



# Divulgação de Resultados

2T26



# Disclaimer



As declarações relacionadas às perspectivas de negócio e projeções sobre desempenho operacional e financeiro, contidas nesta apresentação, tratam-se de **crenças e estimativas internas** baseadas na expectativa da administração da companhia sobre os resultados futuros.

Essas expectativas estão sujeitas a incertezas e, portanto, podem ou não ocorrer, tendo em vista a relação direta com o desempenho da economia doméstica, os desafios enfrentados pelo segmento, dentre outros fatores de risco que podem influenciar substancialmente os resultados reais.



O propósito dessas declarações é refletir as perspectivas de expansão e as ações estratégicas que balizam nossas decisões, por isso, **não devem ser consideradas como garantia de performance futura.**

# AGENDA

## Destques

Desempenho Operacional  
e Financeiro

Perguntas e Respostas



# ALLIED APROVEITOU AS OPORTUNIDADES DE MERCADO PARA MAXIMIZAR OS RESULTADOS EM 2T26 COM MIX **MAIS RENTÁVEL**, **DISCIPLINA COMERCIAL E EFICIÊNCIA OPERACIONAL**

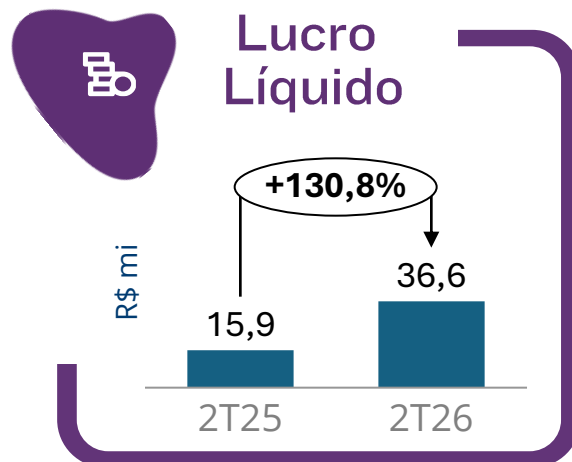
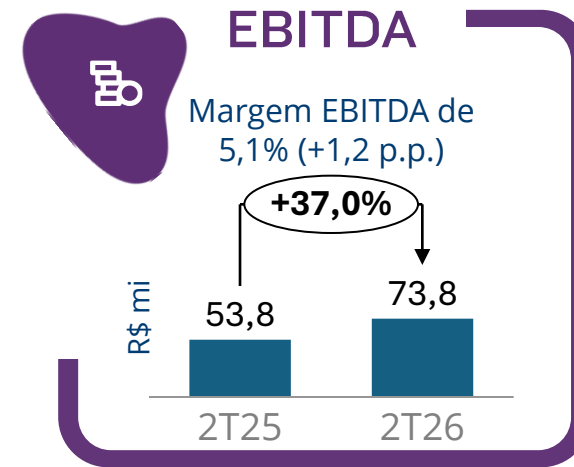
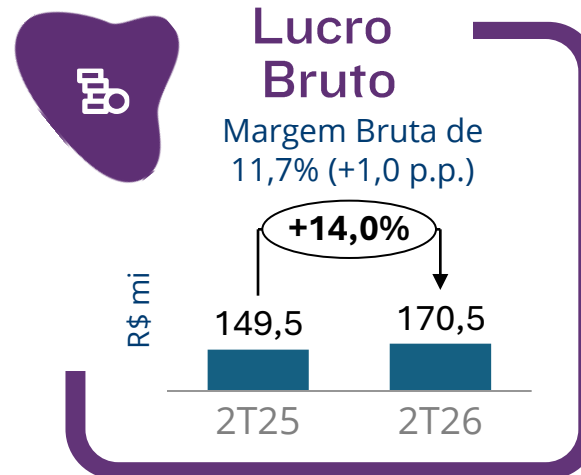
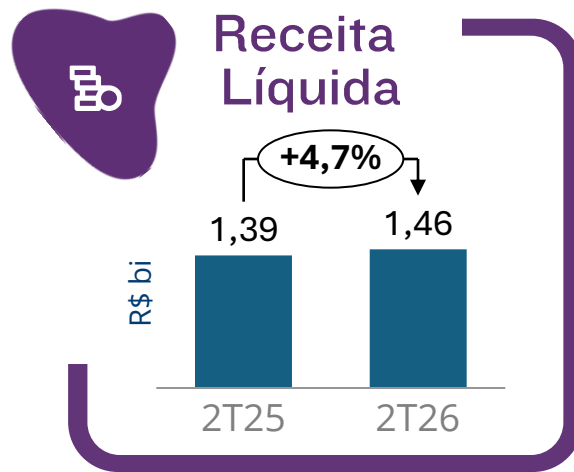
## IMPULSO DE VENDAS

- ✓ Distribuição Brasil **+8,6%**
- ✓ Varejo Físico **+11,7%**
- ✓ Recuperação da Operação Internacional

## EFICIÊNCIA OPERACIONAL

- ✓ Expansão da Margem Bruta
- ✓ Controle das Despesas Operacionais

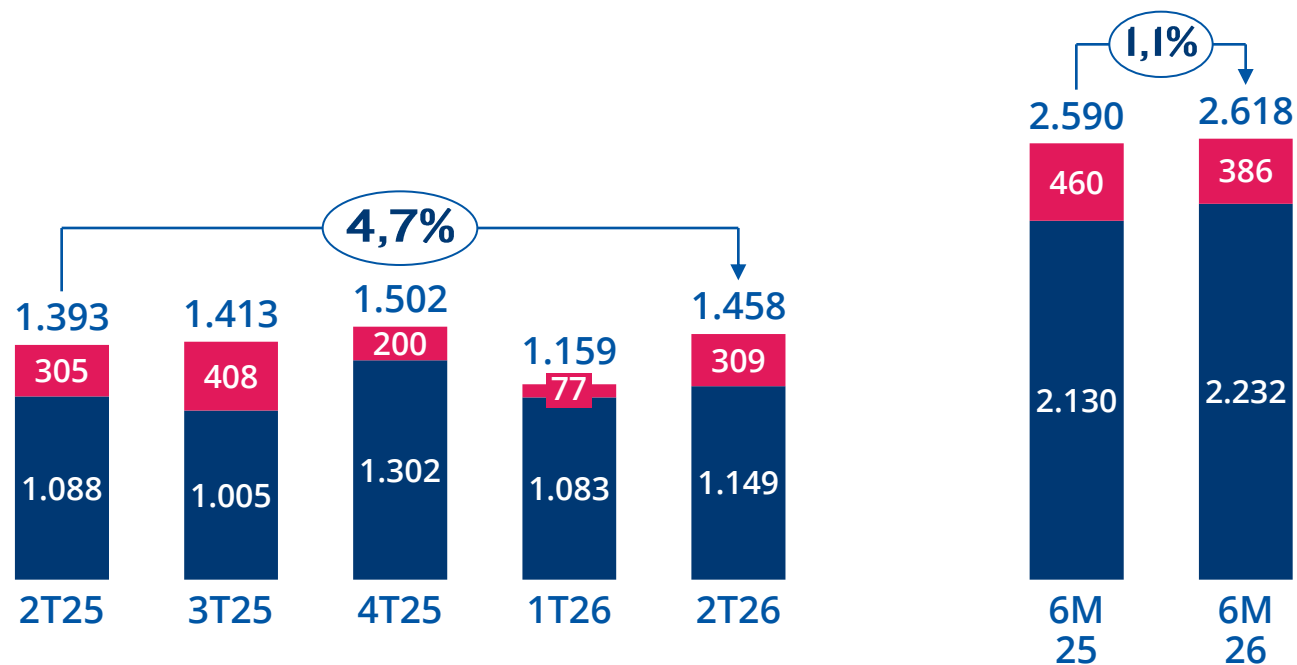
# CRESCIMENTO COM RENTABILIDADE, FORTE GERAÇÃO DE CAIXA E MÍNIMA ALAVANCAGEM FINANCEIRA



# MAIOR RECEITA PARA UM SEGUNDO TRIMESTRE DESDE A PANDEMIA, IMPULSIONADA PELO MERCADO DOMÉSTICO

## Evolução da Receita Líquida | Consolidada (R\$ milhões)

Brasil Internacional



### Internacional

Retomada do crescimento após o 1T26. Em USD o crescimento efetivo foi de **+13%**

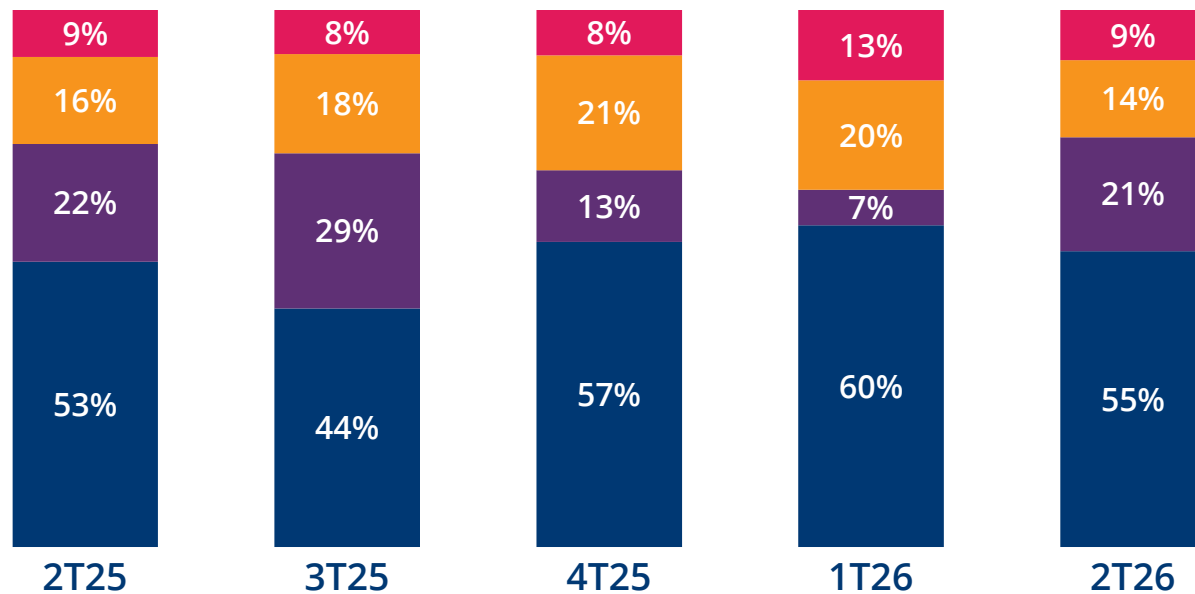
### Brasil

Destaque em Distribuição, Varejo Físico e Parcerias Estratégicas no Digital

# A RECEITA AVANÇA APOIADA EM OPERAÇÕES DE MAIOR VALOR AGREGADO E RENTABILIDADE

## Evolução do Mix de Canais (% RL total)

■ Distribuição Brasil ■ Internacional ■ Online ■ Varejo Físico



### Internacional

Recuperação expressiva para 21% após o 1T26

### Distribuição

Solidez mantida em 55%

### Ajuste Online

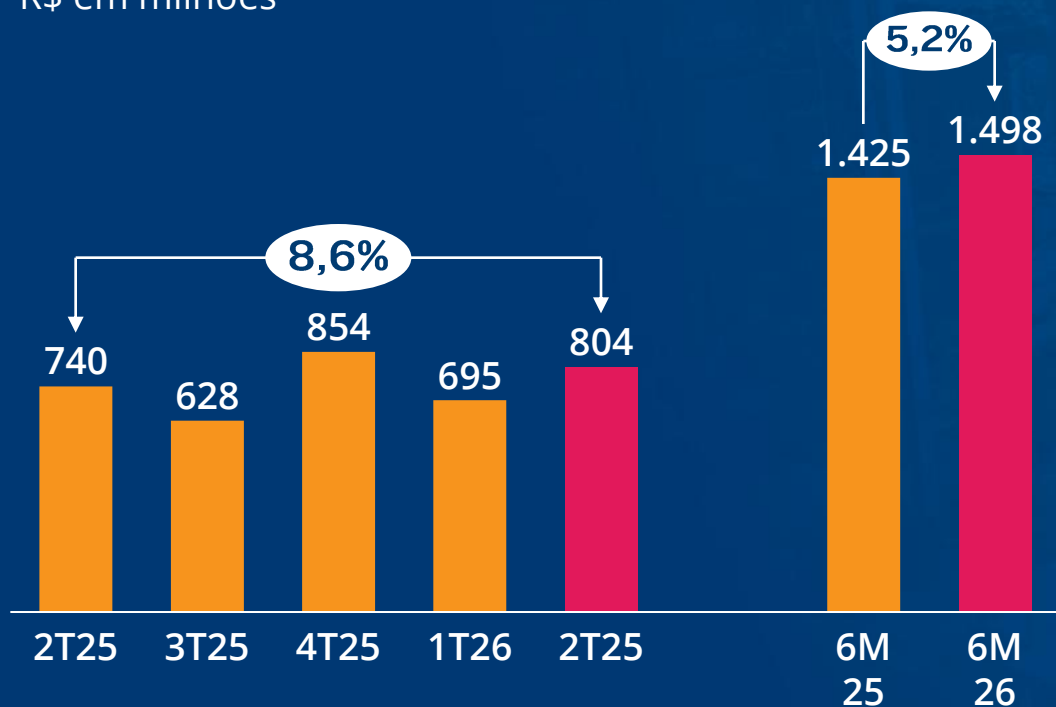
Otimização para eficiência

# DISTRIBUIÇÃO: CRESCIMENTO DE 8,6% a/a NO BRASIL REFORÇA A RESILIÊNCIA DO CORE BUSINESS

Receita Líquida

**BRASIL**

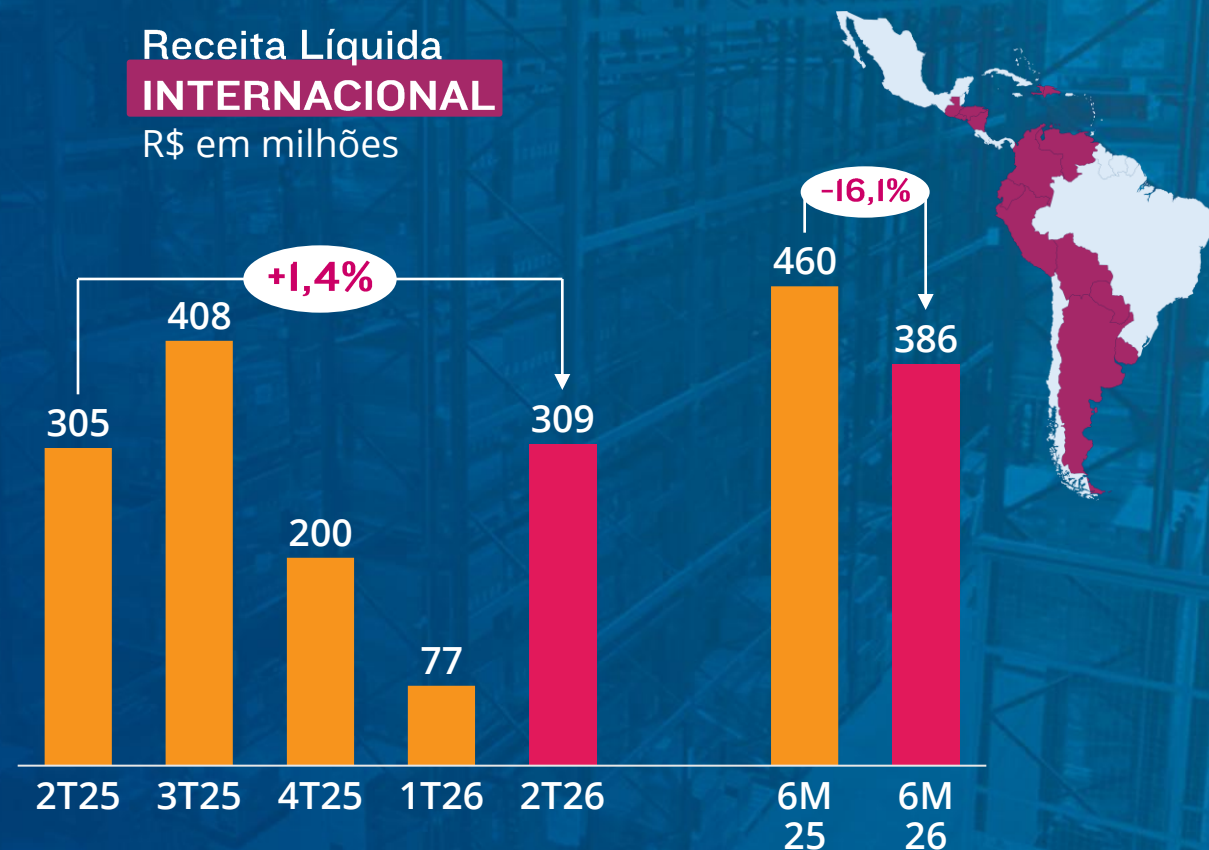
R\$ em milhões



Receita Líquida

**INTERNACIONAL**

R\$ em milhões

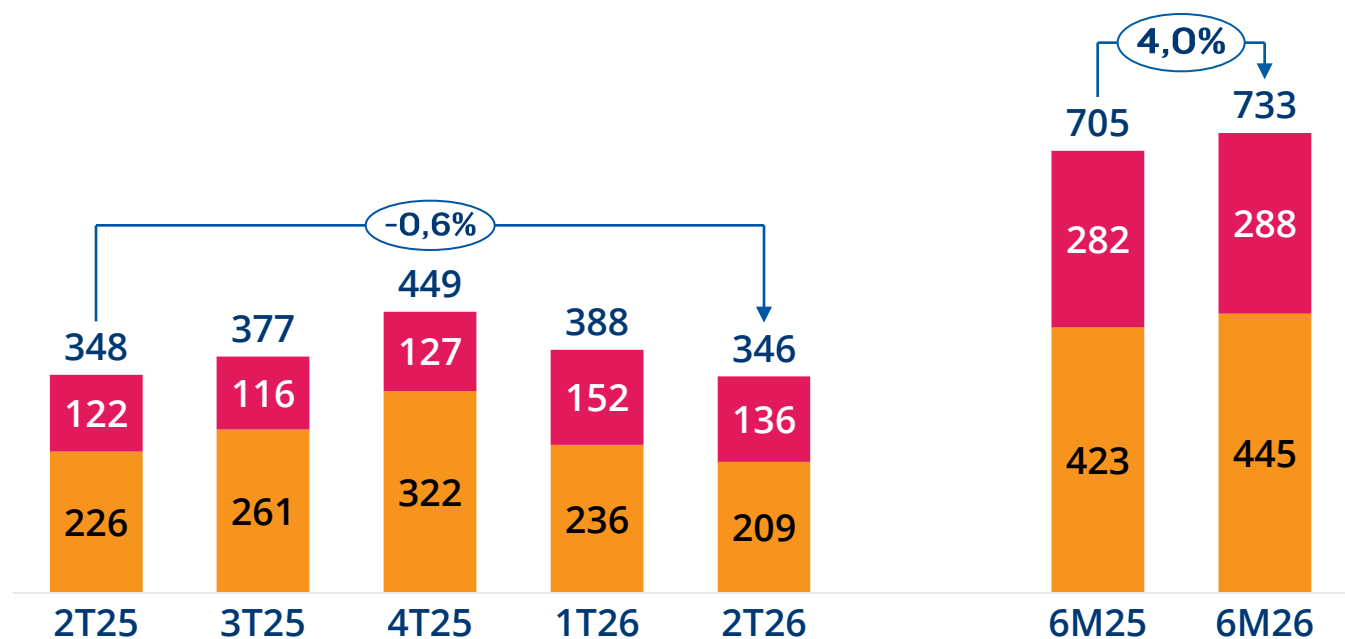


# VAREJO FÍSICO ACELERA, ENQUANTO ONLINE PRIORIZA RENTABILIDADE

## Evolução da Receita Líquida | VAREJO

(R\$ milhões)

Online Físico



### Varejo Físico

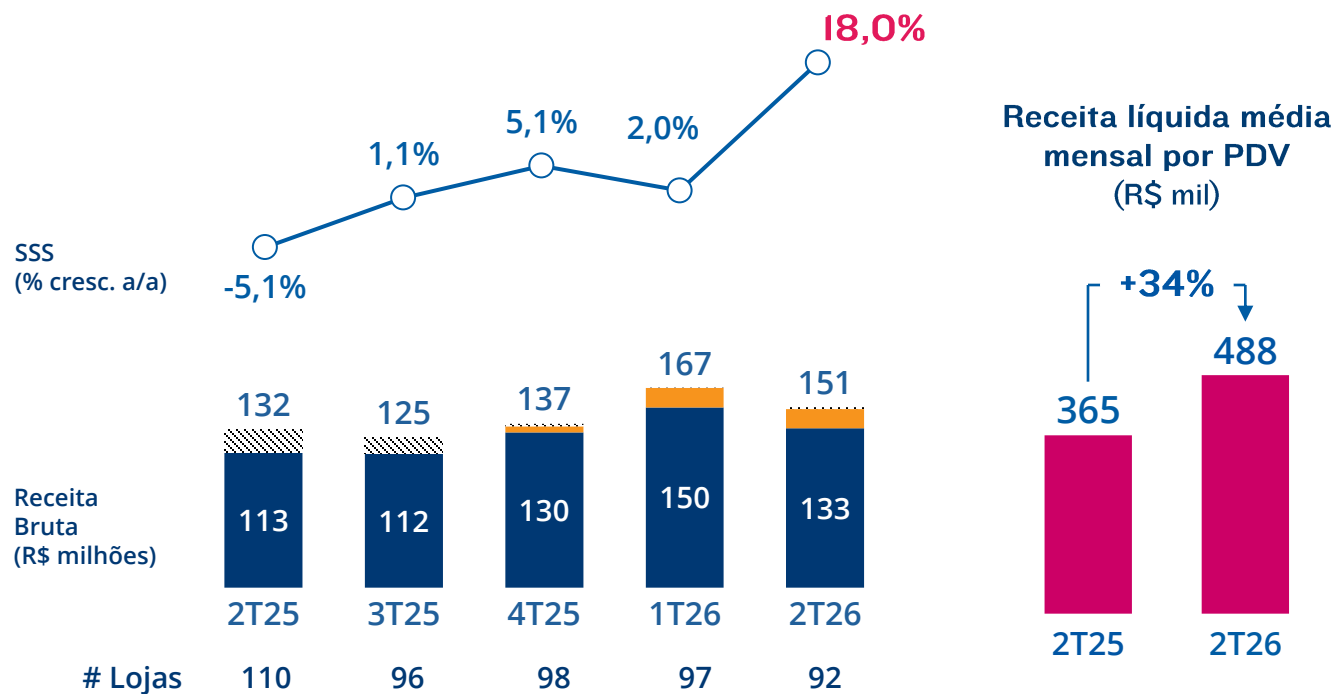
- Receita líquida **+11,7% a/a**, com base de lojas menor;
- SSS cresce 2 dígitos e receita por PDV em alta no trimestre;
- Boa aceitação da linha Galaxy S26.

### Online

- Parcerias estratégicas digitais crescem **+15%** 2T26 vs 2T/25 (excluindo NuBank);
- Trocafy segue com crescendo acelerado: **>45%** 2T26 vs 2T/25;
- Mobcom tem papel complementar à Distribuição, com foco em cauda longa e fim de linha, sem pressão de crescimento para evitar canibalização.

# MENOS LOJAS, MAIOR PRODUTIVIDADE E RENTABILIDADE POR PONTO DE VENDA

## Same Store Sales



## Destaques

- Malha Otimizada: troca de 12 PDV's do PR por 6 grandes lojas na grade SP;
- Forte Expansão: SSS acelera para +18,0%;
- Mais Produtividade: Receita por PDV sobe +34%;
- Maior Margem: Salto no Ticket médio (+21%) e Seguros (+30%).



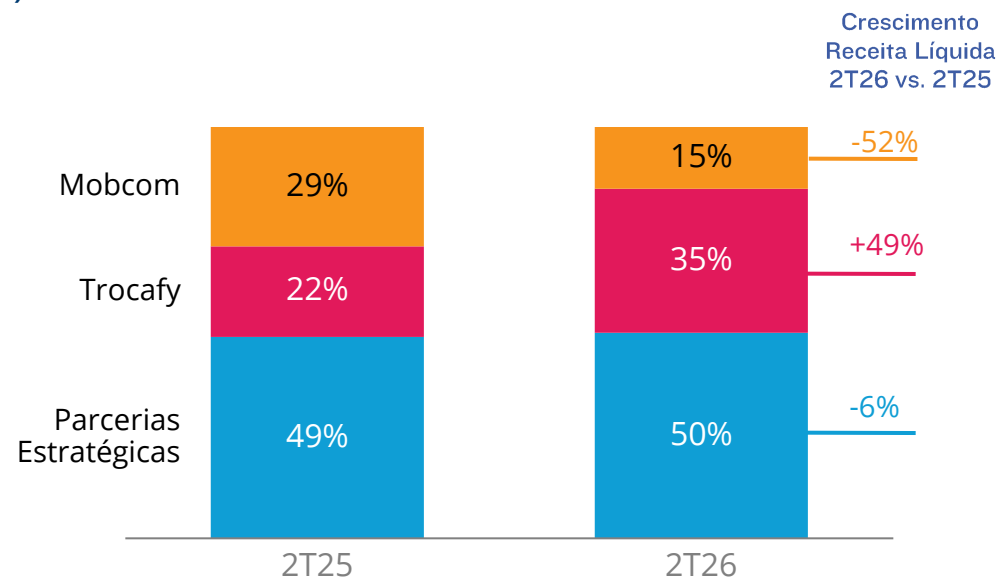
**92** PONTOS DE VENDAS

|    |    |    |    |
|----|----|----|----|
| SP | 64 | RJ | 15 |
| MG | 12 | MS | 1  |



# FOCO EM RENTABILIDADE PRESERVA QUALIDADE DA RECEITA EM UM AMBIENTE MAIS COMPETITIVO

## Participação dos negócios na receita líquida do Online (%)



A evolução do mix favoreceu a rentabilidade do canal, mesmo em um trimestre de menor receita

### Receita

Menor contribuição da MobCom e atuação mais seletiva no marketplace.

### Mix

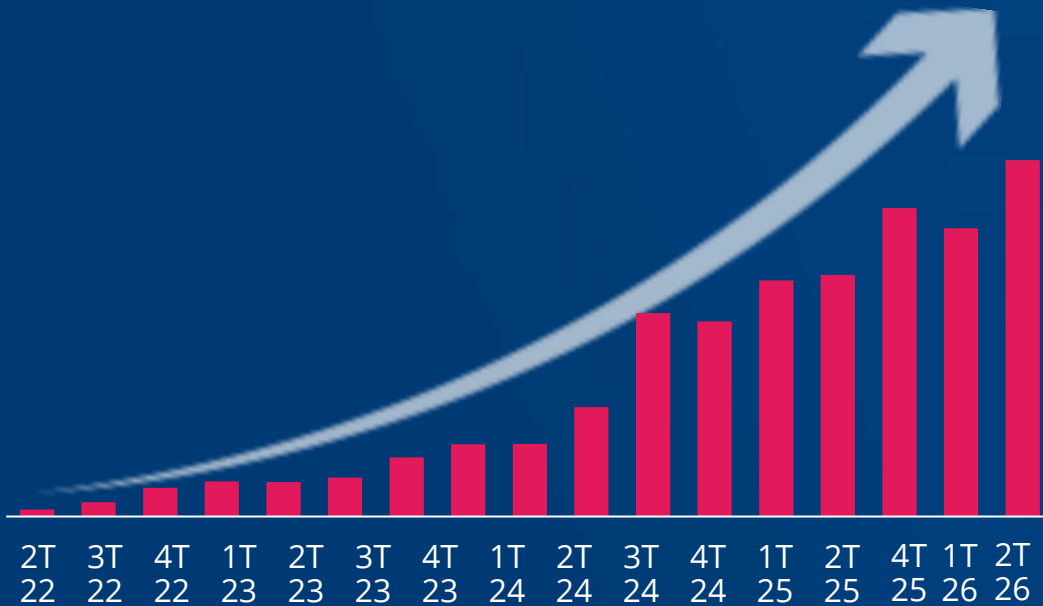
Maior participação de Trocafy, com boa rentabilidade, e avanço dos Serviços Digitais

### Resultado

Expansão da rentabilidade, com EBITDA do canal crescendo **19%** no período

# TROCAFY CONSOLIDA RECONDICIONADOS COMO VETOR ESTRATÉGICO DE CRESCIMENTO

Receita líquida em forte expansão  
CAGR (2T22-2T26): 167%



Plataforma completa quatro anos em um mercado ainda pouco penetrado no Brasil



## Crescimento

ROB cresce mais de **45%** (2T26 vs 1T26)



## Rentabilidade

Margem EBITDA **+7 p.p.** (2T26 vs 2T25)

## NOVAS PARCERIAS JÁ INCORPORADAS AO PORTFOLIO DE PRODUTOS DA ALLIED VINDO TAMBÉM PARA FORTALECER O CANAL DE B2B



Plataforma completa  
de Go-to-Market

Estratégia de marca,  
comunicação, trade  
marketing, gestão  
comercial e canais de  
venda no Brasil.

Posiciona a Allied além  
da Distribuição



Soluções para o  
ecossistema Apple

Distribuição de soluções  
de gestão e segurança  
para ambientes Apple,  
incluindo MDM e  
implantação zero-touch.

Fortalece a oferta de  
soluções corporativas



Contrato  
assinado

Allied passará distribuir  
Starlink no portfolio



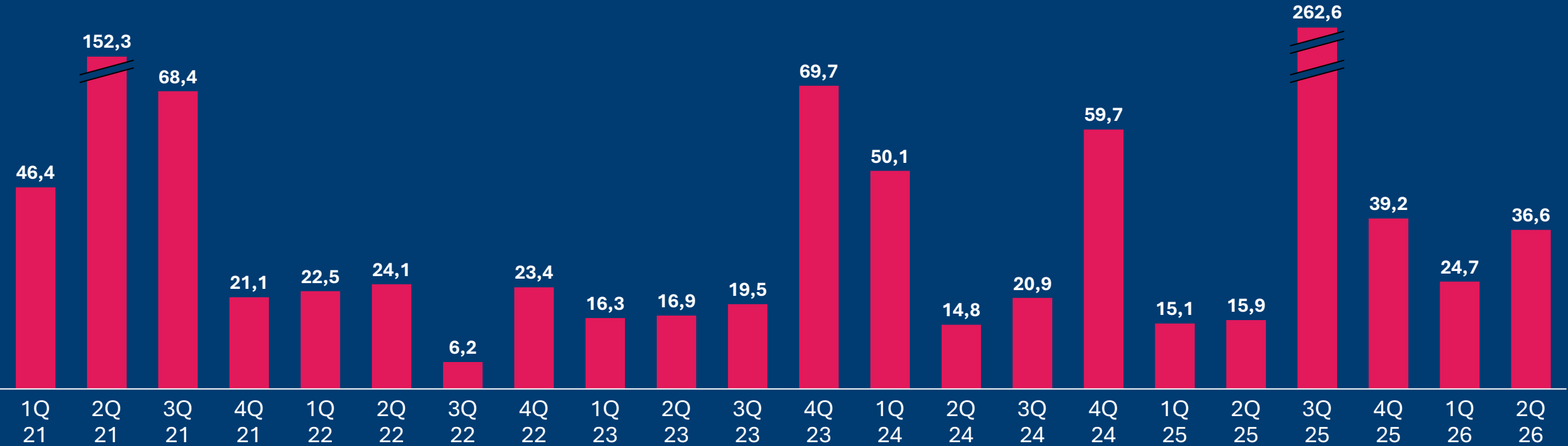
Contrato  
assinado

Allied passará distribuir  
Meta nos varejos de  
eletrônicos

# RESILIÊNCIA OPERACIONAL COM ENTREGA DE RESULTADOS POSITIVOS EM TODOS OS TRIMESTRES

Lucro reportado em todos os trimestres desde o IPO

Lucro Líquido Contábil  
(R\$ milhões)



Histórico consistente de geração de resultados desde a abertura de capital

# AGENDA

• Destaques

• **Desempenho Operacional  
e Financeiro**

• Perguntas e Respostas



## DESTAQUES FINANCEIROS DO 2T26



Receita  
Líquida

R\$ **1,46** bi

+4,7% a/a

Maior patamar para um 2T  
desde 2023

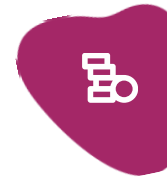


EBITDA  
Recorrente

R\$ **73,8** mi

+37,0% a/a

Expansão de 1,2 p.p. na  
margem para 5,1%, após  
maior eficiência operacional



Lucro  
Líquido

R\$ **36,6** mi

+130,8% a/a

Mais que dobrou no  
trimestre, apoiado pela  
melhora operacional e  
financeira



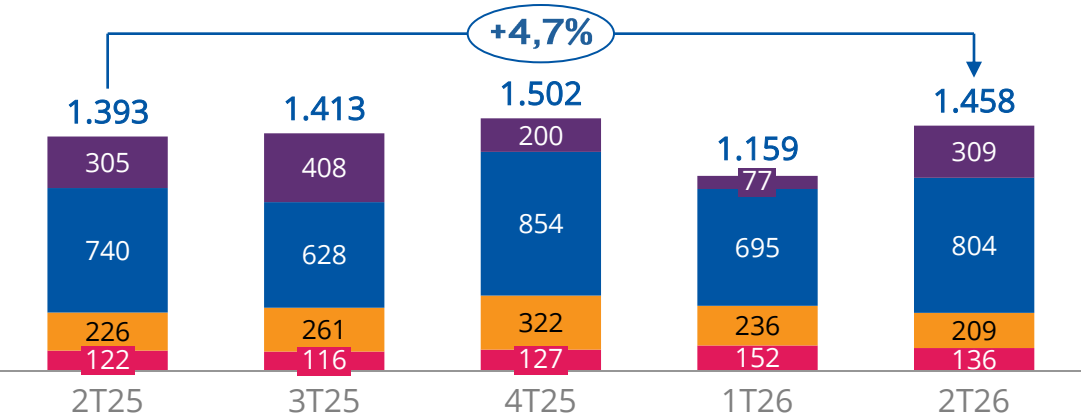
Posição  
de Caixa  
e Alavancagem

R\$ **348,8** mi

FCF de R\$ 123,6 milhões e  
dívida líquida de apenas  
R\$ 43,5 milhões.

# RECEITA LÍQUIDA CRESCE COM ACELERAÇÃO DO LUCRO BRUTO E GANHO DE RENTABILIDADE EM TODOS OS CANAIS

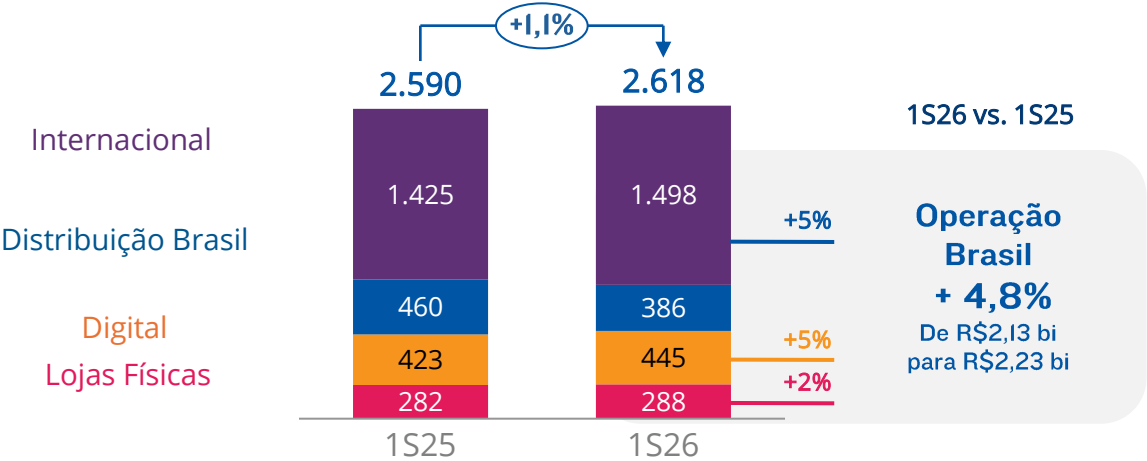
Evolução da Receita Líquida por Trimestre  
(R\$ milhões)



| Margem Bruta (% Receita Líq.) | 2T25  | 3T25  | 4T25  | 1T26  | 2T26  |
|-------------------------------|-------|-------|-------|-------|-------|
| Internacional                 | 2,1%  | 2,1%  | 1,9%  | 2,4%  | 2,2%  |
| Brasil                        | 8,1%  | 8,5%  | 8,6%  | 8,5%  | 9,4%  |
| Distribuição Consolidado      | 6,4%  | 6,0%  | 7,4%  | 7,9%  | 7,4%  |
| Varejo (Físico + Digital)     | 23,8% | 23,5% | 23,8% | 25,0% | 25,6% |
| Total                         | 10,7% | 10,7% | 12,3% | 13,6% | 11,7% |

+1,0 p.p.

Receita Líquida Brasil por Canal  
(R\$ milhões)

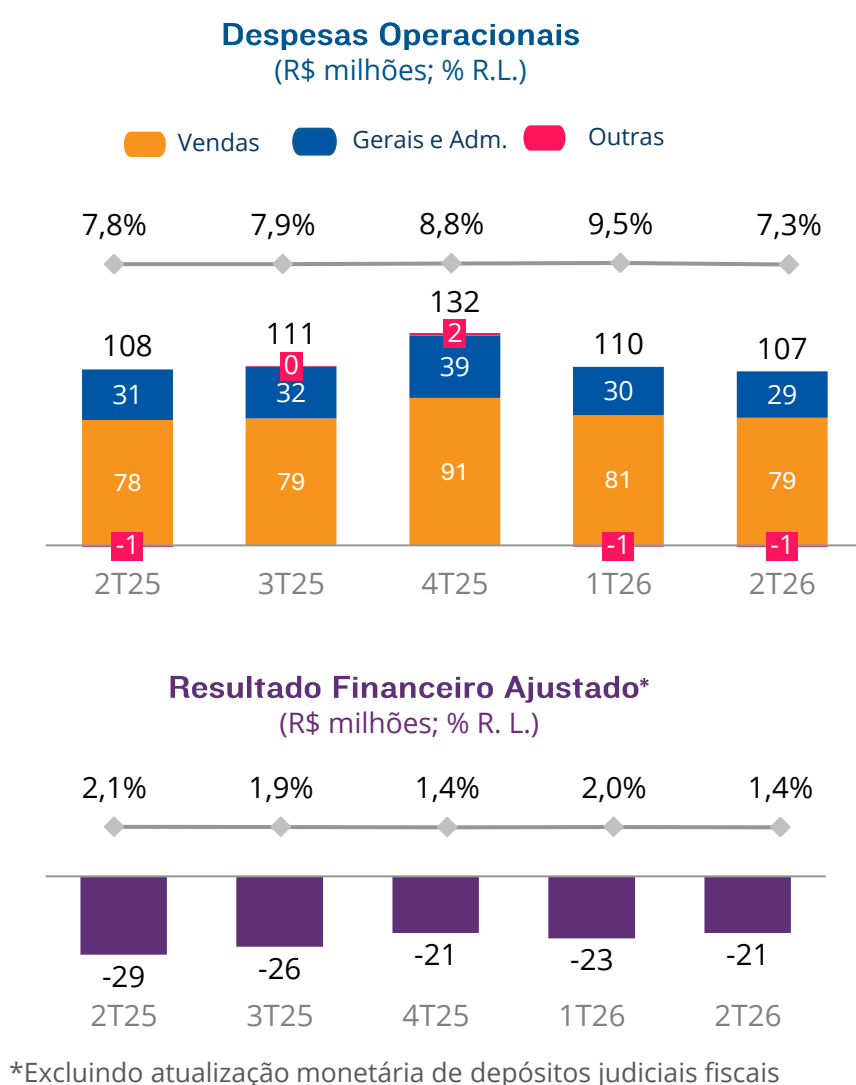
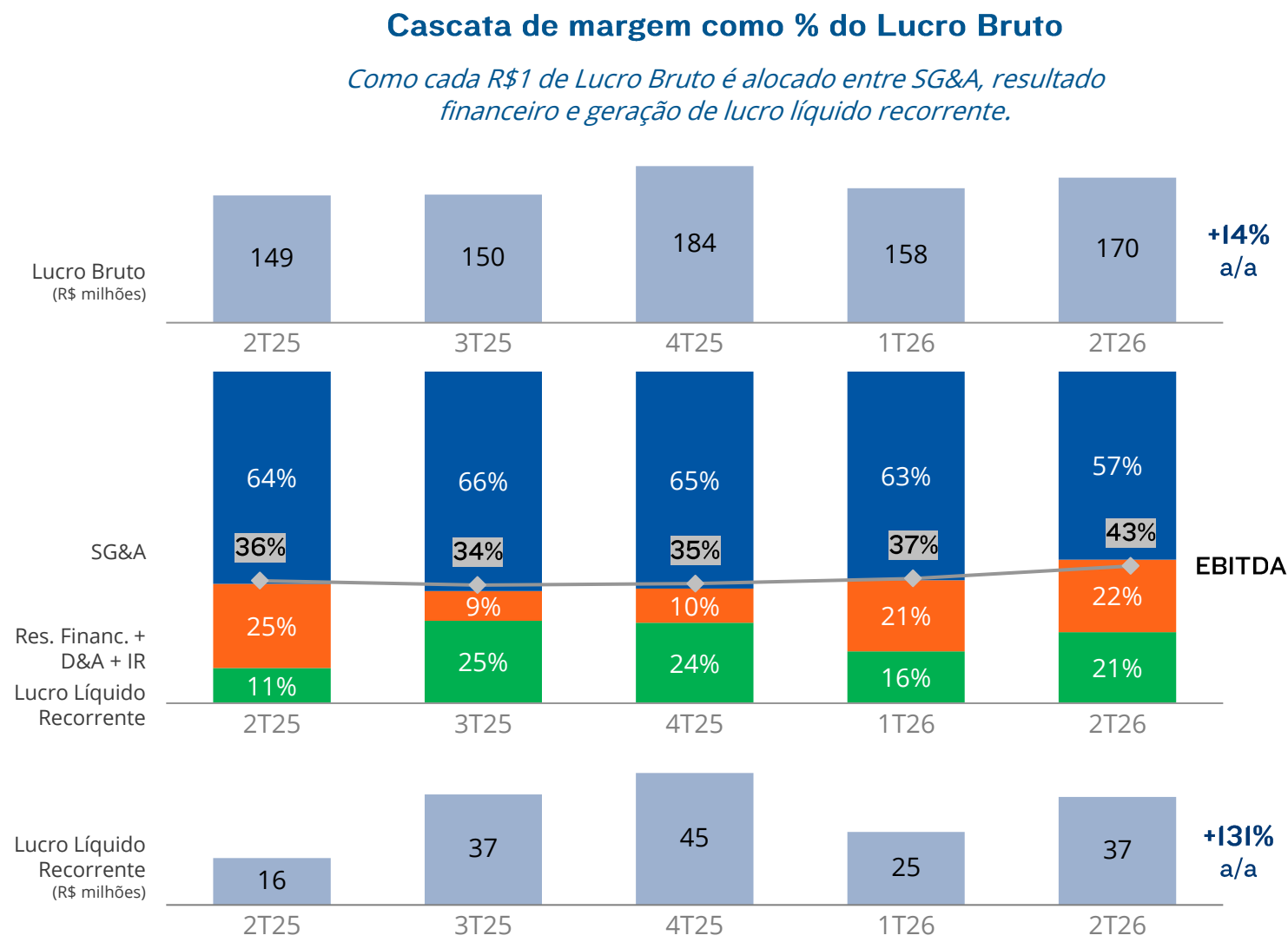


Composição do Lucro Bruto – 1S26  
(R\$ milhões e % do total)



**Lucro Bruto**  
**R\$328,5**

# CRESCIMENTO DE RECEITA + CONTROLE DE DESPESAS OPERACIONAIS E FINANCEIRAS MAXIMIZA RESULTADOS E AUMENTA A CONVERSÃO DE LUCRO LÍQUIDO

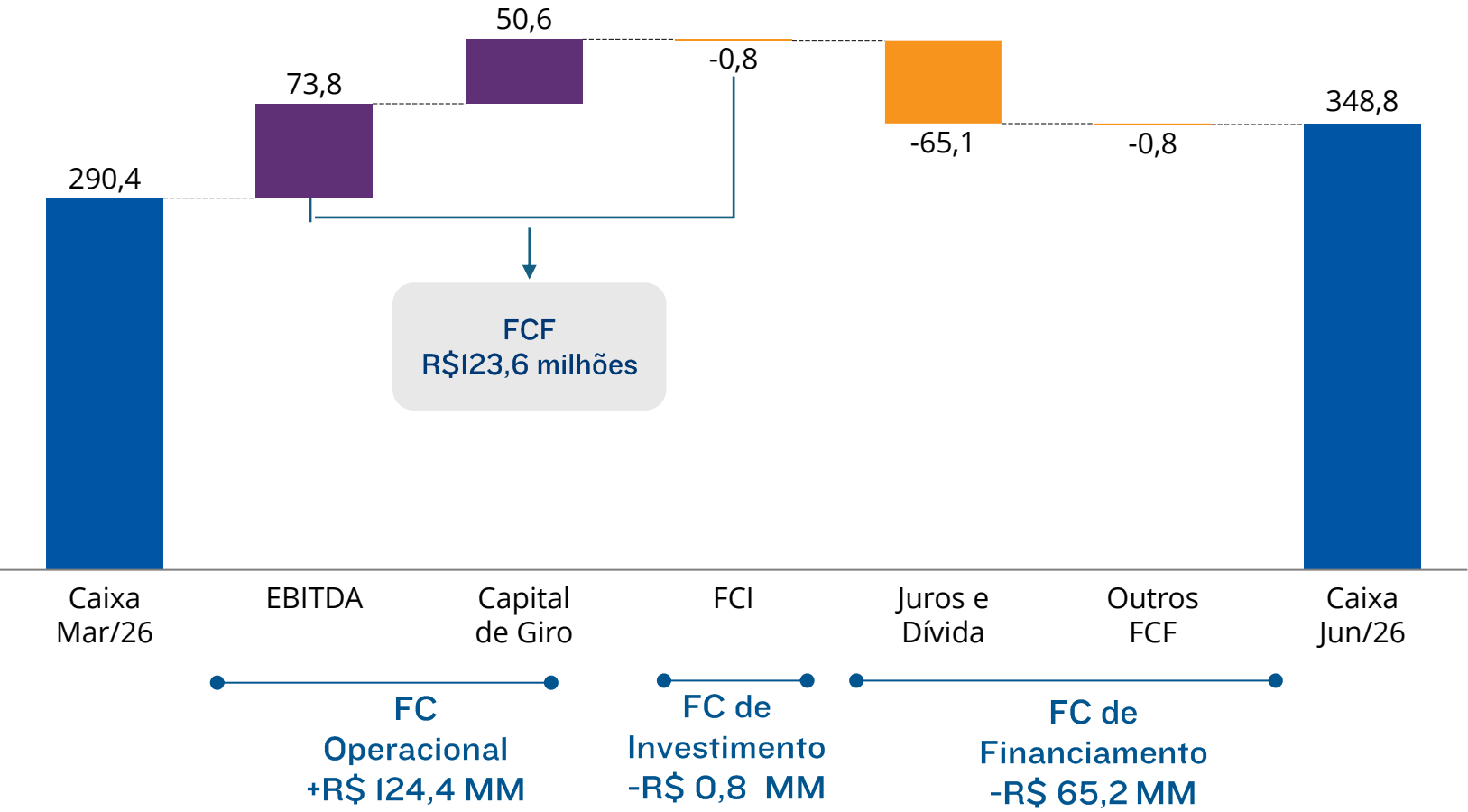


# CAIXA TOTAL DE R\$348,8 MILHÕES EM JUN/26

Geração de Caixa Operacional de R\$124,4 milhões no 2T26

## Fluxo de caixa 2T26

(R\$ milhões)



Visão Gerencial do Risco Sacado

FC Operacional: operações sem custo financeiro para Allied

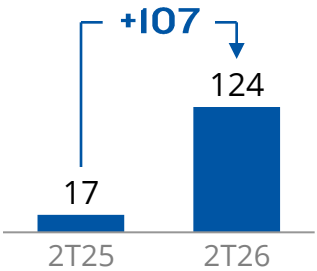
FC de Financiamento: operações com custo financeiro para Allied

## Destaques 2T26

- Geração de Caixa Operacional de R\$124,4 milhões no 2T26, versus R\$17,2 milhões no 2T25, com destaque para a gestão eficiente do capital de giro.
- Fluxo de Caixa Livre de R\$123,6 milhões após investimentos.

## Fluxo de Caixa Operacional

(R\$ milhões)



# CAIXA TOTAL DE R\$348,8 MILHÕES EM JUN/26

Geração de Caixa Operacional de R\$96,2 milhões no semestre

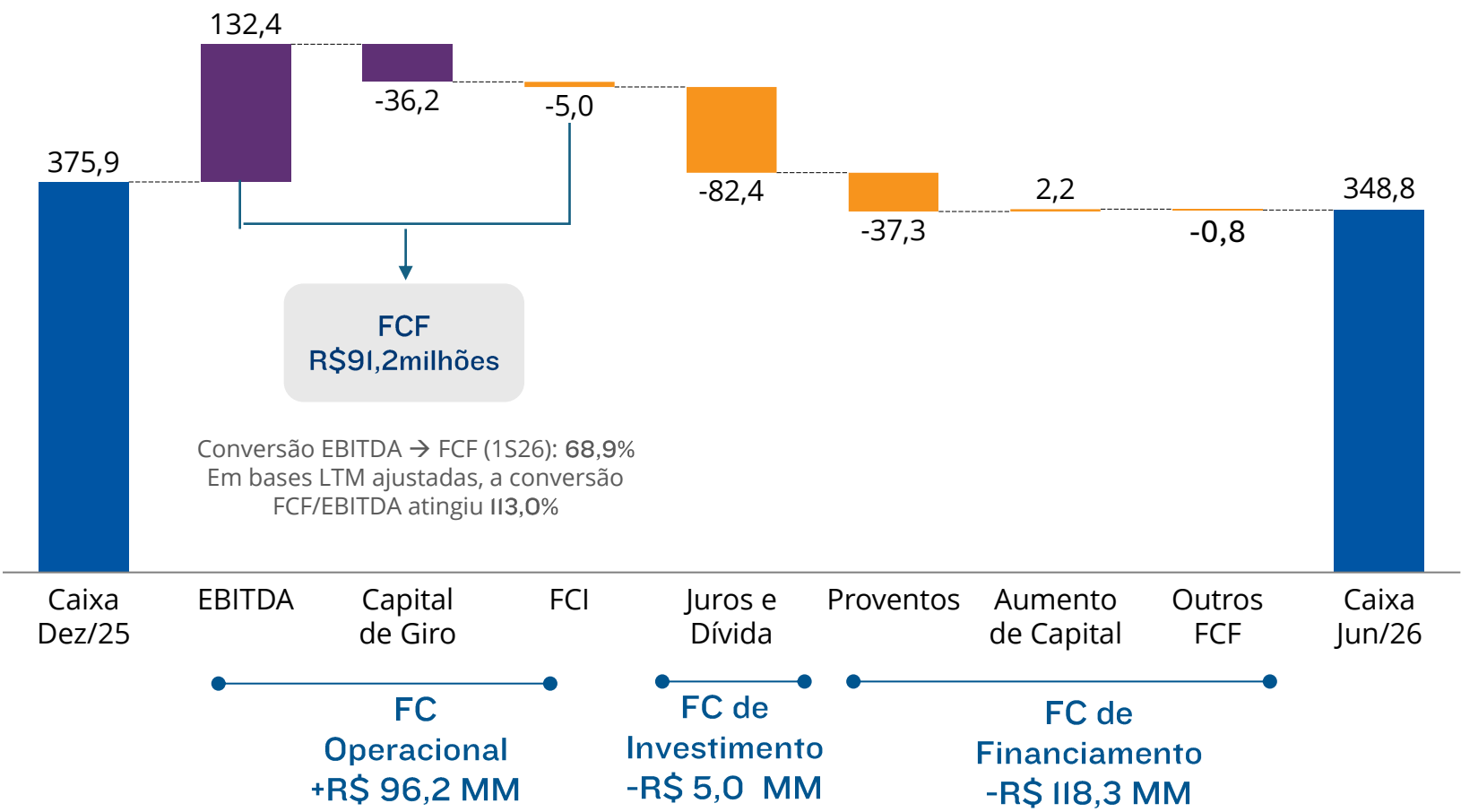
Visão Gerencial do Risco Sacado

FC Operacional: operações sem custo financeiro para Allied

FC de Financiamento: operações com custo financeiro para Allied

## Fluxo de caixa 6M26

(R\$ milhões)



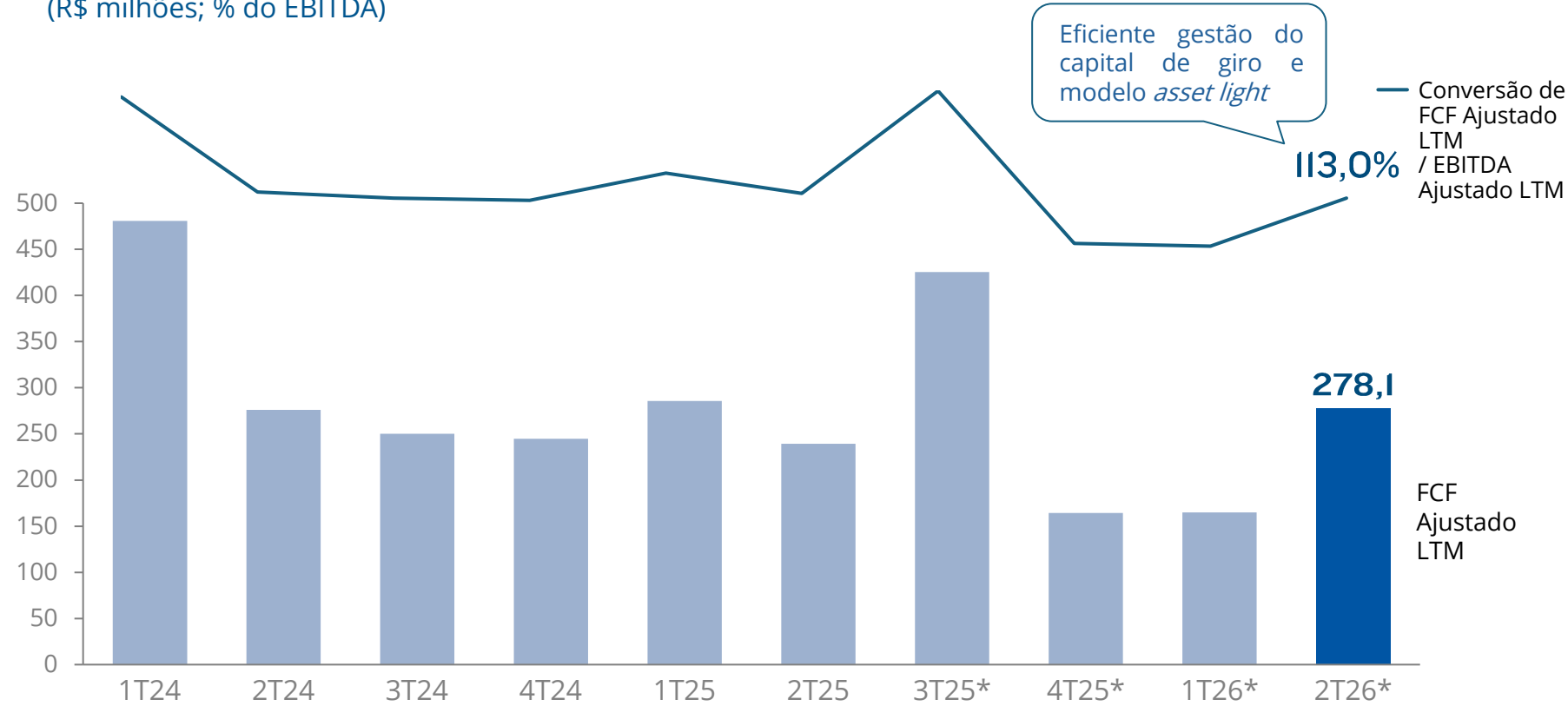
## Destaques 6M26

- Geração de caixa operacional de R\$96,2 milhões no 1S26, influenciado por capital de giro e sazonalidade
- Fluxo de Caixa Livre de R\$91,2 milhões após investimentos.
- Fluxo de financiamento cumpre os contratos de dívidas estruturadas com pagamento de R\$118,3 milhões, contemplando juros, amortização de dívida e proventos. (Inclui R\$40 milhões de JCP declarados em Nov/26)

# PLATAFORMA RENTÁVEL COM CONVERSÃO CONSISTENTE DE CAIXA

## FCF Ajustado<sup>1</sup> LTM e Conversão do EBITDA em FCF

(R\$ milhões; % do EBITDA)



FCF Ajustado<sup>1</sup> LTM 2T26  
**R\$278,1 mi**

EBITDA Ajustado LTM 2T26  
**R\$247,0 mi**

FCF Ajustado LTM / EBITDA Ajustado LTM  
**113,0%**

FCF Yield<sup>2</sup>  
**55,2%**

<sup>1</sup> Exclui créditos tributários e outros efeitos não recorrentes.

<sup>2</sup> FCF Yield = Fluxo de Caixa Livre ajustado LTM 2T26 / Enterprise Value, com valor de mercado em 30/06/2026 e dívida líquida em jun/26.

# ALAVANCAGEM MÍNIMA COM DÍVIDA ALONGADA

Estrutura conservadora: dívida líquida baixa, cronograma majoritariamente longo e custo da dívida em queda

0,2x

Dívida Líquida / EBITDA

R\$348,8 mi

Liquidez Contábil

Caixa e Aplicações

R\$845 mi

Liquidez Ajustada

Incluindo recebíveis de cartão

R\$43,5 mi

Dívida Líquida

79%

Dívida no longo prazo

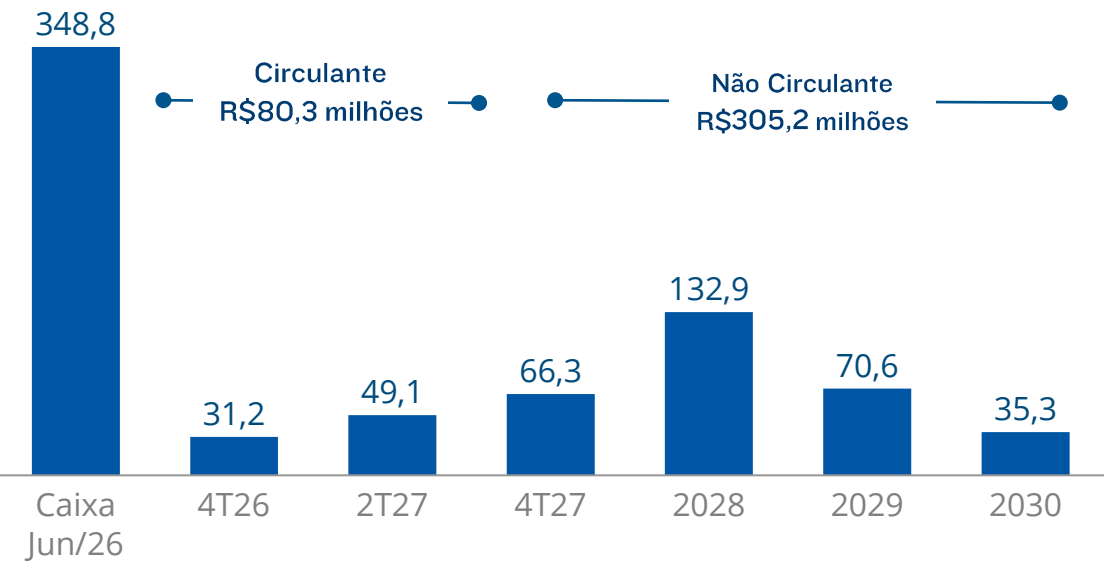
Selic +2,25% a.a.

Custo da dívida

vs. Selic +2,40% no 2T25

## Cronograma de amortização das dívidas bancárias

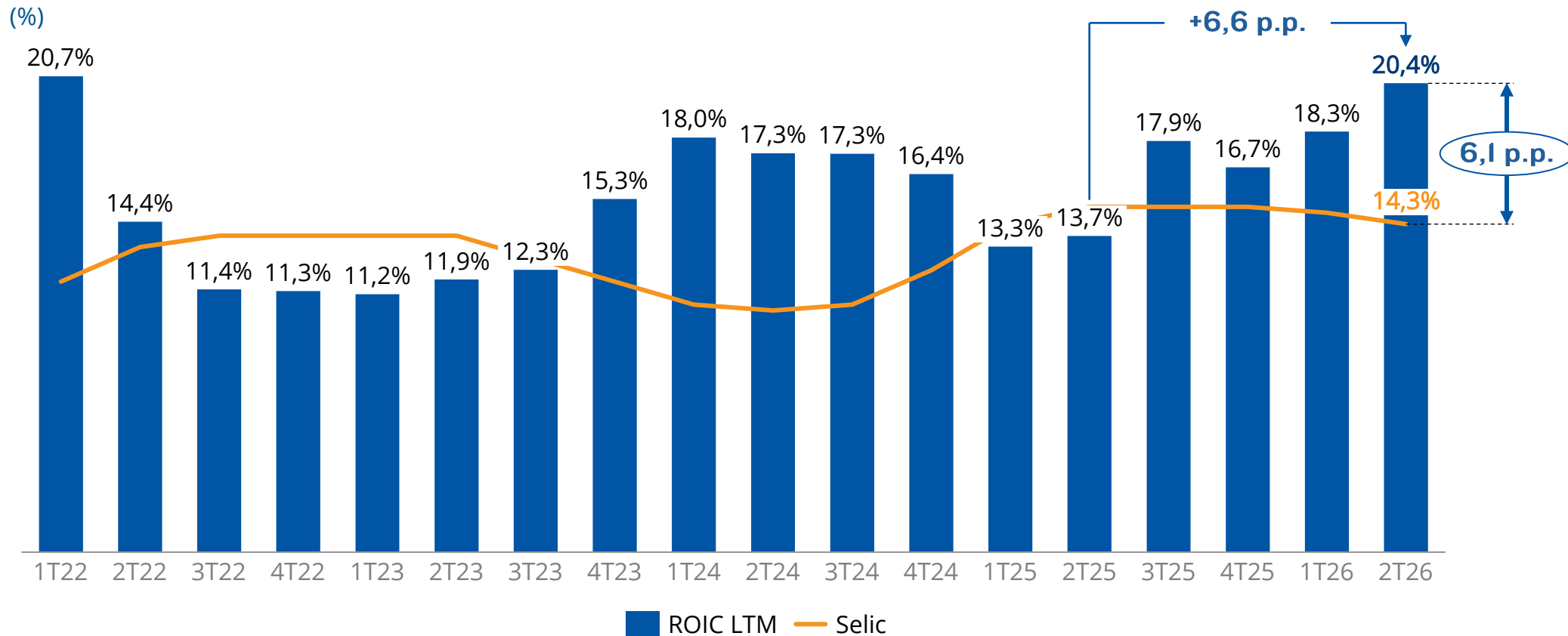
(R\$ milhões)



| R\$ MILHÕES                                     | 2T26   | 4T25   | Δ%     | 1T26   | Δ%     |
|-------------------------------------------------|--------|--------|--------|--------|--------|
| Dívida bruta bancária                           | 385,5  | 416,5  | -7,4%  | 425,2  | -9,3%  |
| Dívida fiscais - PERT                           | 6,7    | 7,5    | -10,2% | 7,0    | -4,7%  |
| Dívida Bruta                                    | 392,3  | 423,9  | -7,5%  | 432,2  | -9,2%  |
| (-) Caixa/equivalentes e aplicações financeiras | -348,8 | -375,9 | -7,2%  | -290,4 | 20,1%  |
| (=) Dívida Líquida                              | 43,5   | 48,1   | -9,6%  | 141,8  | -69,3% |
| EBITDA Recorrente LTM                           | 247,0  | 218,9  | 12,8%  | 227,0  | 8,8%   |
| Dívida Líquida / EBITDA                         | 0,2x   | 0,2x   | 0,0x   | 0,6x   | -0,4x  |

## ROIC ATINGE 20,4% NO 2T26, MAIOR NÍVEL DESDE O 1T22, E AMPLIA SPREAD SOBRE A SELIC PARA 6,1 p.p.

### Evolução ROIC<sup>1</sup> vs. Selic

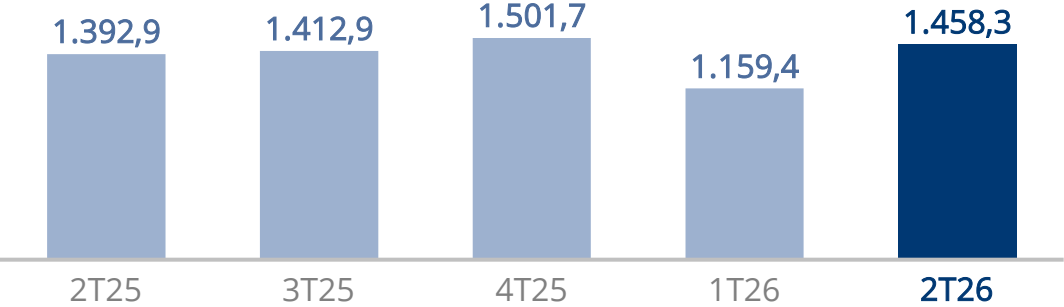


<sup>1</sup> ROIC = NOPAT ajustado LTM / Capital Empregado. Capital Empregado = Dívida Líquida + Patrimônio Líquido – Ágio.  
O cálculo exclui os efeitos de créditos tributários e outros itens não recorrentes.

# ENCERRAMENTO DO 2T26: EVOLUÇÃO DOS INDICADORES FINANCEIROS, EXPANSÃO DE MARGENS E LUCRO LÍQUIDO DE R\$36,6 MILHÕES

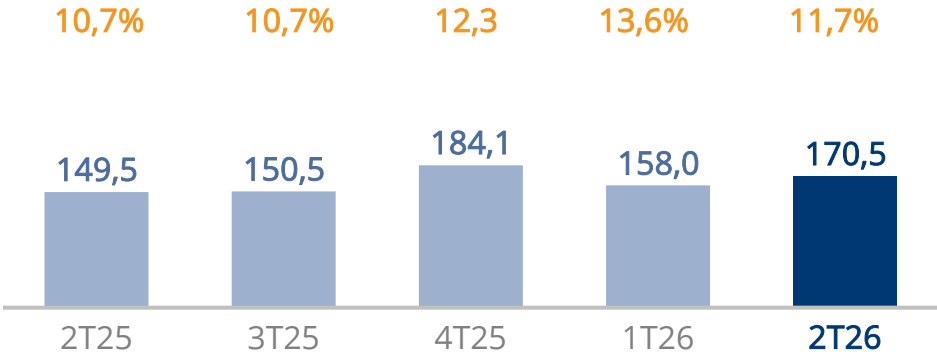
## Receita Líquida

(R\$ milhões)



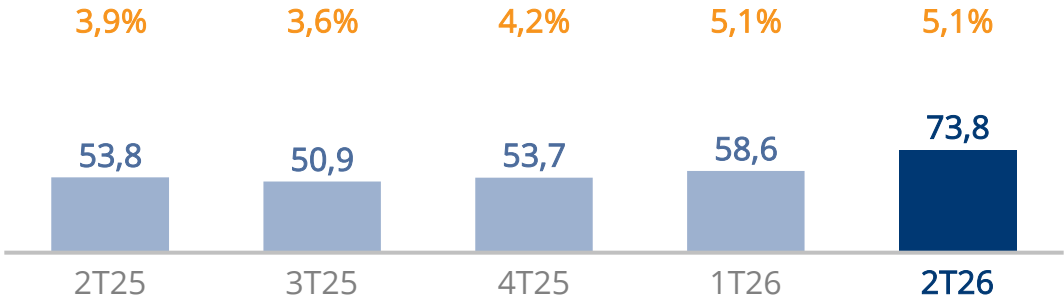
## Lucro Bruto

(R\$ milhões e % Receita Líquida)



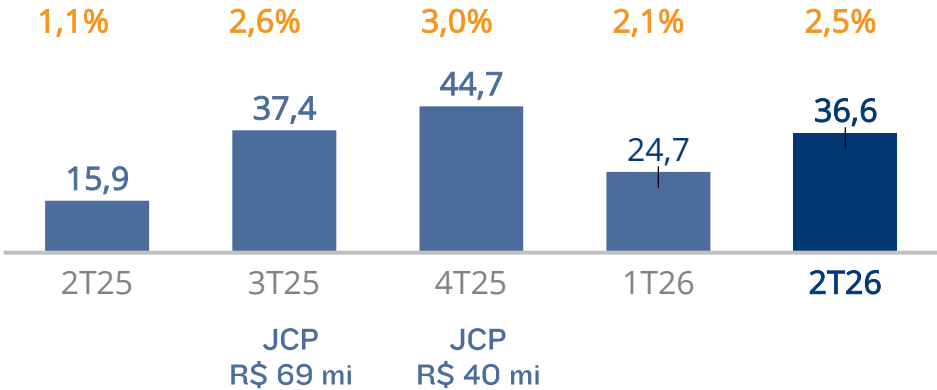
## EBITDA Recorrente

(R\$ milhões e % Receita Líquida)



## Lucro Líquido Recorrente

(R\$ milhões e % Receita Líquida)



# AGENDA

- Destaques
- Desempenho Operacional e Financeiro
- Perguntas e Respostas



Relações com Investidores

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# Earnings Conference Call

2Q26



# Disclaimer



The statements contained in this presentation that are related to business prospects and projections about operating and financial performance are based on the Company's management expectations for future results.

These expectations are subject to uncertainties, therefore, they may or may not occur especially when considering the effects of the domestic economy, the challenges faced by the sector, among other risk factors that could substantially influence our actual results.



The purpose of these statements is to reflect our expectations for expansion and the strategic actions that guide our decisions. So, it should not be considered as guarantees of future performance.

# AGENDA

## Highlights

Operating and Financial  
Highlights

Question & Answers



# ALLIED SEIZED MARKET OPPORTUNITIES TO MAXIMIZE THE RESULTS IN 2Q26, WITH A MORE PROFITABLE PRODUCT MIX, COMMERCIAL DISCIPLINE AND OPERATIONAL EFFICIENCY

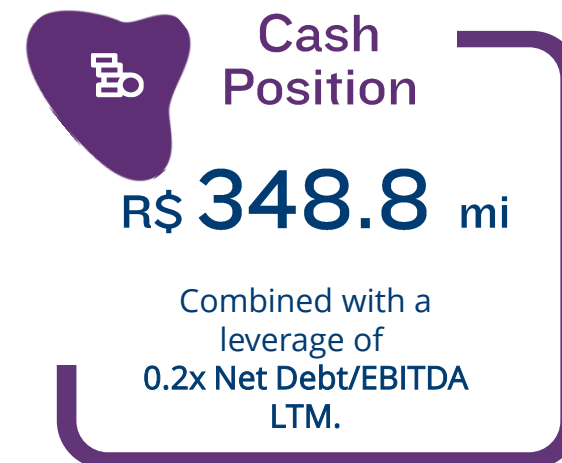
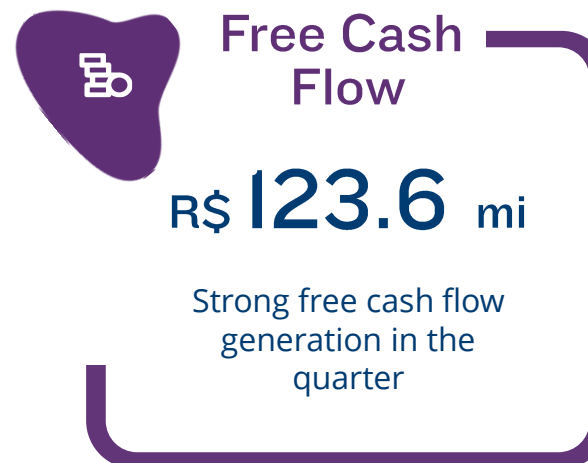
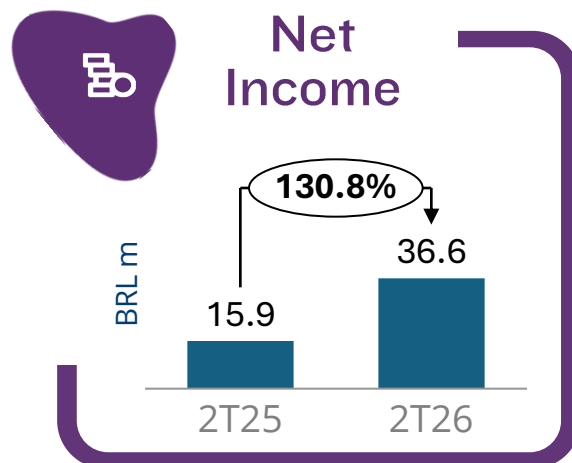
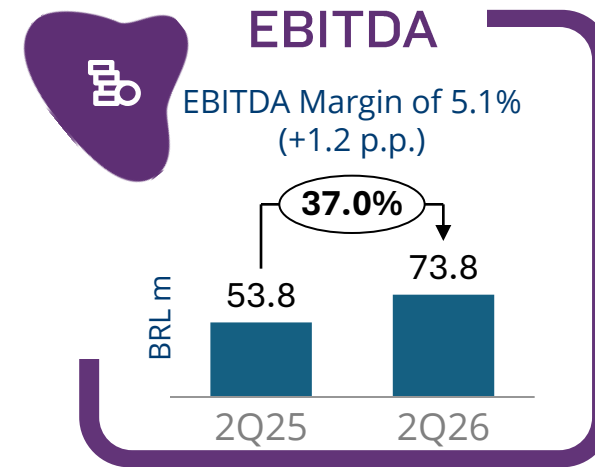
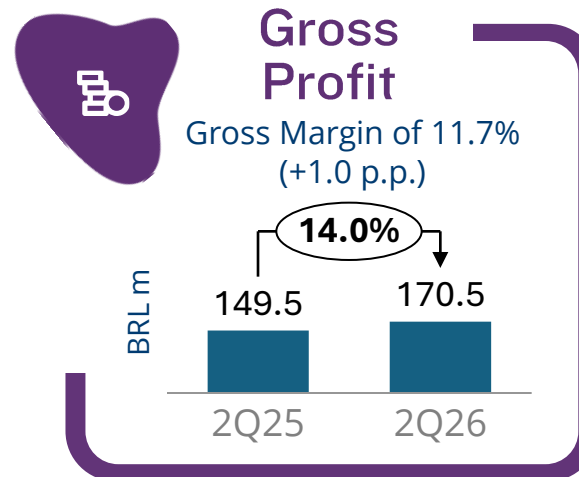
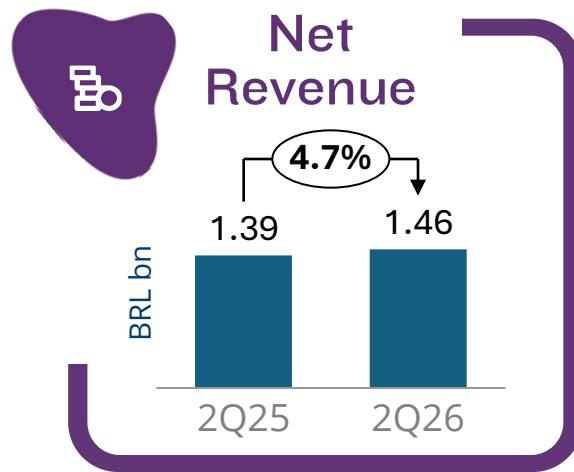
## REVENUE MOMENTUM

- ✓ Brazil Distribution **+8.6%**
- ✓ Physical Retail **+11.7%**
- ✓ Recovery of International Operations

## OPERATIONAL EFFICIENCY

- ✓ Gross margin expansion
- ✓ Control of Operating Expenses

# PROFITABLE GROWTH, STRONG CASH GENERATION AND MINIMAL FINANCIAL LEVERAGE

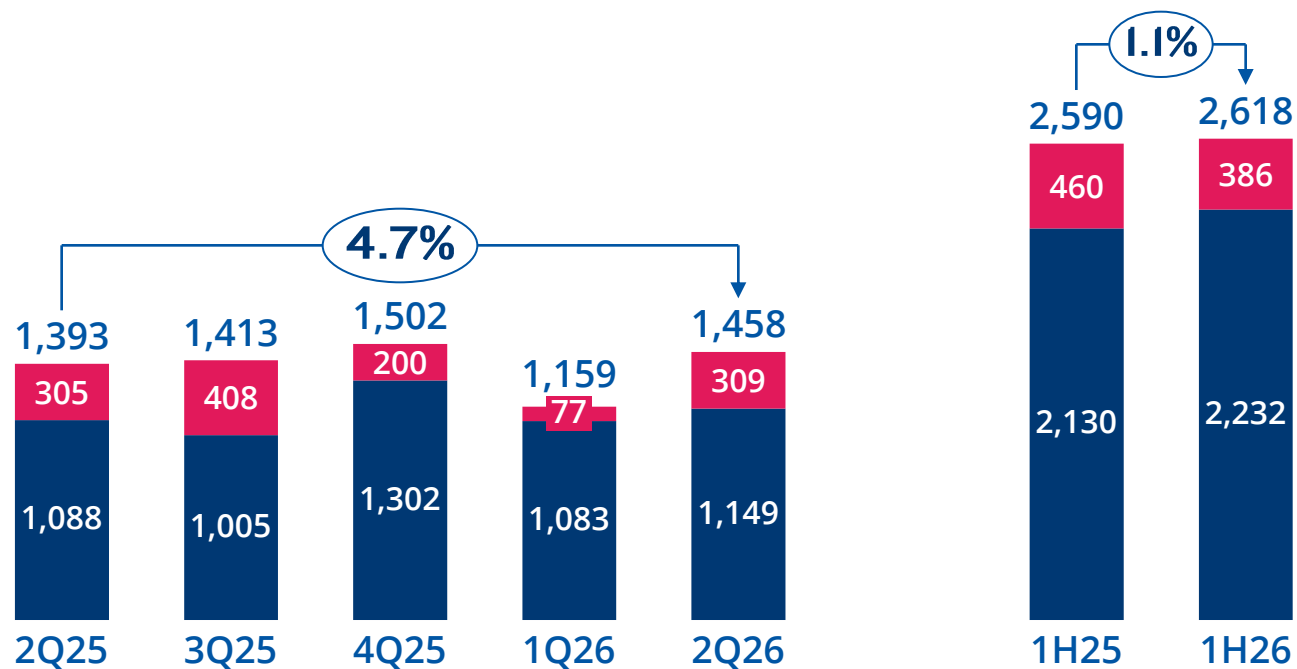


# HIGHEST REVENUE FOR A SECOND QUARTER SINCE THE PANDEMIC, DRIVEN BY THE DOMESTIC MARKET

## Net Revenue Evolution | Consolidated

(BRL million)

 Brazil  International



### International

Growth recovery after 1Q26. In USD the effective growth was **+13%**

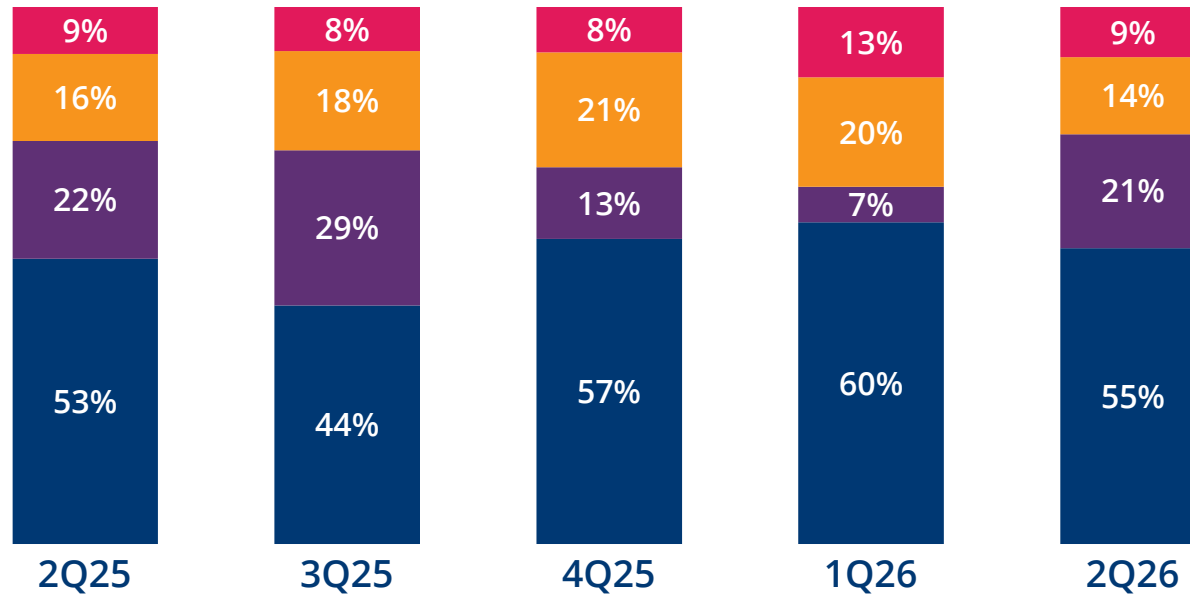
### Brazil

Highlight in Distribution, Physical Retail and Strategic Digital Partnerships

# REVENUE GREW SUPPORTED BY HIGHER VALUE-ADDED AND MORE PROFITABLE OPERATIONS

## Evolution of the Channel Mix (% Net Revenue)

■ Brazil Distribution ■ International ■ Online ■ Physical Retail



### International

Significant recovery to 21% after 1Q26

### Distribution

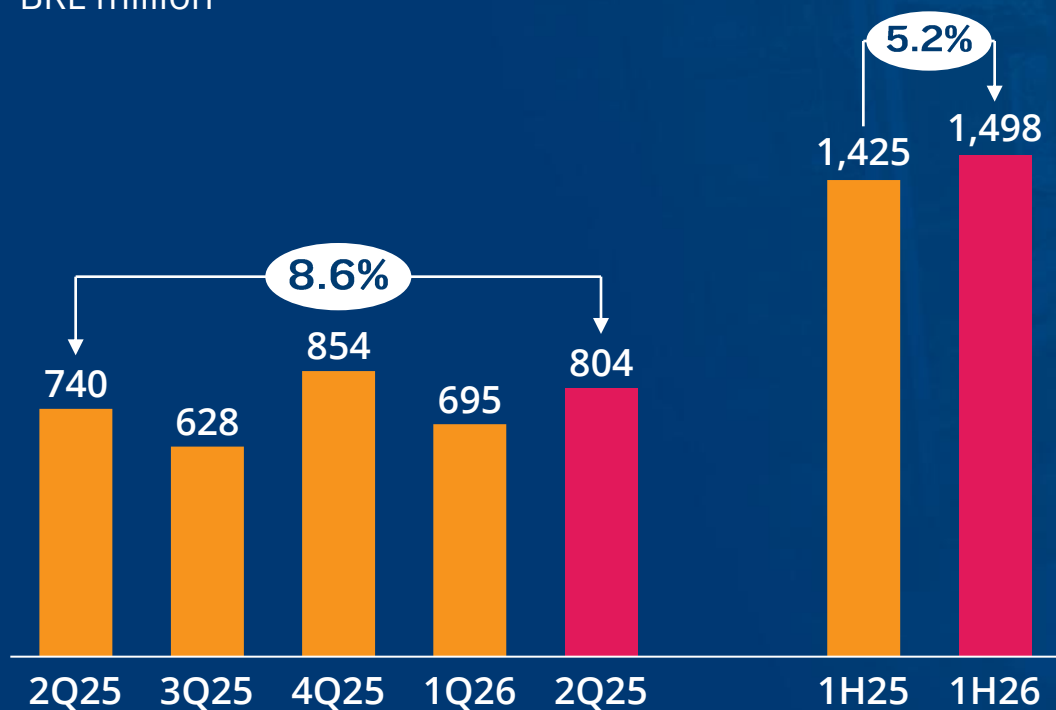
Stability maintained at 55%

### Online Channel Optimization

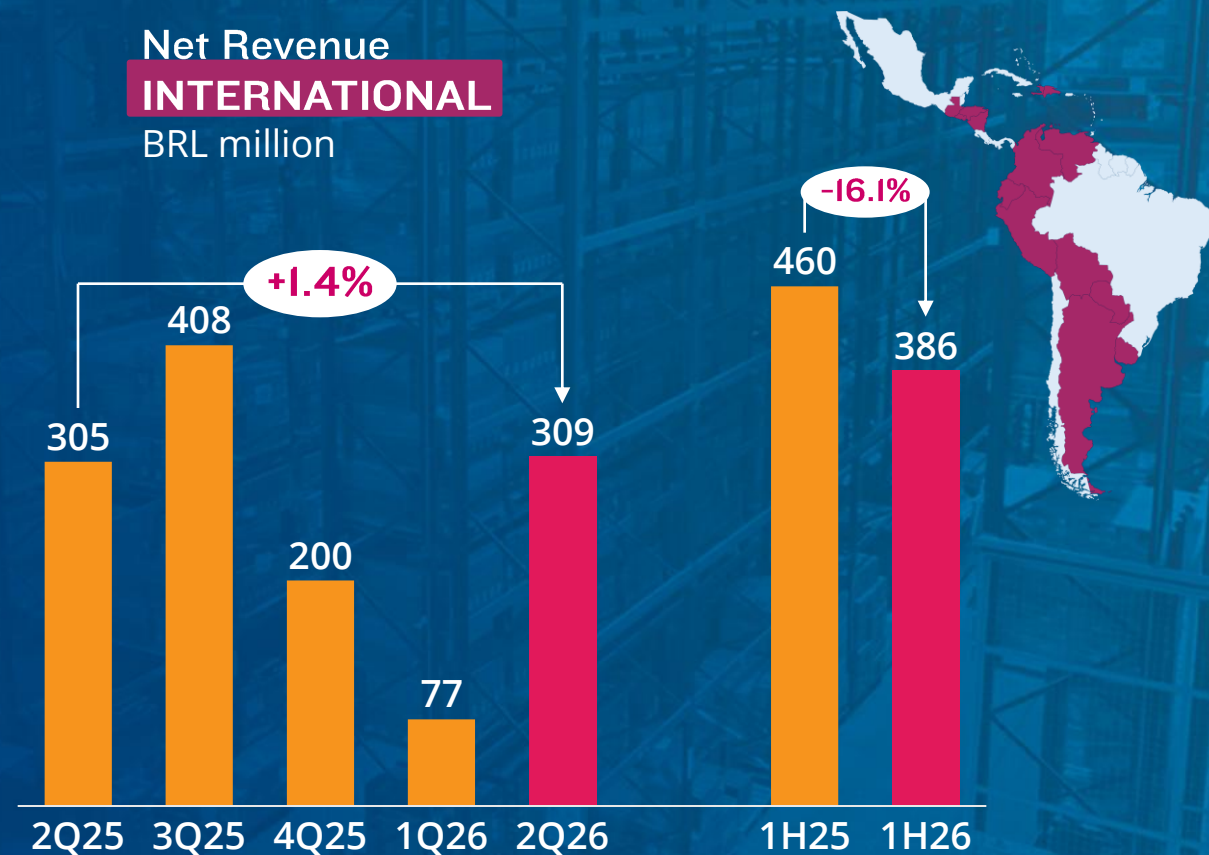
Optimization for more efficiency

## DISTRIBUTION: 8.6% YoY GROWTH IN BRAZIL REINFORCES THE RESILIENCE OF THE CORE BUSINESS

Net Revenue  
**BRAZIL**  
BRL million



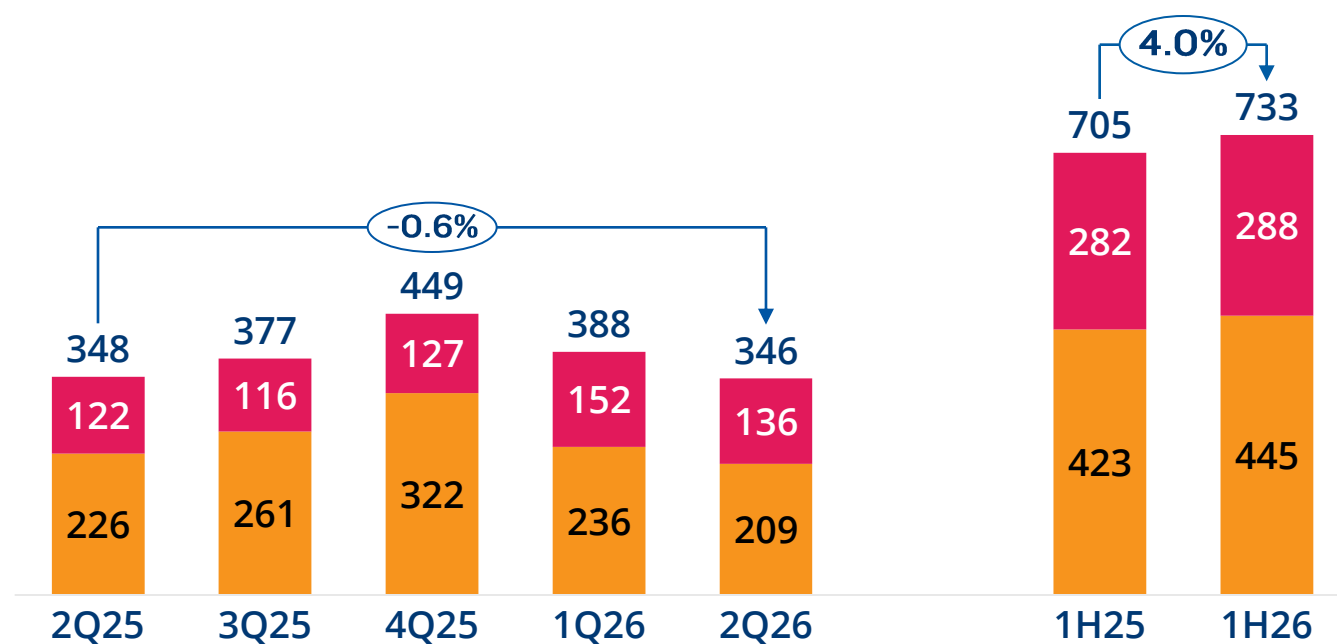
Net Revenue  
**INTERNATIONAL**  
BRL million



# PHYSICAL RETAIL ACCELERATES, WHILE ONLINE PRIORITIZES PROFITABILITY

## Net Revenue Evolution | RETAIL

(BRL million) ■ Online ■ Physical Retail



### Physical Retail

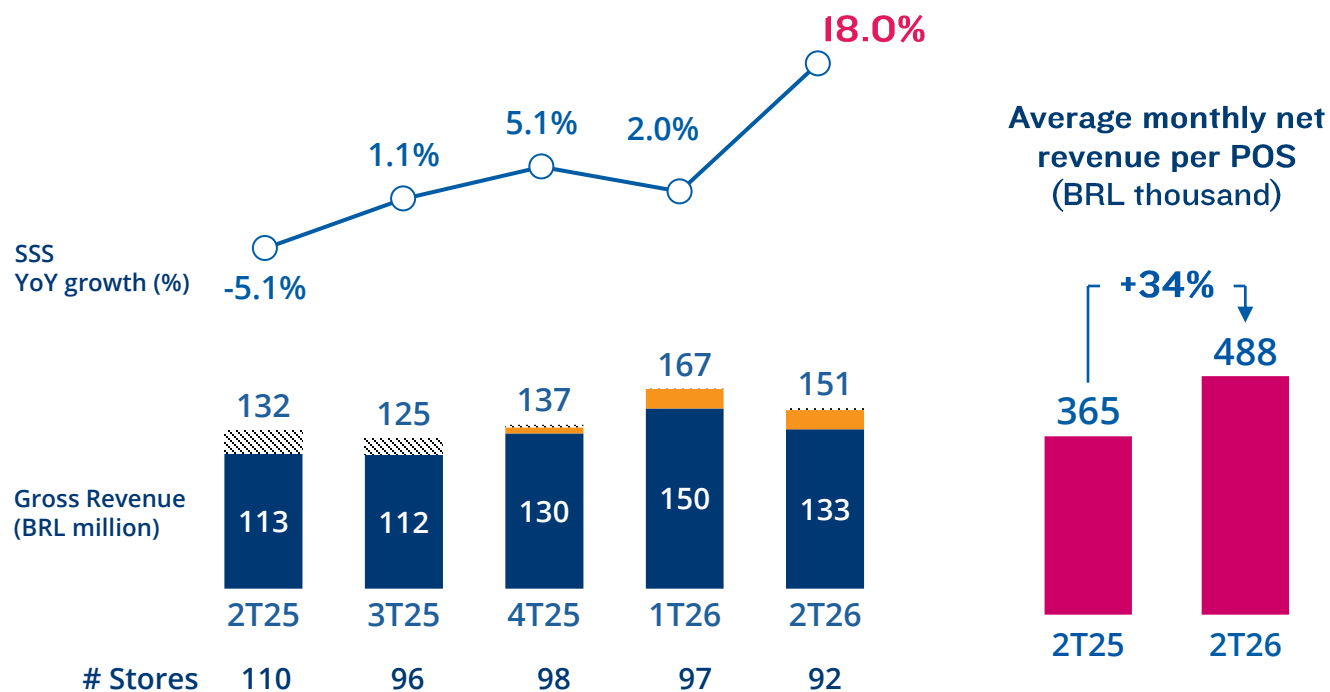
- Net revenue **+11.7% a/a**, with a smaller store base;
- SSS grew in double digits, and revenue per POS increased in the quarter;
- Strong market acceptance of the Galaxy S26 line

### Online

- Digital strategic partnerships grew **+15%** in 2Q26 vs. 2Q25 (excluding NuBank);
- Trocafy continues to grow at a fast pace: **>45%** 2Q26 vs 2Q25;
- Mobcom plays a complementary role to Distribution, focusing on long tail and end-of-line products, with no growth pressure to avoid cannibalization.

# FEWER STORES, HIGHER PRODUCTIVITY AND GREATER PROFITABILITY PER POINT OF SALE

## Same Store Sales



## Highlights

- Optimized store network: replacement of 12 POS in PR with 6 large stores in SP;
- Strong expansion: SSS accelerates to +18.0%;
- Higher productivity: Revenue per POS rises +34%;
- Higher Margin: Jump in average ticket (+21%) and insurance (+30%).



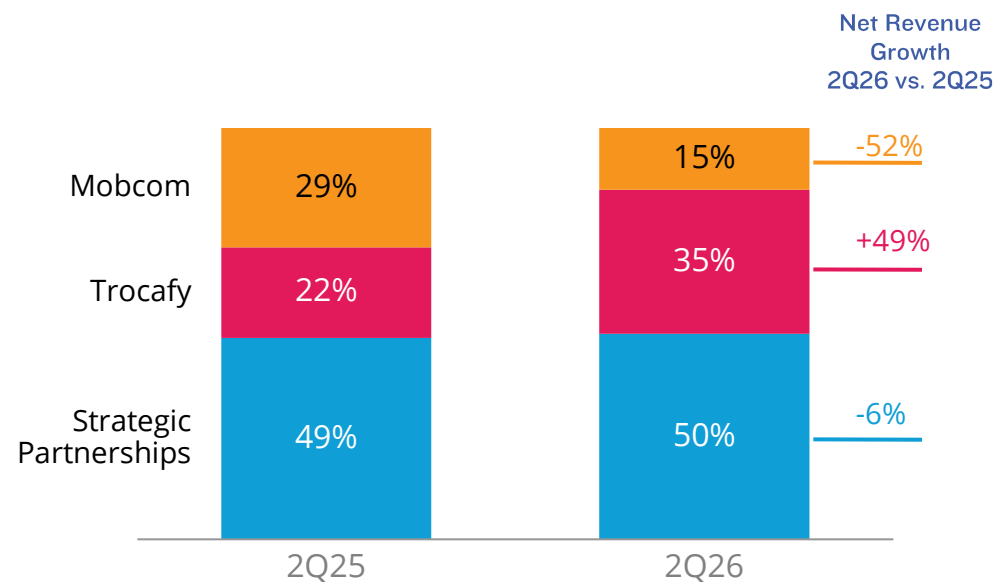
# 92 STORES

|    |    |    |    |
|----|----|----|----|
| SP | 64 | RJ | 15 |
| MG | 12 | MS | 1  |



# FOCUS ON PROFITABILITY PRESERVES REVENUE QUALITY IN A MORE COMPETITIVE ENVIRONMENT

## Business Share in Online Net Revenue (%)



The evolution of the mix improved channel profitability, even in a quarter with lower revenue

### Revenue

Lower contribution from MobCom and a more selective approach in the marketplace

### Mix

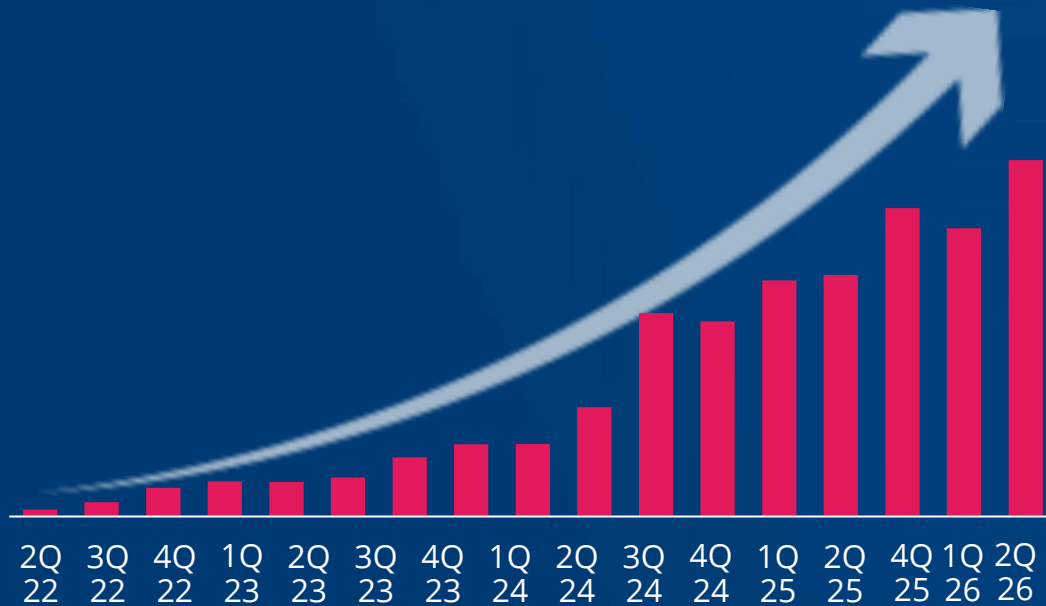
Greater contribution from Trocafy, with solid profitability, and growth in Digital Services

### Results

Profitability expansion, with channel EBITDA growing 19% over the period

# TROCAFY CONSOLIDATES REFURBISHED PRODUCTS AS A STRATEGIC GROWTH DRIVER

Net Revenue in Strong Expansion  
CAGR (2Q22-2Q26): 167%



The platform completes four years in a still underpenetrated market in Brazil



## Growth

Gross revenue growth of over **45%** (2Q26 vs 1Q26)



## Profitability

EBITDA margin expansion of **+7 p.p.** (2Q26 vs 2Q25)

## NEW PARTNERSHIPS ALREADY INCORPORATED INTO ALLIED'S PRODUCT PORTFOLIO, ALSO STRENGTHENING THE B2B CHANNEL



**Complete Go-to-Market Platform**

Brand strategy, communication, trade marketing, commercial management, and sales channels in Brazil.

Positions Allied beyond Distribution



**Solutions for the Apple ecosystem**

Distribution of management and security solutions for Apple environments, including MDM and zero-touch deployment.

Strengthens the corporate solutions offering



**Signed Contract**

Allied will distribute Starlink in its portfolio



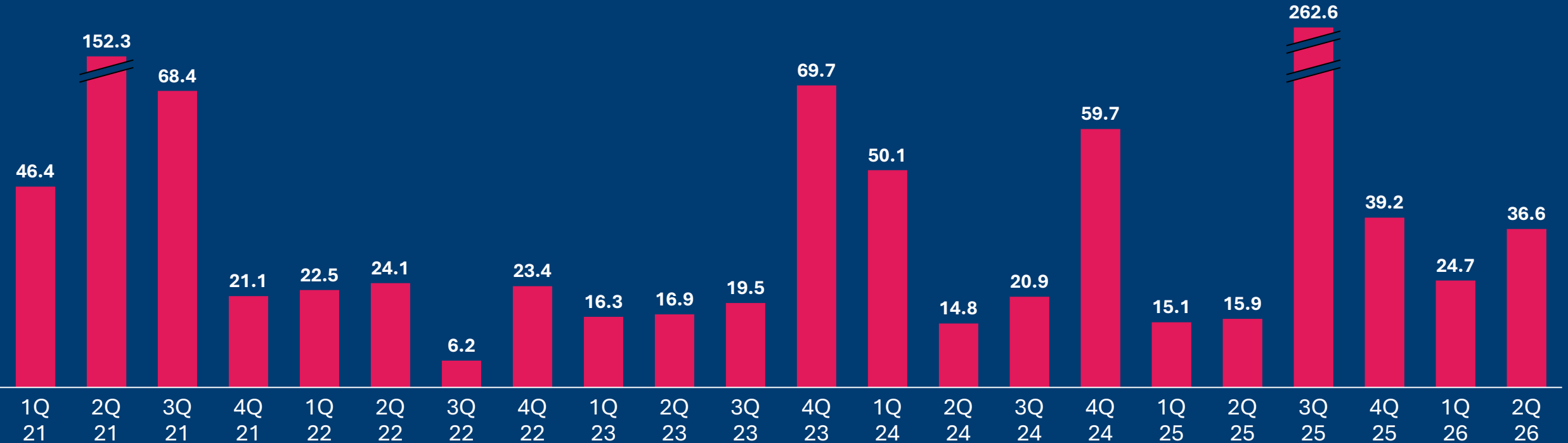
**Signed Contract**

Allied will distribute Meta products in electronics retail

# OPERATIONAL RESILIENCE WITH POSITIVE RESULTS DELIVERED IN EVERY QUARTER

Reported profit in every quarter since the IPO

Reported Net Income  
(BRL million)



Consistent track record of earnings generation since the IPO

# AGENDA



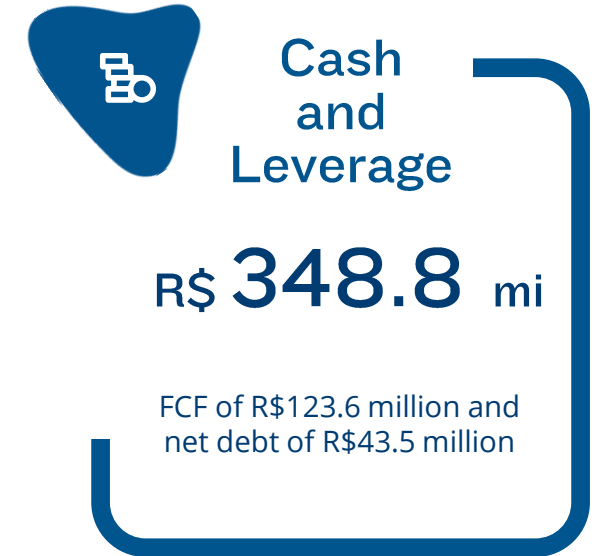
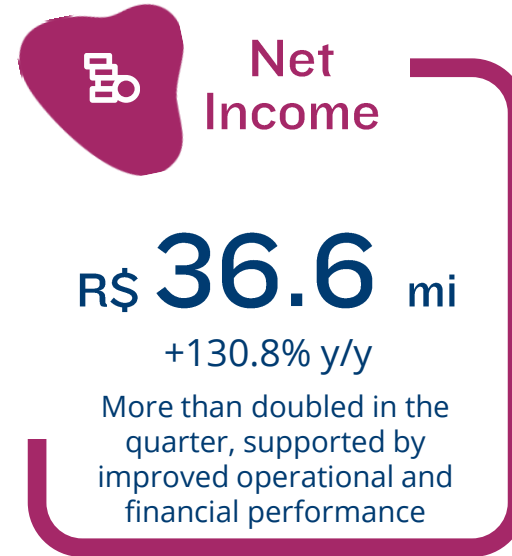
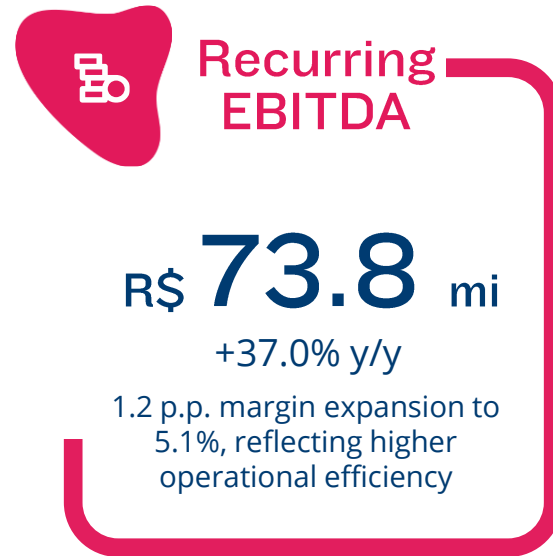
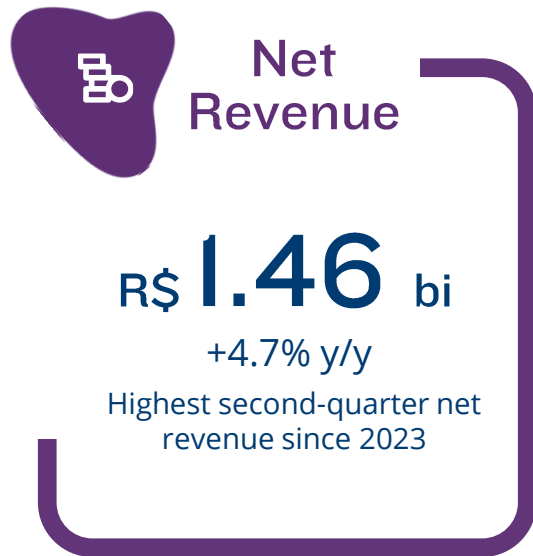
Highlights

## Operational and Financial Performance

Questions and Answers

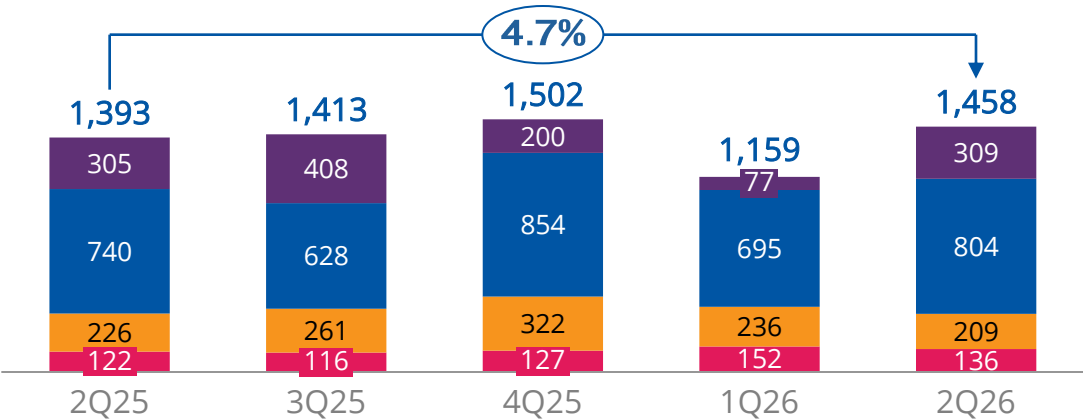


## 2Q26 FINANCIAL HIGHLIGHTS



# NET REVENUE GROWS WITH ACCELERATED GROSS PROFIT AND IMPROVED PROFITABILITY ACROSS ALL CHANNELS

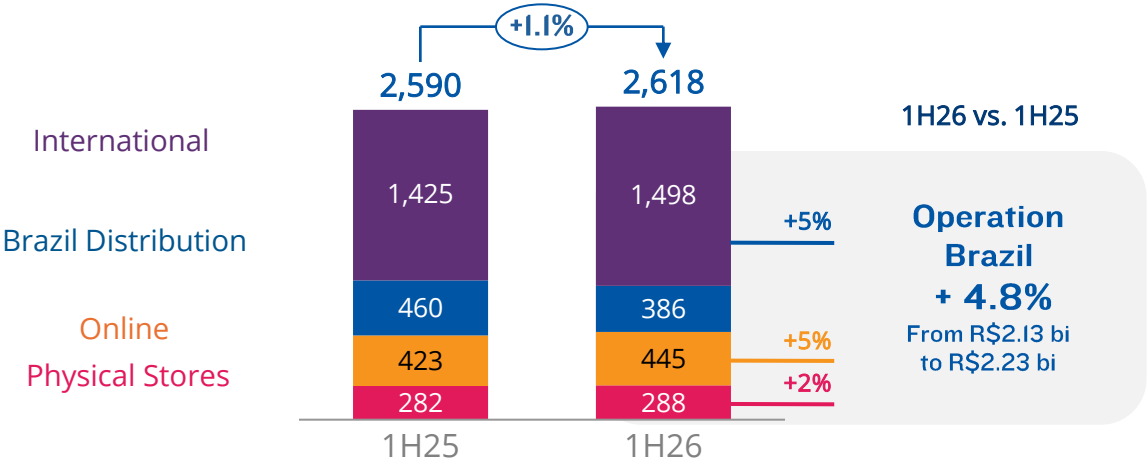
Net Revenue Evolution by Quarter  
(BRL million)



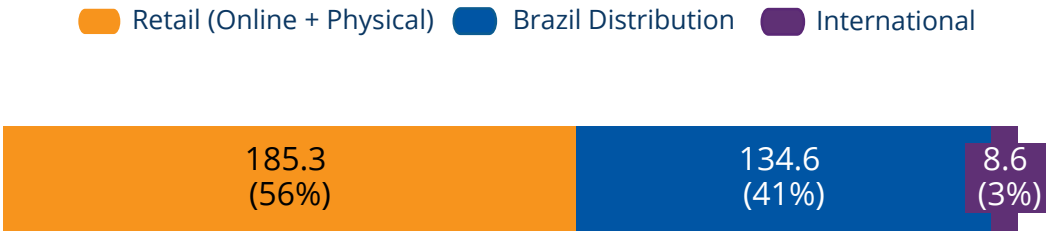
| Gross Margin<br>(% Net Revenue) | 2Q25  | 3Q25  | 4Q25  | 1Q26  | 2Q26  |
|---------------------------------|-------|-------|-------|-------|-------|
| International                   | 2.1%  | 2.1%  | 1.9%  | 2.4%  | 2.2%  |
| Brazil                          | 8.1%  | 8.5%  | 8.6%  | 8.5%  | 9.4%  |
| Consolidated Distribution       | 6.4%  | 6.0%  | 7.4%  | 7.9%  | 7.4%  |
| Retail (Physical + Online)      | 23.8% | 23.5% | 23.8% | 25.0% | 25.6% |
| Total                           | 10.7% | 10.7% | 12.3% | 13.6% | 11.7% |

+1.0 p.p.

Net Revenue in Brazil by Channel  
(BRL million)



Gross Profit Composition – 1H26  
(BRL million and % of total gross profit)

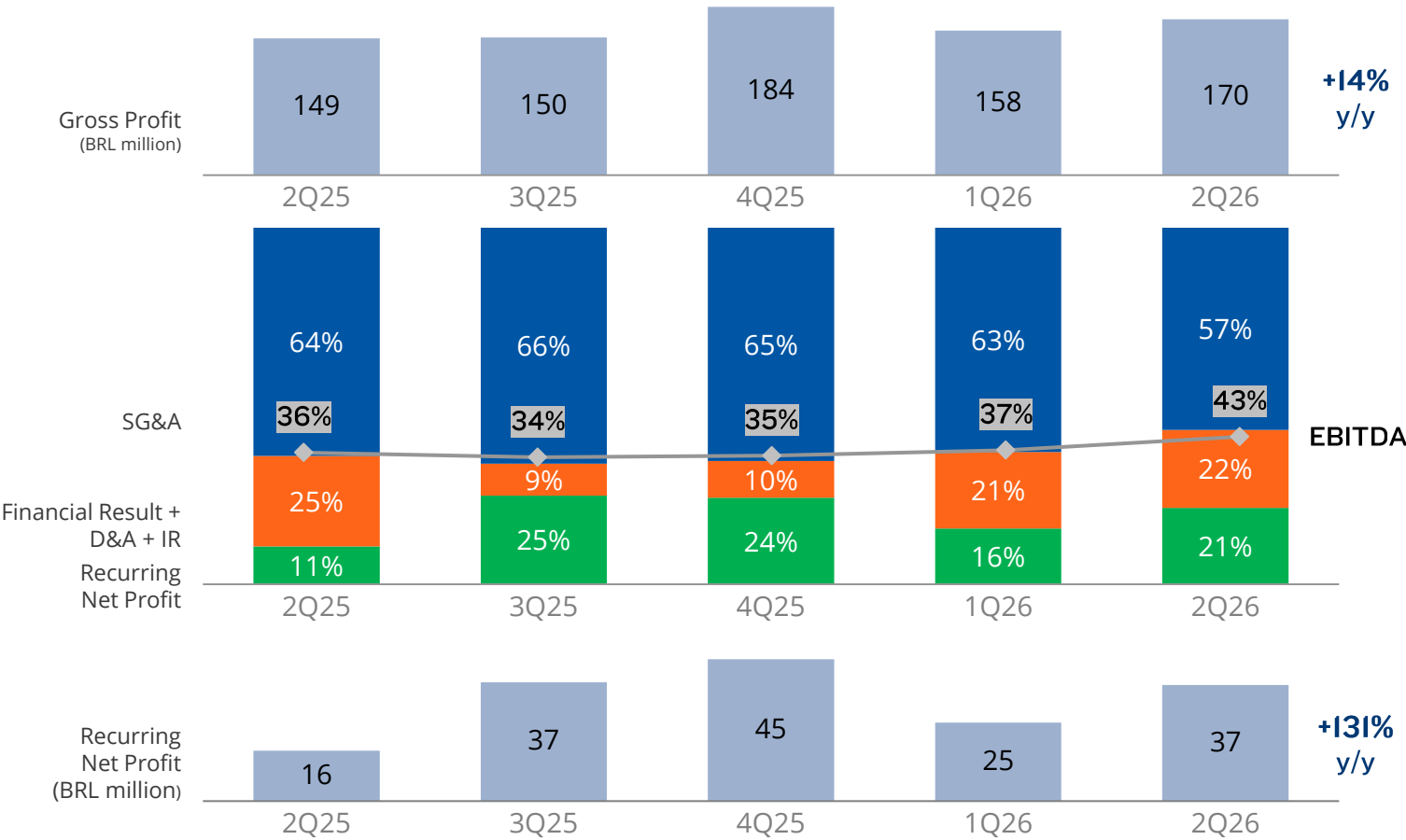


Gross Profit  
R\$328.5

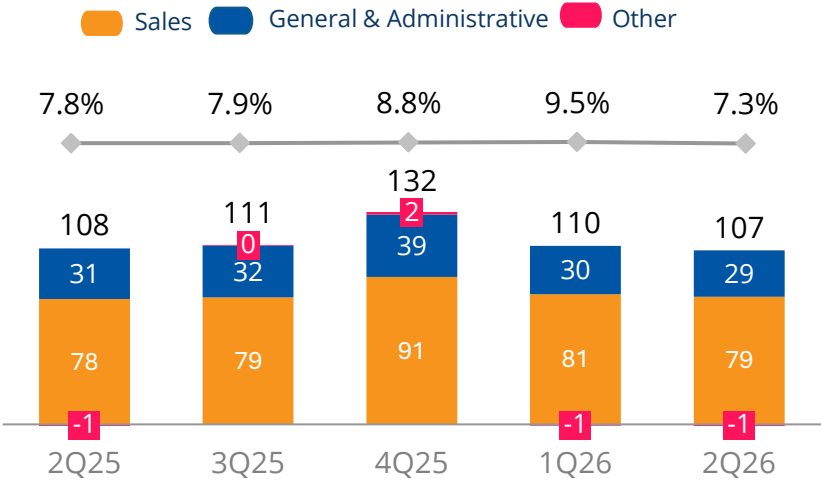
# REVENUE GROWTH + CONTROL OF OPERATING AND FINANCIAL EXPENSES MAXIMIZES RESULTS AND INCREASES NET PROFIT CONVERSION

## Margin waterfall as % of Gross Profit

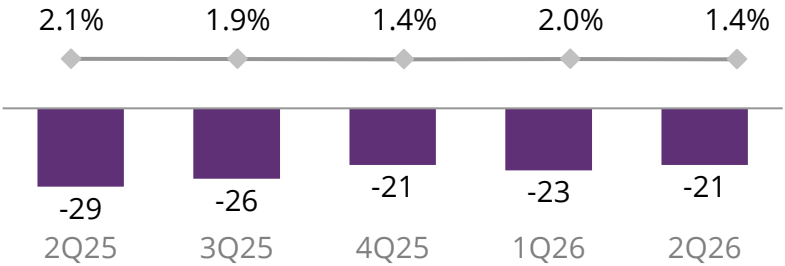
How each R\$1 of Gross Profit is allocated among SG&A, financial result, and recurring net profit generation



## Operating Expenses (BRL million; % of Net Revenue)



## Adjusted Financial Result\* (BRL million; % of Net Revenue)



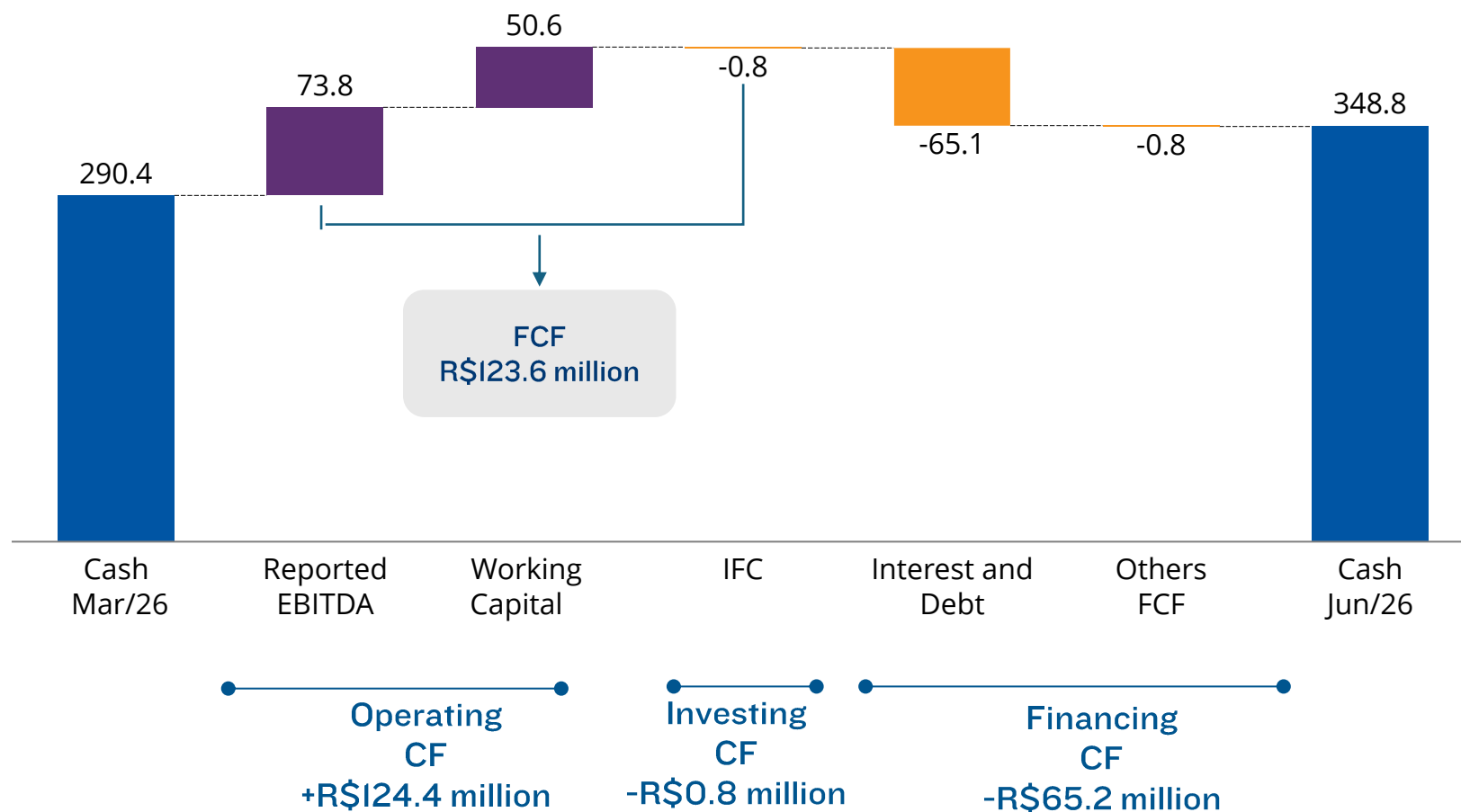
\*Excluding monetary adjustment on tax judicial deposits.

# TOTAL CASH OF R\$348.8 MILLION IN JUN/26

Operating Cash Generation of BRL 124.4 million in 2Q26

## 2Q26 Cash Flow

(BRL million)

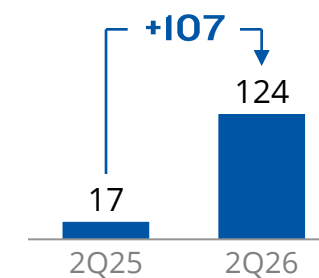


**Management View of Supplier Financing Risk**  
 Operating cash flow: transactions with no financial cost to Allied.  
 Financing cash flow: transactions with financial cost to Allied.

## Highlights 2Q26

- Operating Cash Generation of R\$124.4 million in 2Q26, versus R\$17.2 million in 2Q25, highlighting efficient working capital management.
- Free Cash Flow of R\$123.6 million after investments.

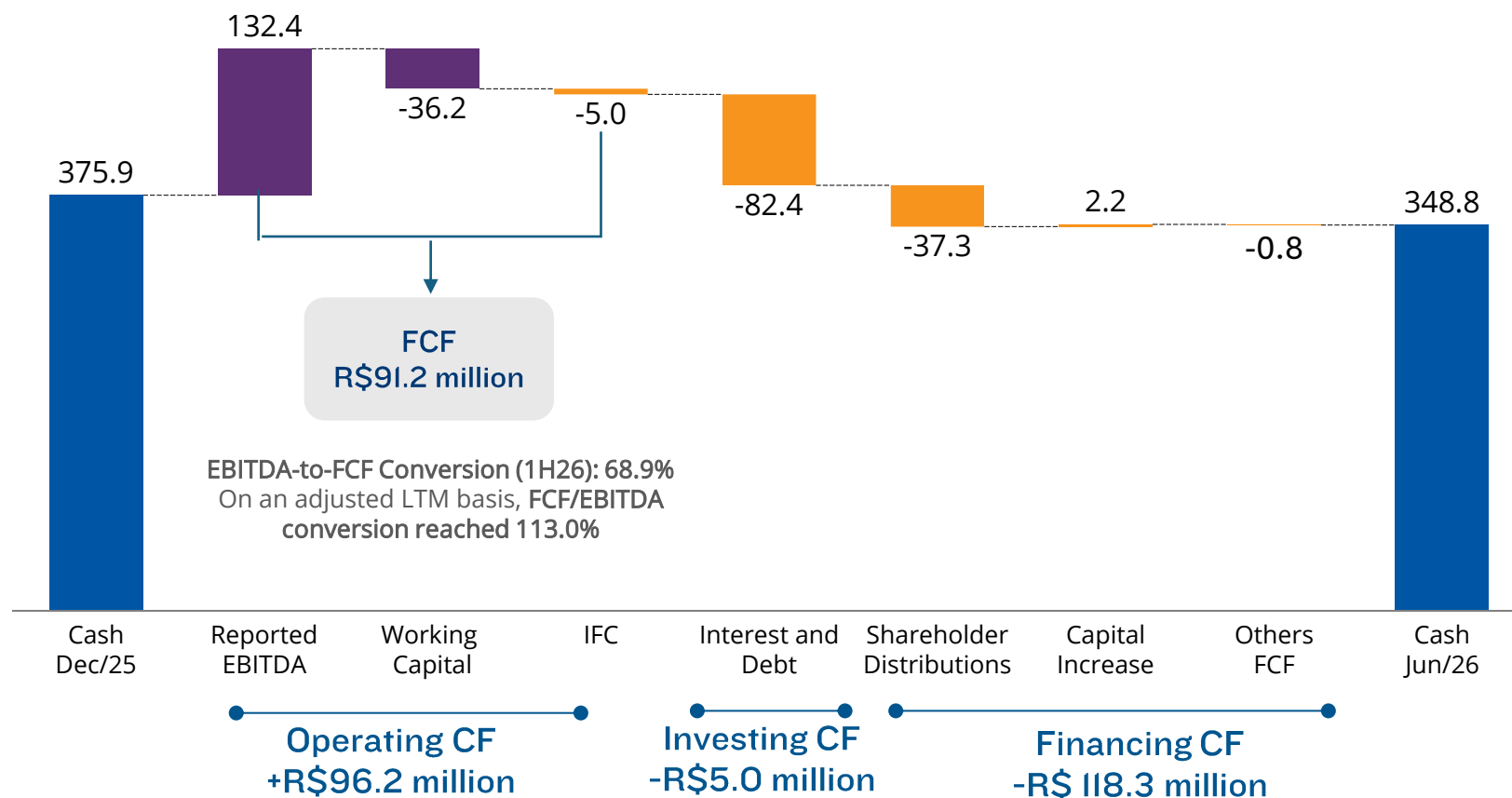
## Operating Cash Flow (BRL million)



# TOTAL CASH OF R\$348.8 MILLION IN JUN/26

Operating Cash Flow Generation Reached BRL 96.2 Million in 1H26

## IH26 Cash Flow (BRL million)



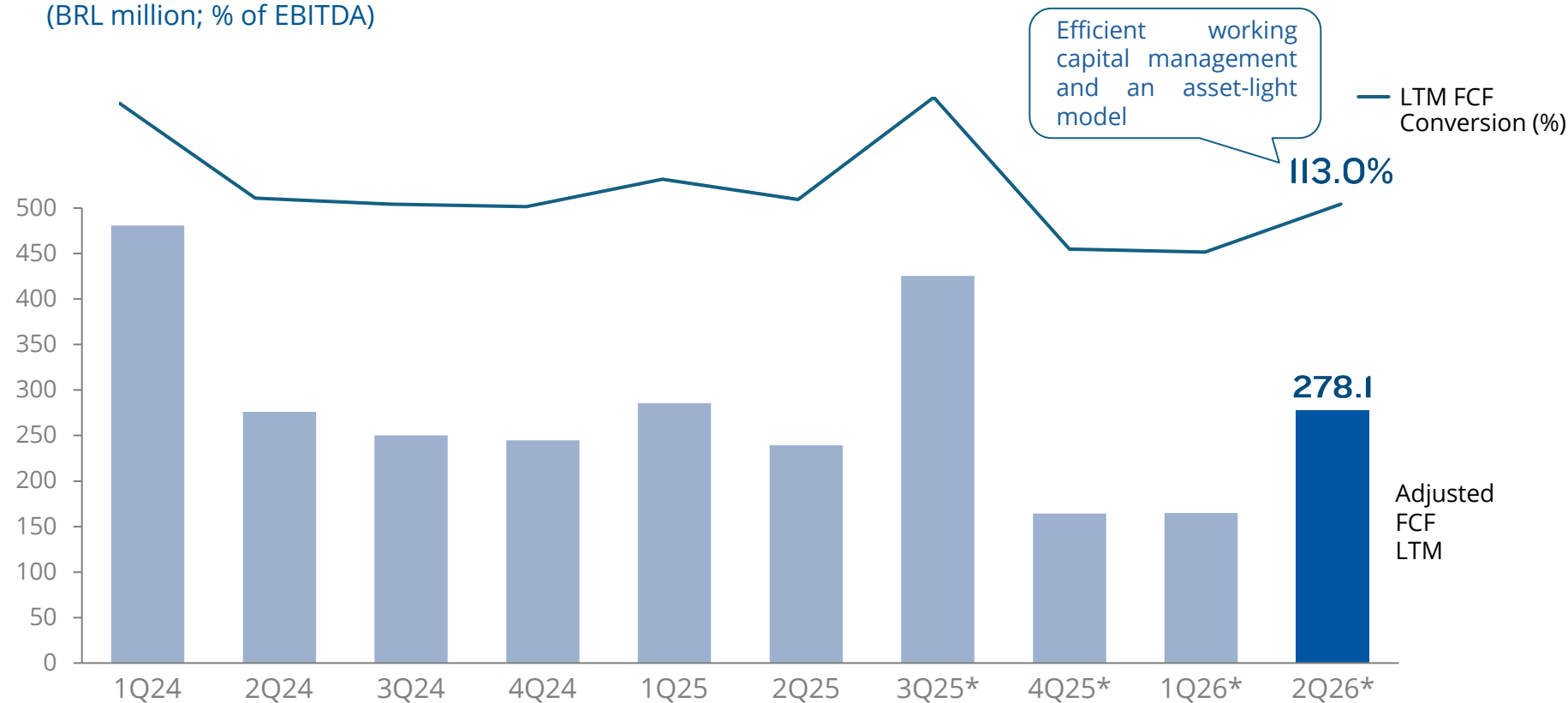
**Management View of Supplier Financing Risk**  
Operating cash flow: transactions with no financial cost to Allied.  
Financing cash flow: transactions with financial cost to Allied.

## Highlights IH26

- **Operating cash generation of R\$96.2 million** in 1H26, influenced by working capital and seasonality.
- **Free Cash Flow of R\$91.2 million** after investments.
- **Financing cash flow** complies with the covenants of structured debt contracts with payments of R\$118.3 million, including interest, debt amortization, and shareholders distribution *(Includes R\$40 million in JCP declared in Nov/26)*

# PROFITABLE PLATFORM WITH CONSISTENT CASH CONVERSION

Adjusted FCF<sup>1</sup> LTM and EBITDA to FCF Conversion  
(BRL million; % of EBITDA)



Adjusted FCF<sup>1</sup> LTM 2Q26  
**R\$278.1 million**

2Q26 LTM Adjusted EBITDA  
**R\$247.0 million**

LTM Adjusted FCF / LTM Adjusted EBITDA  
**113,0%**

FCF Yield<sup>2</sup>  
**55.2%**

<sup>1</sup> Excludes tax credits and other non-recurring effects.  
<sup>2</sup> FCF Yield = 2Q26 LTM Adjusted Free Cash Flow / Enterprise Value, based on market capitalization as of June 30, 2026 and net debt as of June 2026.

# MINIMUM LEVERAGE WITH EXTENDED DEBT MATURITY

Conservative structure: low net debt, mostly long-term debt schedule, and declining debt cost

0.2x  
Net Debt/  
EBITDA

R\$348.8 mi  
Accounting Liquidity  
Cash and Investments

R\$845 mi  
Adjusted Liquidity  
Including card receivables

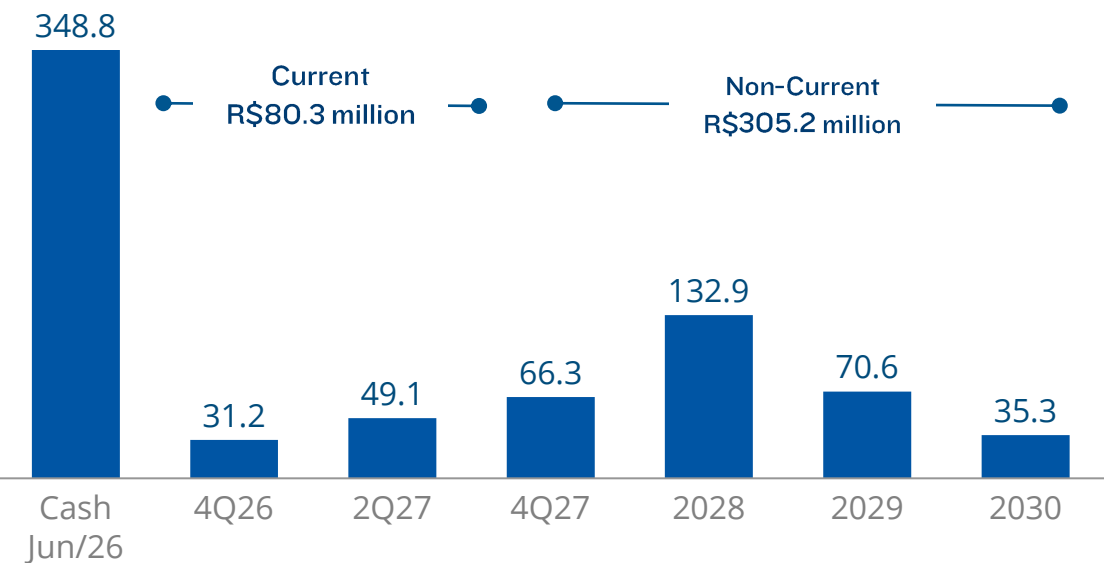
R\$43.5 mi  
Net Debt

79%  
Long-term  
Debt

Selic +2.25% p.a.  
Cost of Debt  
vs. Selic +2.40% in 2Q25

## Bank debt amortization schedule

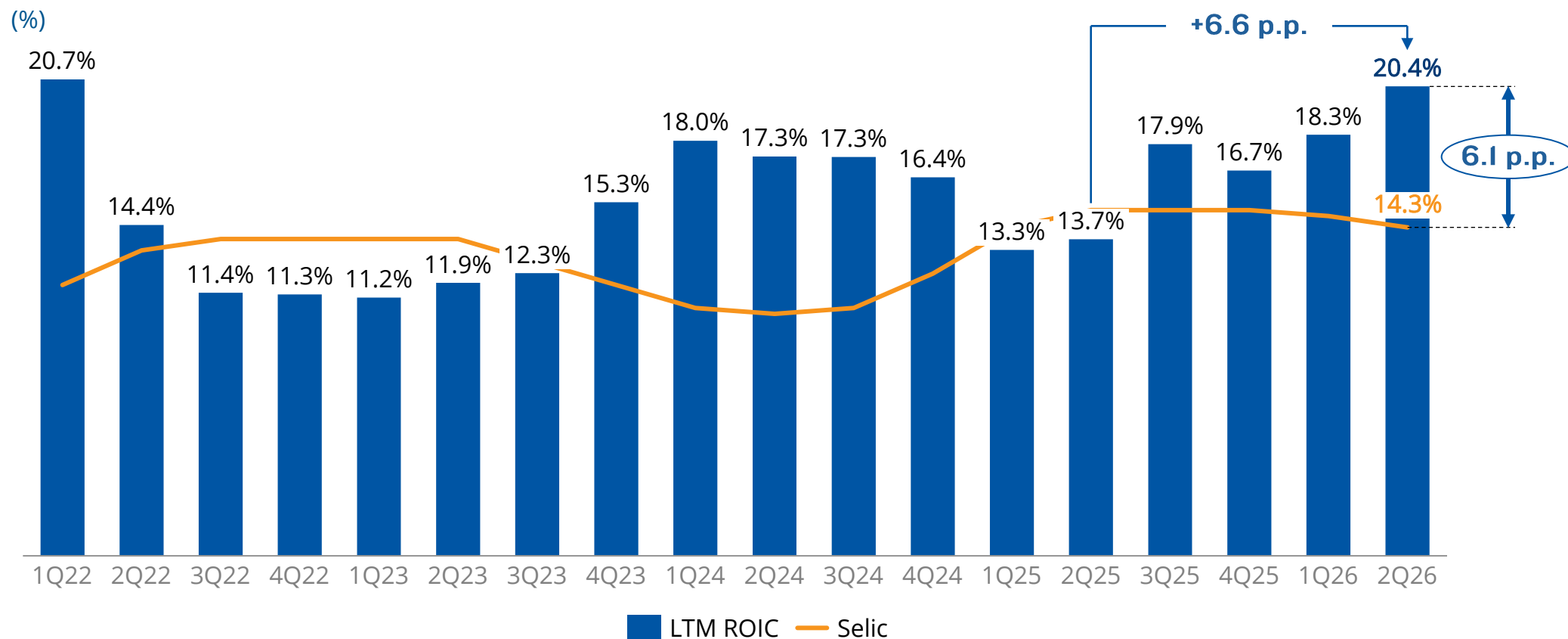
(BRL million)



| BRL million                                         | 2Q26   | 4Q25   | Δ%     | 1Q26   | Δ%     |
|-----------------------------------------------------|--------|--------|--------|--------|--------|
| Bank gross debt                                     | 385.5  | 416.5  | -7.4%  | 425.2  | -9.3%  |
| Tax debts - PERT                                    | 6.7    | 7.5    | -10.2% | 7.0    | -4.7%  |
| Gross Debt                                          | 392.3  | 423.9  | -7.5%  | 432.2  | -9.2%  |
| (-) Cash/cash equivalents and financial investments | -348.8 | -375.9 | -7.2%  | -290.4 | 20.1%  |
| (=) Net Debt                                        | 43.5   | 48.1   | -9.6%  | 141.8  | -69.3% |
| Recurring EBITDA LTM                                | 247.0  | 218.9  | 12.8%  | 227.0  | 8.8%   |
| Net Debt / EBITDA                                   | 0.2x   | 0.2x   | 0.0x   | 0.6x   | -0.4x  |

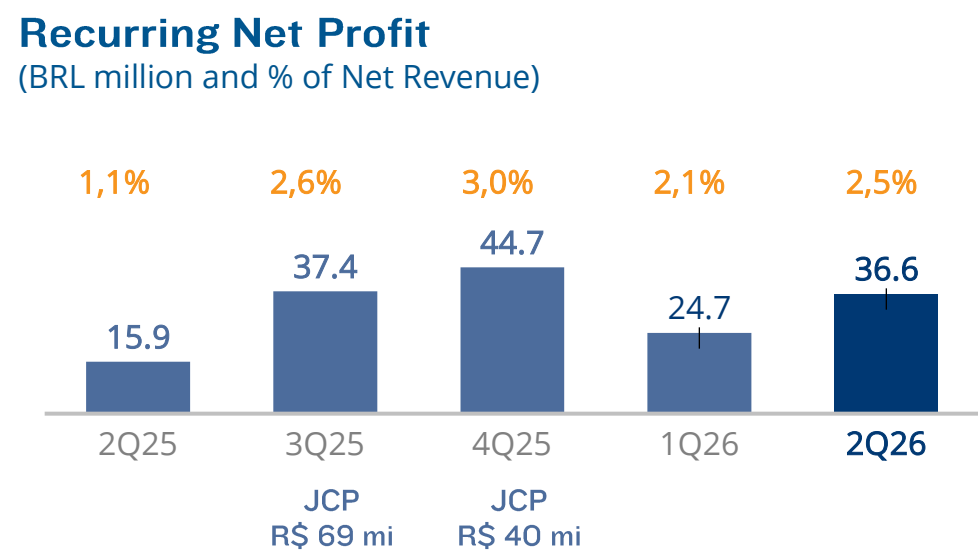
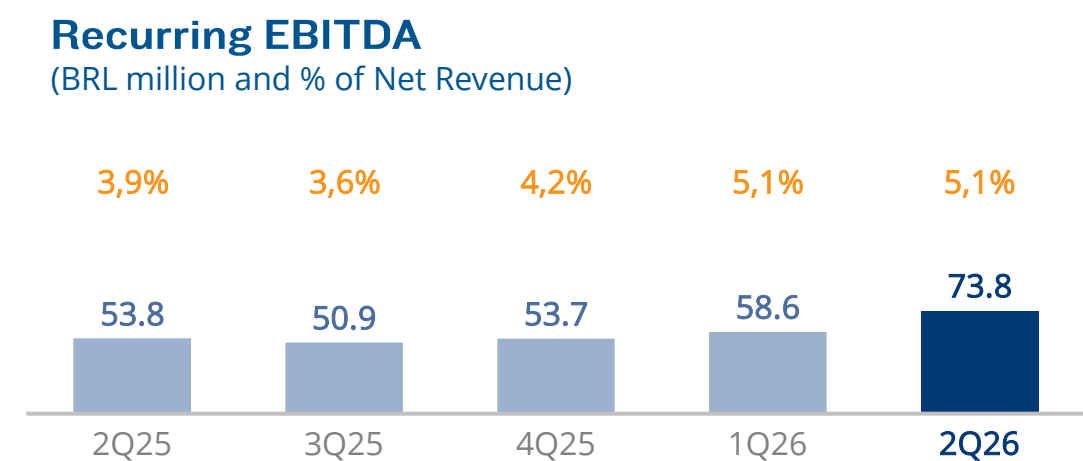
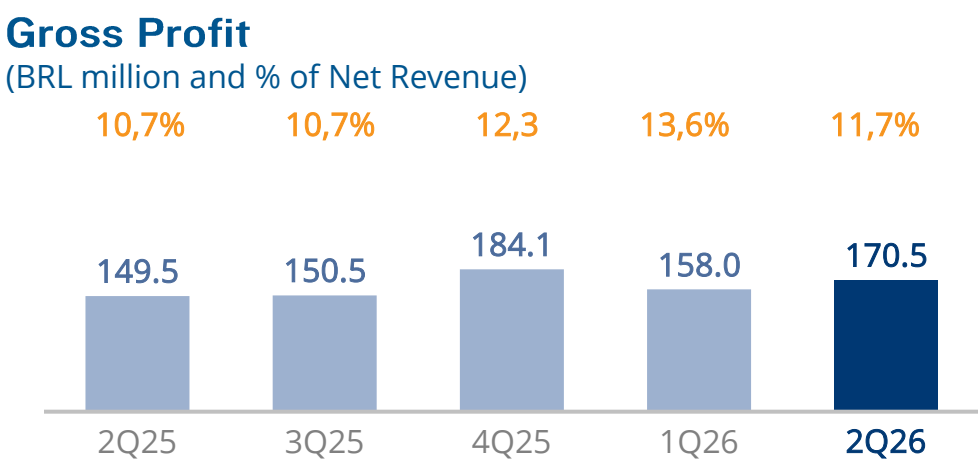
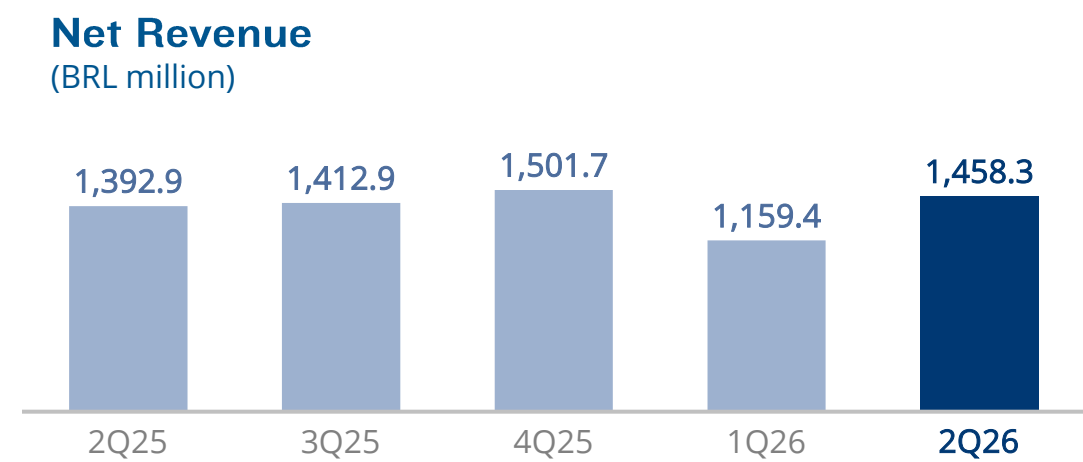
# ROIC REACHES 20.4% IN 2Q26, THE HIGHEST LEVEL SINCE IQ22, AND WIDENS THE SPREAD OVER SELIC TO 6.1 p.p.

## ROIC<sup>1</sup> vs. Selic Evolution



<sup>1</sup> ROIC = LTM Adjusted NOPAT / Invested Capital. Invested Capital = Net Debt + Shareholders' Equity - Goodwill. The calculation excludes the effects of tax credits and other non-recurring items

# 2Q26 CLOSE: EVOLUTION OF FINANCIAL INDICATORS, MARGIN EXPANSION, AND NET PROFIT OF BRL 36.6 MILLION



# AGENDA



Highlights

Operational and Financial  
Performance

Q&A





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