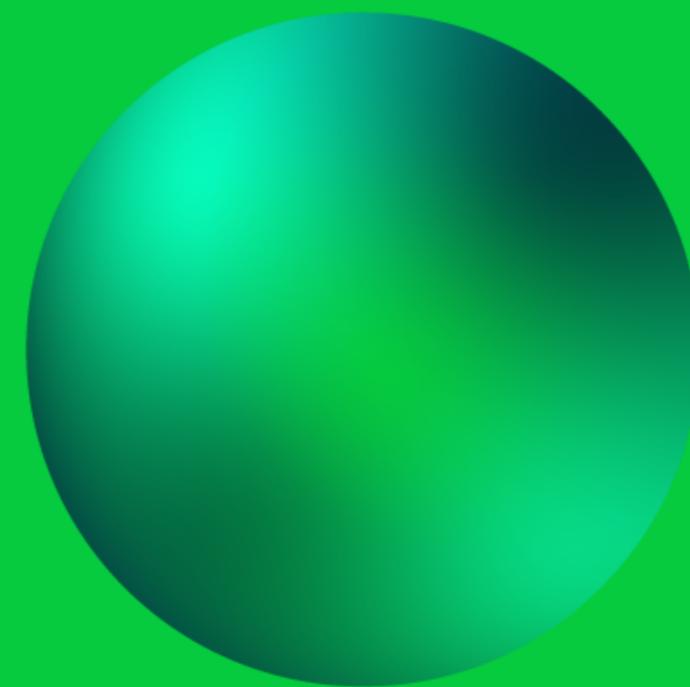


Apresentação de Resultados 4T25



intelbras

26 de Fevereiro de 2026



Aviso Legal

Esta apresentação foi preparada como um documento de apoio para a teleconferência dos resultados da Intelbras S.A. Indústria de Telecomunicação Eletrônica Brasileira (“Intelbras” ou “Companhia”).

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Os investidores devem compreender que condições econômicas gerais, da indústria e outros fatores operacionais podem afetar o desempenho futuro da Intelbras e conduzir a resultados que diferem, materialmente, daqueles expressos em tais considerações futuras. As informações e opiniões aqui contidas não devem ser entendidas como recomendação a potenciais investidores e nenhuma decisão de investimento deve se basear na veracidade, atualidade e/ou completude dessas informações ou opiniões. Este material está atualizado até a presente data e a Companhia não se obriga a atualizá-lo mediante novas informações e/ou acontecimentos futuros.”



Sumário

1 Destaques Financeiros

2 Evolução Receita e Ebitda

3 Lucro Bruto Consolidado

4 Desempenho dos Segmentos

5 Evolução Caixa

6 Capex

7 Perspectivas

Destques 4T25



Receita Líquida (R\$ mil)

R\$ 1.167.975

-9,3%_{4T25/4T24}

3,8%_{4T25/3T25}

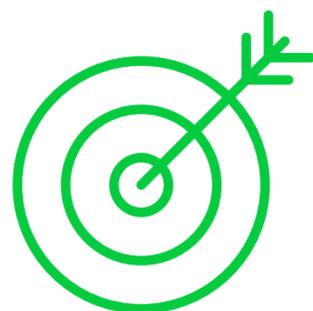


Lucro Líquido (R\$ mil)

R\$ 137.940

8,2%_{4T25/4T24}

-6,7%_{4T25/3T25}

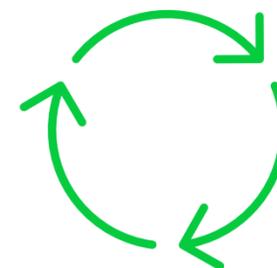


EBITDA (R\$ mil)

R\$ 162.220

-1,9%_{4T25/4T24}

12,6%_{4T25/3T25}



ROIC (pre-tax)

15,1%

-3,0 p.p._{4T25/4T24}

+0,6 p.p._{4T25/3T25}

Destques 4T25



Margem Bruta

30,7%

+1,7p.p 4T25/4T24

-0,2p.p 4T25/3T25

Margem EBITDA

13,9%

+1,1p.p 4T25/4T24

+1,1p.p 4T25/3T25

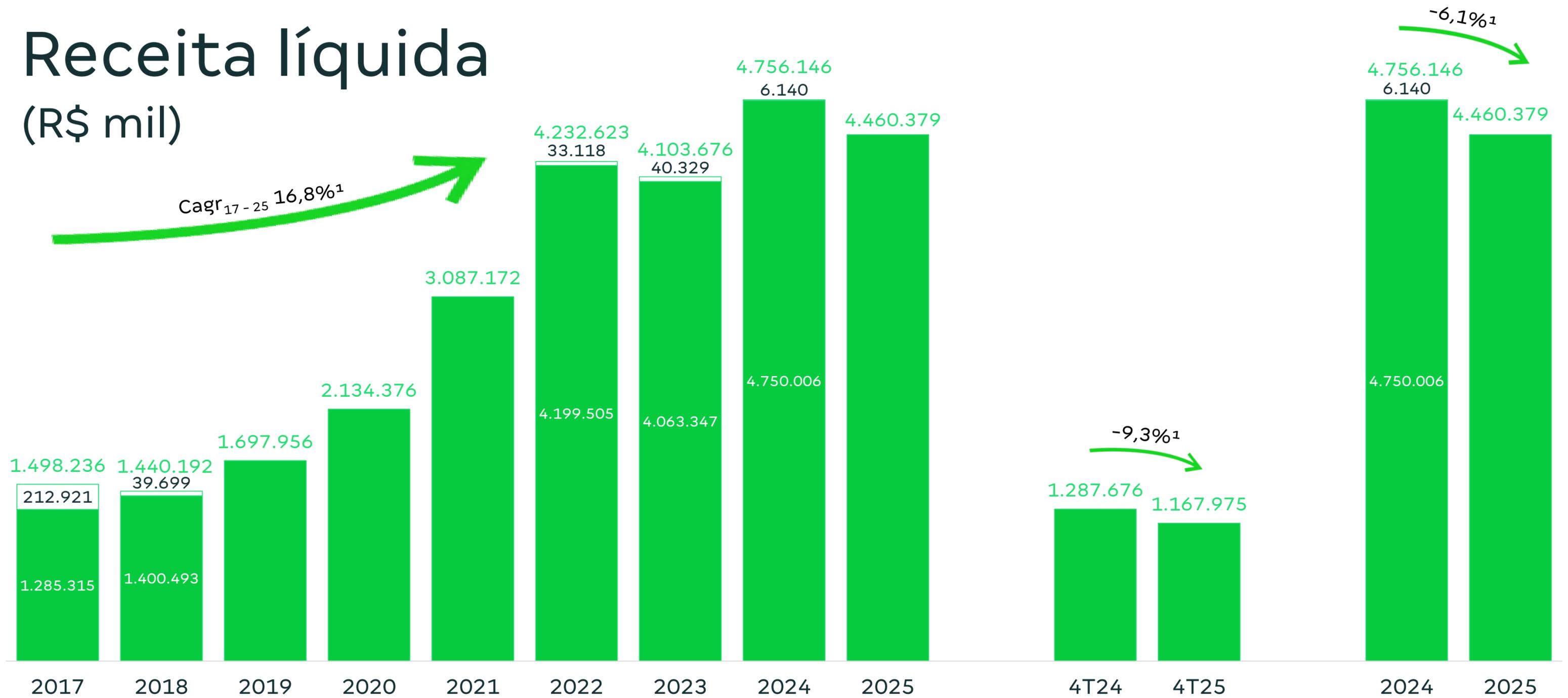
Margem Líquida

11,8%

+1,9p.p 4T25/4T24

-1,4p.p 4T25/3T25

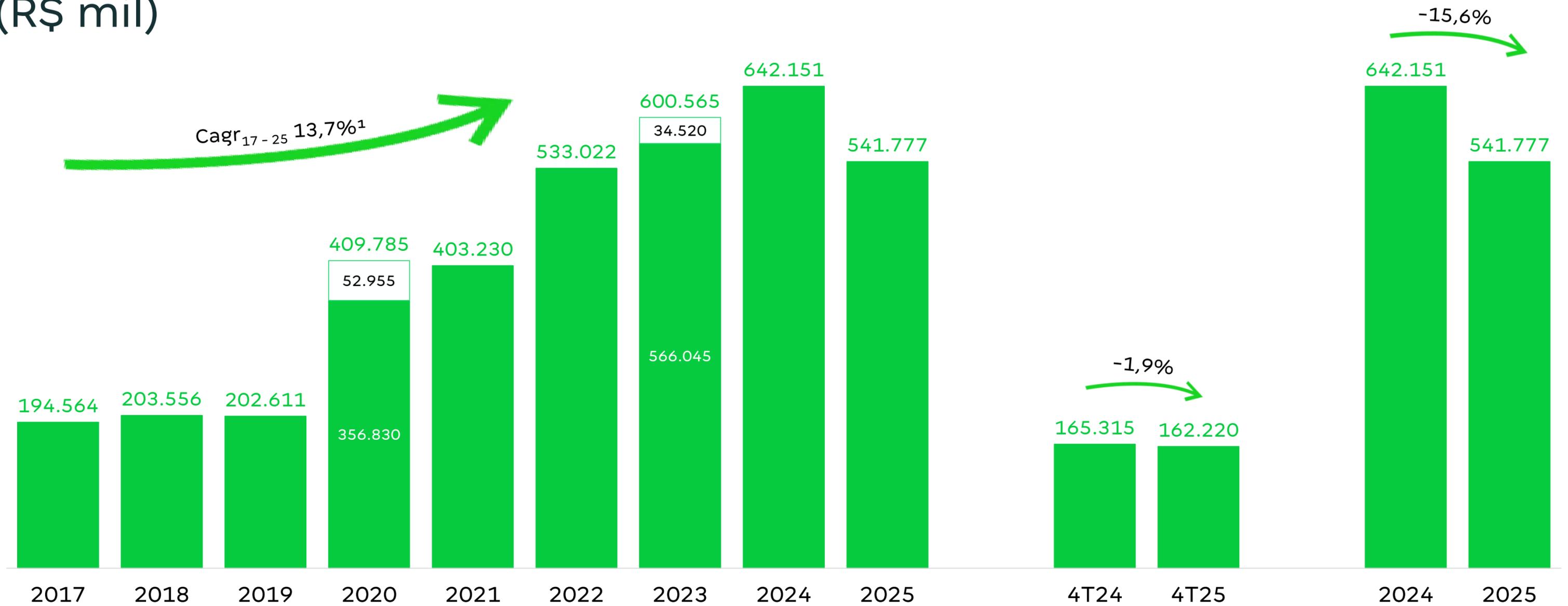
Receita líquida (R\$ mil)



■ Resultado recorrente □ Resultado não recorrente ¹ Crescimento desconsiderando resultado não recorrente

EBITDA

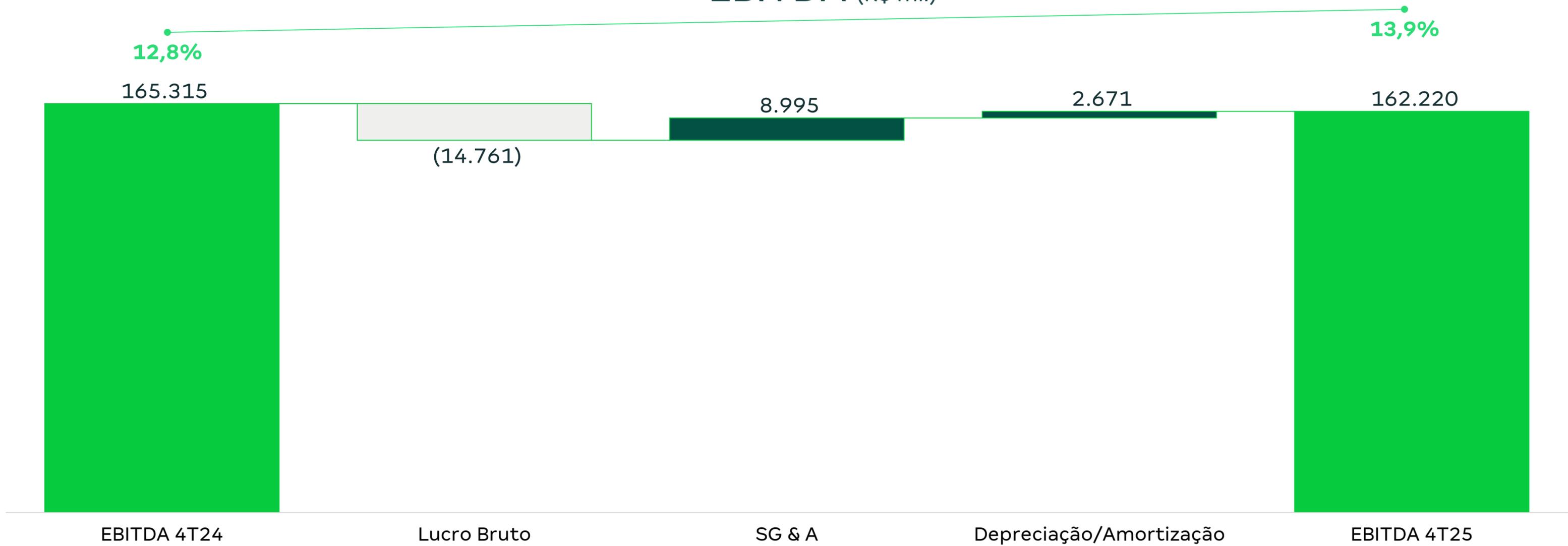
(R\$ mil)



Cagr₁₇₋₂₅ 13,7%¹

□ Resultado não recorrente

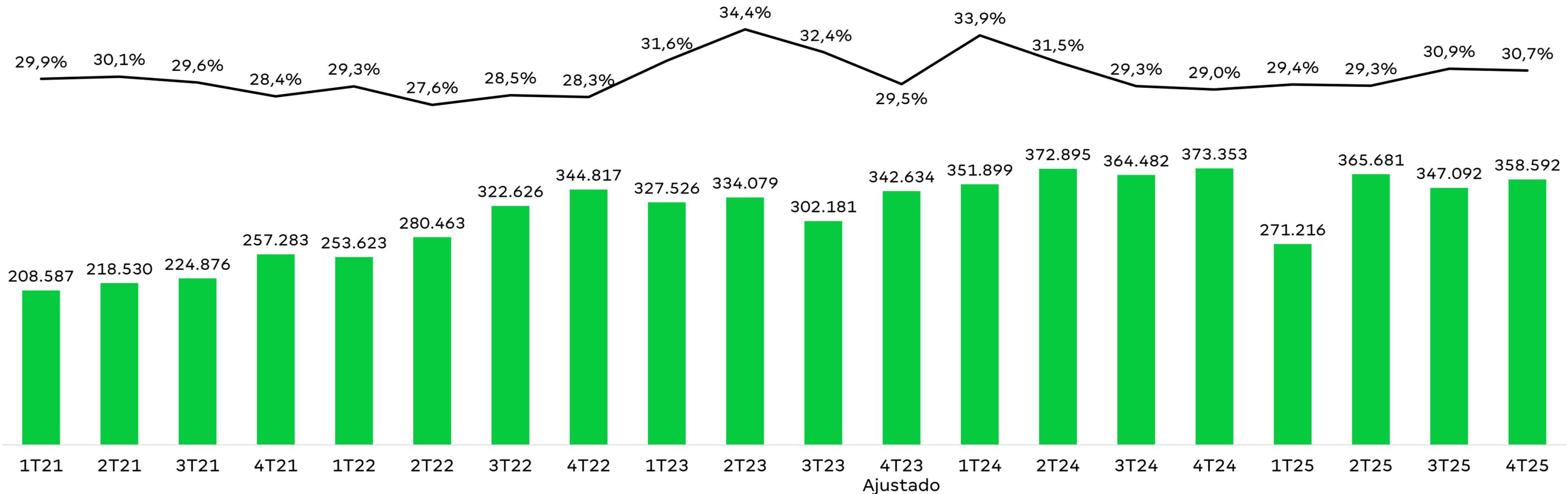
EBITDA (R\$ mil)



Queda na **ROL** impacta o Lucro Bruto, mesmo com maior Margem Bruta

Despesas refletem a **reorganização** realizada

Lucro Bruto Consolidado



Lucro Bruto Margem Bruta

Margem bruta **consolidada**
dentro das expectativas

Impacto financeiro (AVP)
adverso se mantém

AVP (CPC 12)

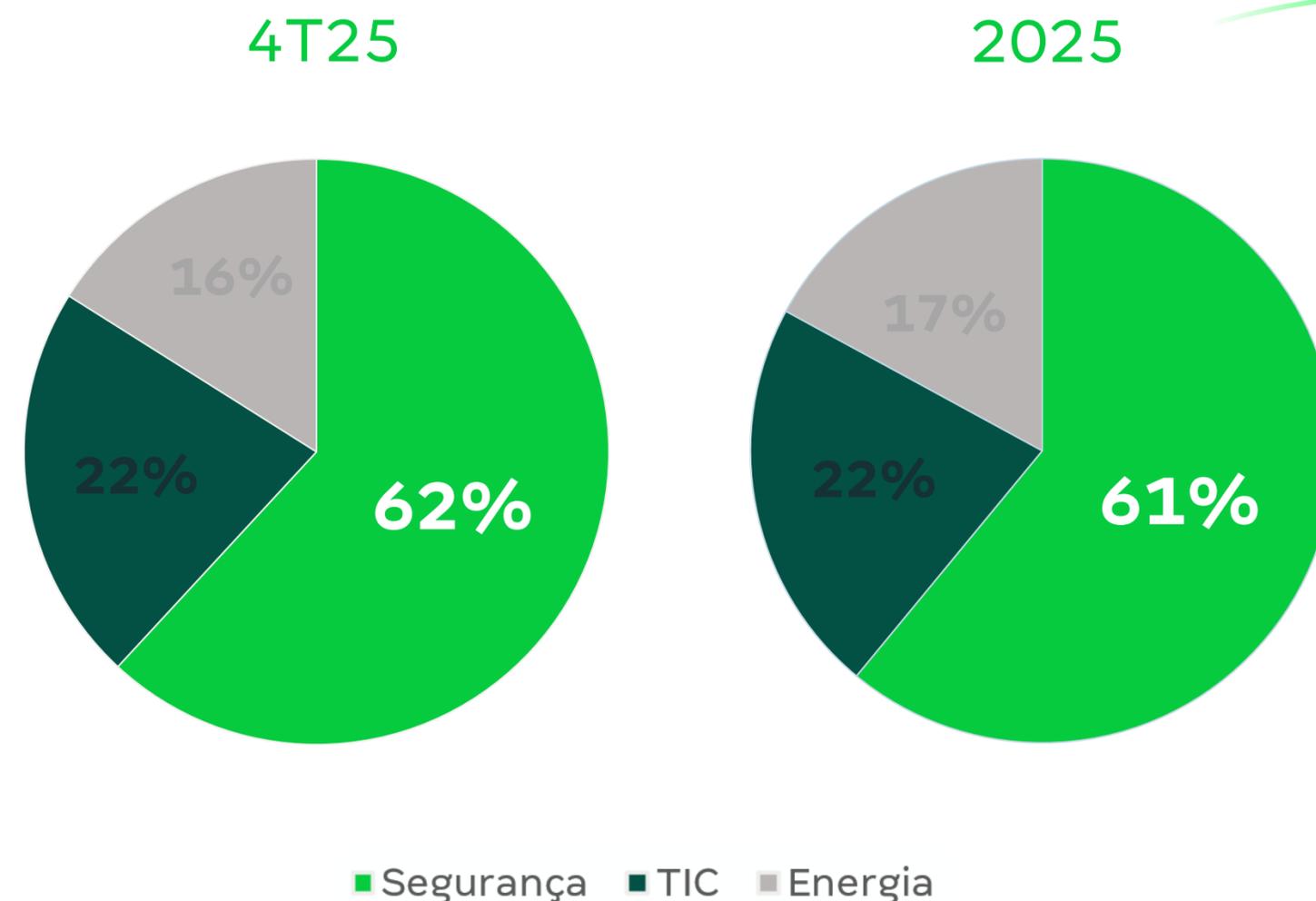
R\$ mil	4T24	1T25	2T25	3T25	4T25
ROL	1.287.676	921.267	1.246.448	1.124.689	1.167.975
CPV	(914.323)	(650.051)	(880.767)	(777.597)	(809.383)
Mg Bruta	29,0%	29,4%	29,3%	30,9%	30,7%
AVP Receita	(19.942)	(20.146)	(28.401)	(26.467)	(27.212)
AVP Custo	17.784	13.471	8.704	8.148	8.611
ROL ex-AVP	1.307.618	941.413	1.274.849	1.151.156	1.195.187
CPV ex-AVP	(932.107)	(663.522)	(889.471)	(785.745)	(817.994)
Mg Bruta ex-AVP	28,7%	29,5%	30,2%	31,8%	31,6%
Impacto	0,3p.p	-0,1p.p	-0,9p.p	-0,9p.p	-0,9p.p

Impacto se mantém
conforme trimestres recentes

Principais destaques do Negócio

» Segurança

- Giro no mercado semelhante ao do terceiro trimestre, ainda impactado pelo cenário macroeconômico;
- Ambiente competitivo sem alterações;
- Margem bruta variando dentro das perspectivas.

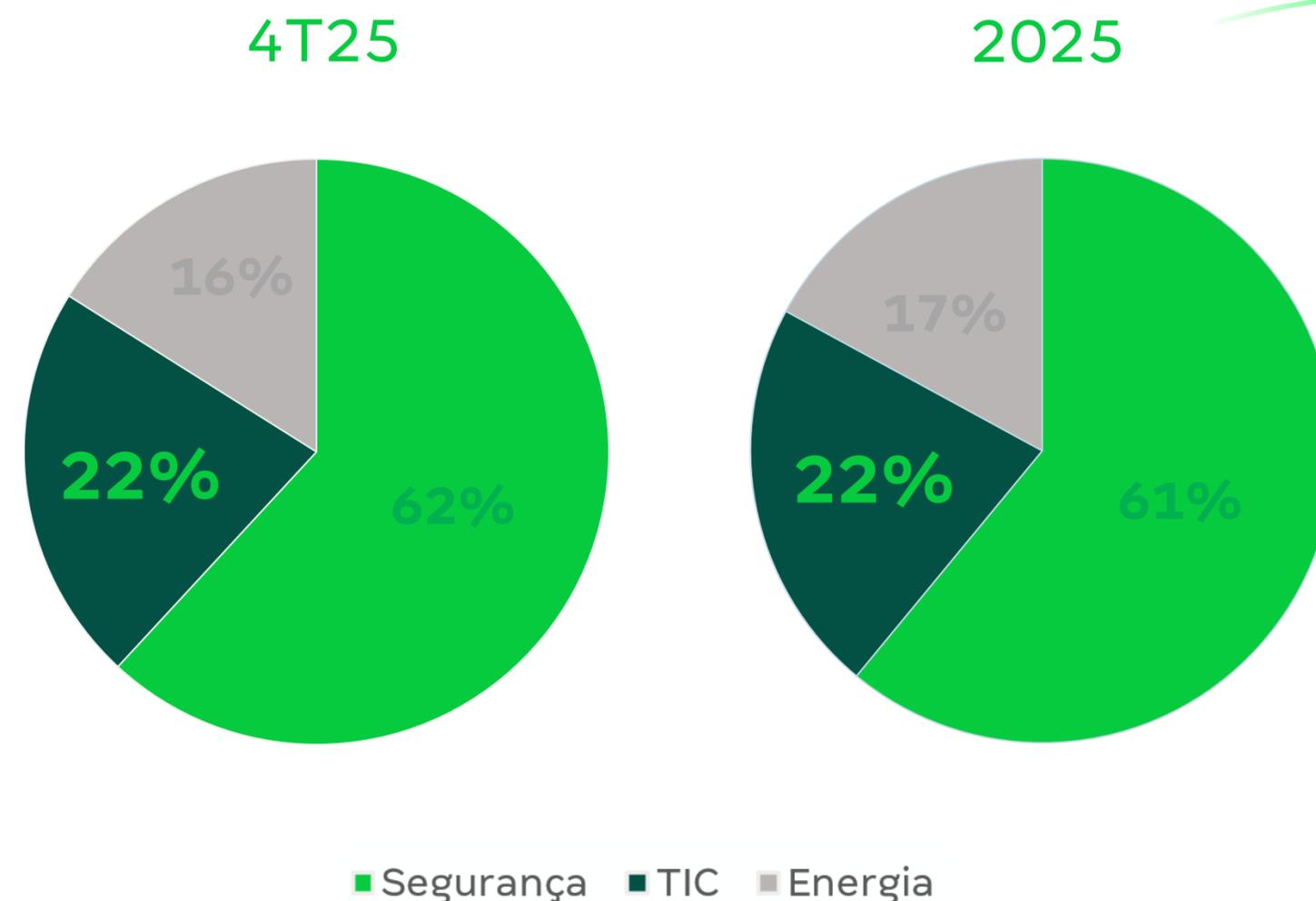


Receita operacional líquida	4T25	3T25	AH%	4T24	AH%	2025	2024	AH%
Segurança	722.777	702.350	2,9%	699.309	3,4%	2.730.300	2.602.713	4,9%
TIC	257.615	248.806	3,5%	291.531	-11,6%	977.190	1.062.207	-8,0%
Energia	187.583	173.533	8,1%	296.836	-36,8%	752.889	1.091.226	-31,0%

Principais destaques do Negócio

» TIC

- Receita reflete a queda importante de vendas no segmento de GPON;
- Estratégia de *cross-sell* entre Redes e Segurança reforçada no segmento de redes empresariais;
- Oscilação da margem bruta dentro da normalidade.

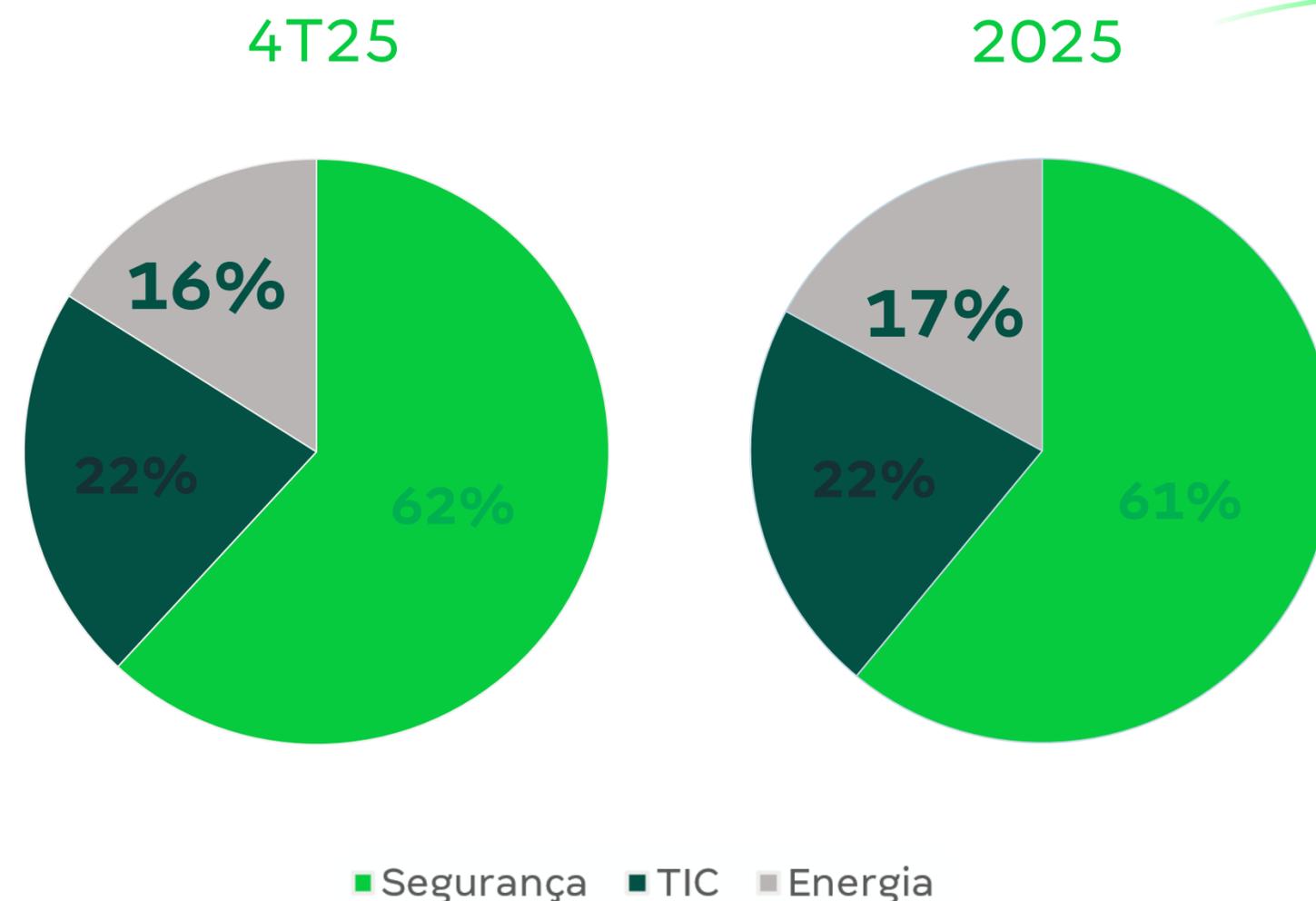


Receita operacional líquida	4T25	3T25	AH%	4T24	AH%	2025	2024	AH%
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Principais destaques do Negócio

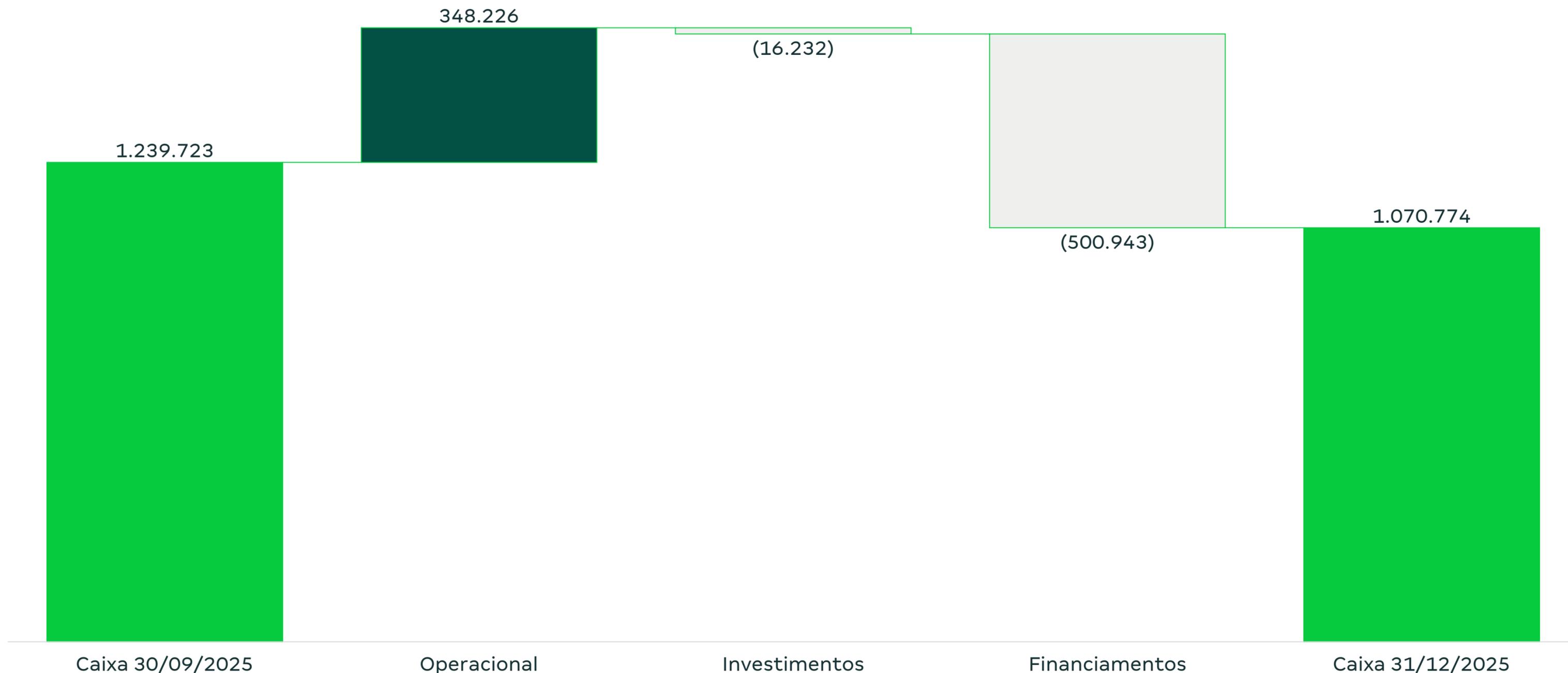
» Energia

- Crescimento QoQ puxado pelas linhas de Nobreaks e Fontes;
- Cenário Solar semelhante ao do trimestre anterior;
- Incorporação da Controlada Renovigi visa melhor estrutura de operação para Solar.



Receita operacional líquida	4T25	3T25	AH%	4T24	AH%	2025	2024	AH%
Segurança	722.777	702.350	2,9%	699.309	3,4%	2.730.300	2.602.713	4,9%
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Evolução do Fluxo de Caixa



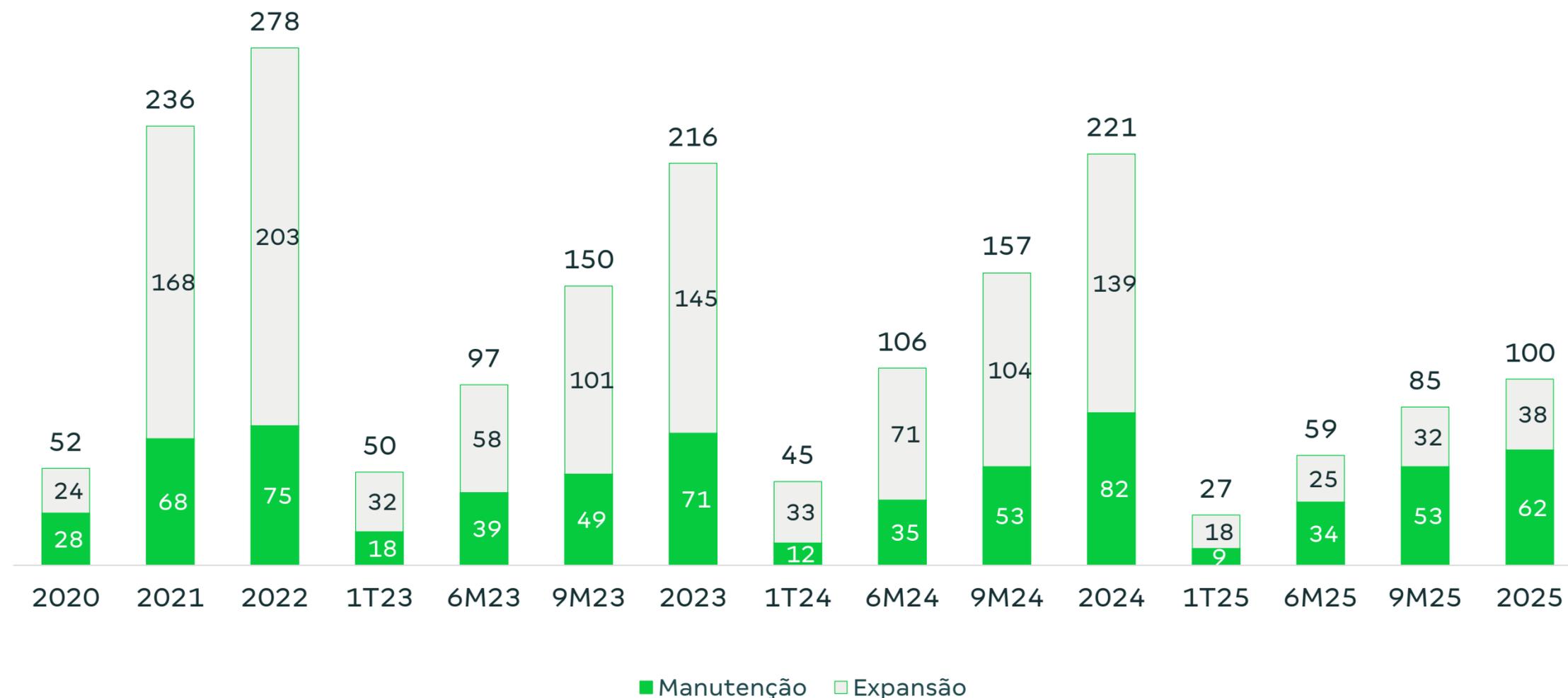
Nova melhora no **financiamento do estoque**

Pagamento de **dividendos de R\$300.000 mil** em dezembro

CAPEX

- CAPEX de manutenção inferior ao histórico;
- Investimentos em expansão de acordo com o planejado para o ano.

Evolução CAPEX (Em milhões de R\$)



Perspectivas



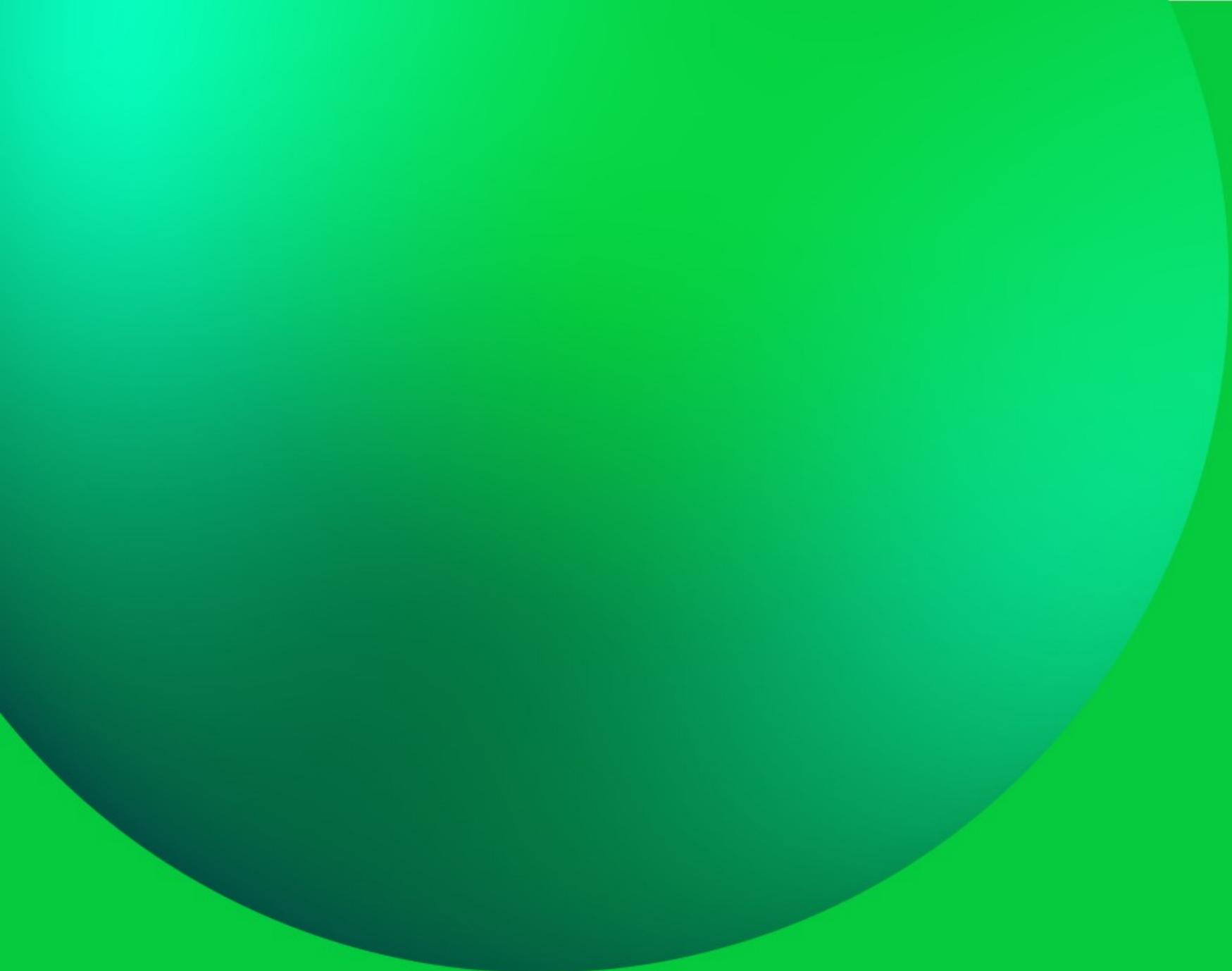
2026 refletirá as **decisões estratégicas** tomadas em 2025



Maior presença nos canais de comercialização:
Da sua casa ao seu negócio



Necessidade de Capital de Giro **evolui positivamente** ao longo de 2026



intelbras

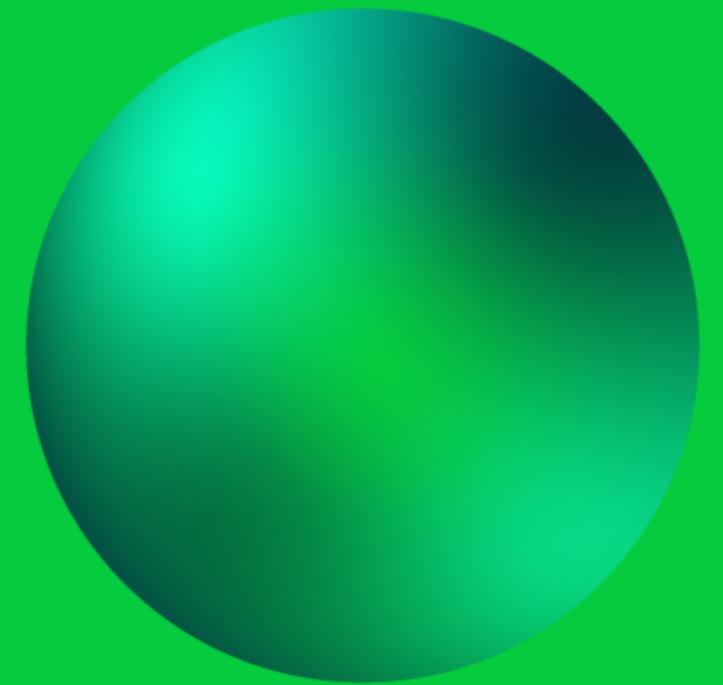
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Earnings Release

4Q25

intelbras

February 26th 2025





Disclaimer

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Agenda

1 Financial Review

2 Net Revenue & EBITDA Evolution

3 Consolidated Gross Profit

4 Business Segments Performance

5 Cash Evolution

6 Capex

7 Perspectives

Highlights 4Q25



Net Revenue (R\$ thousand)

R\$ 1,167,975

-9.3%_{4Q25/4Q24}

3.8%_{4Q25/3Q25}

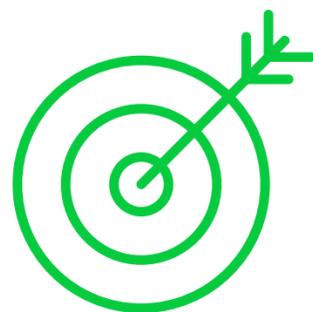


Net income (R\$ thousand)

R\$ 137,940

8.2%_{4Q25/4Q24}

-6.7%_{4Q25/3Q25}

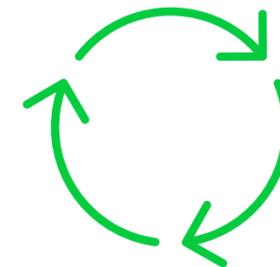


EBITDA (R\$ thousand)

R\$ 162,220

-1.9%_{4Q25/4Q24}

12.6%_{4Q25/3Q25}



ROIC (pre-tax)

15.1%

-3.0 p.p_{4Q25/4Q24}

+0.6 p.p_{4Q25/3Q25}

Highlights 4Q25



Gross Margin

30.7%

+1.7p.p 4Q25/4Q24

-0.2p.p 4Q25/3Q25

EBITDA Margin

13.9%

+1.1p.p 4Q25/4Q24

+1.1p.p 4Q25/3Q25

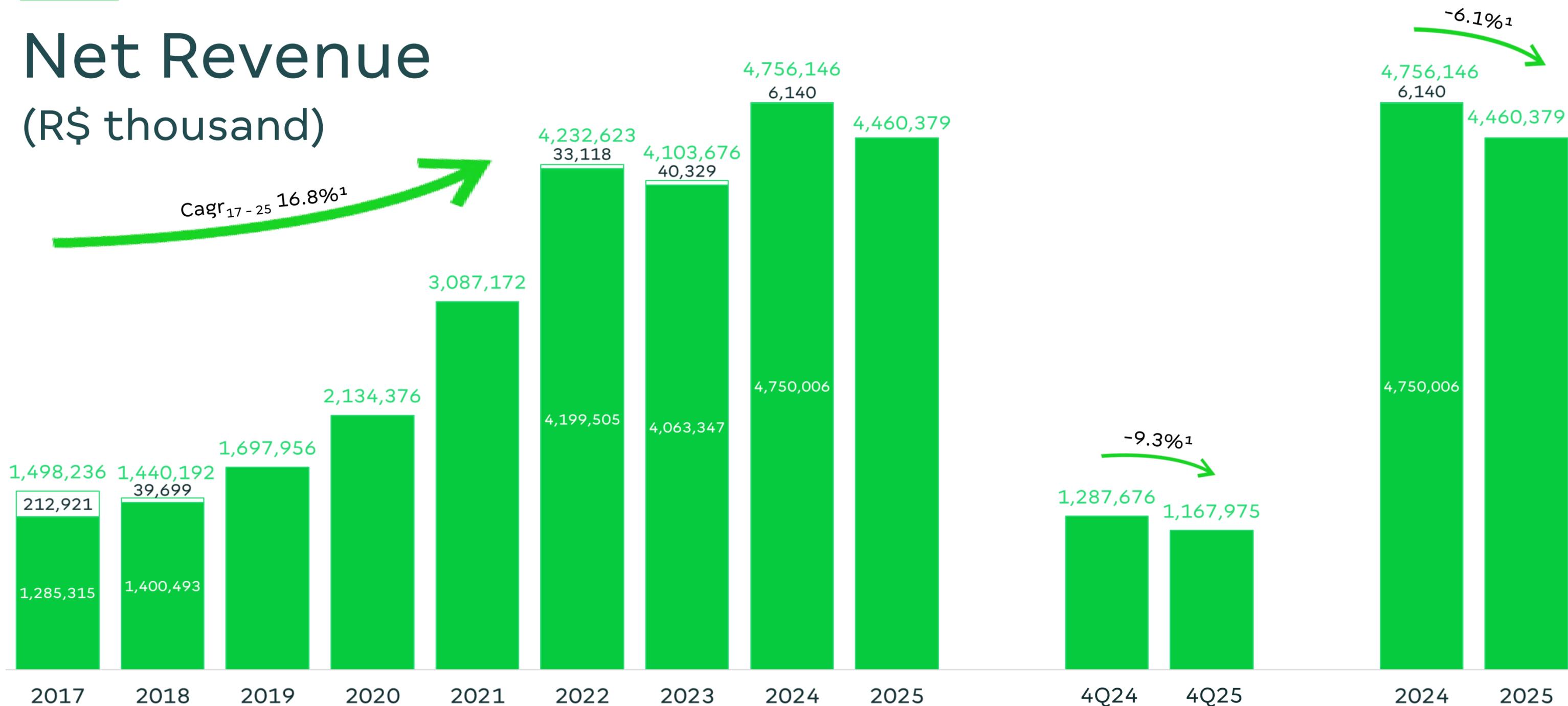
Net Margin

11.8%

+1.9p.p 4Q25/4Q24

-1.4p.p 4Q25/3Q25

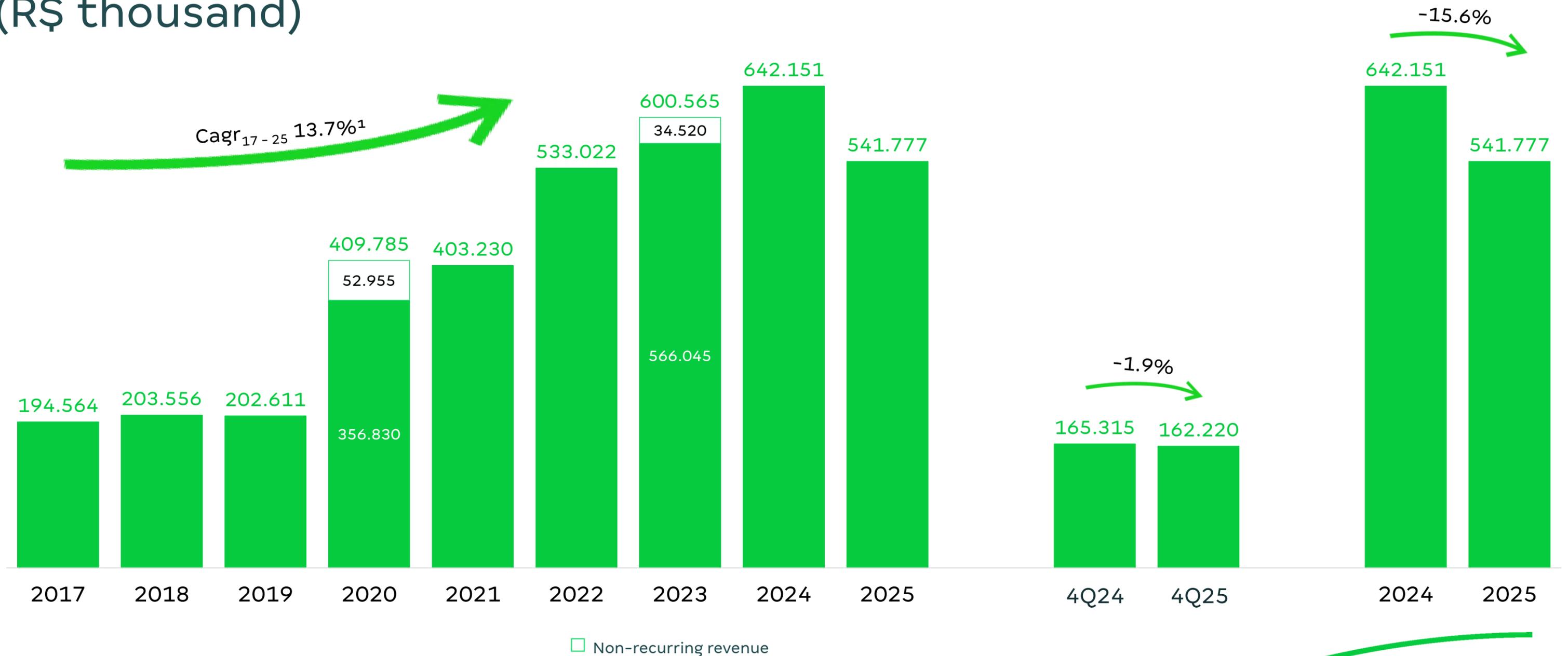
Net Revenue (R\$ thousand)



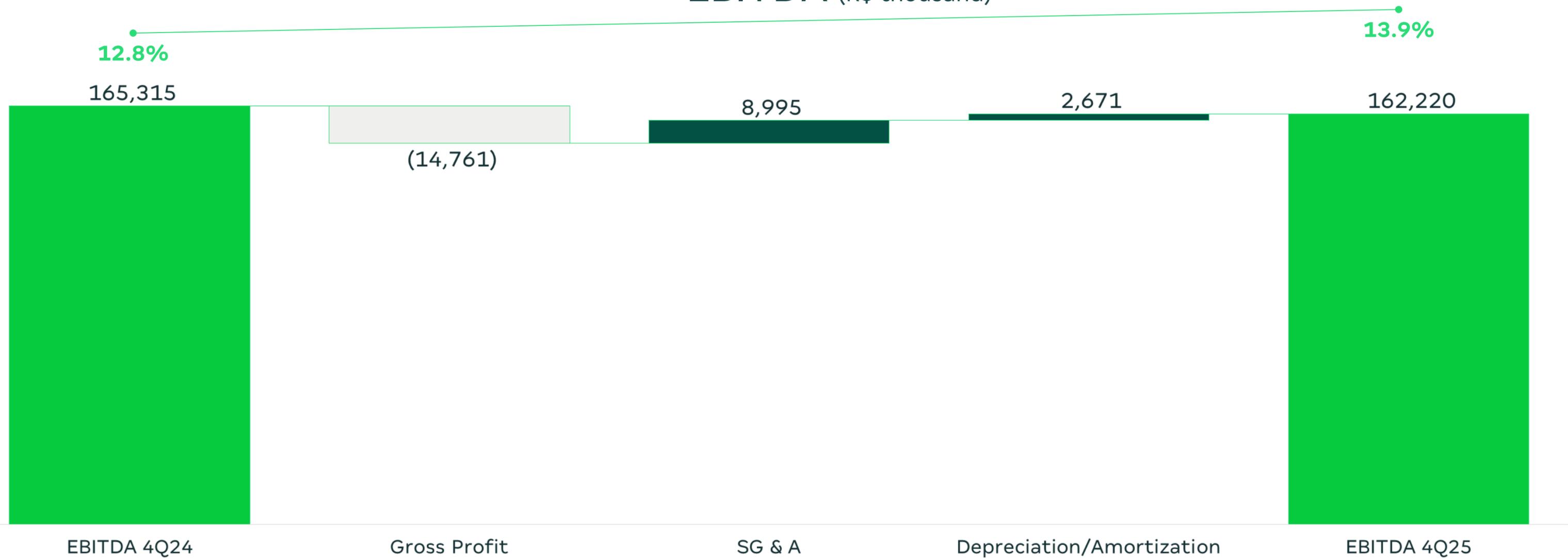
■ Recurring revenue
 □ Non-recurring revenue
 ¹ Growth without non-recurring revenue

EBITDA

(R\$ thousand)



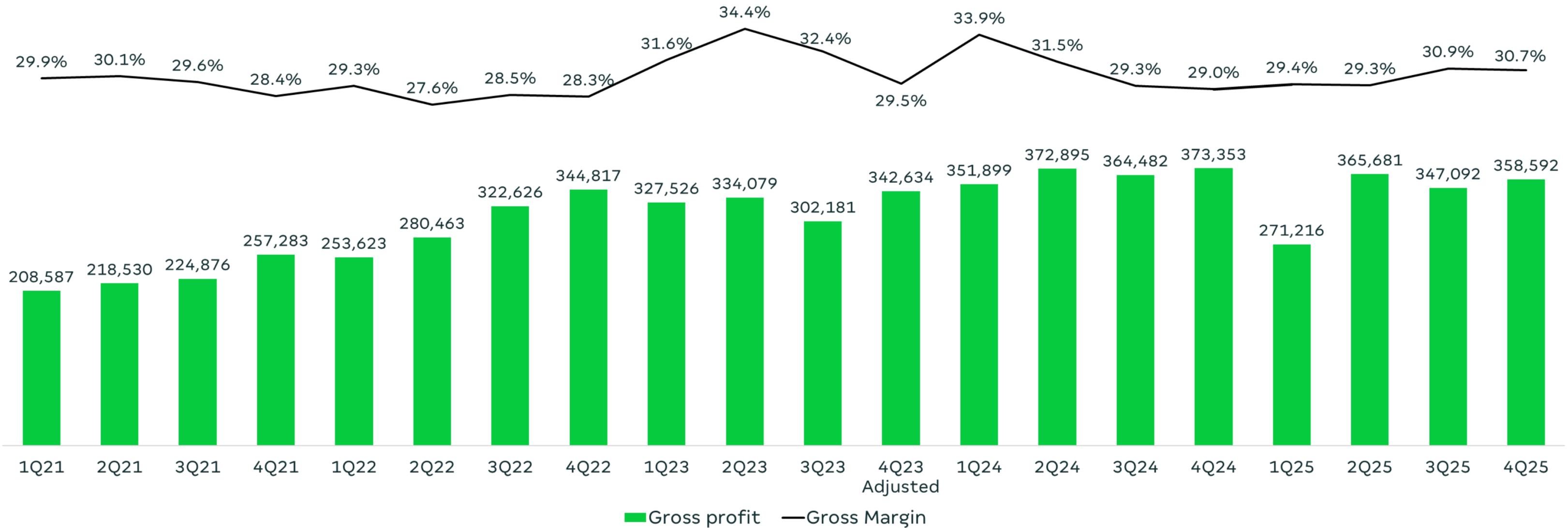
EBITDA (R\$ thousand)



Reduction in **Net Revenue** impacted Gross Profit, despite better Gross Margin

Operating expenses reflect the **restructuring measures** taken

Consolidated Gross Profit



Consolidated **Gross Margin** according to historical data

Adverse Financial Impact **(PVA)** remains

PVA

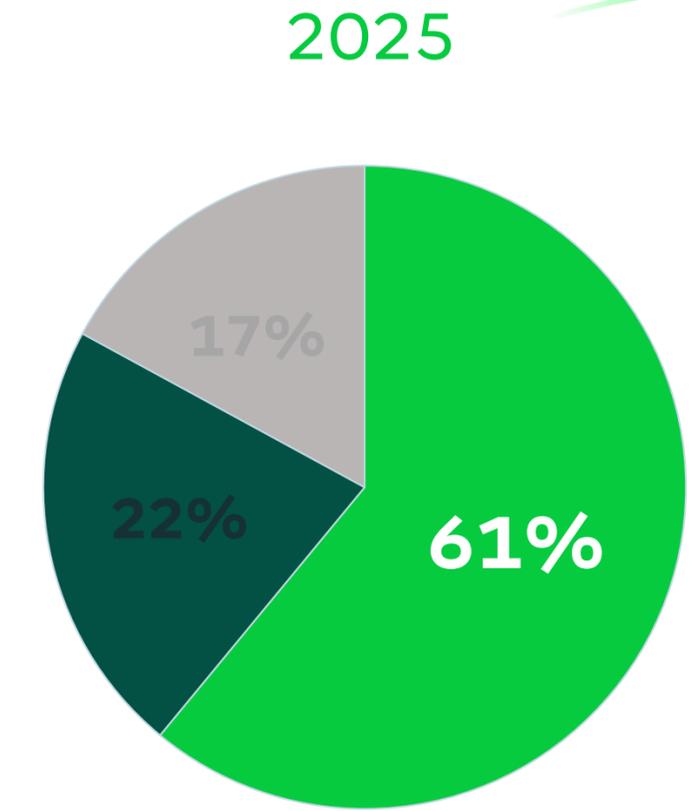
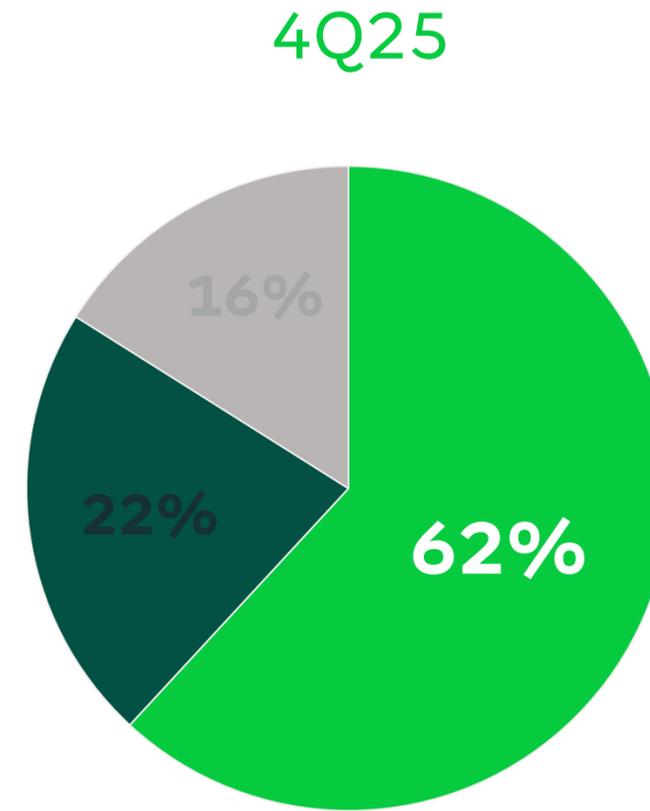
R\$ thousand	4Q24	1Q25	2Q25	3Q25	4Q25
Net Revenue	1,287,676	921,267	1,246,448	1,124,689	1,167,975
COGS	(914,323)	(650,051)	(880,767)	(777,597)	(809,383)
Gross Margin	29.0%	29.4%	29.3%	30.9%	30.7%
Revenue PVA	(19,942)	(20,146)	(28,401)	(26,467)	(27,212)
COGS PVA	17,784	13,471	8,704	8,148	8,611
Net Revenue ex-PVA	1,307,618	941,413	1,274,849	1,151,156	1,195,187
COGS ex-PVA	(932,107)	(663,522)	(889,471)	(785,745)	(817,994)
Gross Margin ex-PVA	28.7%	29.5%	30.2%	31.8%	31.6%
Impact	0.3%	-0.1%	-0.9%	-0.9%	-0.9p.p

Similar **impact** throughout last three quarters

Business Highlights

» Security

- Market activity remains similar to the third quarter, still impacted by the macroeconomic environment;
- The competitive landscape with no significant changes;
- Gross margin fluctuated within the expected range.

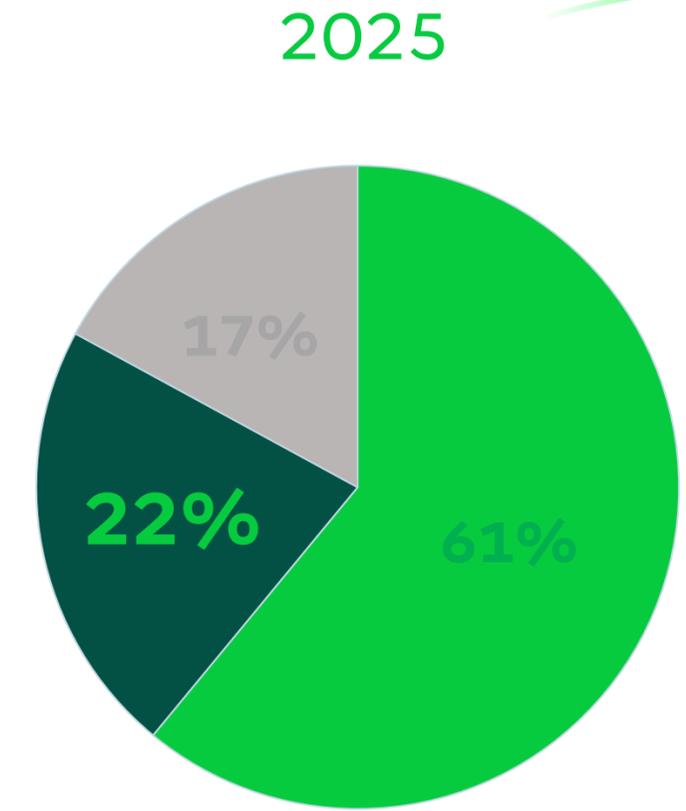
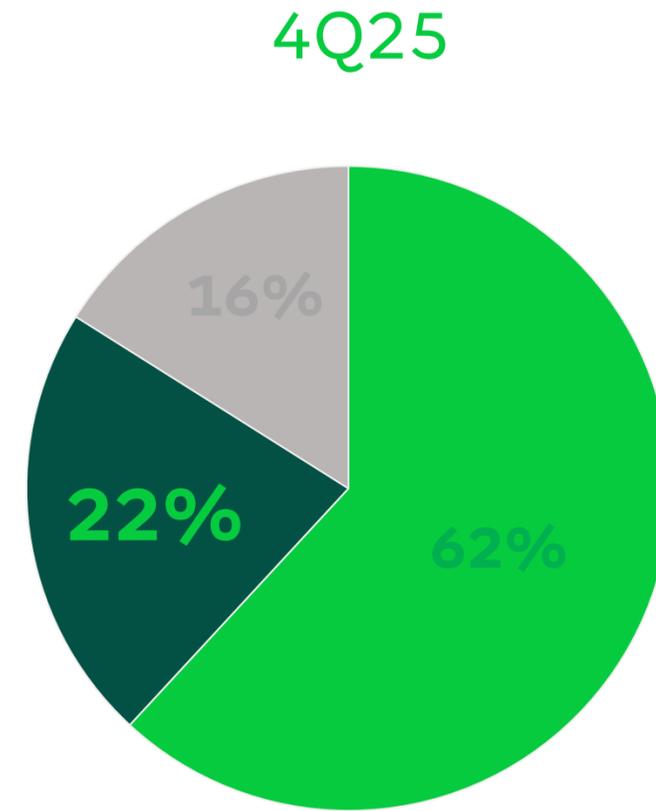


Net Revenue	4Q25	3Q24	Δ%	4Q24	Δ%	2025	2024	Δ%
Security	722,777	702,350	2.9%	699,309	3.4%	2,730,300	2,602,713	4.9%
ICT	257,615	248,806	3.5%	291,531	-11.6%	977,190	1,062,207	-8.0%
Energy	187,583	173,533	8.1%	296,836	-36.8%	752,889	1,091,226	-31.0%

Business Highlights

» ICT

- Revenue reflects the significant decline in sales of GPON segment;
- Cross-sell strategy between ICT and Security strengthened in the enterprise networks segment;
- Gross margin fluctuation remained within a normal and expected range.



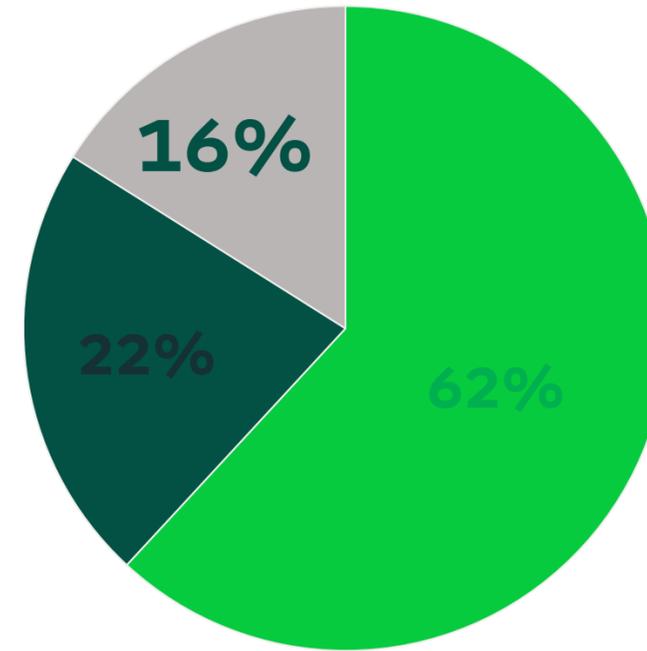
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Business Highlights

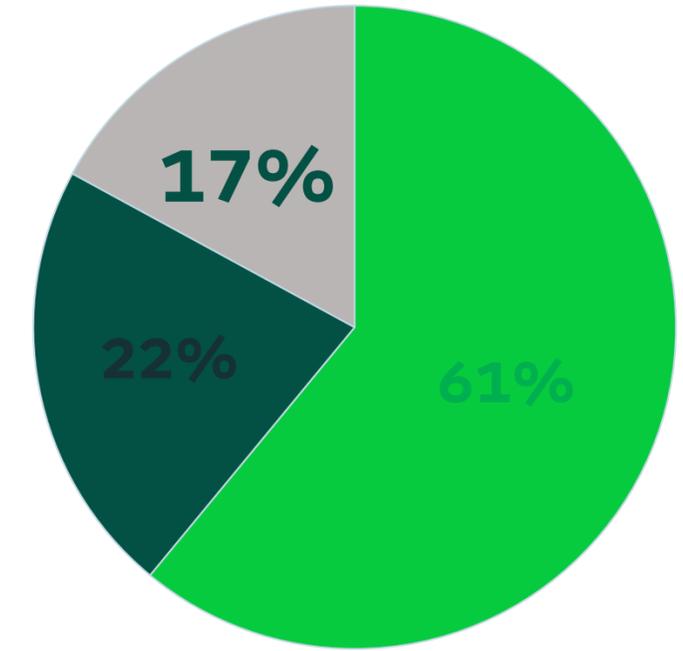
» Energy

- QoQ growth driven mainly by the UPS and Power Supply product lines;
- Solar performance remains similar to the previous quarter;
- Integration of Renovigi aims to strengthen operational structure for Solar Business.

4Q25

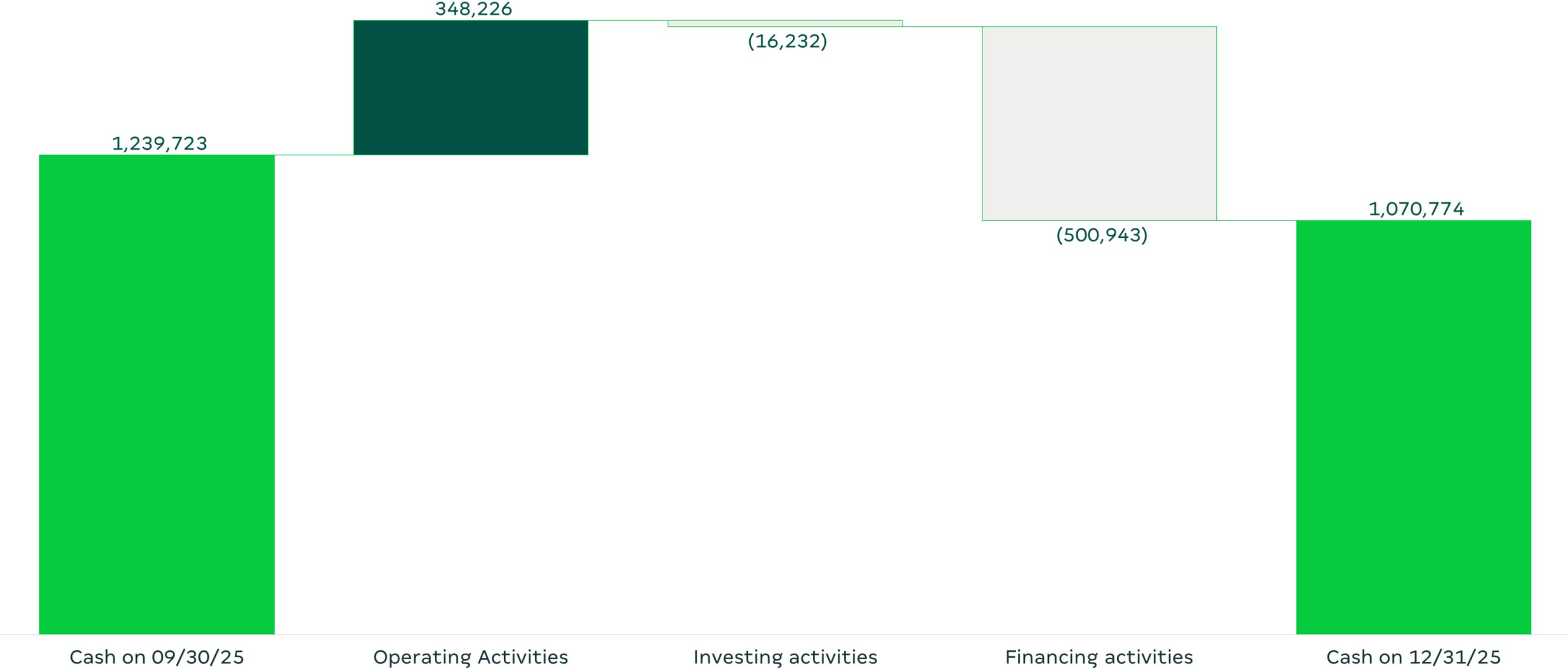


2025



Net Revenue	4Q25	3Q24	Δ%	4Q24	Δ%	2025	2024	Δ%
Security	722,777	702,350	2.9%	699,309	3.4%	2,730,300	2,602,713	4.9%
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Cash Evolution



Continuous improvement in inventory financing

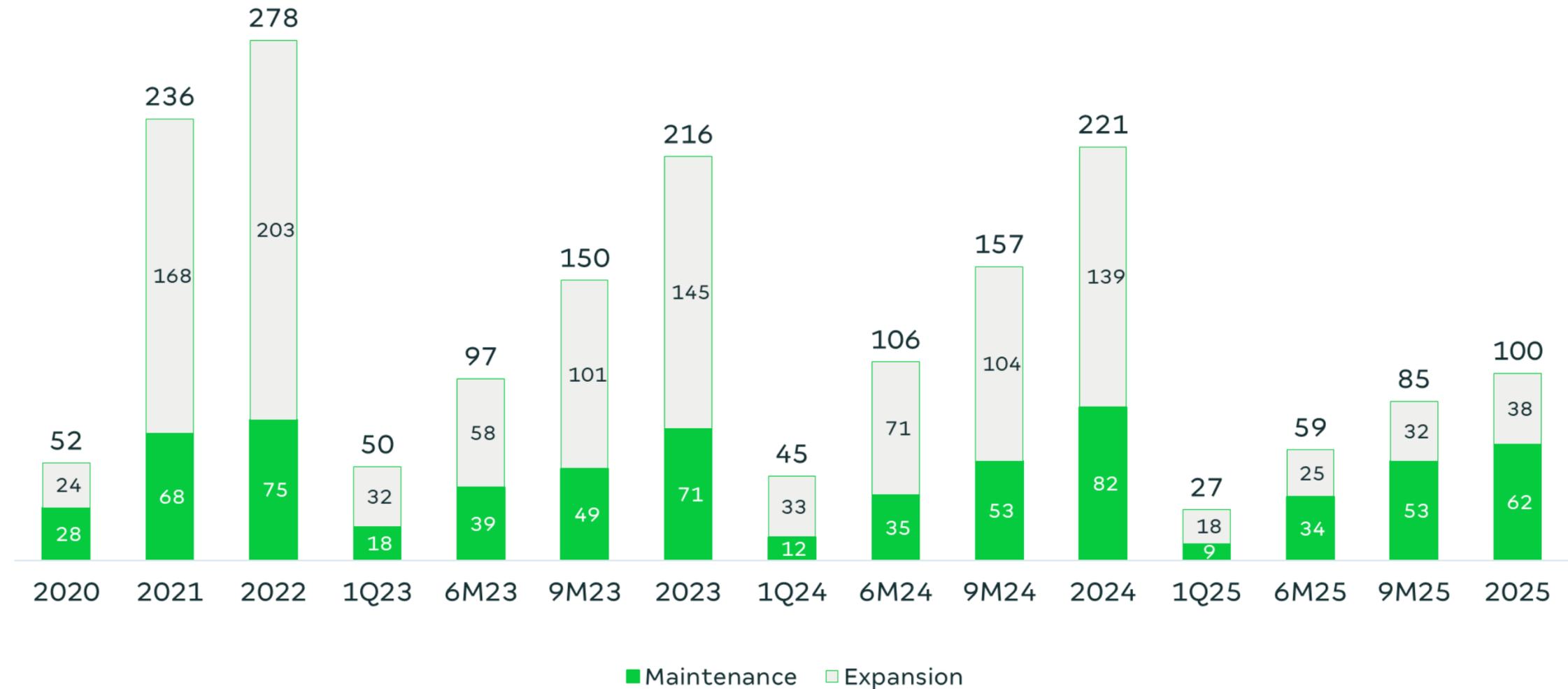
Dividends payment of R\$ 300 million in December



CAPEX

- Lower than historical data maintenance CAPEX in 2025.
- Expansion Investments according to the plan.

CAPEX Growth (In million R\$)



Perspectives



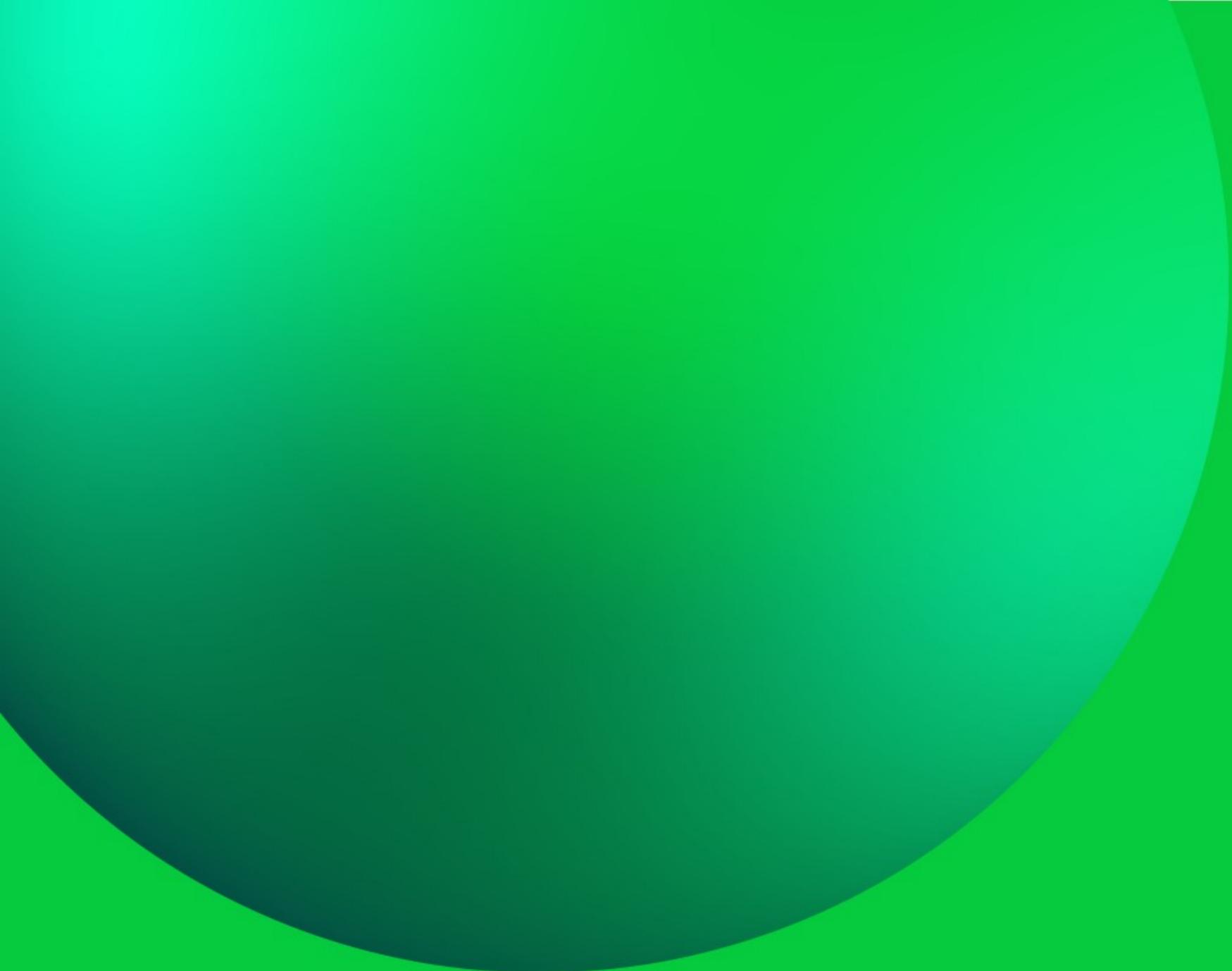
2026 will reflect
Strategic Decisions
made in 2025



Closer relationship with
sales channels:
from your home to your
business



Working capital
improvements
throughout 2026



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