

A modern outdoor patio area featuring a swimming pool in the foreground. The patio is paved with light-colored, rectangular tiles. In the background, there is a wooden pergola structure. To the left, a hanging wicker chair with orange cushions is suspended. Two wooden lounge chairs with white cushions are positioned in the center. A small side table is between them. To the right, there are several potted plants, including a large tree and some smaller shrubs. The overall atmosphere is serene and luxurious.

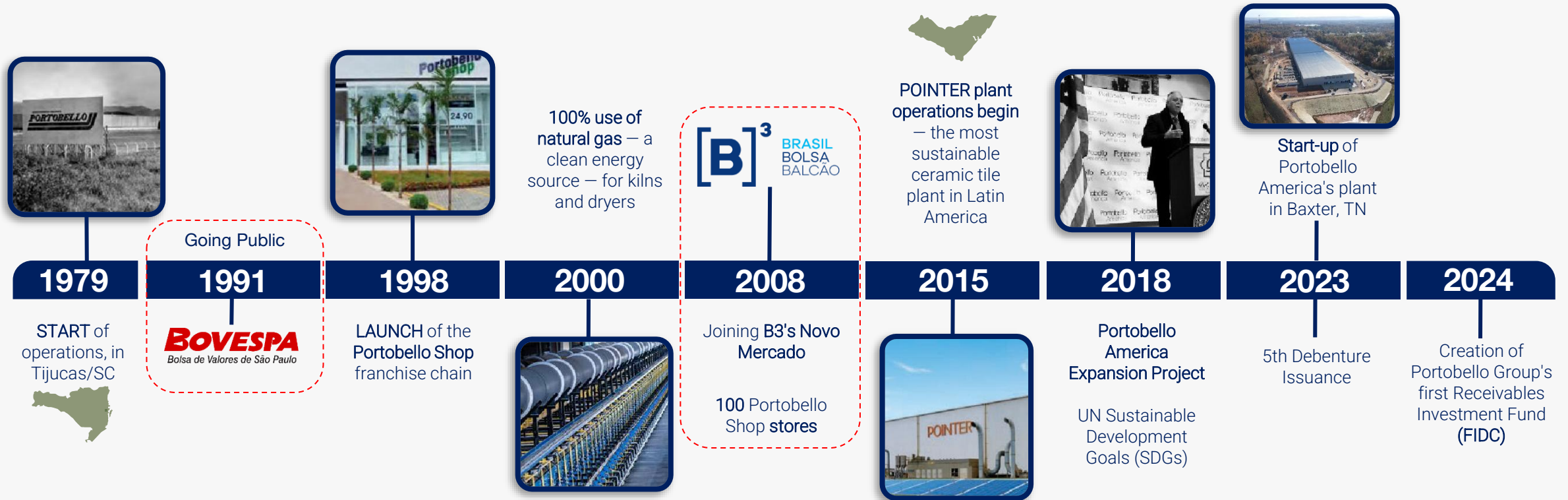
# Corporate Presentation

2025

Portobello Grupo

# History

PBG has been advancing for 45 years as a leader in the sector in Brazil, with over 30 years listed on the Stock Exchange and 14 years on B3



# The Journey of Portobello Group



45 years of history - B3 Novo Mercado  
Established in 1979



One of the world's largest ceramic tile  
producers with revenue of R\$2.5 billion.



6th largest building materials retail company in  
Brazil in 2024



Two factories in Brazil and one in the USA



7 Distribution Centers in Brazil and 2 in the  
United States



Over 4,000 direct employees



Operating in over 60 countries across all  
continents

## Business Units

### Portobello

Producer with  
multichannel  
distribution

### Portobello shop

Retail

### POINTER

Manufacturer with  
distribution focused  
on Brazil's North and  
Northeast regions

### Portobello America

Producer with a  
distributor for the USA

# Brazilian Origins

Brazil is one of the main players in the world market of ceramic coatings



3rd largest  
producer  
worldwide



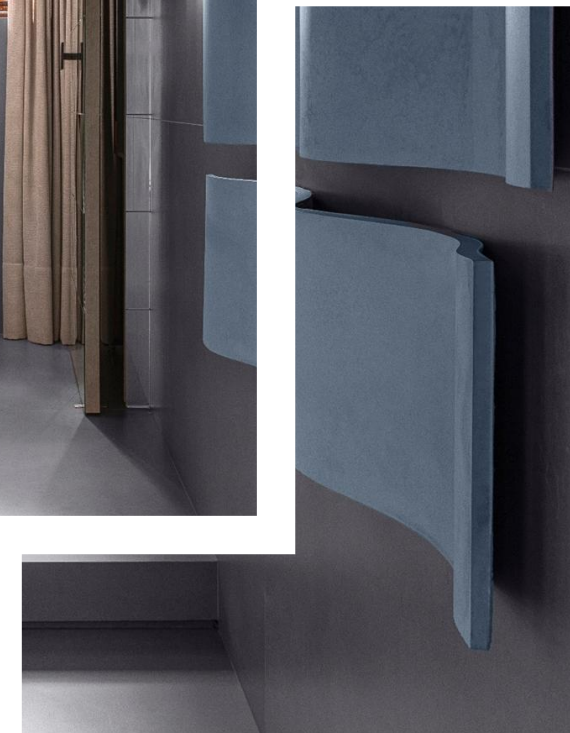
2nd largest  
consumer  
worldwide



7th global  
exporter

## Portobello is the market leader in Brazil

Live Design  
Transform spaces and  
inspire people



# In 2024, we achieved significant progress across all Business Units

In Brazil, our operations ran at over 90% capacity utilization for most of the year, with sales volume growth outpacing the market and consistently gaining market share.

## Portobello

### Net Revenue

2024 vs. 23

**+4.8%**

**R\$ 1,002**

million

## Portobello shop

### Net Revenue

2024 vs. 23

**+8.6%**

**R\$ 996**

million

## POINTER

### Net Revenue

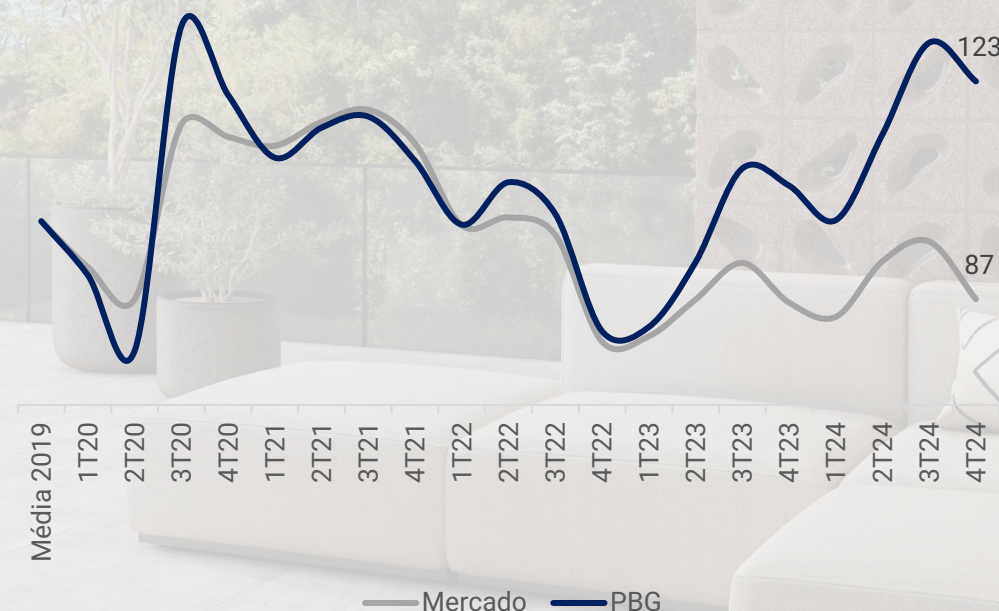
2024 vs. 23

**+28.5%**

**R\$ 249**

million

Volume Evolution – Market vs. PBG (Base 100)



<sup>1</sup> Market Volume: Dry Route and Wet Route, source: Anfacer.

<sup>2</sup> PBG Sales Volume

Portobello  
America

MADE in **USA**



# Portobello America's Landmark Manufacturing Facility

## Business Model Evolution

Project  
Implementation  
Plant Installation

Machine Set-Up  
Productivity Ramp-Up

Start of Special Pieces  
Production (500k m<sup>2</sup>/year)

2018 - 2023

2024

Distribution model based  
on reselling products  
manufactured by the  
Portobello Business Unit  
and through Outsourcing



Operations  
Started in  
2023

Expansion of the  
Distribution Network

### Reinforcing Our Strategic Focus



- **Competitiveness** in the U.S. market through local distribution



- **Profitability** driven by a more automated process and lower energy and raw material costs



- Brand recognition as a **design** leader with local production ("Made in USA")



- Assurance of **service levels** aligned with U.S. consumer expectations

# Portobello America's Landmark Manufacturing Facility

| Estimated Investment | <sup>1</sup> Economic View





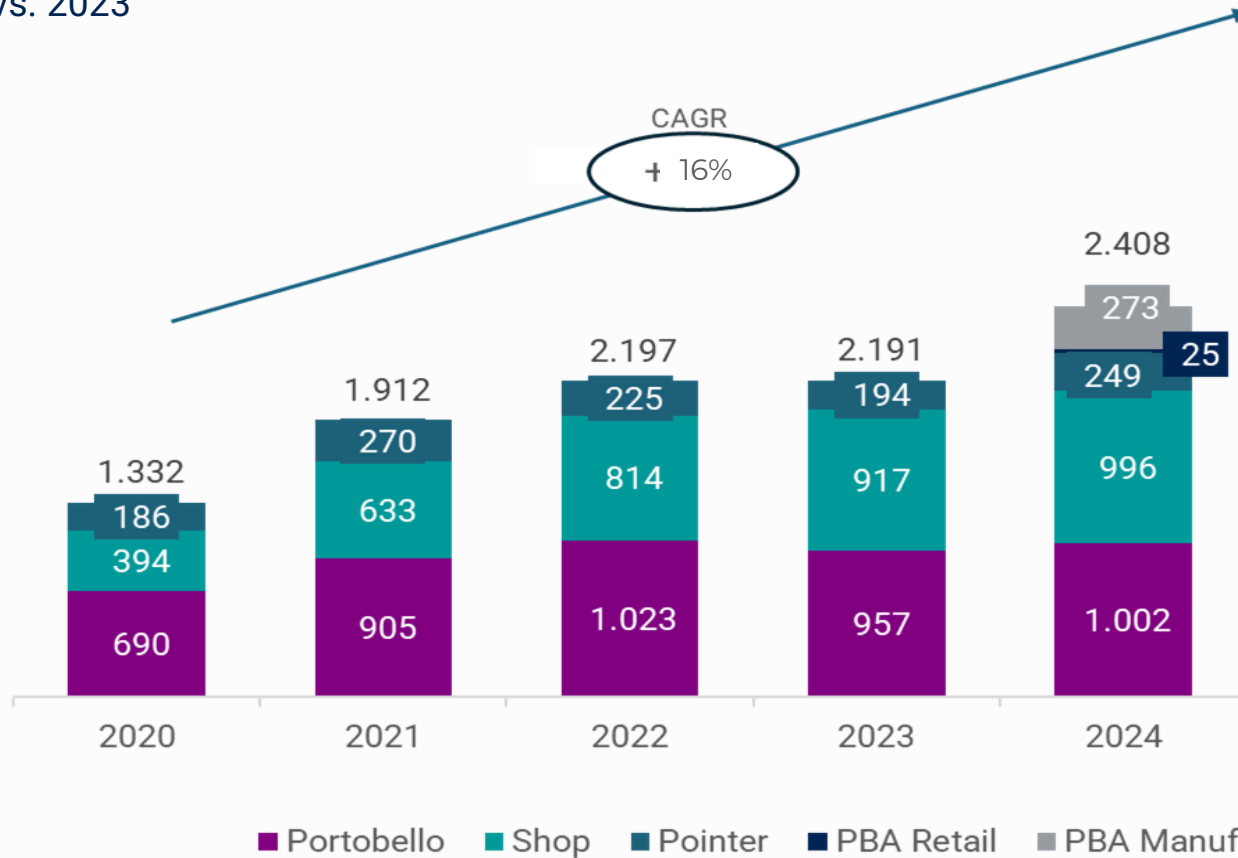
# Operational and Financial Performance

Evolution

# Net Revenue Evolution | Consolidated

2020 - 2024

**9.9% Expansion in Group Net Revenue  
vs. 2023**



- **Portobello** | +4,8% vs. 2023
- **Portobello Shop** | + 8,6% vs. 2023
- **Pointer** | +29% vs. 2024
- **Portobello America** | +31% vs. 2023



Portobello Grupo

# Net Revenue Evolution | Consolidated

2020 - 2024

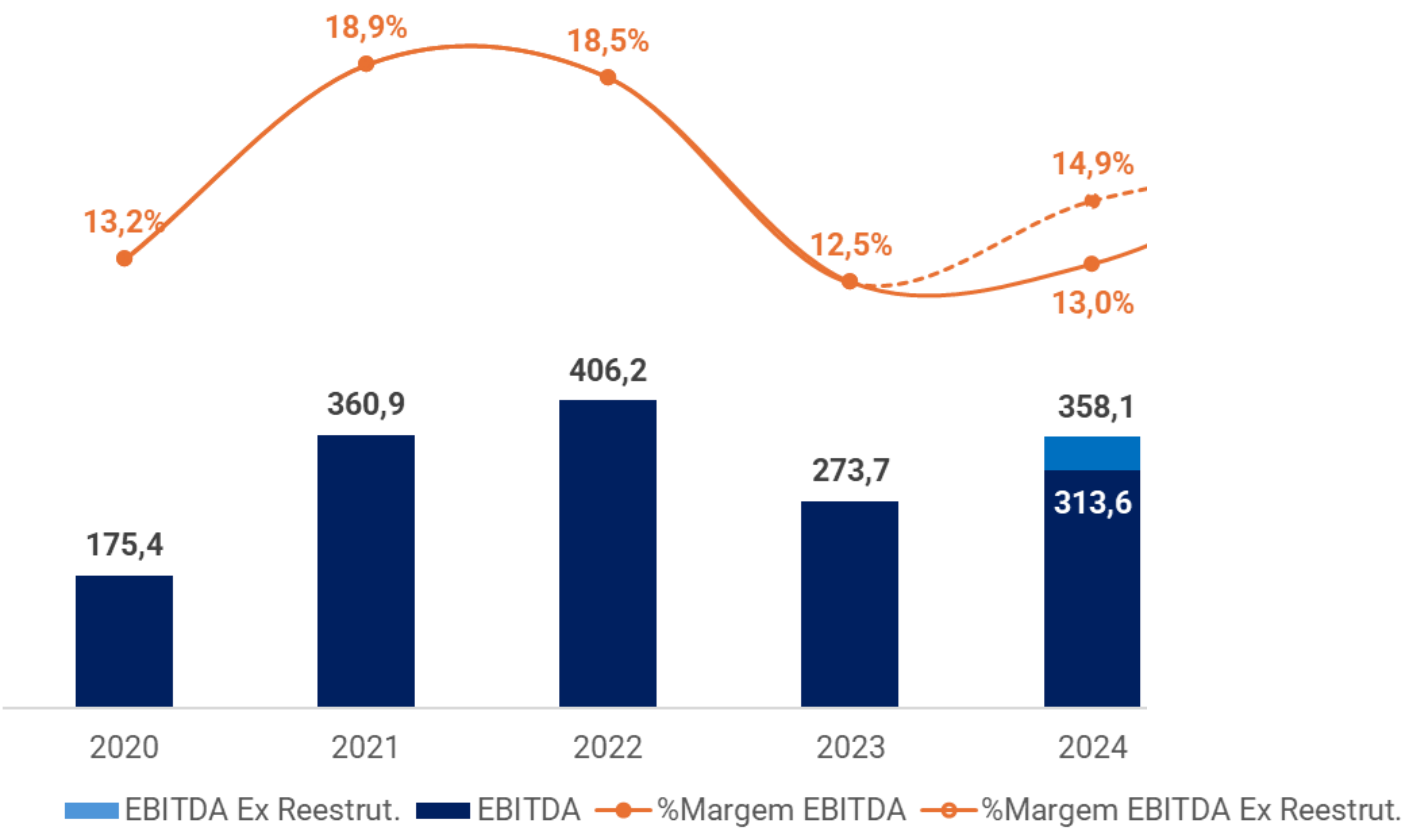


- +34% revenue growth and +35% volume growth in U.S. operations;
- +7.0% increase in export revenues from Brazilian operations;
- +10% revenue growth in the Brazilian market, with a 19% increase in sales volume and market share gains in both the Dry and Wet Routes;
- Retail expansion with 10 new stores and +8.5% growth in Same-Store Sales (SSS).



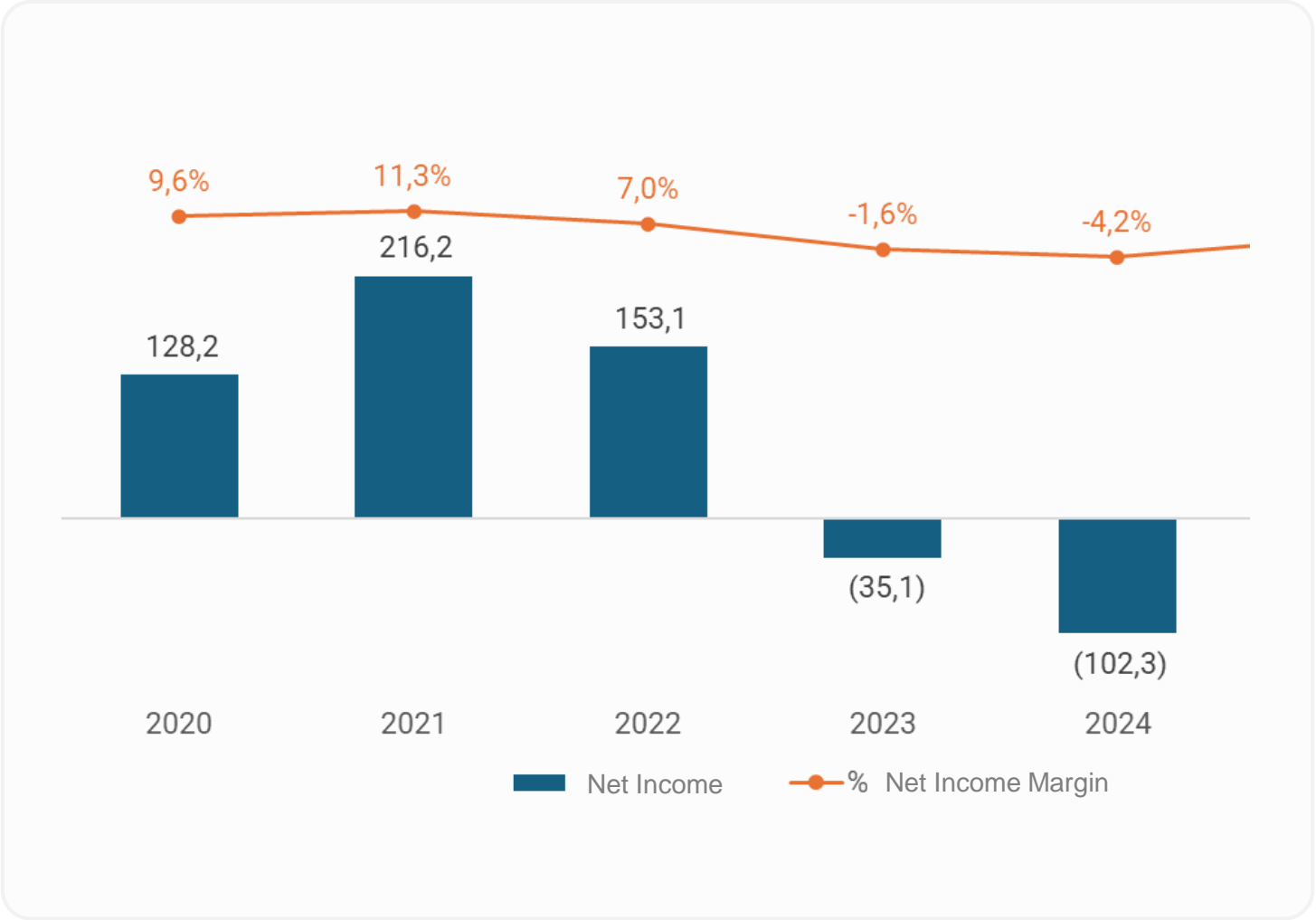
# Recurring EBITDA Evolution

2020 - 2024



# Reported Net Income Evolution

2020 - 2024

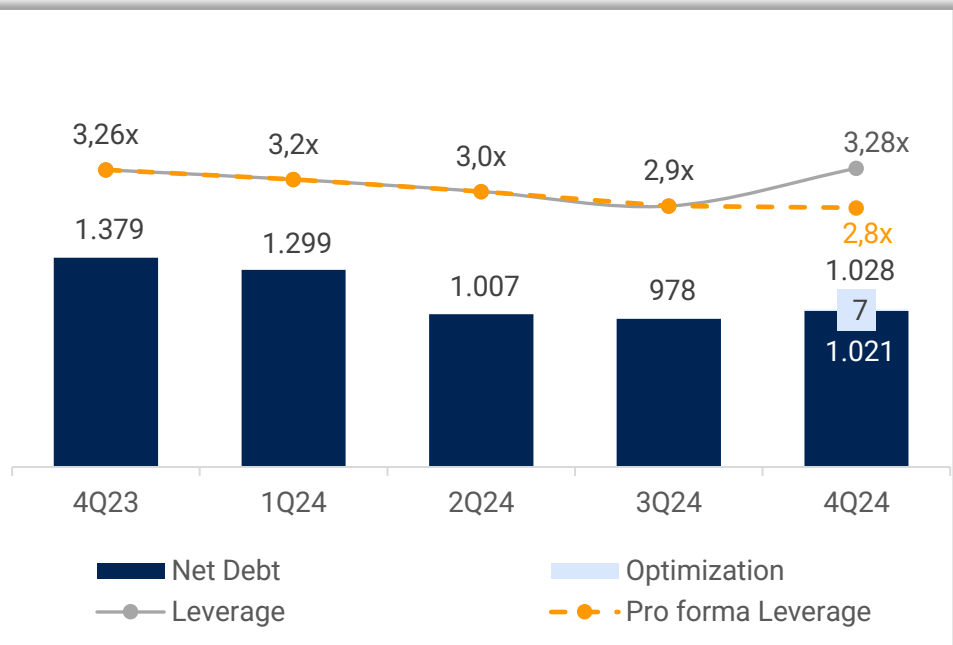


# Net Debt

Disciplined debt management: controlling leverage, reducing debt costs, and focusing on optimizing the payment schedule.

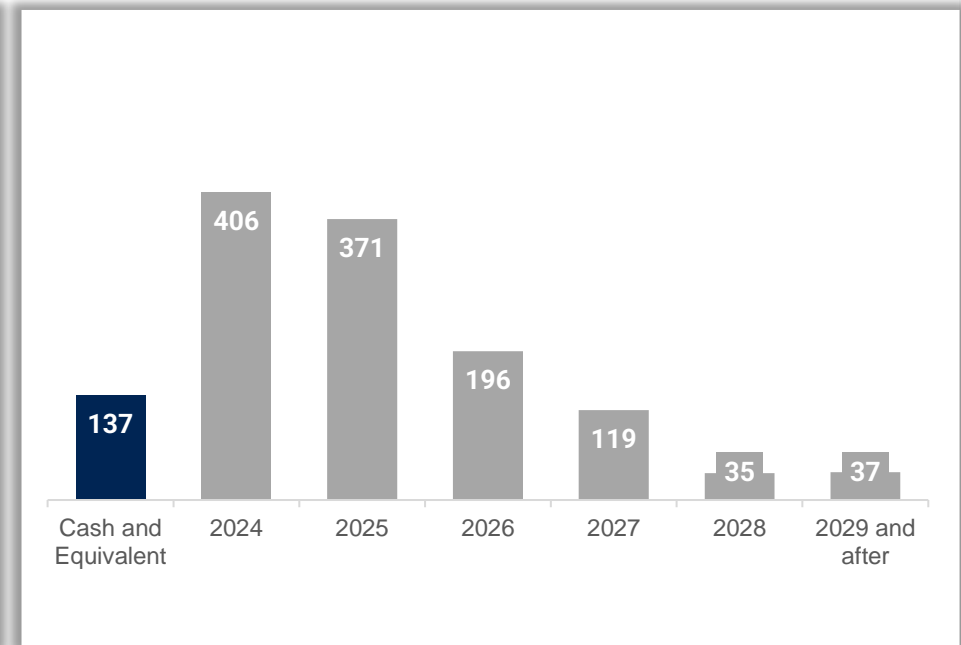
## Net Debt and Net Debt/EBITDA

R\$ million

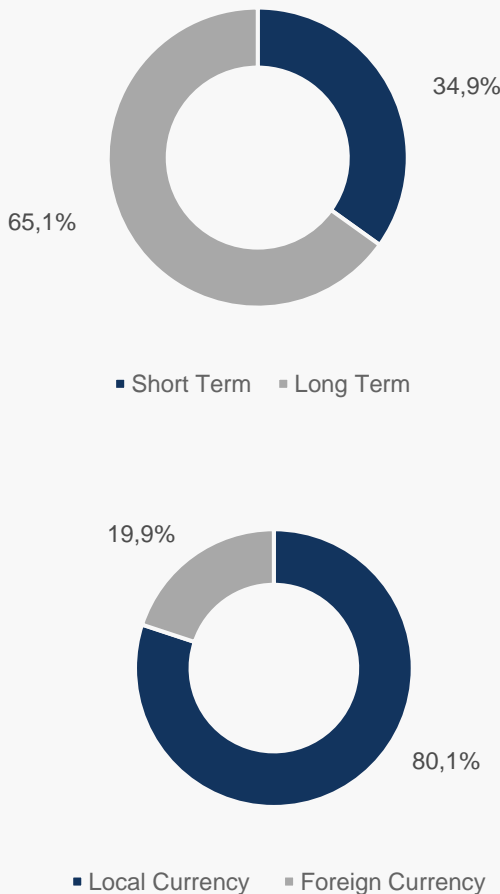


## Amortization Schedule

R\$ million



## Debt Composition



Average cost  
13.0% p.y.

-0.3 p.p. in 4Q24 vs. 4Q23



Average Term  
5.1 years

+0.1 year in 4Q24 vs. 4Q23

FitchRatings BBB(bra)

Pro forma: Refers to an operational optimization carried out by PBG in Q4 2024, which impacted costs, termination expenses, and inventory provisioning, contributing to improved productivity and efficiency in 2025.

# PortobelloGrupo



VISION

- Doing more with less, ensuring that the use of natural resources is regenerative — with a focus on raw material, water, and waste management, and on offsetting emissions.
- Fostering an attractive, diverse, and inclusive environment for top talent — empowering them to deliver excellence and play a leading role in the social transformation of the communities where we operate, while sharing our values and knowledge.
- Being more sustainable together — engaging our entire ecosystem and inspiring employees, suppliers, partners, customers, and the community, with our structured, transparent governance and strong compliance as key differentiators.

MATERIAL TOPICS

- CircularityClimate
- ChangeSustainable
- Products and Production
- Team and Community Development
- Human Rights
- Customer-Centric Approach
- Governance, Transparency, and Ethics in Operational and Value Chain Management

CAPITALS



PRIORITIZED SDGs



# Human Capital

Workforce growth aligned with the company’s expansion



+ 4,300 Employees in 2024  
In 2024



+ 350 Administrative



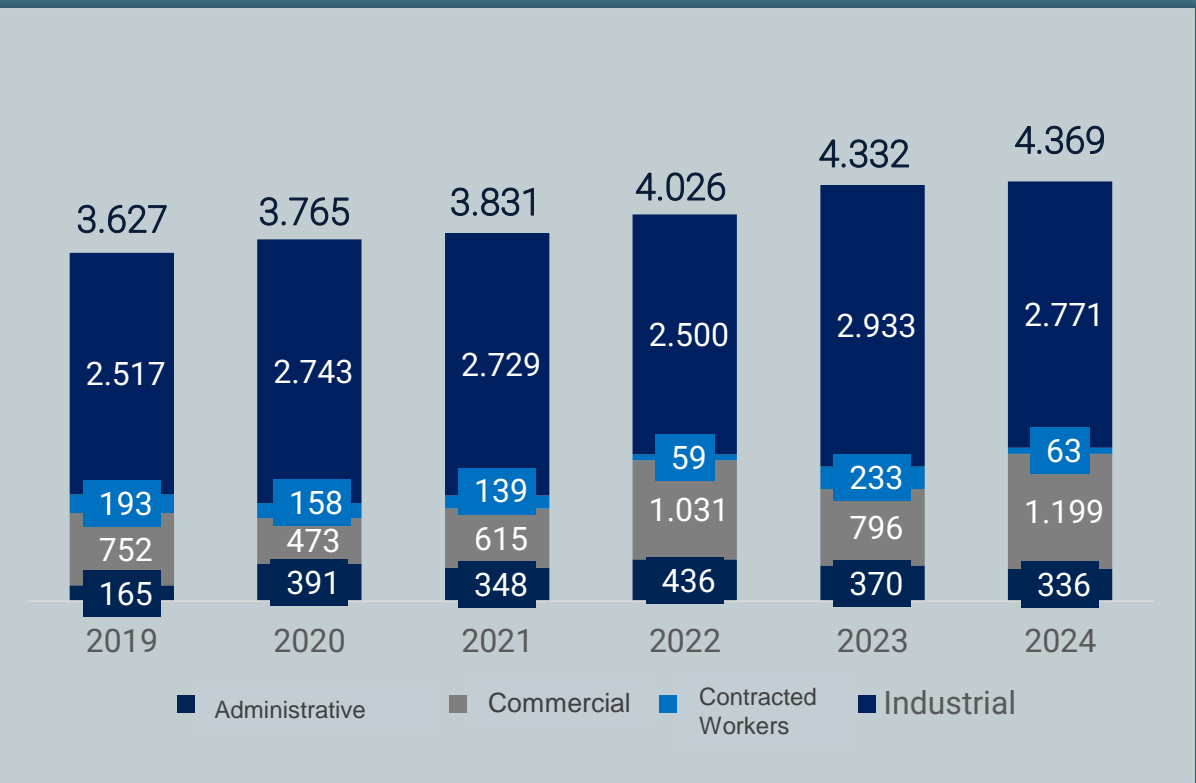
+ 1,200 Commercial



+ 2,800 Industrial

Portobello America +288 employees

Workforce Evolution





**Thank you!**