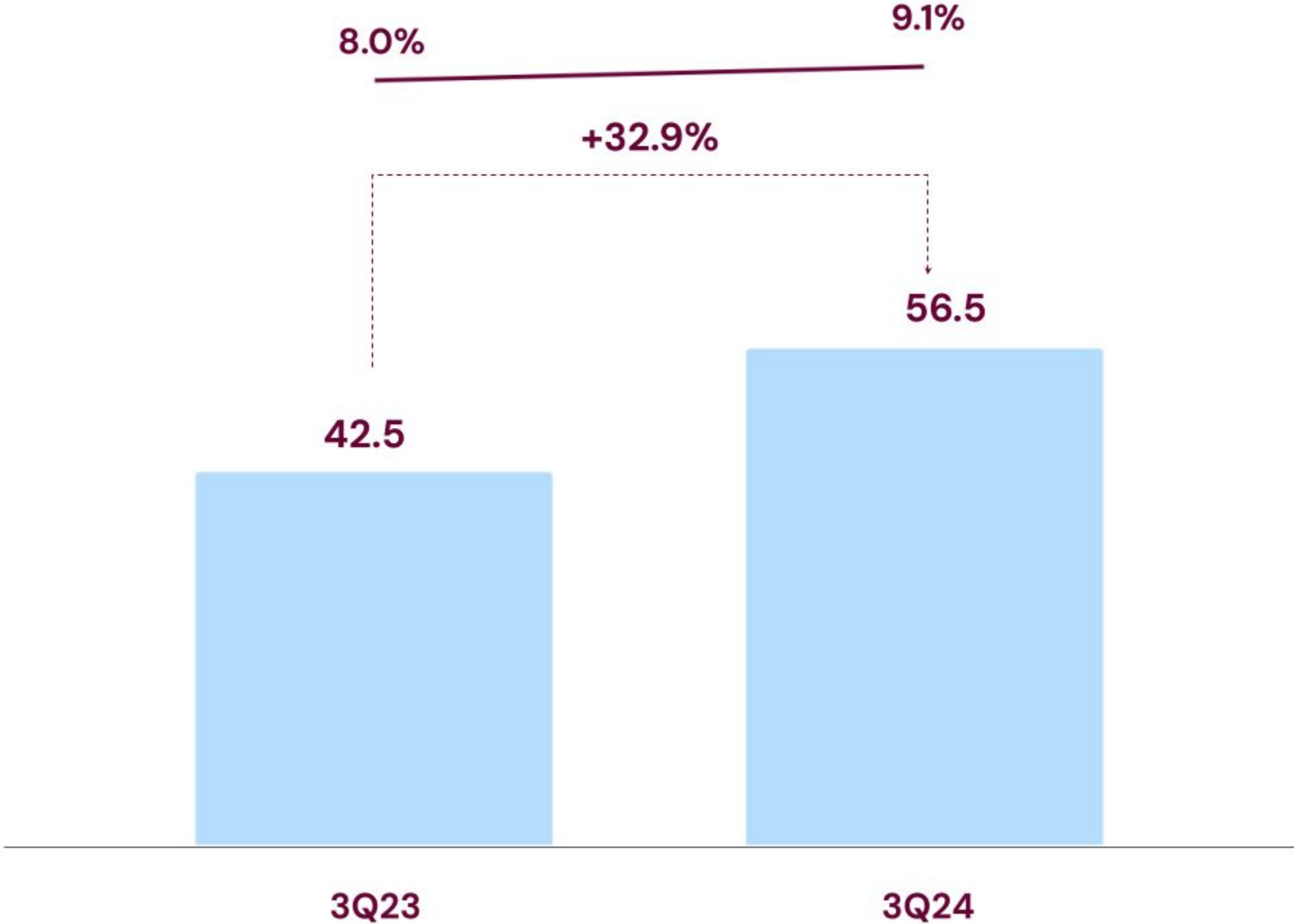
(1) Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS financial measures. We calculate Adjusted EBITDA for the periods presented as Net Profit, plus net finance costs, income tax expense, depreciation and amortization, plus: (i) share-based compensation expenses; (ii) government grants; (iii) acquisition-related expenses; and (iv) business restructuring expenses. See disclosure regarding Non-IFRS measures.

3Q24 RESULTS

Adj. Net Income & Adj. Net Income Margin⁽¹⁾

R\$ Million; %

— Adj. Net Income Margin



(1) Adjusted Net Profit and Adjusted Net Profit Margin are non-IFRS financial measures. We calculated Adjusted Net Profit, excluding components unrelated to the direct management of our services. For the periods presented, the adjustments have been made for (i) acquisition-related expenses; (ii) business restructuring expenses; (iii) share-based compensation and (iv) tax effects of non-IFRS adjustments. See disclosure regarding Non-IFRS measures.

9M24 RESULTS

Cash Generated from Operating Activities
R\$ Million



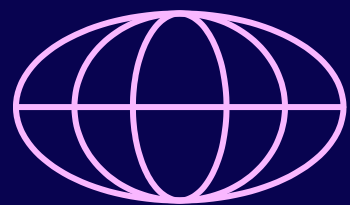
93.8%

Operating Cash Flow
/Adjusted EBITDA ⁽¹⁾

(1) Adjusted Ebitda is a non-IFRS financial measure. See disclosure regarding Non-IFRS measures.

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Business Outlook



NET REVENUE

For the 4Q24,
In the range of:

**R\$620M to
R\$655M**

On a reported basis

(Avg. FX rate of 5.55 BRL/USD in 4Q24)

NET REVENUE GROWTH (Y-O-Y)

For the full-year of 2024,
in the range of:

+0.5% to +2.0%
at constant currency

Adjusted EBITDA margin ⁽¹⁾
in the range of:

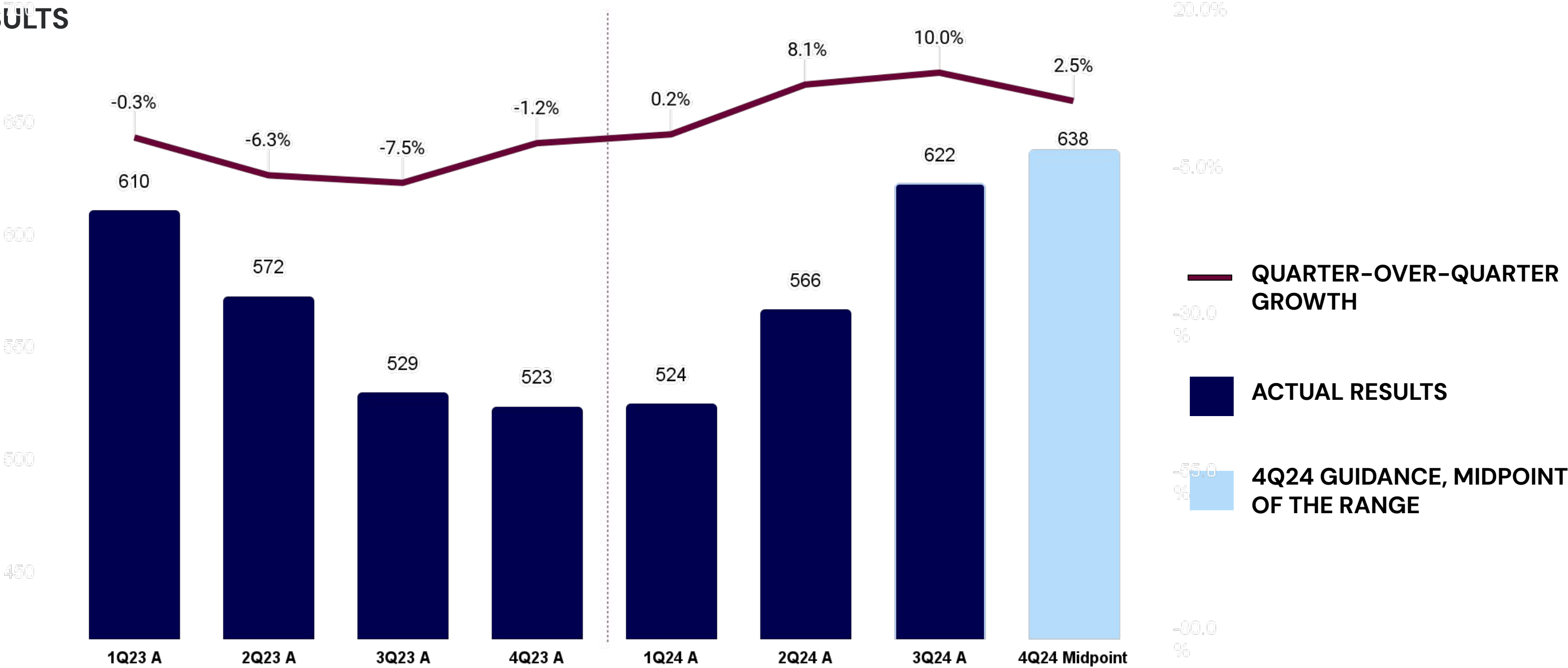
18% to 19%

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

(1) Adjusted EBITDA Margin and net revenue at constant currency (FX neutral) are non-IFRS financial measures. See disclosure regarding Non-IFRS measures.

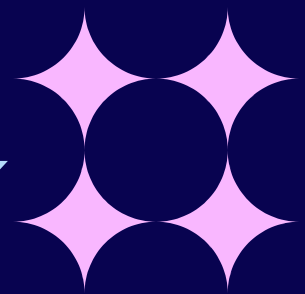
GUIDANCE REAFFIRMS A V-SHAPE RECOVERY AND SEQUENTIAL GROWTH IN 2024

**2023 AND 2024
QUARTERLY RESULTS**
Net Revenue
R\$ Million



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

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