Apresentação de Resultados

3T26



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29 de Outubro de 2026

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1 Destaques Financeiros

2 Evolução Receita e Ebitda

3 Lucro Bruto Consolidado

4 Desempenho dos Segmentos

5 Evolução Caixa

6 Capex

7 Perspectivas

Destaques 3T26



Receita Líquida (R$ mil)

R$ 1.176.541

+4,6% 3T26/3T25

+2,4% 3T26/2T26

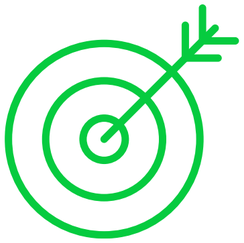


Lucro Líquido (R$ mil)

R$ 177.053

+19,7% 3T26/3T25

+11,8% 3T26/2T26

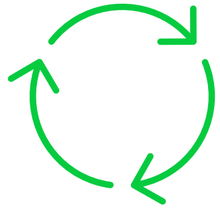


EBITDA (R$ mil)

R$ 170.123

+18,1% 3T26/3T25

+0,7% 3T26/2T26



ROIC (pre-tax)

20,0%

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

+1,2 p.p 3T26/2T26

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Destaques 3T26



Margem Bruta

32,7%

+1,8p.p 3T26/3T25

-0,4p.p 3T26/2T26

Margem EBITDA

14,5%

+1,7p.p 3T26/3T25

-0,2p.p 3T26/2T26

Margem Líquida

15,0%

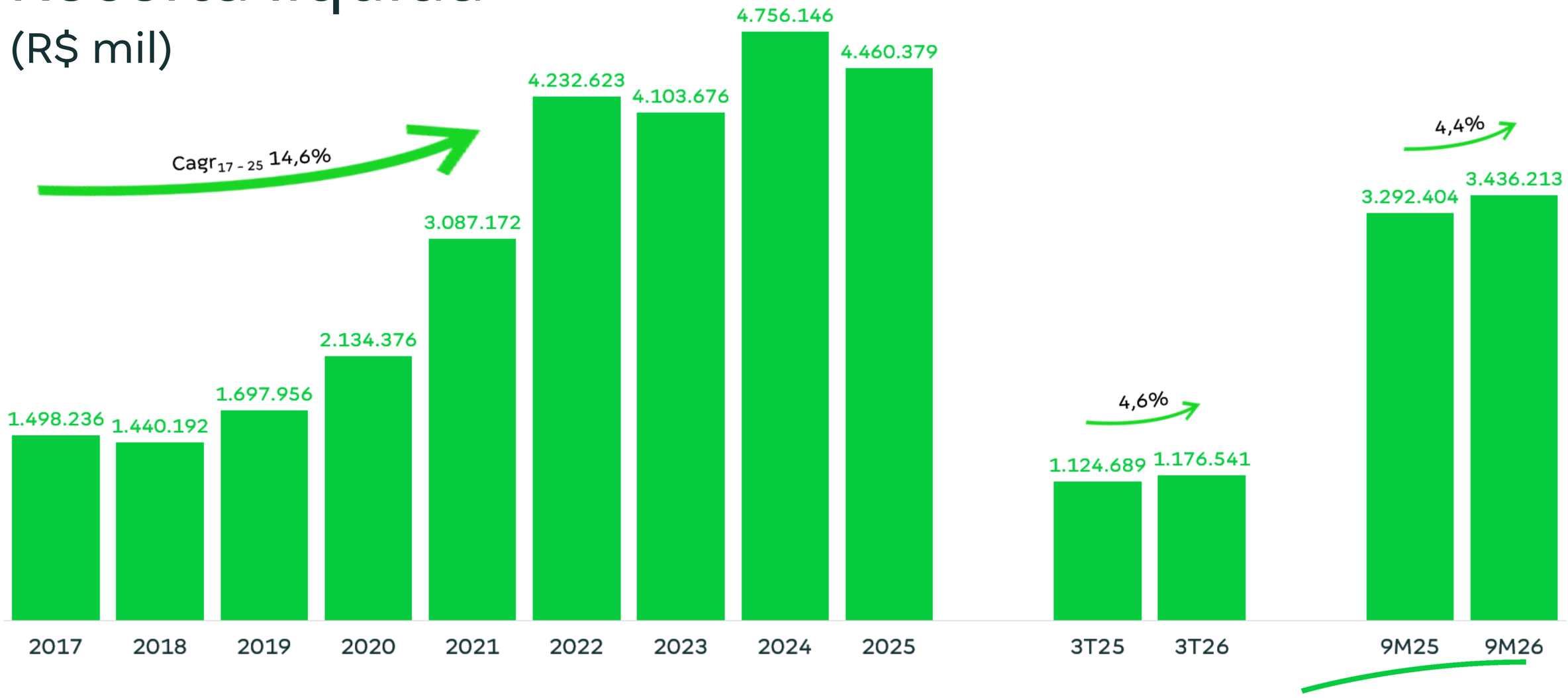
+1,9p.p 3T26/3T25

+1,3p.p 3T26/2T26

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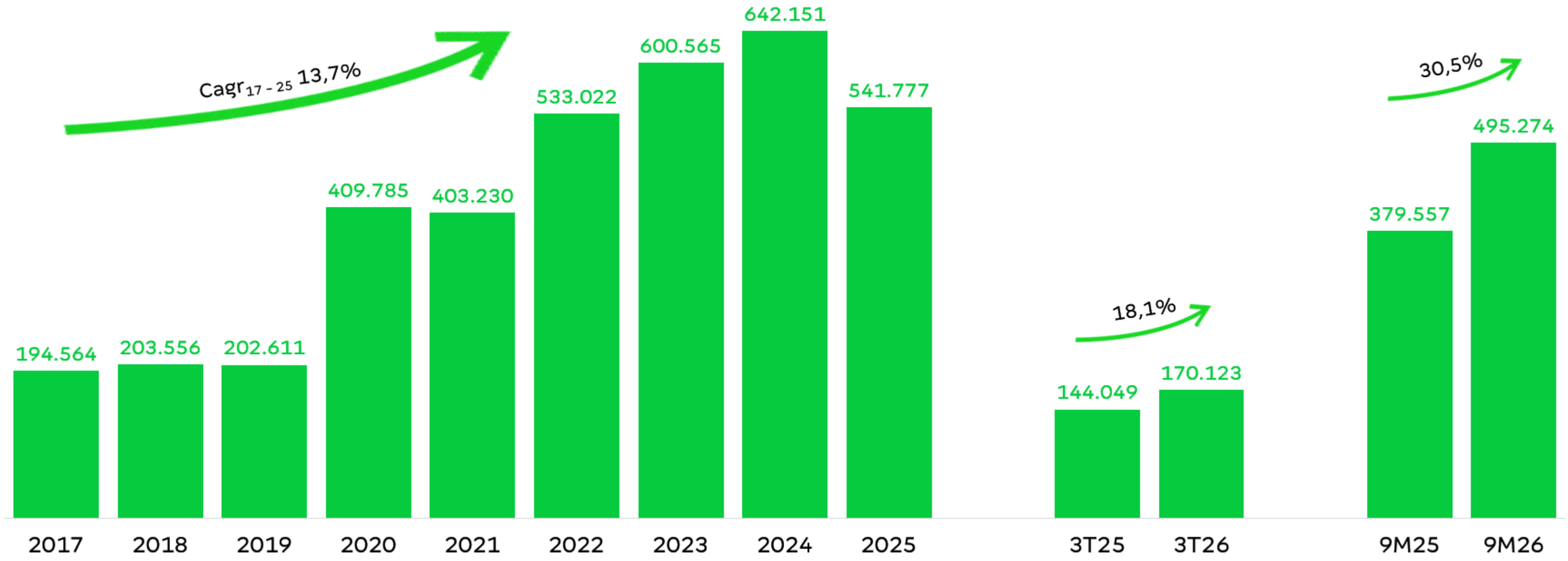
Receita líquida

(R$ mil)

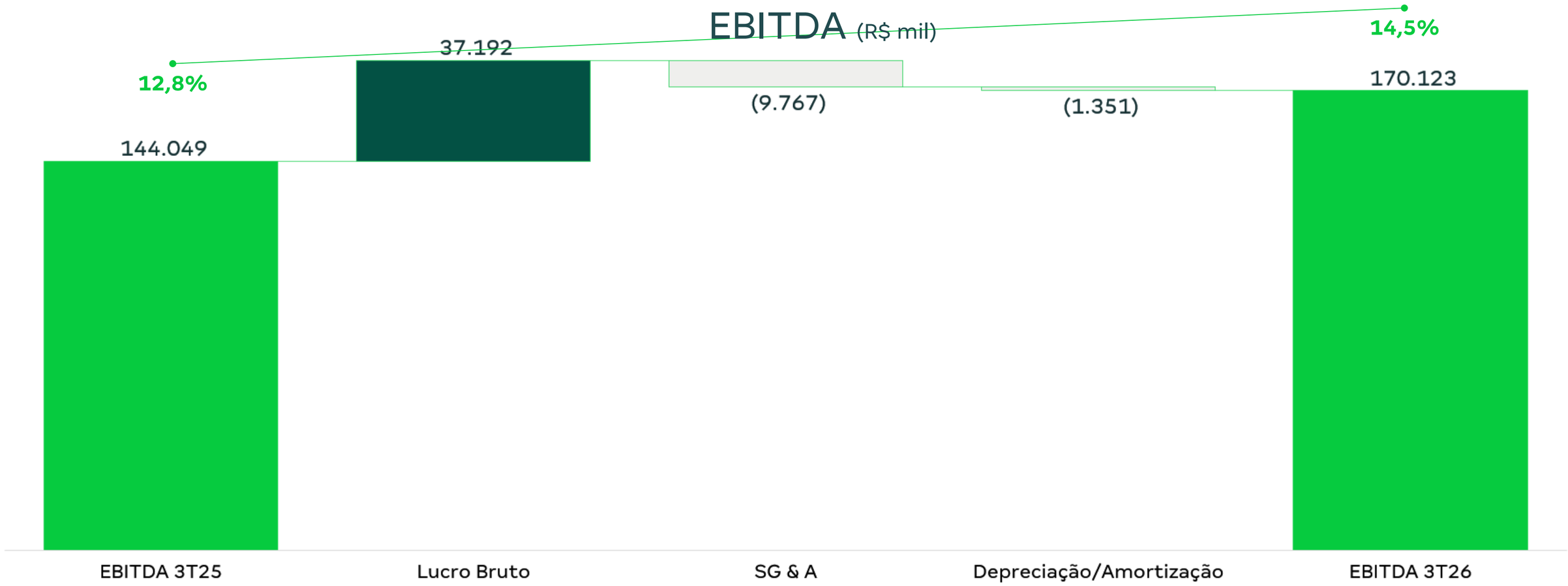


EBITDA

(R$ mil)


Cagr 17 - 25 13,7%
18,1%
30,5%
194.564
203.556
202.611
409.785
403.230
533.022
600.565
642.151
541.777
144.049
170.123
379.557
495.274
2017
2018
2019
2020
2021
2022
2023
2024
2025
3T25
3T26
9M25
9M26

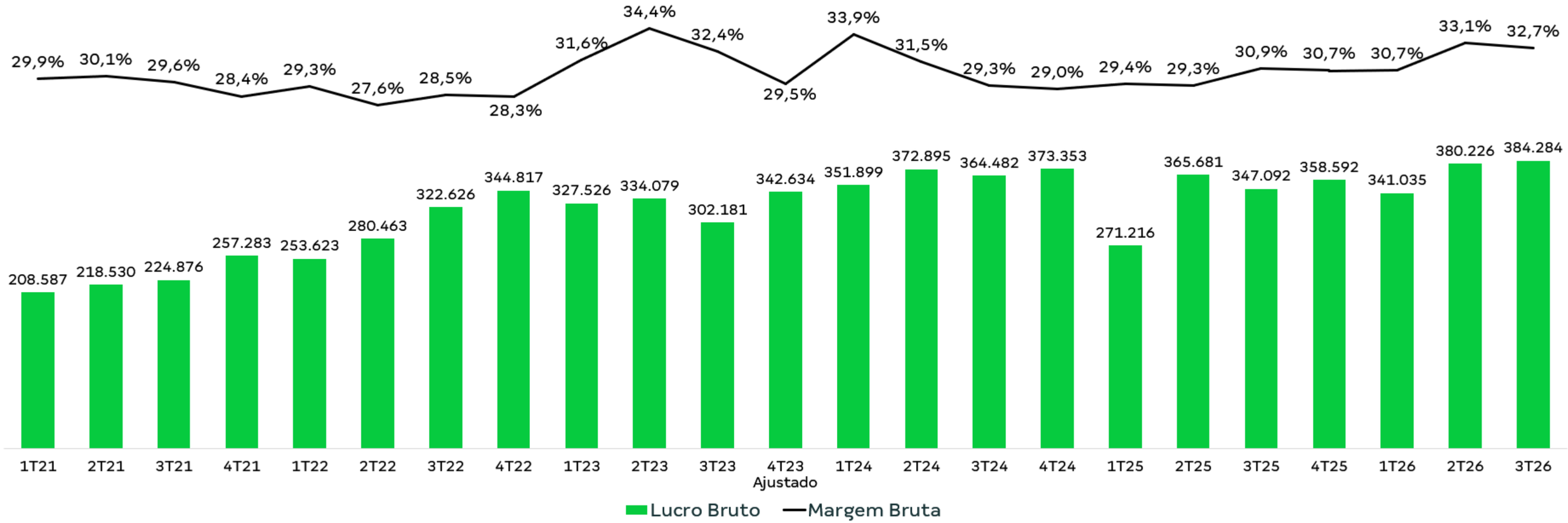
EBITDA (R$ mil)



Crescimento de 18,1% sustentado pela expansão do lucro bruto

Despesas crescem abaixo do crescimento da receita

Lucro Bruto Consolidado



Lucro bruto cresce 10,7% YoY, 6,1p.p. acima da receita

Reajustes de preços e mix mais rentável sustentam a expansão da margem

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AVP (CPC 12)

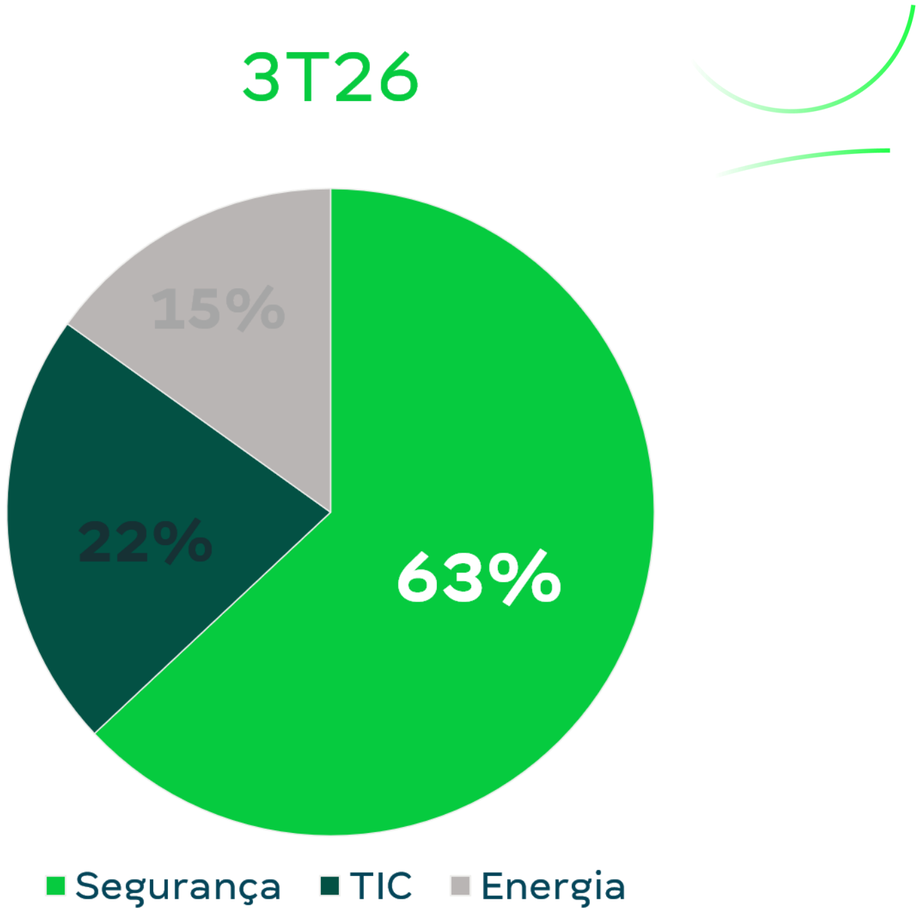
R$ mil	3T25	4T25	1T26	2T26	3T26
ROL	1.124.689	1.167.975	1.110.638	1.149.034	1.176.541
CPV	(777.597)	(809.383)	(769.603)	(768.808)	(792.257)
Mg Bruta	**30,9%**	**30,7%**	**30,7%**	**33,1%**	**32,7%**
AVP Receita	(26.467)	(27.212)	(26.786)	(25.303)	(29.540)
AVP Custo	8.148	8.611	7.348	9.371	9.944
ROL ex-AVP	1.151.156	1.195.187	1.137.424	1.174.337	1.206.081
CPV ex-AVP	(785.745)	(817.994)	(776.951)	(778.179)	(802.201)
Mg Bruta ex-AVP	**31,8%**	**31,6%**	**31,7%**	**33,7%**	**33,5%**
Impacto	-0,9p.p	-0,9p.p	-1,0p.p	-0,6p.p	-0,8p.p

Efeito do AVP estável ao longo dos últimos períodos

Principais destaques do Negócio

» Segurança

- Receita acompanha o sell-out dos canais e reflete a dinâmica atual do mercado;
- Destaque para controladores de acesso e aceleração das fechaduras digitais com o novo portfólio;
- Crescimento de Lucro bruto e margem YoY confirma a capacidade de repasse de preços.



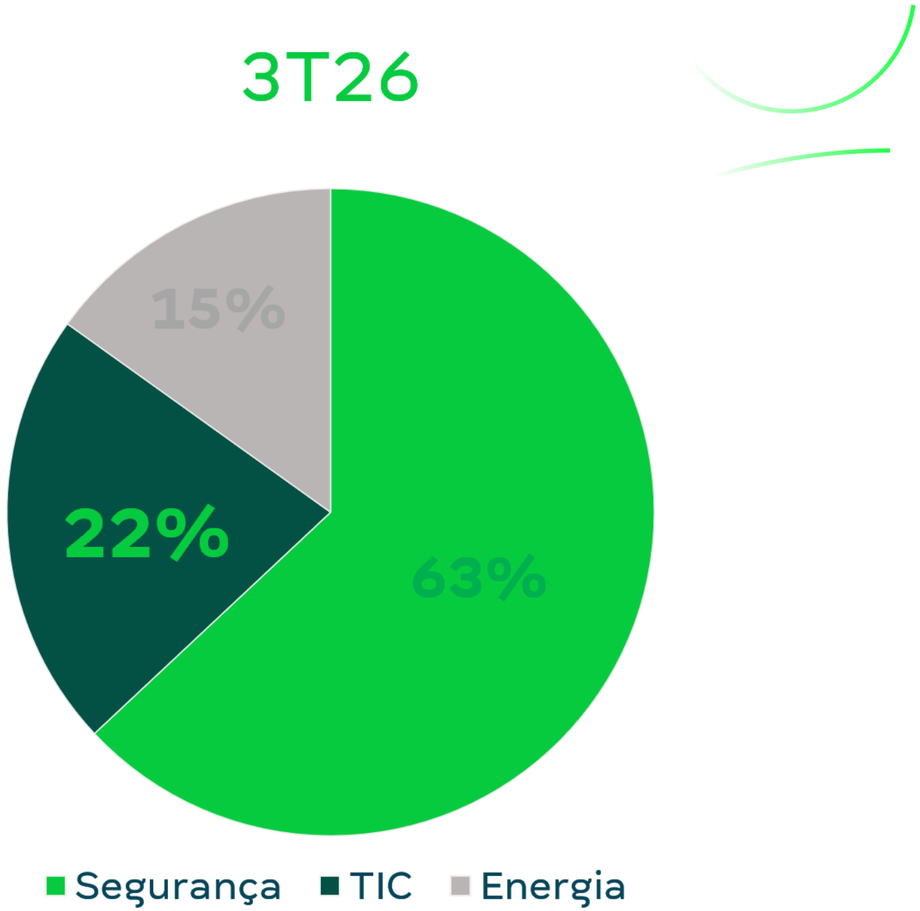
Receita operacional líquida	3T26	2T26	AH%	3T25	AH%
Segurança	741.376	690.477	7,4%	702.350	5,6%
TIC	257.385	283.473	-9,2%	248.806	3,4%
Energia	177.780	175.084	1,5%	173.533	2,4%

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Principais destaques do Negócio

» TIC

- Receita reflete a descontinuação da linha de GPON;
- Cabeamento estruturado com receita consistente e resultados acima dos previstos;
- Margem bruta avança QoQ, mesmo com custos crescentes, também apoiada pela nova composição de receitas.

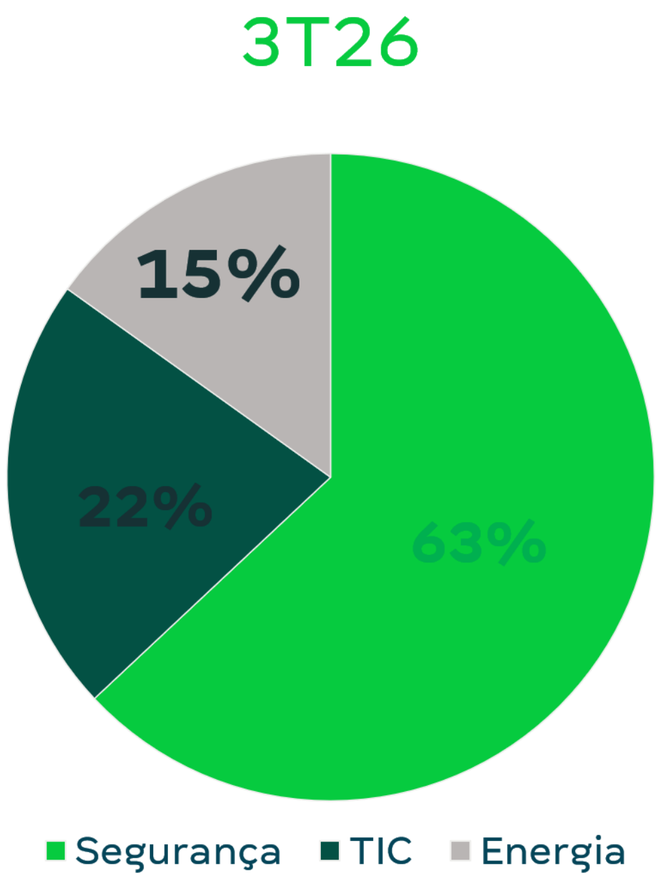


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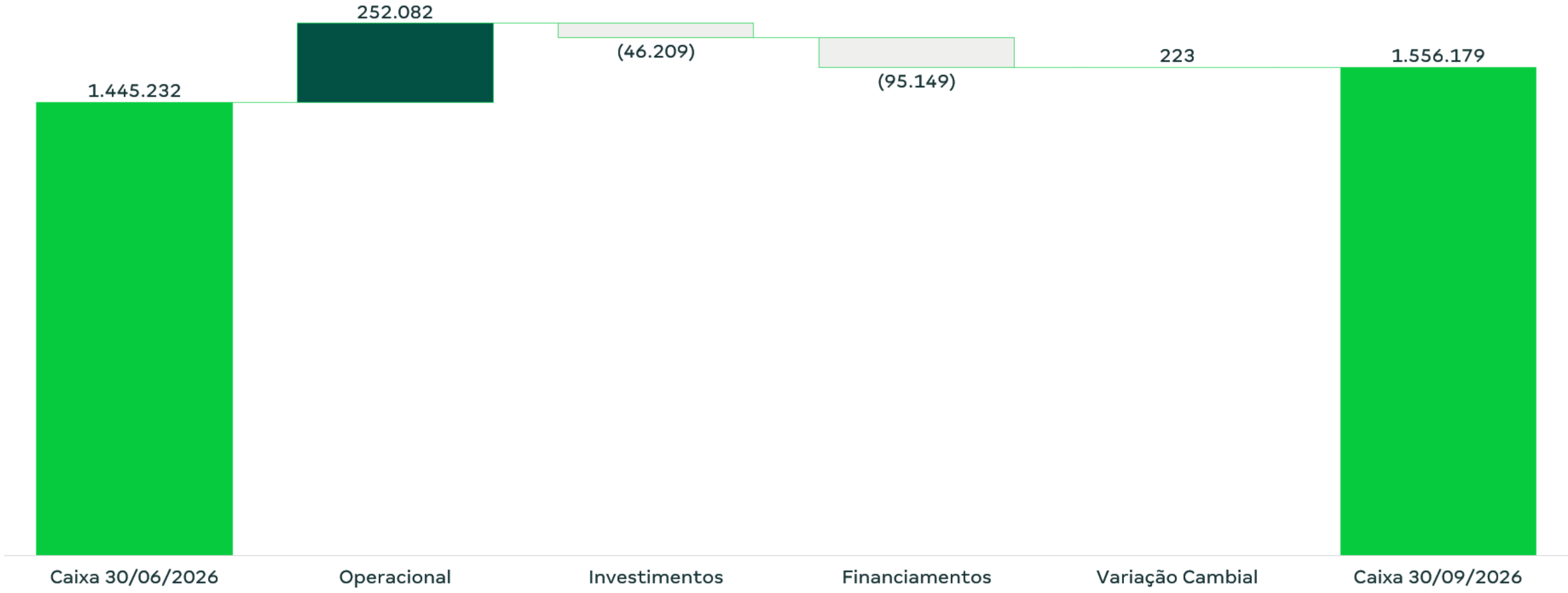
» Energia

- Retomada do crescimento após um período de acomodação das receitas;
- Nobreaks e Carregadores Veiculares ganham relevância no portfólio;
- Margem bruta oscila conforme o previsto, com a incorporação de custos de reposição mais altos ao custo médio dos estoques.



Receita operacional líquida	3T26	2T26	AH%	3T25	AH%
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Evolução do Fluxo de Caixa



Nova redução de estoques e maior saldo com fornecedores

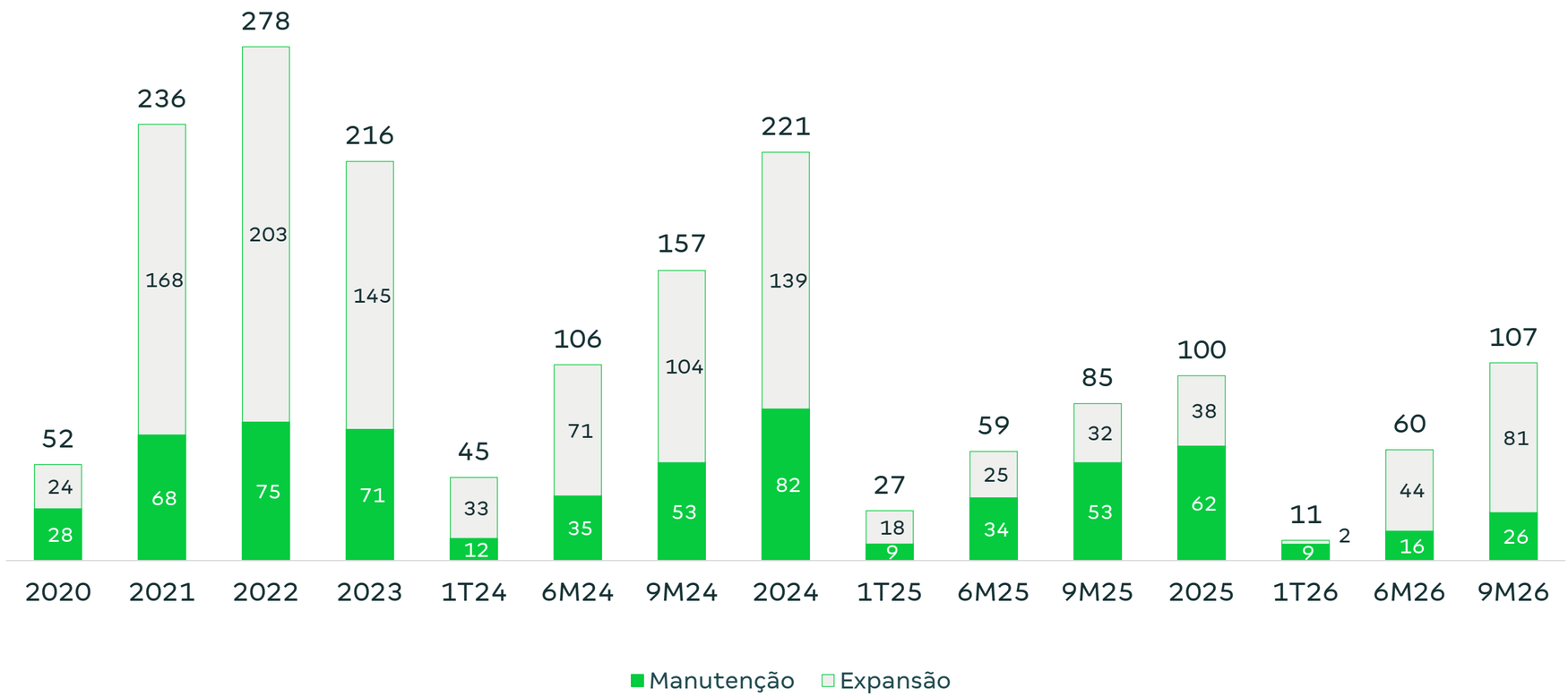
Caixa líquido avança para R$680.265 mil, após dividendos e amortizações

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CAPEX

- Obras da nova unidade industrial em Manaus avançam conforme o cronograma;
- Aportes mantidos em modernização e sustentação da estrutura operacional.

Evolução CAPEX (Em milhões de R$)



Perspectivas



Demanda ainda desafiadora no curto prazo



Capex em Manaus conforme o cronograma



Incertezas locais e globais requerem prudência para 2027

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Earnings Release

3Q26



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October 29th, 2026

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Agenda

1 Financial Highlights

2 Net Revenue & EBITDA Evolution

3 Consolidated Gross Profit

4 Business Segments Performance

5 Cash Evolution

6 Capex

7 Perspectives

Highlights 3Q26



Net Revenue (R$ thousand)

R$ 1,176,541

+4.6% 3Q26/3Q25

+2.4% 3Q26/2Q26

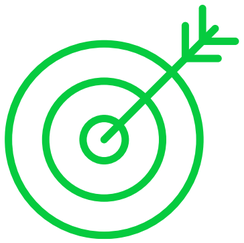


Net income (R$ thousand)

R$ 177,053

+19.7% 3Q26/3Q25

+11.8% 3Q26/2Q26

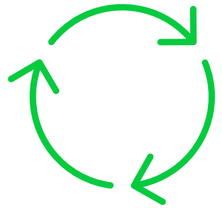


EBITDA (R$ thousand)

R$ 170,123

+18.1% 3Q26/3Q25

+0.7% 3Q26/2Q26



ROIC (pre-tax)

20.0%

+5.5 p.p 3Q26/3Q25

+1.2 p.p 3Q26/2Q26

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Highlights 3Q26



Gross Margin

32.7%

+1.8p.p 3Q26/3Q25

-0.4p.p 3Q26/2Q26

EBITDA Margin

14.5%

+1.7p.p 3Q26/3Q25

-0.2p.p 3Q26/2Q26

Net Margin

15.0%

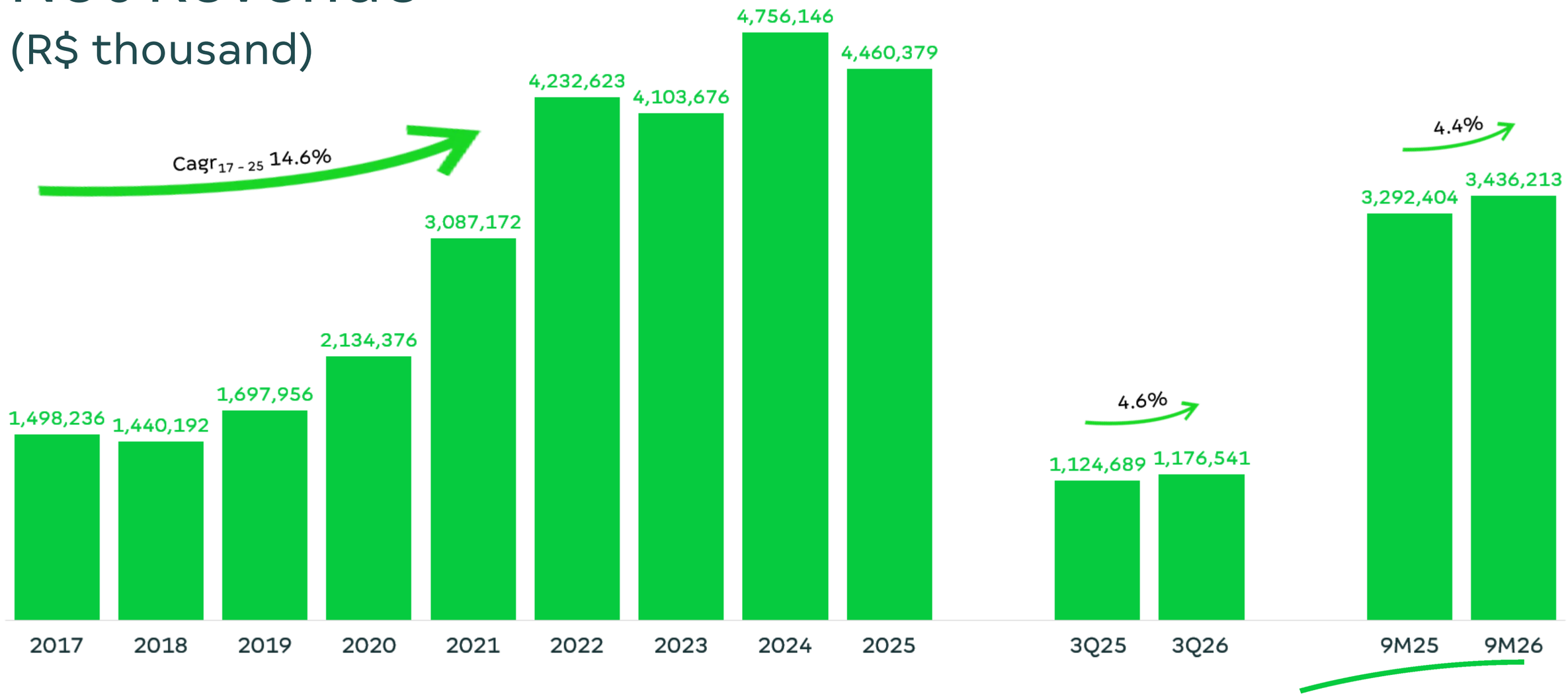
+1.9p.p 3Q26/3Q25

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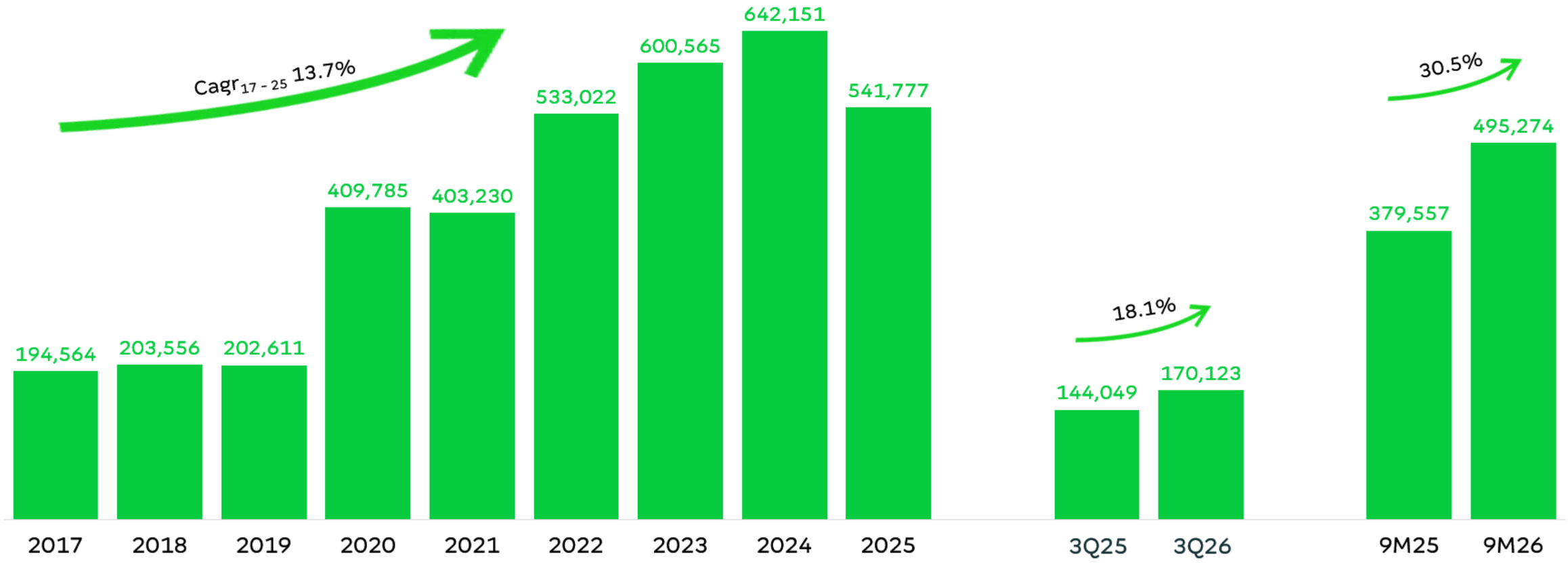
Net Revenue

(R$ thousand)



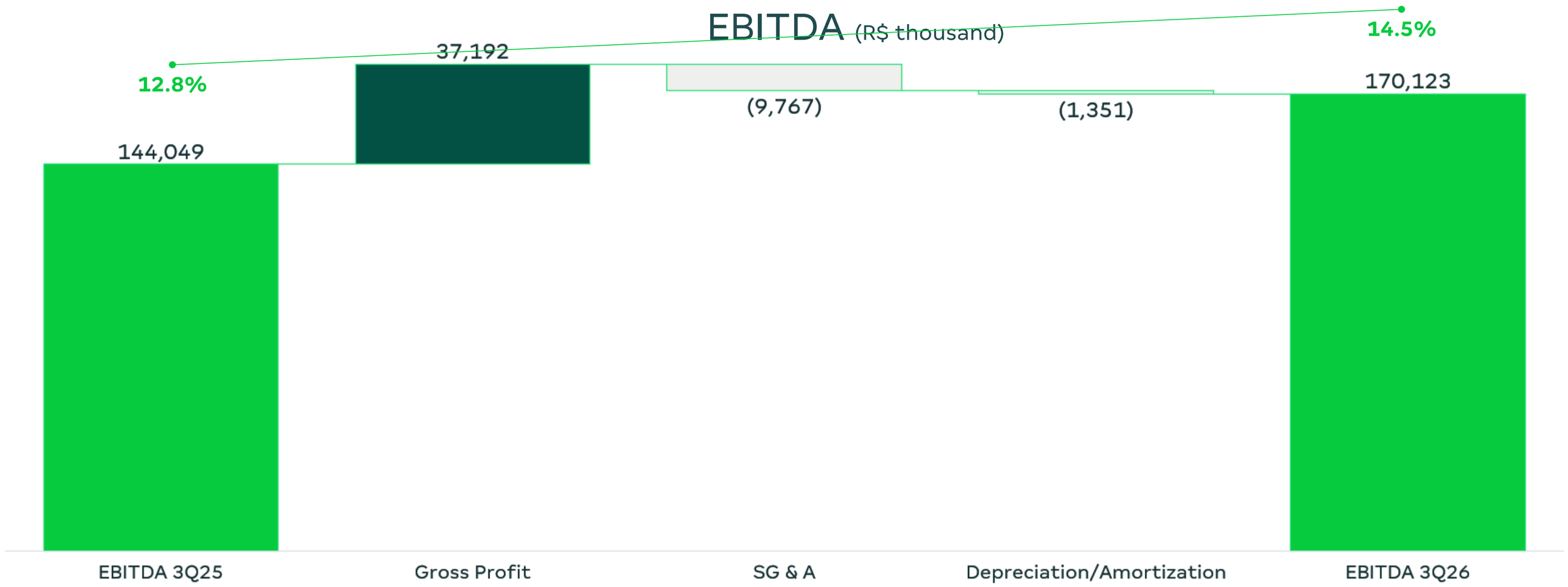
EBITDA

(R$ thousand)



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EBITDA (R$ thousand)

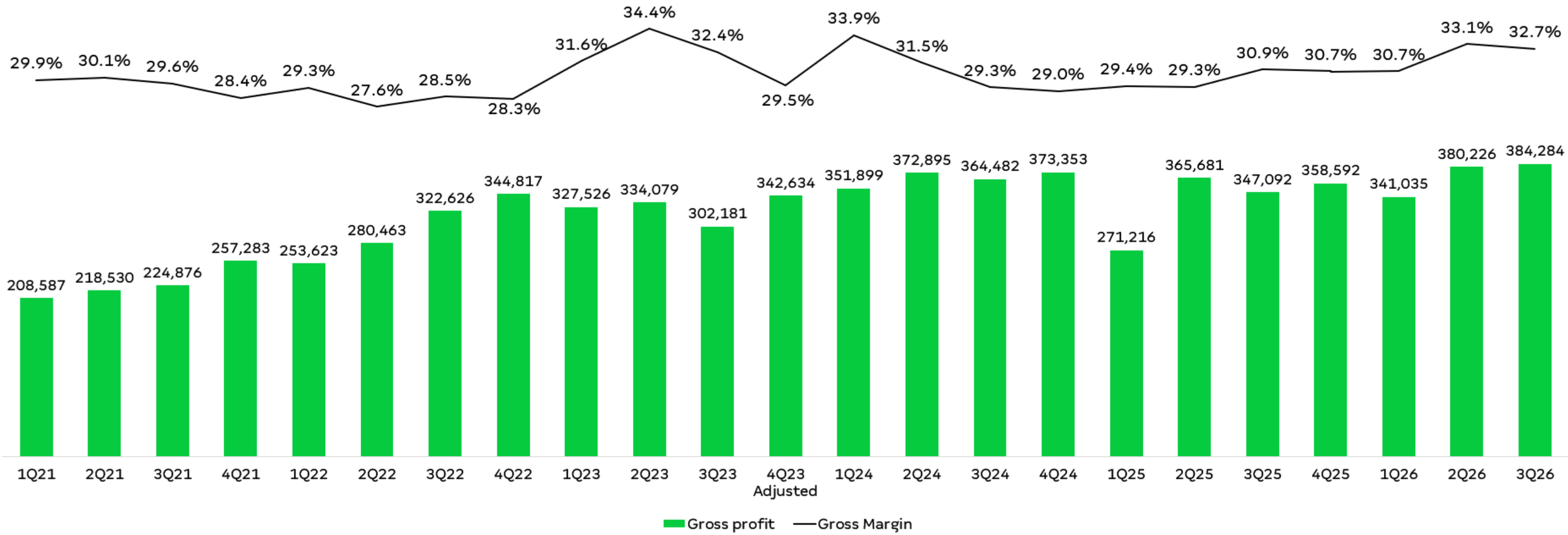


18.1% growth supported by gross profit expansion

Expenses grew less than revenue growth

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Consolidated Gross Profit



Gross profit up 10.7%, 6.1p.p. above revenue growth

Price adjustments and a more profitable mix drive margin expansion

PVA (CPC 12)

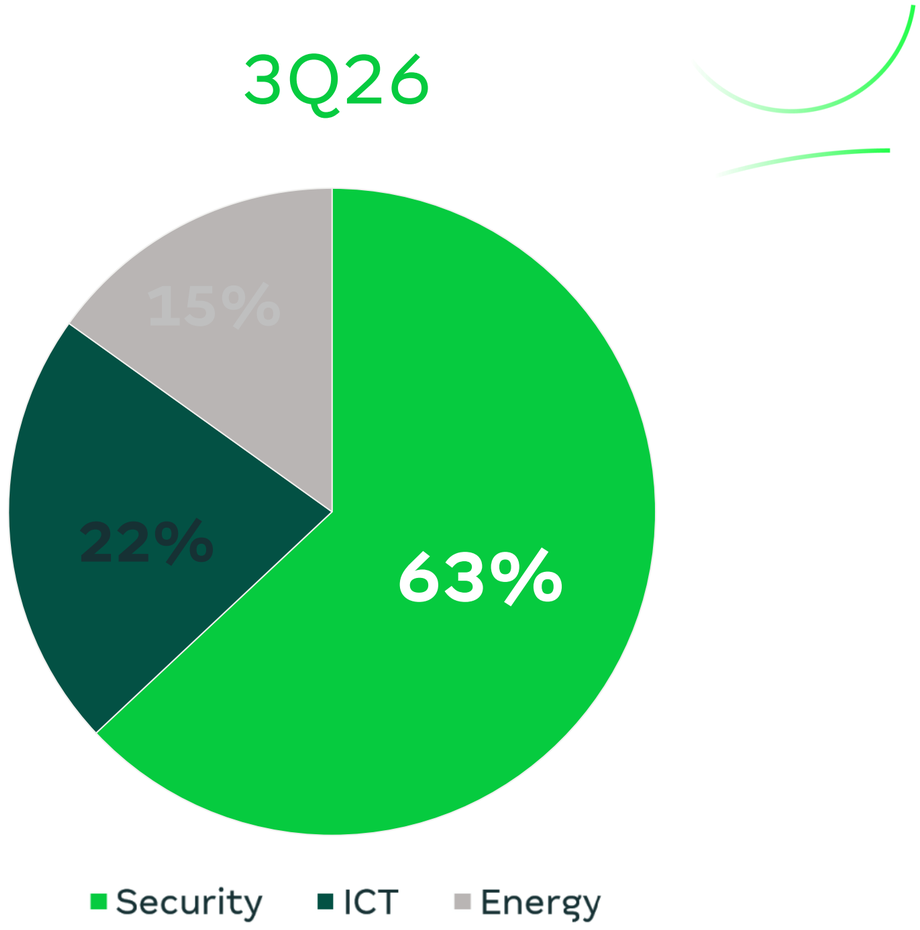
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Gross Margin	**30.9%**	**30.7%**	**30.7%**	**33.1%**	**32.7%**
Revenue PVA	(26,467)	(27,212)	(26,786)	(25,303)	(29,540)
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Net Revenue ex-PVA	1,151,156	1,195,187	1,137,424	1,174,337	1,206,081
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Gross Margin ex-PVA	**31.8%**	**31.6%**	**31.7%**	**33.7%**	**33.5%**
Impact	-0.9p.p	-0.9p.p	-1.0p.p	-0.6p.p	-0.8p.p

Stable PVA impact over recent quarters

Business Highlights

» Security

- Revenue according to channel sell-out and reflects current market dynamics;
- Access controllers stood out, and digital locks accelerated with the new portfolio;
- YoY growth in gross profit and margin confirms our ability to pass through price increases.



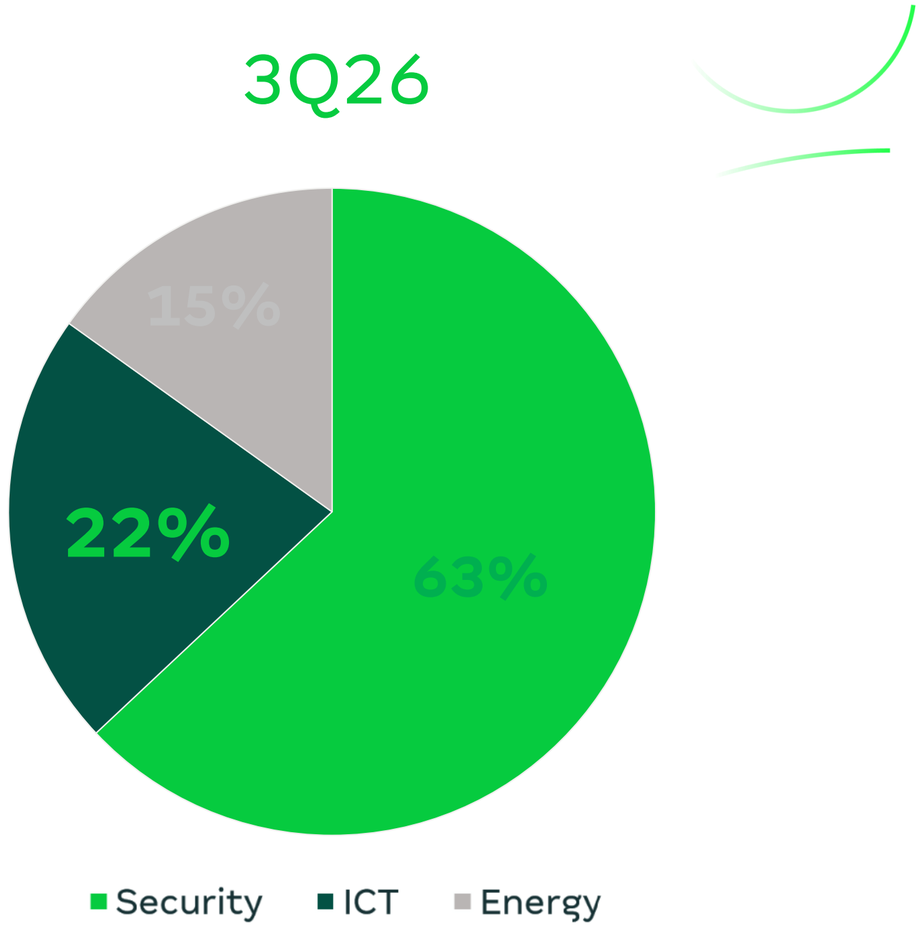
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Security	741,376	690,477	7.4%	702,350	5.6%
ICT	257,385	283,473	-9.2%	248,806	3.4%
Energy	177,780	175,084	1.5%	173,533	2.4%

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Business Highlights

» ICT

- Revenue reflects the discontinuation of the GPON line;
- Structured cabling delivered consistent revenue and results above plan;
- Gross margin rose QoQ despite rising costs, also supported by the new revenue mix.

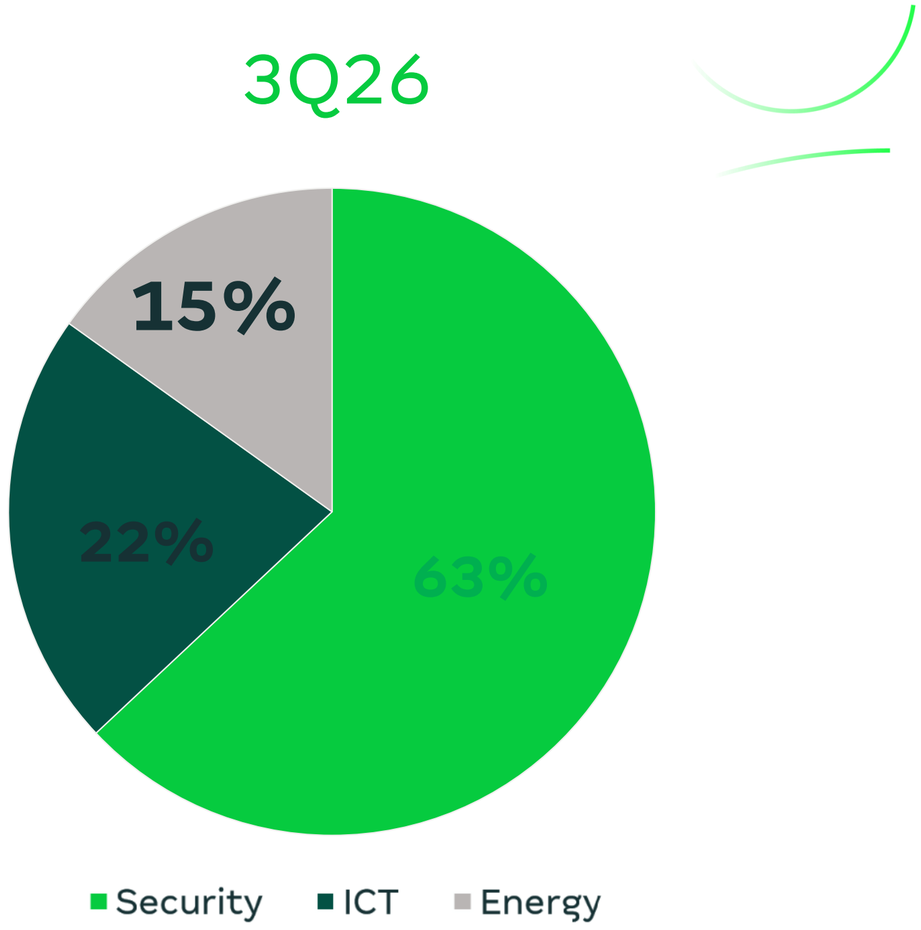


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Business Highlights

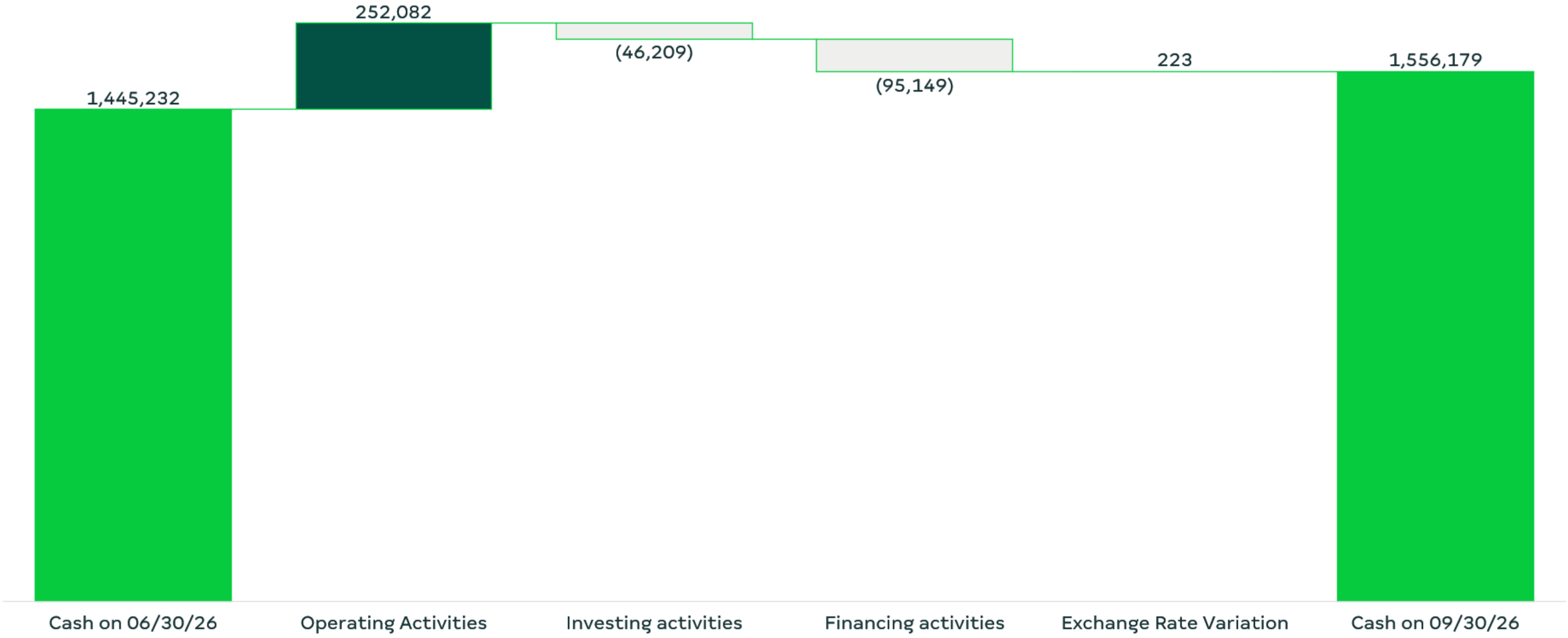
» Energy

- Growth resumes after a period of revenue stabilization;
- UPS and EV chargers gain relevance in the portfolio;
- Gross margin fluctuates as expected, as higher replacement costs flow into average inventory cost.



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Cash Evolution



Net cash rises to R$ 680,265 thousand, after dividends and amortization

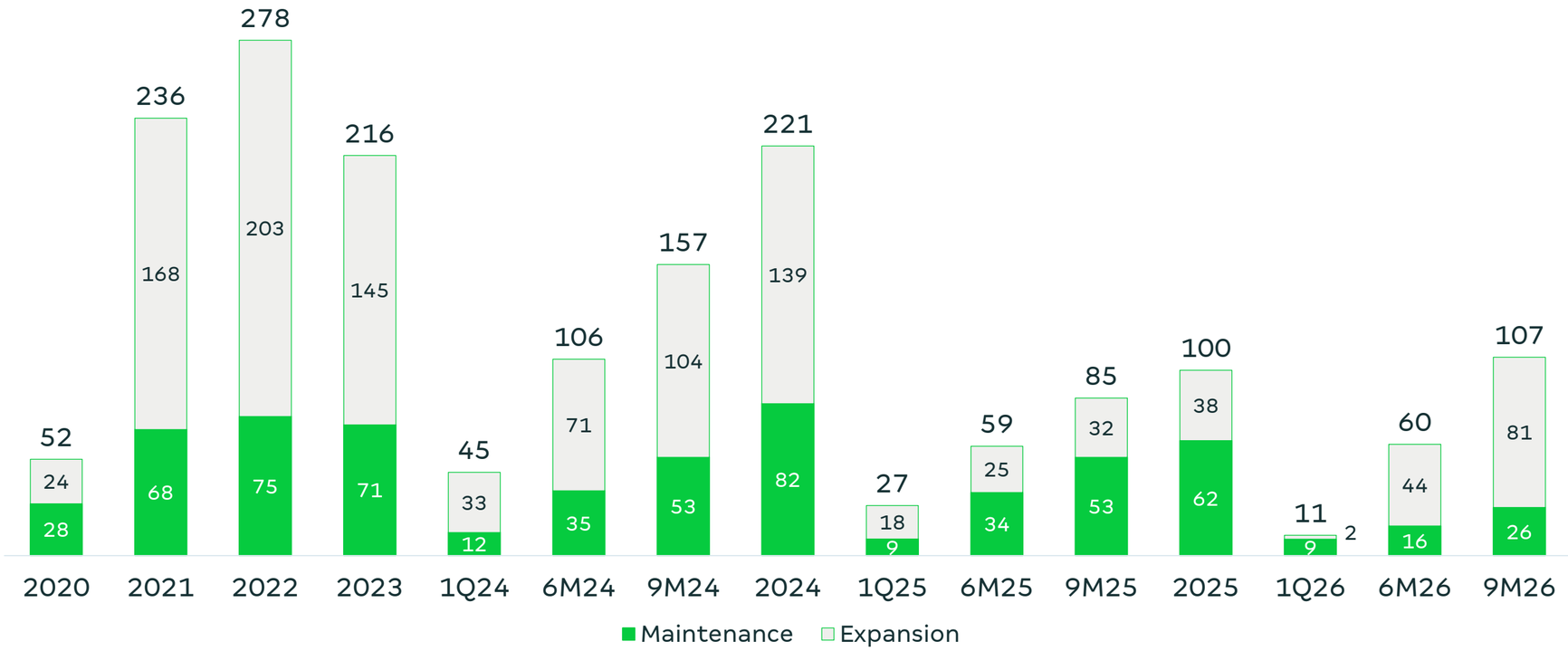
Further inventory reduction and higher supplier balances

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CAPEX

- Construction of the new industrial plant in Manaus is progressing on schedule;
- Continued investment in modernizing and maintaining the operating structure.

CAPEX Growth
(In million R$)



Perspectives



Demand remains challenging in the short term



Manaus capex on schedule



Local and global uncertainties call for caution in 2027

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