

Apresentação de Resultados 1T26



intelbras

7 de Maio de 2026



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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 1T26

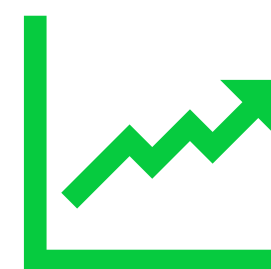


Receita Líquida (R\$ mil)

R\$ 1.110.638

20,6% ^{1T26/1T25}

-4,9% ^{1T26/4T25}

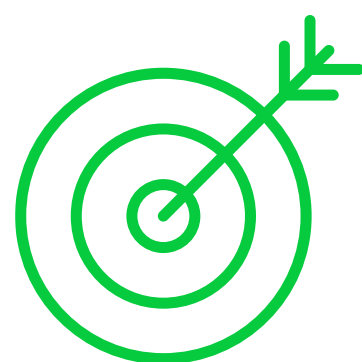


Lucro Líquido (R\$ mil)

R\$ 153.090

148,5% ^{1T26/1T25}

11,0% ^{1T26/4T25}

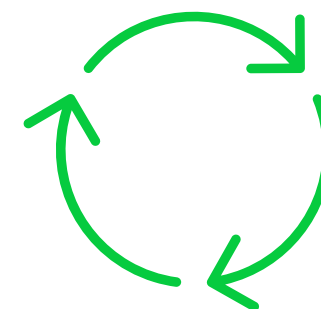


EBITDA (R\$ mil)

R\$ 156.260

92,6% ^{1T26/1T25}

-3,7% ^{1T26/4T25}



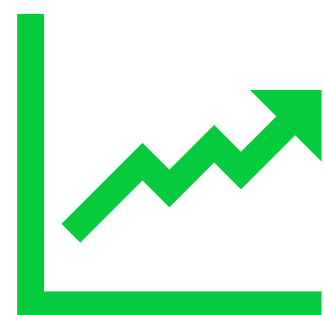
ROIC (pre-tax)

17,7%

+3,9 p.p ^{1T26/1T25}

+2,6 p.p ^{1T26/4T25}

Destques 1T26



Margem Bruta

30,7%

+1,3p.p 1T26/1T25

0,0p.p 1T26/4T25

Margem EBITDA

14,1%

+5,3p.p 1T26/1T25

+0,2p.p 1T26/4T25

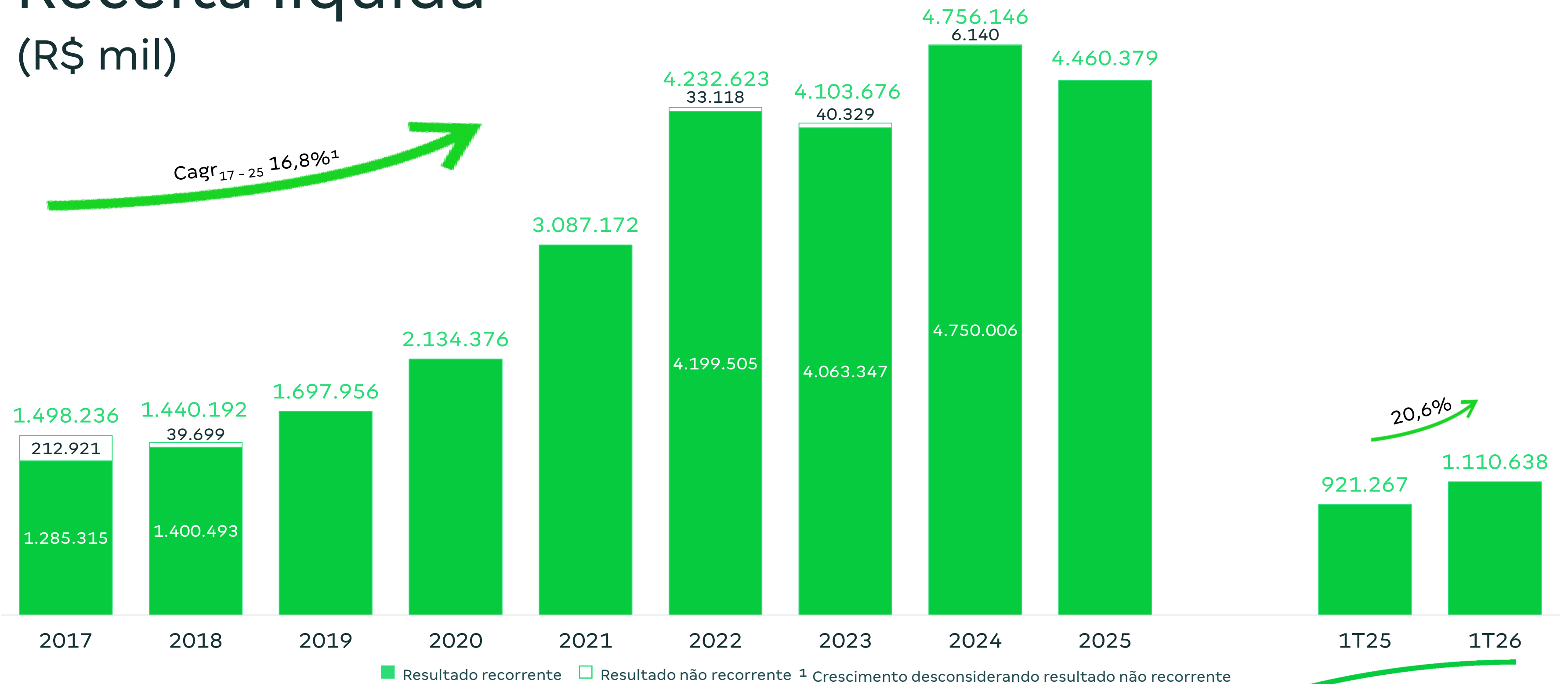
Margem Líquida

13,8%

+7,1p.p 1T26/1T25

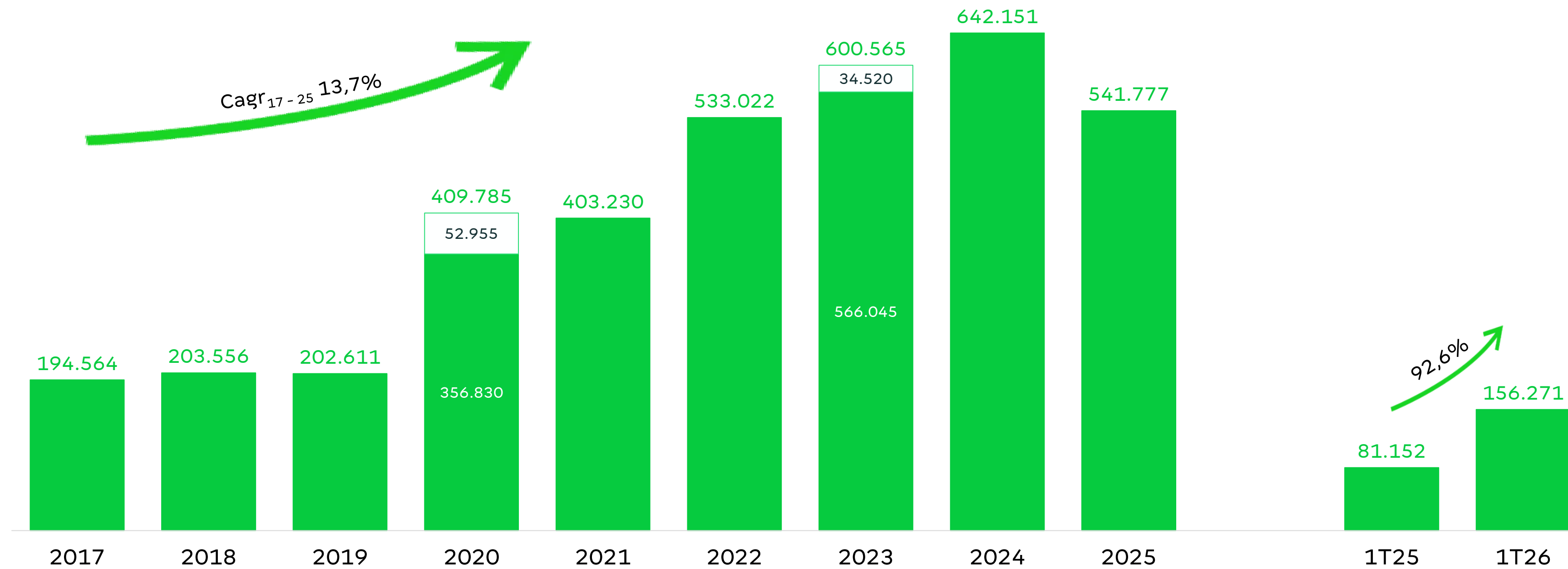
+2,0p.p 1T26/4T25

Receita líquida (R\$ mil)



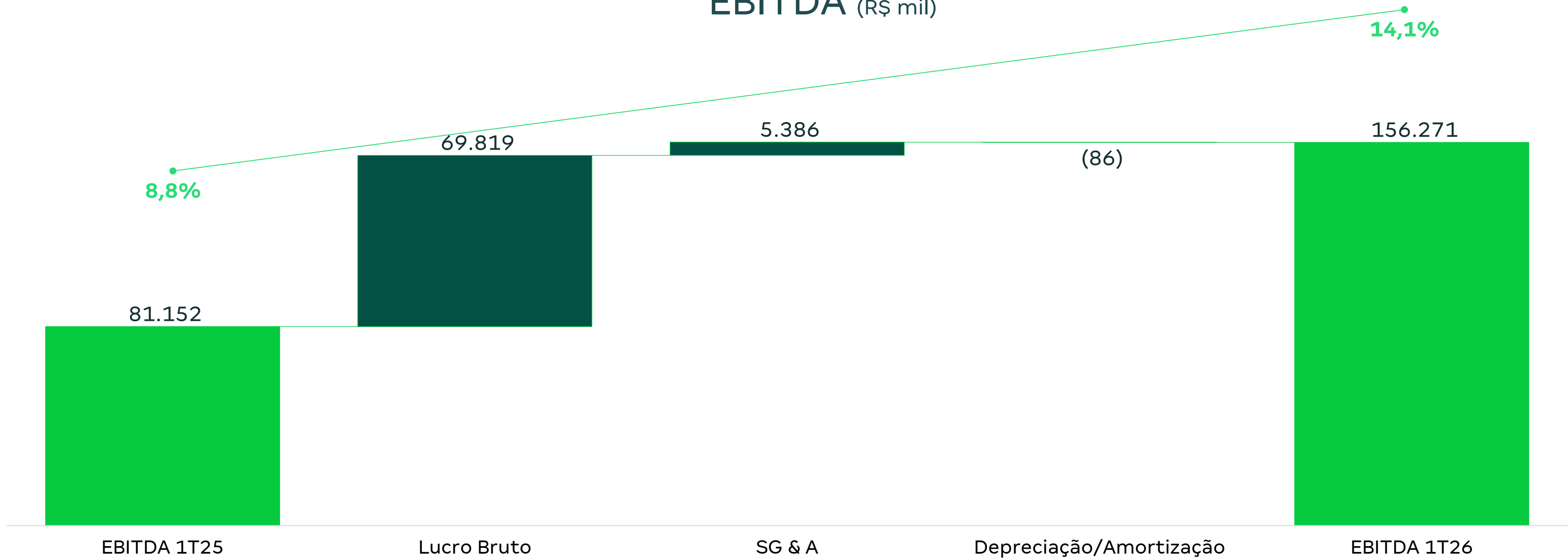
EBITDA

(R\$ mil)



□ Resultado não recorrente

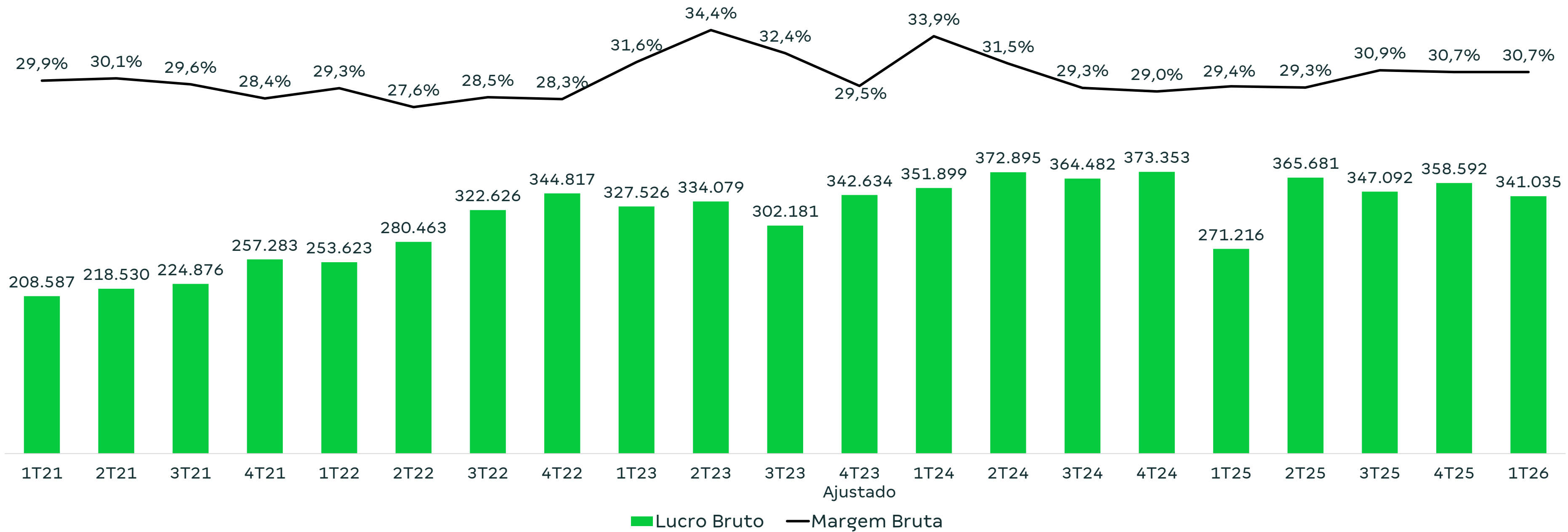
EBITDA (R\$ mil)



Crescimento impulsionado pela recuperação de receita

Disciplina e controle de despesas

Lucro Bruto Consolidado



Margem reflete o perfil operacional da Companhia

Elevação de custos pela alta das *commodities*

AVP (CPC 12)

R\$ mil	1T25	2T25	3T25	4T25	1T26
ROL	921.267	1.246.448	1.124.689	1.167.975	1.110.638
CPV	(650.051)	(880.767)	(777.597)	(809.383)	(769.603)
Mg Bruta	29,4%	29,3%	30,9%	30,7%	30,7%
AVP Receita	(20.146)	(28.401)	(26.467)	(27.212)	(26.786)
AVP Custo	13.471	8.704	8.148	8.611	7.348
ROL ex-AVP	941.413	1.274.849	1.151.156	1.195.187	1.137.424
CPV ex-AVP	(663.522)	(889.471)	(785.745)	(817.994)	(776.951)
Mg Bruta ex-AVP	29,5%	30,2%	31,8%	31,6%	31,7%
Impacto	-0,1p.p	-0,9p.p	-0,9p.p	-0,9p.p	-1,0p.p

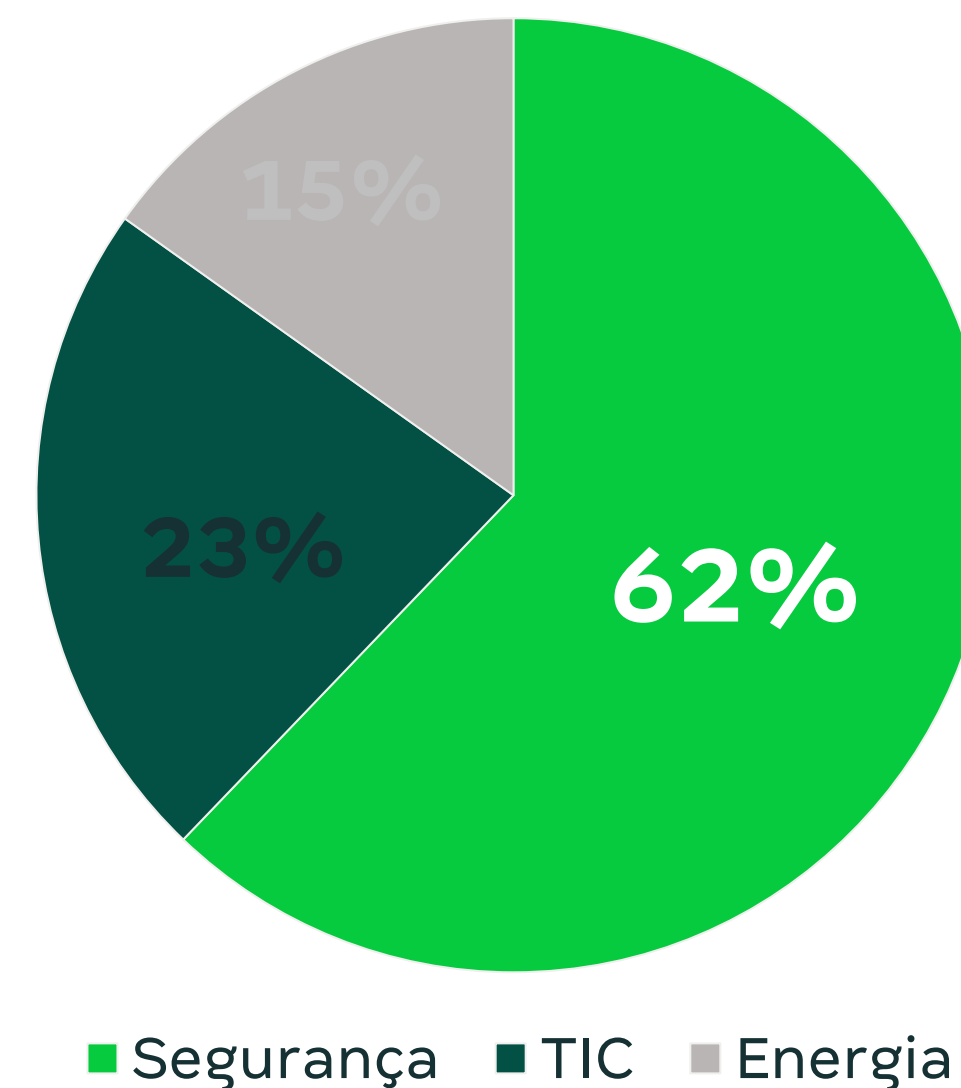
Impacto **estável**, ainda elevado

Principais destaques do Negócio

» Segurança

- Mercado similar ao observado no último trimestre, com nível de Sell-out de acordo com o previsto para o período;
- Crescimento de receita impactado pela base comparativa YoY;
- Margem bruta estável, porém com tendências de elevação de custos;

1T26



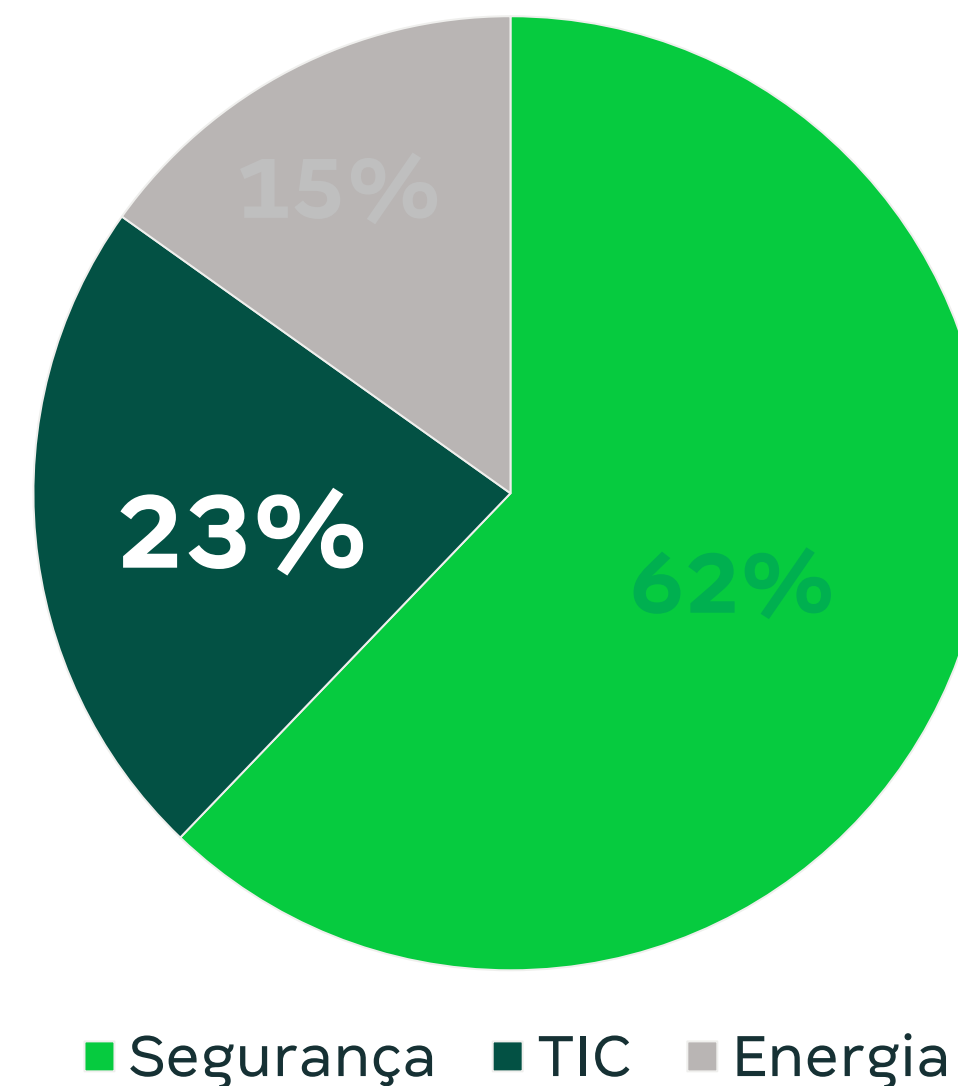
Receita operacional líquida	1T26	4T25	AH%	1T25	AH%
Segurança	690.467	722.777	-4,5%	526.105	31,2%
TIC	251.893	257.615	-2,2%	205.870	22,4%
Energia	168.278	187.583	-10,3%	189.292	-11,1%

Principais destaques do Negócio

» TIC

- Receitas crescentes QoQ e YoY no segmento de Cabeamento Estruturado;
- Mix de receitas menos exposto ao segmento de GPON, alinhado com a estratégia da Companhia;
- Evolução da venda de soluções entre CFTV IP e Redes empresariais.

1T26



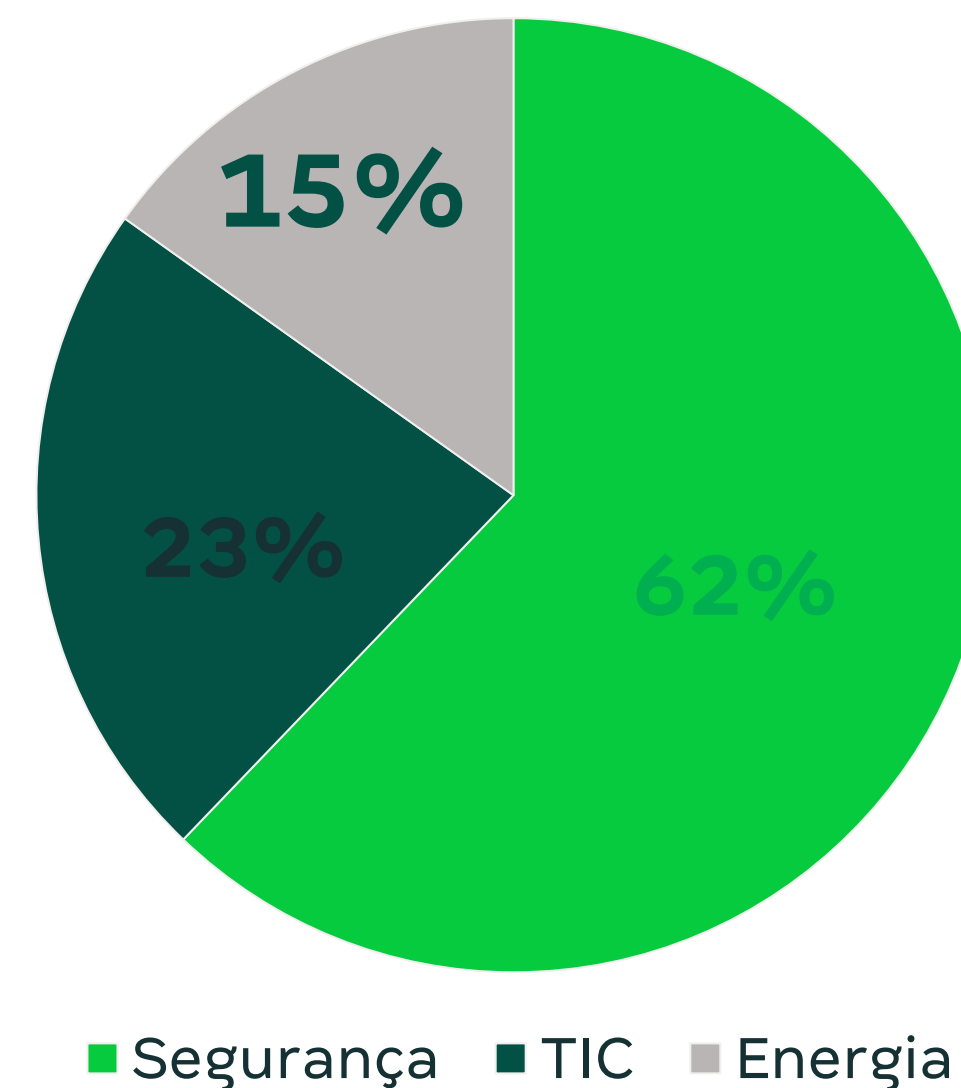
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Principais destaques do Negócio

» Energia

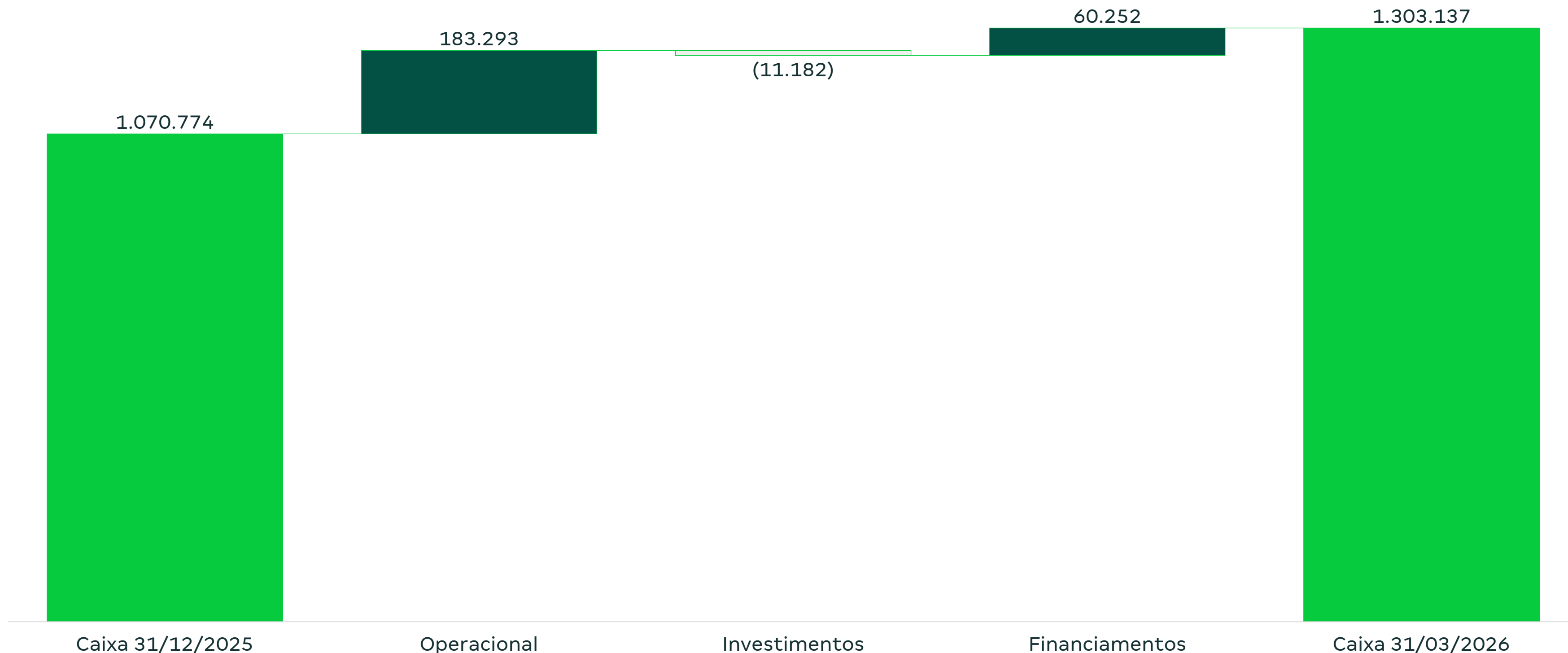
- Receita evolui dentro do previsto;
- Negócios de Nobreaks e Carregadores Veiculares ganhando relevância no mix do segmento;
- Margem bruta reflete mix menos exposto ao negócio de Energia Solar.

1T26



Receita operacional líquida	1T26	4T25	AH%	1T25	AH%
Segurança	690.467	722.777	-4,5%	526.105	31,2%
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Evolução do Fluxo de Caixa



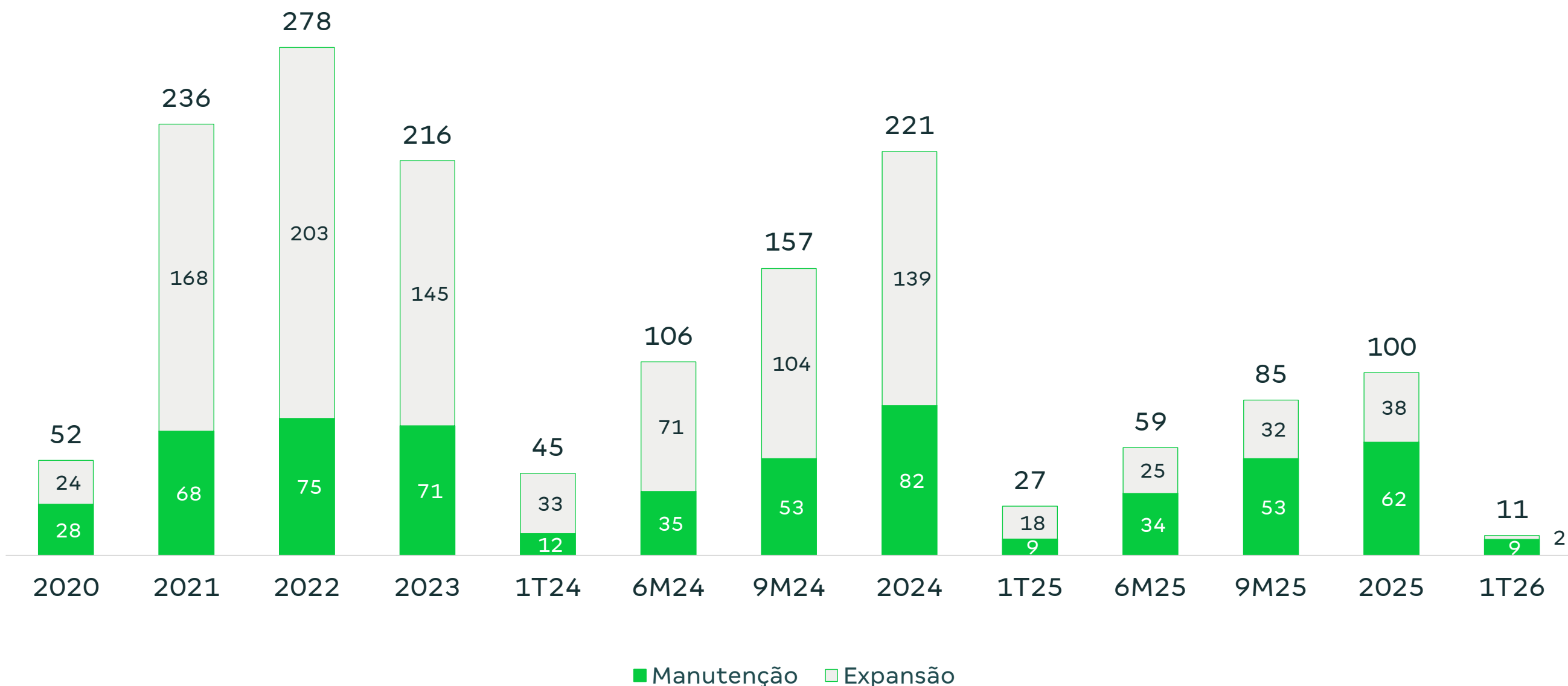
Evolução do Estoque
contribuiu para geração de
caixa operacional

Novas tranches de
financiamentos já contratados
com BNDES e FINEP

CAPEX

- Perfil sazonal típico do início do ano, com nível de investimentos mais baixo no 1T;
- Expansão em Manaus nos próximos 18 meses.

Evolução CAPEX
(Em milhões de R\$)



Perspectivas



Cenário Global e dinâmica local **exigem atenção**



Nova **estrutura comercial** mais preparada para **crescimento**



Disciplina e Cadência na execução como pilares centrais



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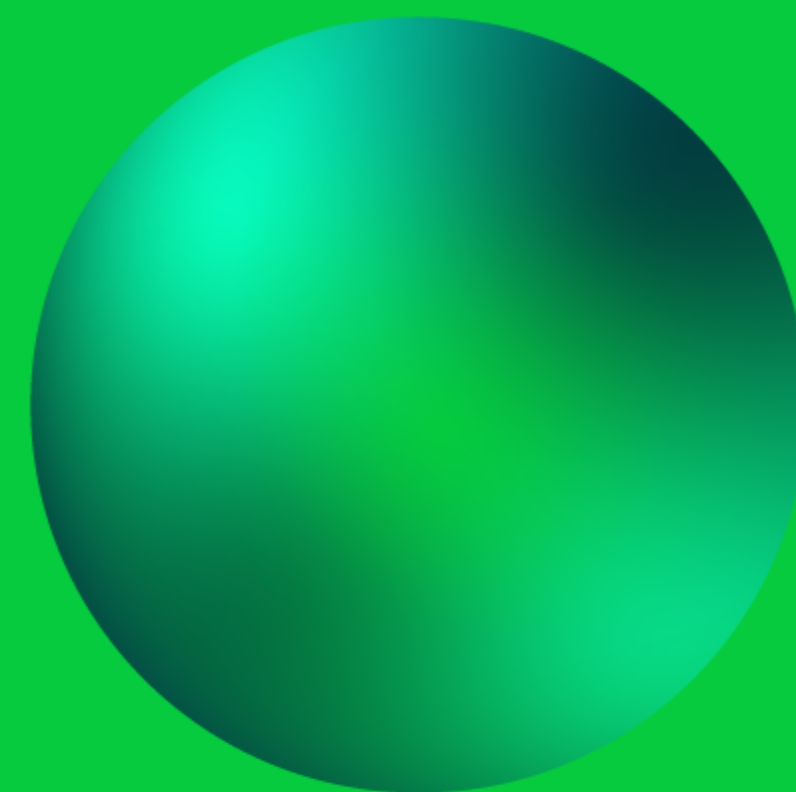
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Earnings Release

1Q26

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 1Q26

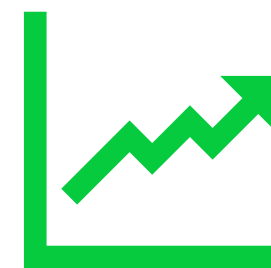


Net Revenue (R\$ thousand)

R\$ 1,110,638

20.6%_{1Q26/1Q25}

-4.9%_{1Q26/4Q25}

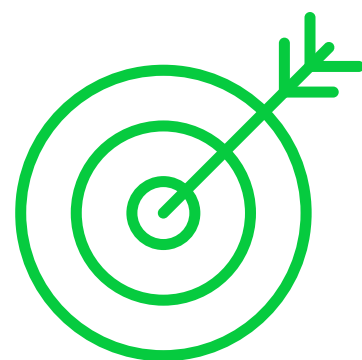


Net income (R\$ thousand)

R\$ 153,090

148.5%_{1Q26/1Q25}

11.0%_{1Q26/4Q25}

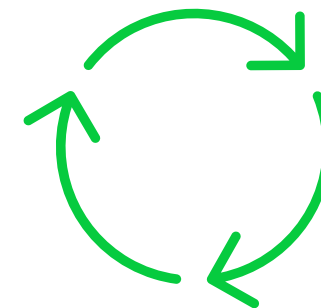


EBITDA (R\$ thousand)

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92.6%_{1Q26/1Q25}

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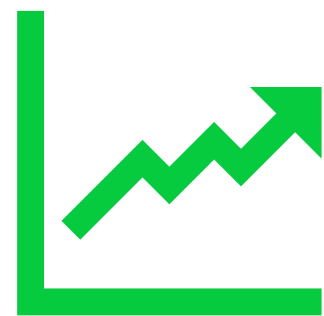
ROIC (pre-tax)

17.7%

+3.9 p.p_{1Q26/1Q25}

+2.6 p.p_{1Q26/4Q25}

Highlights 1Q26



Gross Margin

30.7%

+1.3p.p 1Q26/1Q25

0.0p.p 1Q26/4Q25

EBITDA Margin

14.1%

+5.3p.p 1Q26/1Q25

+0.2p.p 1Q26/4Q25

Net Margin

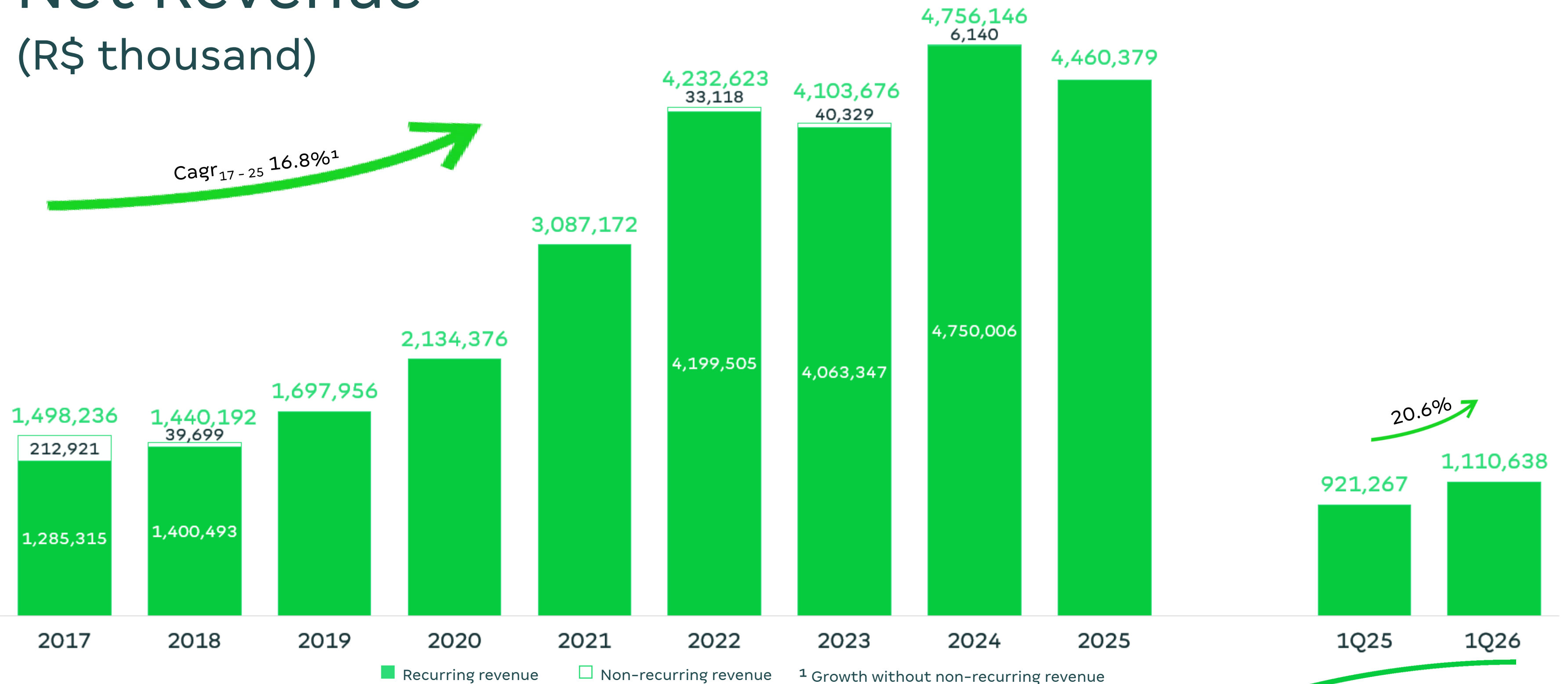
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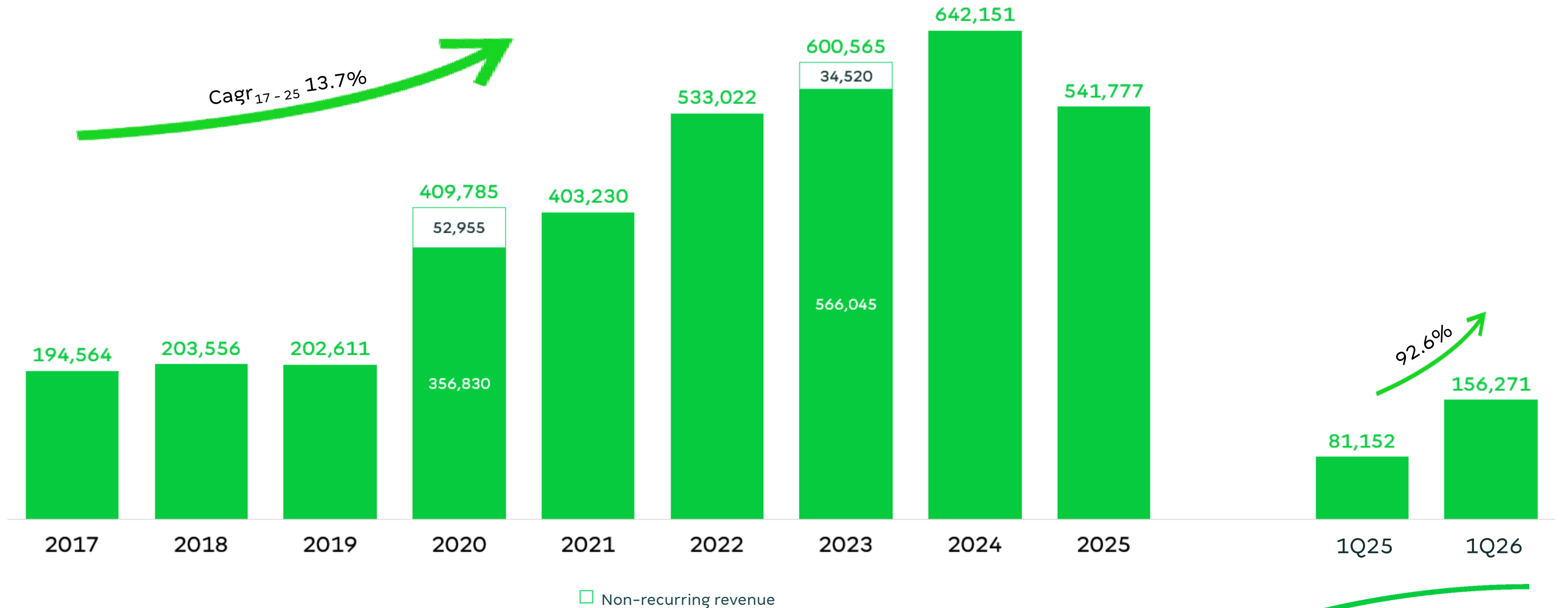
Net Revenue

(R\$ thousand)

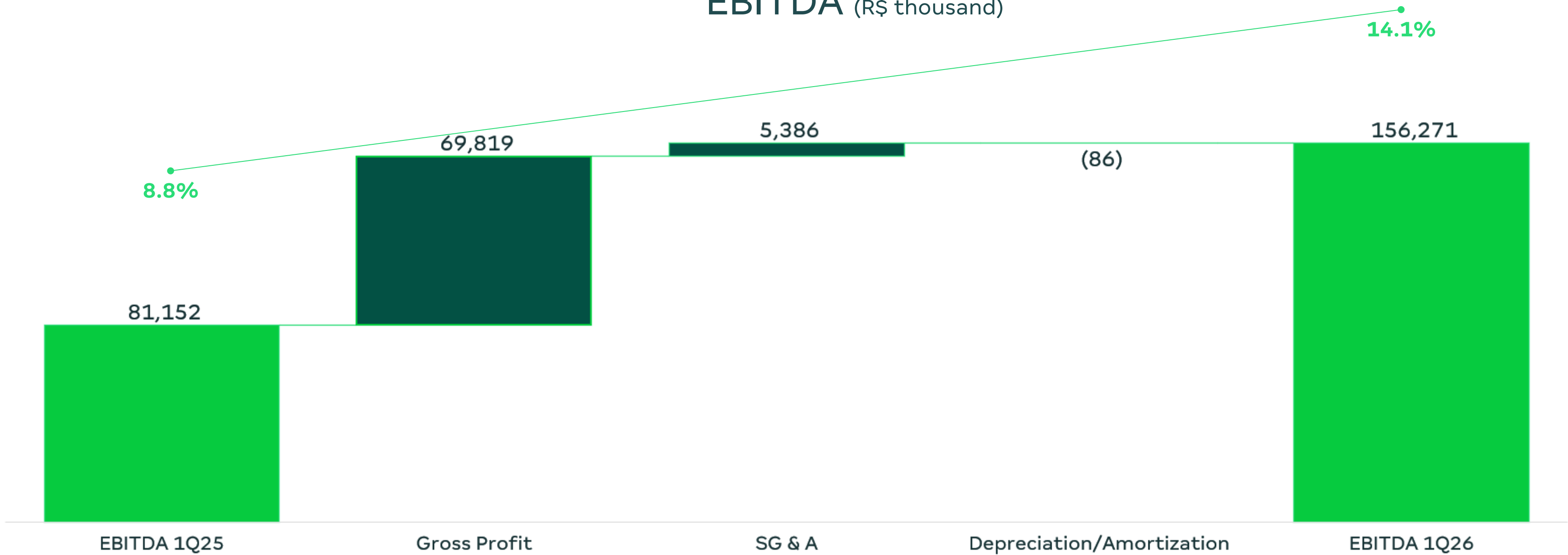


EBITDA

(R\$ thousand)



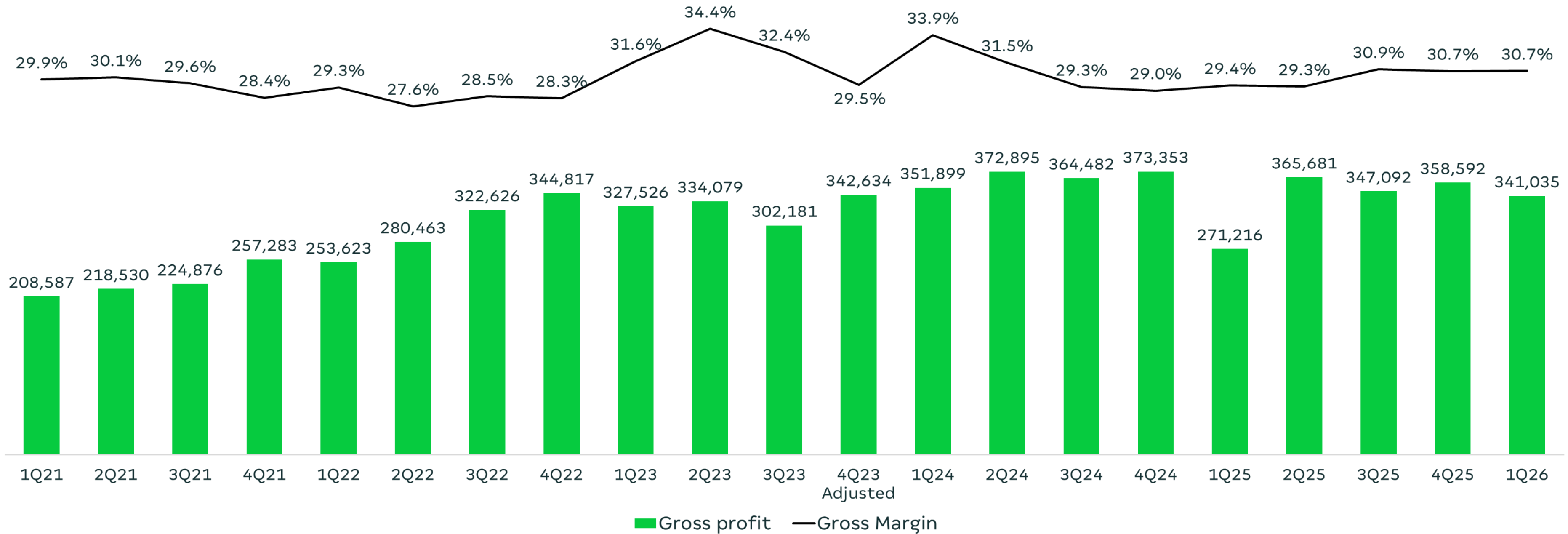
EBITDA (R\$ thousand)



Growth driven by revenue recovery

Discipline and expenses control

Consolidated Gross Profit



Gross margin reflects Company's operational profile

Rising costs due to commodities inflation

PVA

R\$ thousand	1Q25	2Q25	3Q25	4Q25	1T26
Net Revenue	921,267	1,246,448	1,124,689	1,167,975	1,110,638
COGS	(650,051)	(880,767)	(777,597)	(809,383)	(769,603)
Gross Margin	29.4%	29.3%	30.9%	30.7%	30.7%
Revenue PVA	(20,146)	(28,401)	(26,467)	(27,212)	(26,786)
COGS PVA	13,471	8,704	8,148	8,611	7,348
Net Revenue ex-PVA	941,413	1,274,849	1,151,156	1,195,187	1,137,424
COGS ex-PVA	(663,522)	(889,471)	(785,745)	(817,994)	(776,951)
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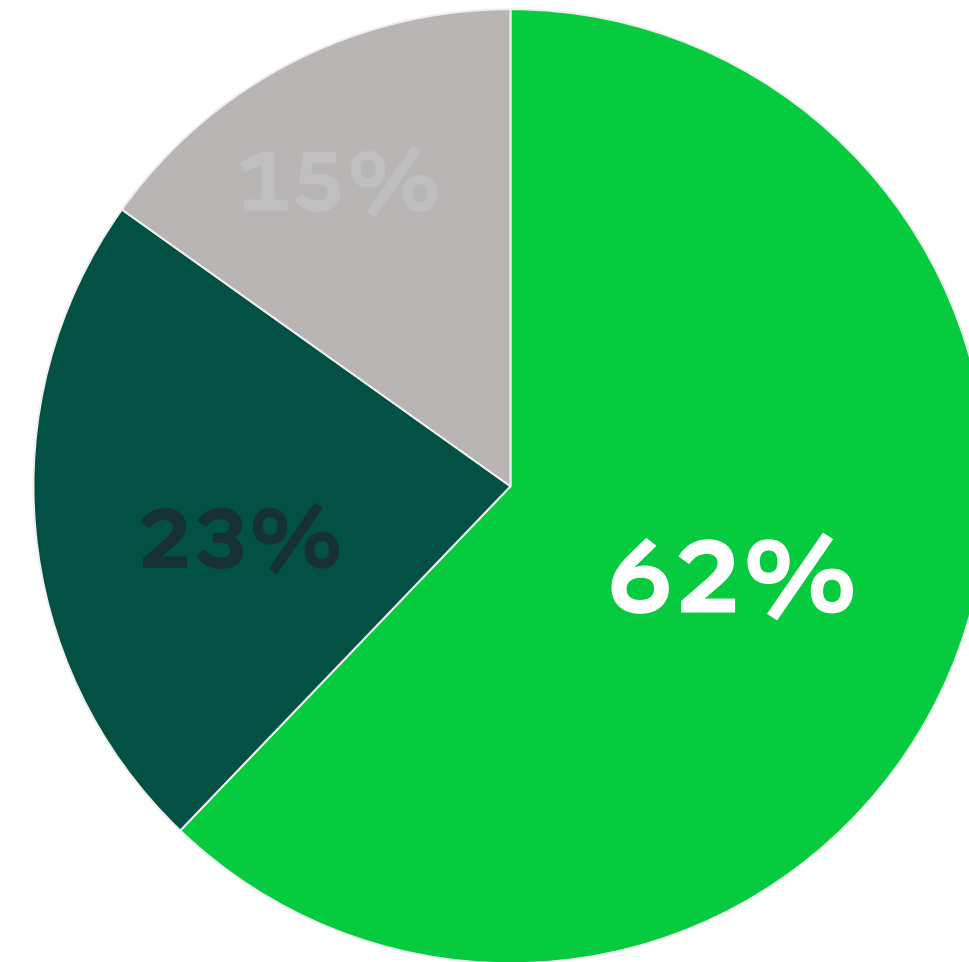
Stable impact, still high

Business Highlights

» Security

- Market similar to last quarter, with Sell-out level according to the forecast for the period;
- Revenue growth impacted by YoY comparative basis;
- Stable gross margin, but with upward cost trends.

1Q26



■ Security ■ ICT ■ Energy

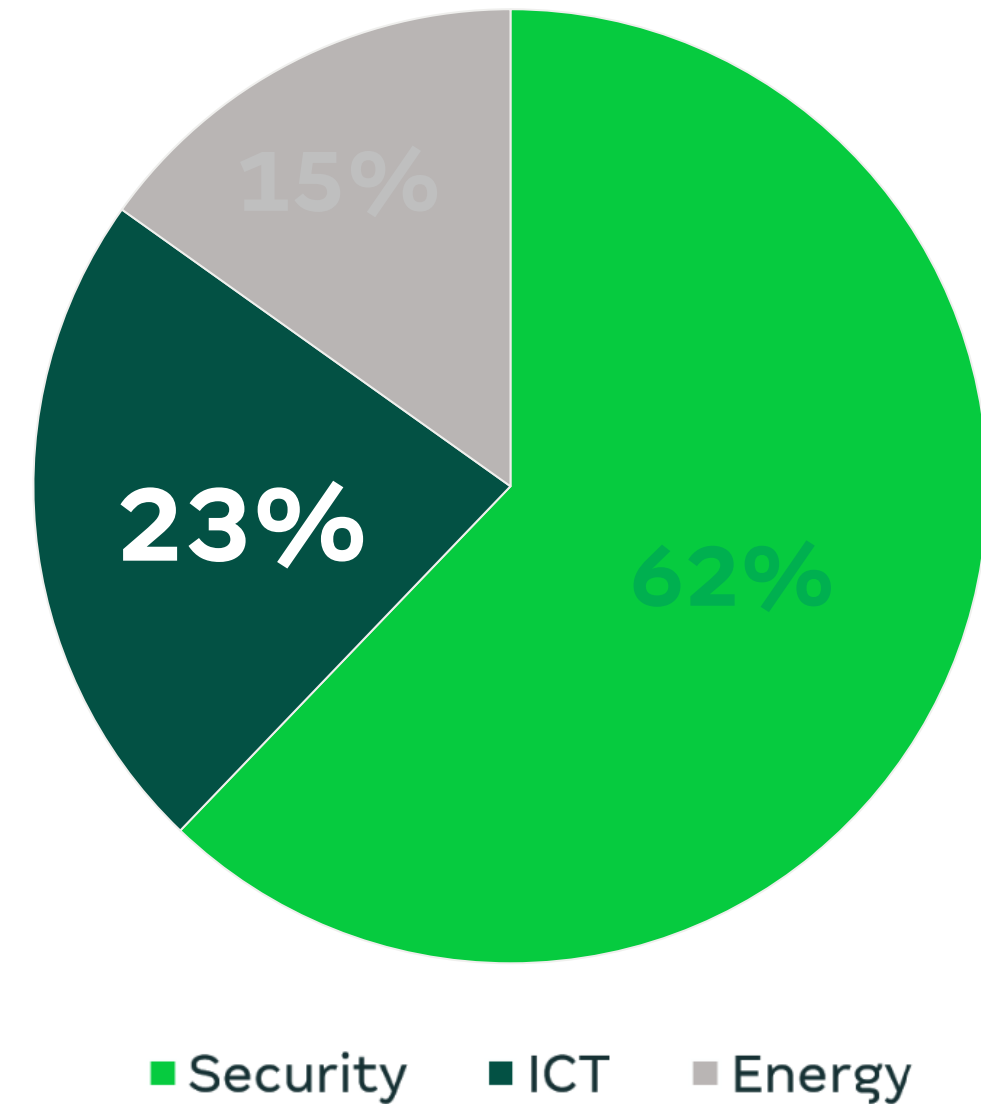
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Security	690,467	722,777	-4.5%	526,105	31.2%
ICT	251,893	257,615	-2.2%	205,870	22.4%
Energy	168,278	187,583	-10.3%	189,292	-11.1%

Business Highlights

» ICT

- Growing revenues QoQ and YoY in the Structured Cabling segment;
- Revenue mix less exposed to the GPON segment, in line with the Company's strategy;
- Evolution of Solutions Sales, with IP CCTV and Enterprise Networks cross-sell.

1Q26



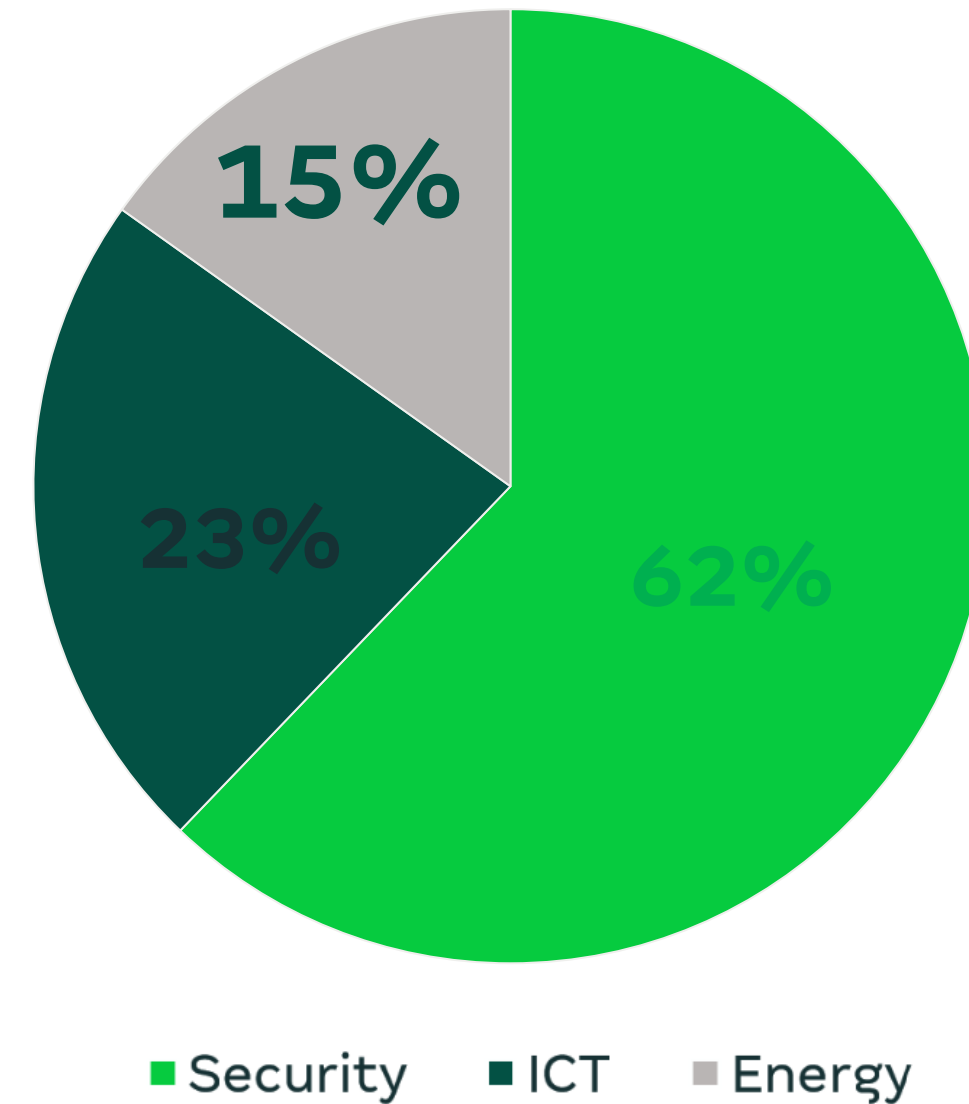
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Business Highlights

» Energy

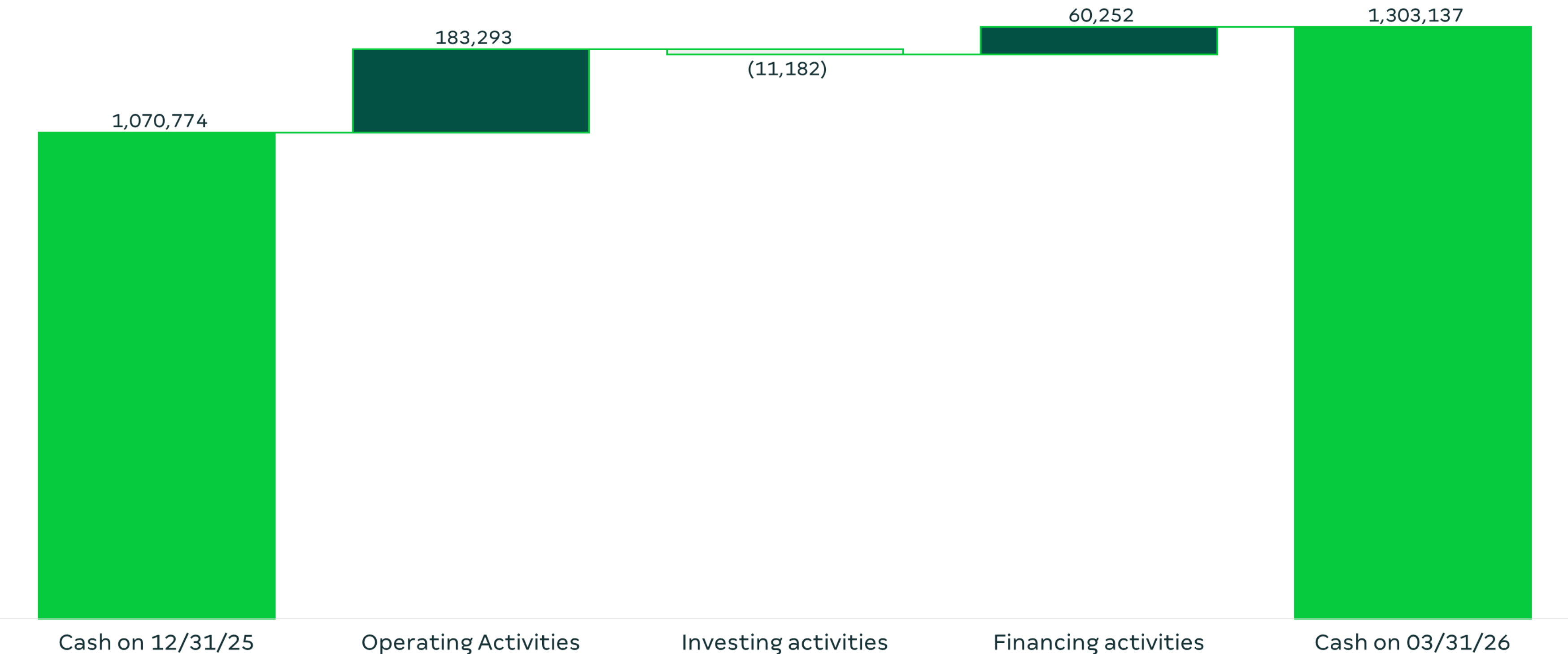
- Revenue evolution in line with expectations;
- UPS and EV chargers gaining relevance in the segment mix;
- Gross margin reflecting a mix less exposed to the Solar Energy business.

1Q26



Net Revenue	1Q26	4Q25	Δ%	1Q25	Δ%
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Cash Evolution



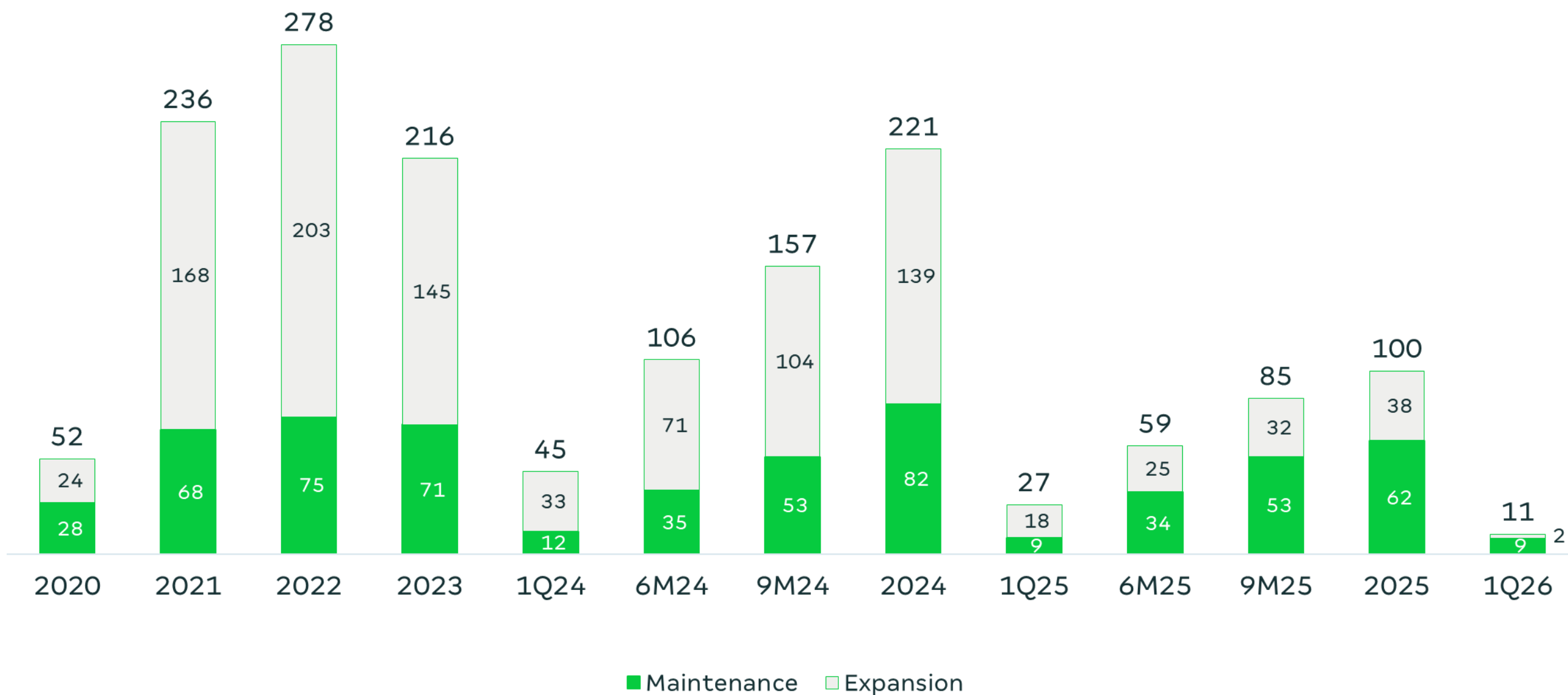
Inventory evolution contributed to operating cash generation

New tranches from previous contracts with BNDES and FINEP

CAPEX

- Seasonal profile, with lower level of investments in 1Q;
- Expansion in Manaus over the next 18 months

CAPEX Growth (In million R\$)



Perspectives



Global scenario and local dynamics **require close attention**



New **commercial structure** better positioned to support **growth**



Discipline and cadence as core pillars



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