



Company Snapshot

PORTOBELLO GROUP IDENTITY

Institutional commitments

 46 years of history
Founded in 1979

[B]³ Novo Mercado | ISE B3

 UN Global Pact

 Sustainable Energy

BUSINESS MODEL

Integrated operation strategy

 Industry

 Retail

 Global

 +60 Countries Served

PERFORMANCE

Financial results

 Net Revenue R\$ 2,432 billion
2025 LTM¹

 EBITDA R\$ 101.1 million
2Q25 (+44.8% vs. 2Q24)

 Net cash flow of R\$ 63.4 million
2T25 (+57,4 MM vs. 2T24)

 +4,300 Direct Employees

¹ LTM (Last Twelve Months) refers to the accumulated total for the 12 months immediately preceding the base date, regardless of the fiscal year.

Purpose

Living design.
Transforming environments
and moving people.

Vision

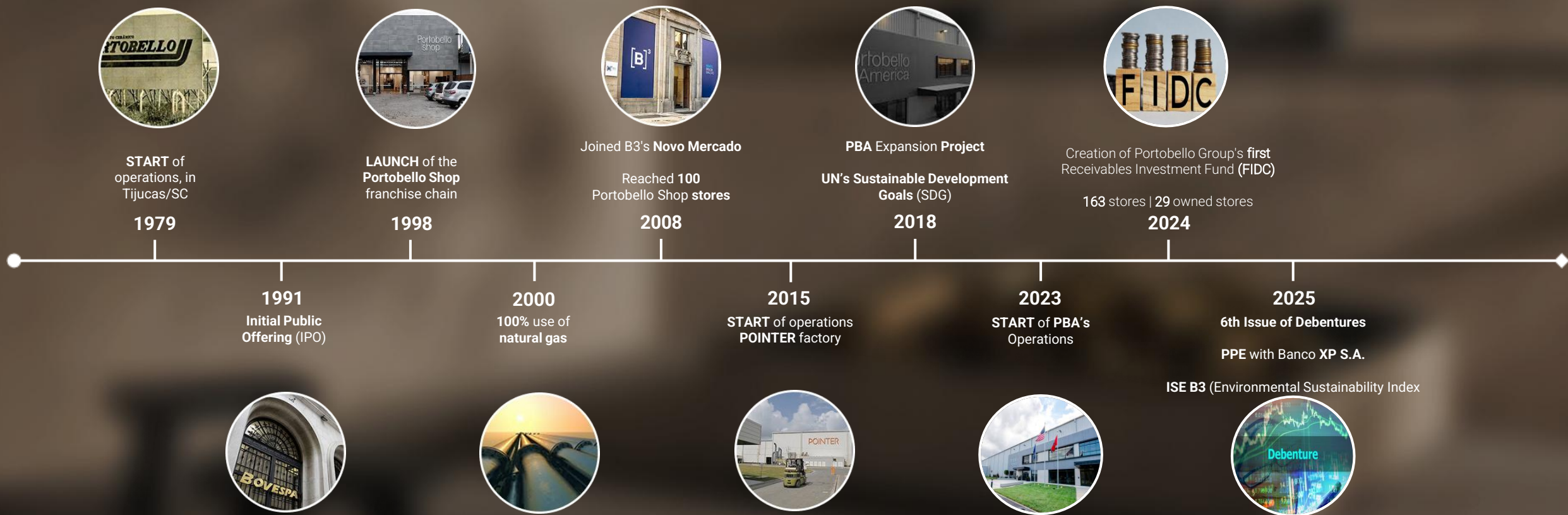
To be a Brazilian leader and
global player in tile solutions
for environments through
design and innovation.

Belief

A life with design is smarter,
more beautiful, and safer.

History

With 46 years of history, we have accelerated over the past 3 years, gaining market share, surpassing R\$ 3 billion in Gross Revenue in 2024, with more than 30 years listed on the Stock Exchange and 17 years on B3's Novo Mercado.



GLOBAL FOOTPRINT

FROM A BRAZILIAN COMPANY TO A STRATEGICALLY LOCATED GLOBAL PLAYER.

One of the largest ceramics groups in the world¹, with a global presence and well-positioned hubs².



+ 60 COUNTRIES

With the presence of the Portobello brand



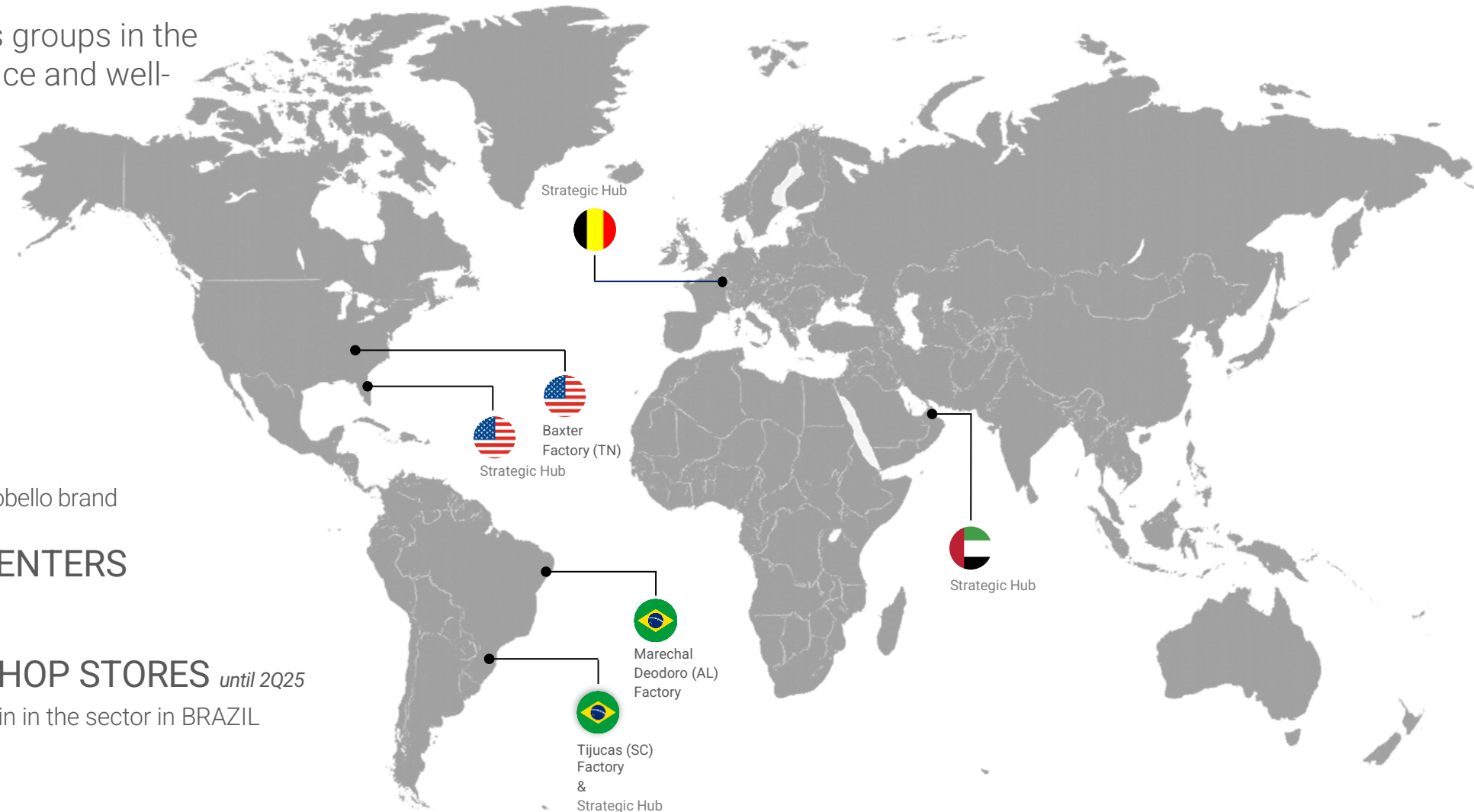
9 DISTRIBUTION CENTERS

7 in Brazil and 2 in the USA



162 PORTOBELLO SHOP STORES *until 2Q25*

Largest specialized retail chain in the sector in BRAZIL



¹ Published in TileLetter magazine (NTCA); ² Hubs in Florida, Central America, the Middle East, Europe, and South America.

Business Model and Value Creation

Corporate Presentation 2Q25

4 BUSINESS UNITS

The Group adopts a multichannel strategy, with units that integrate production, distribution, retail, and international presence, expanding the brand's reach and driving sustainable growth. They are:

Portobello	Portobello shop	POINTER	Portobello America
Multichannel Producer and Distributor I. <u>Pioneer</u>: First in Brazil to introduce large-format ceramic slabs II. <u>Scale</u>: 27 million m² of flooring produced in 2024 III. <u>Globalization</u>: Active in over 60 countries IV. <u>Competitiveness</u>: With the free natural gas market	Retail Chain of Own Stores and Franchises I. <u>Experience</u>: Inspiring environments and personalized projects II. <u>Exclusivity</u>: Unique parts and complete solutions through the installation process III. <u>Presence</u>: +54,000 m² of retail space IV. <u>Relationship</u>: +13k active architects and over +108k clients served annually	Production and Distribution Company in the North/Northeast of Brazil I. <u>Sustainable Innovation</u>: waterless production, eliminating the use of water in manufacturing II. <u>Capillarity</u>: 1,300 points of sale in the North and Northeast regions of Brazil III. <u>Internationalization</u>: With presence in over 30 countries IV. <u>Production</u>: 12 million m² produced in 2024	Manufacturer and Distributor in the USA I. <u>Structure</u>: Factory in Baxter (TN), with 2 distribution centers II. <u>Technology</u>: High-end production line. III. <u>Recognition</u>: TECNA 2024 Award for Best New Ceramic Tile Factory in North America IV. <u>Growth</u>: +19.4% sales volume in 2Q25

SHARE OF NET REVENUE 1H25

Portobello 38.3%

Portobello Shop 37.6%

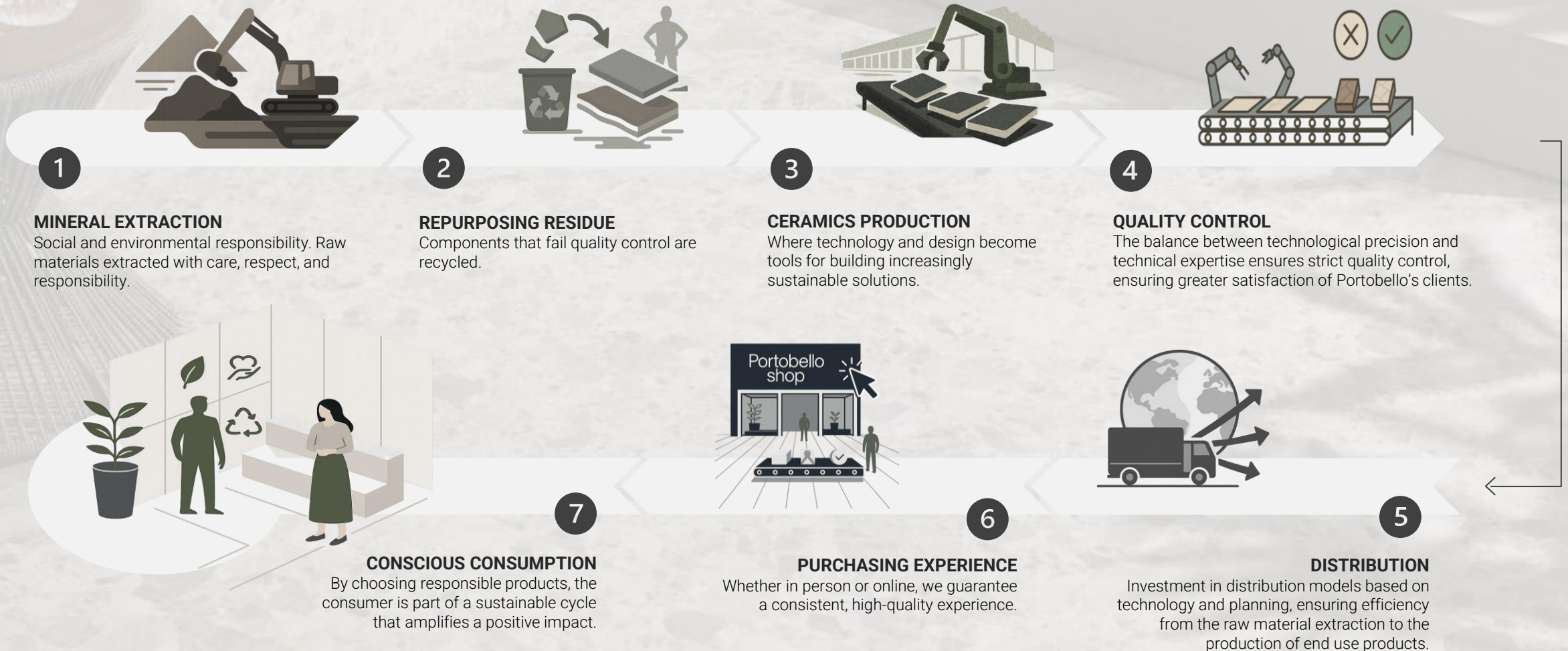
9.0 % Pointer

15.1% Portobello America

Integrated Business Model

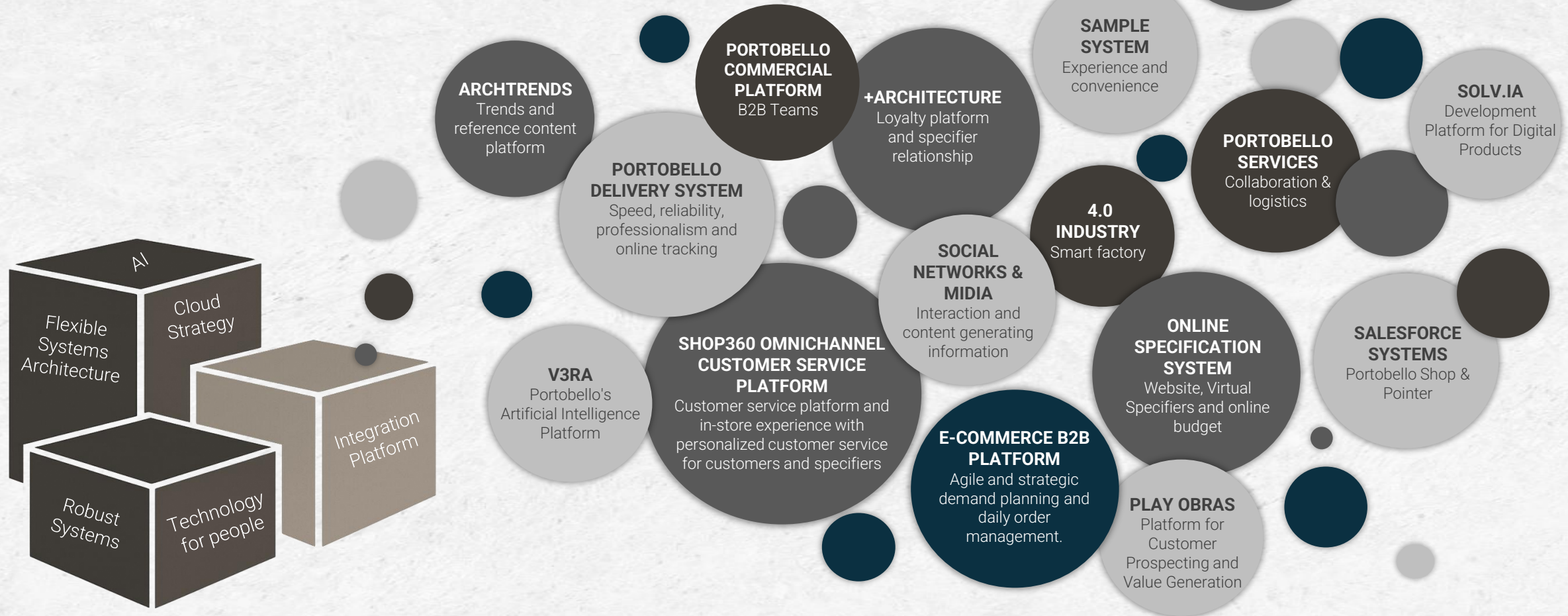
From Kiln to Ceramics, capturing value across the chain.

The integrated business model captures gains across the entire chain, from origin to consumption, increasing operational efficiency, strengthening sustainability, and generating value for customers, stakeholders, and society.



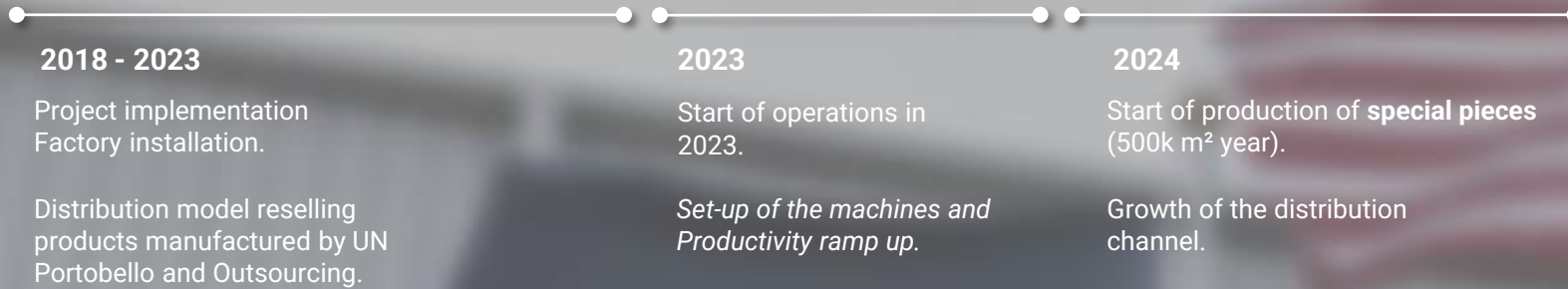
Portobello Digital Ecosystem

Every value chain operates with an integrated digital ecosystem, which drives revenue growth and customer loyalty by connecting clients, classifiers, and operations into a single experience.



PORTOBELLO AMERICA Business Strategy

The Evolution of the Business Model



SPOTLIGHT

>85%

Production Capacity

260

Professionals

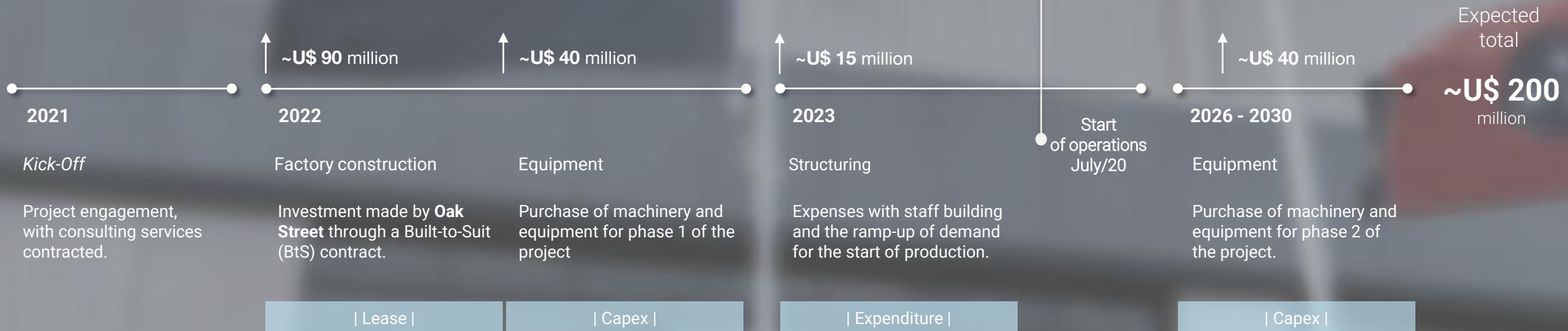
3 MM m²

Produced in 2024

+52.4% R\$

34.9% USD
(sales 2Q25 vs. 2Q24)

Estimated Investment & Economic overview



Market Overview

Corporate Presentation 2Q25

Portobello Grupo



With a production of approximately 800 million m² and consumption of 694 million m², Brazil has established itself as one of the largest global markets for ceramic tiles.



3º biggest producer worldwide



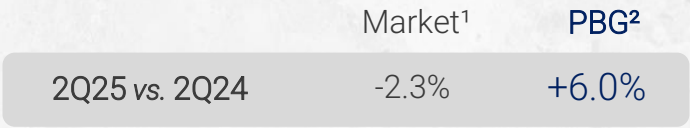
2º largest consumer globally



7º biggest exporter worldwide

PBG stands out with consistent performance above the market average of 6.0% in Q2 2025, compared to a 2.3% decline in the sector.

Growth in Ceramic Tile Volume

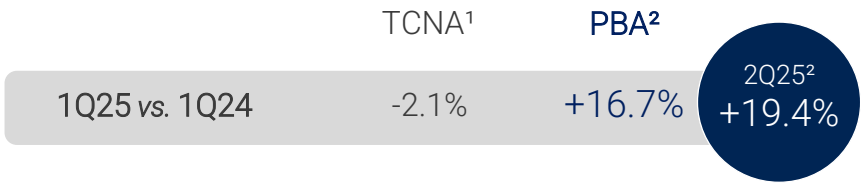


¹ Sales volume in the Brazilian market: dry and wet. Source: Anfacer;
² Portobello Brazil sales volume, 2023 volumes | Source: Ceramic World Review



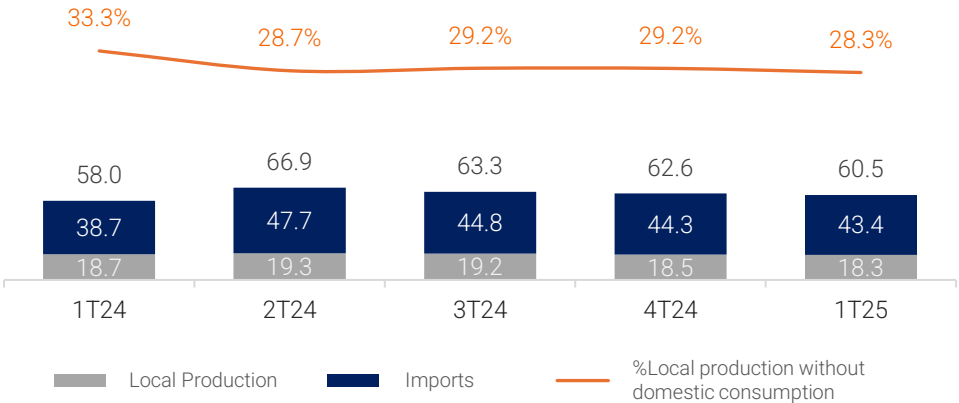
With consumption of ~240 million m²/year, the US is among the largest global markets. In this scenario, **PBA grew 19.4%** in sales volume in Q2 2025, **expanding its market share** and consolidating the Group's international strategy.

Ceramic Tile Market Growth

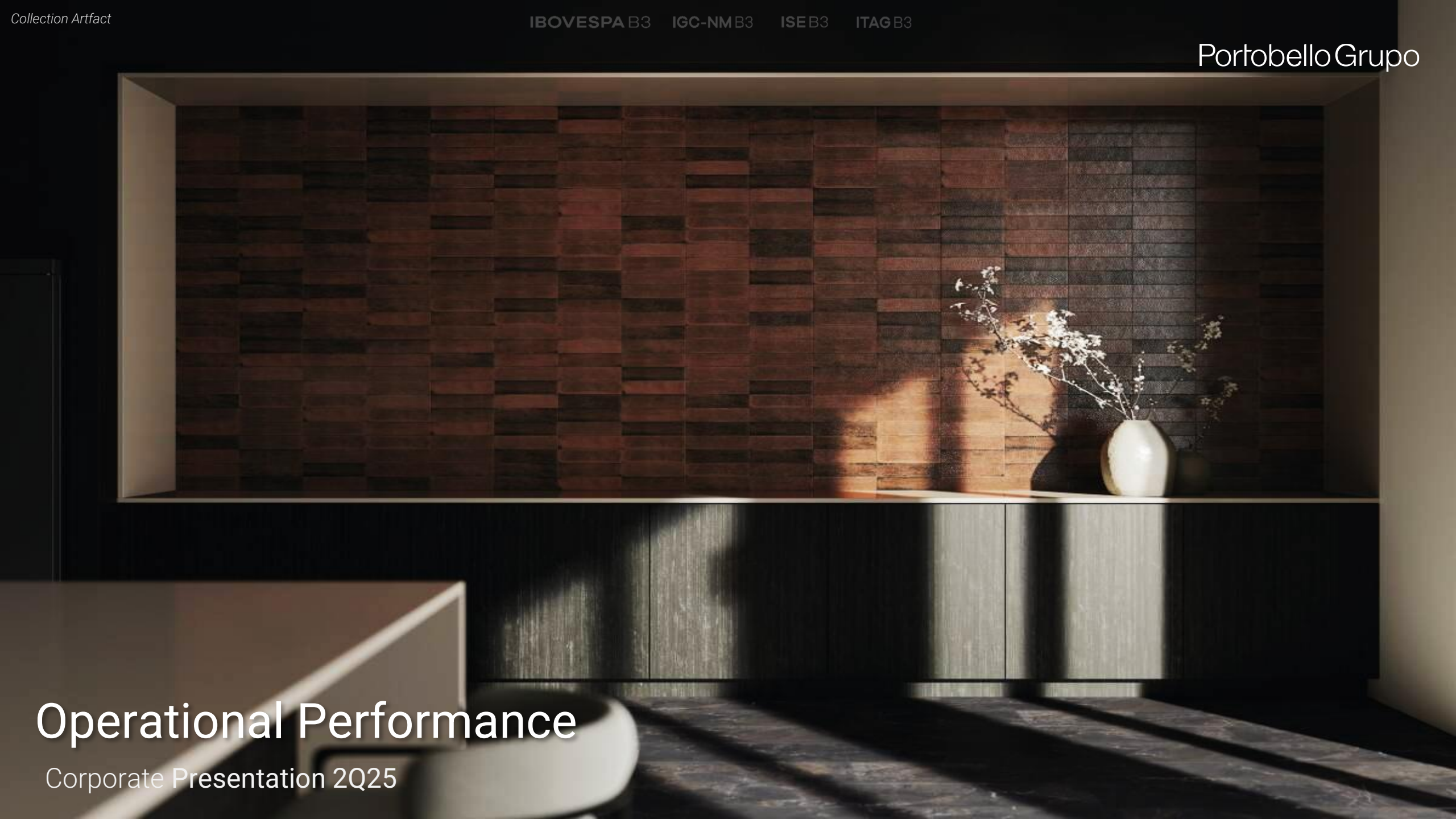


Ceramic Tile Consumption (TCNA)¹

Volume in million m²



¹ Source: Tile Council of North America. Local production volume.
² Portobello America sales volume growth in Q2 2025.



Operational Performance

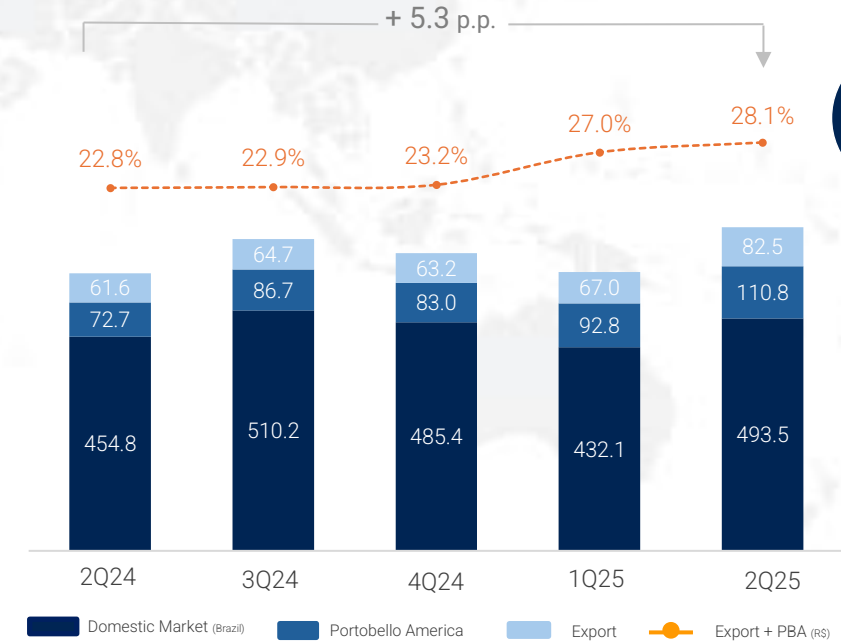
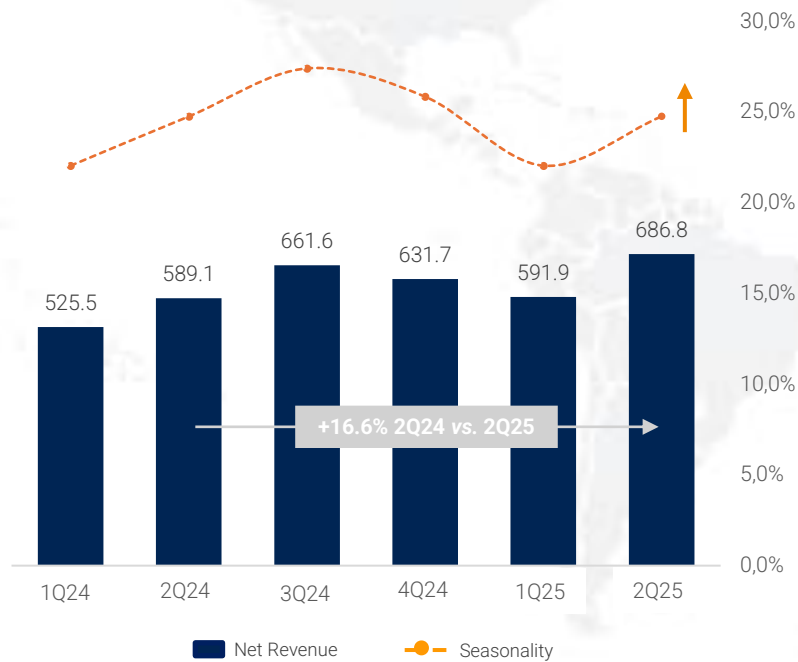
Corporate Presentation 2Q25

Portobello Grupo

With 16.6% growth in **Net Revenue**, the Group reaffirms the strength of its strategy.

International Markets were the key growth driver, advancing **44%** and expanding their share to 28.1% of total revenue.

R\$ million



+52.4%
PBA

+33.9%
Export

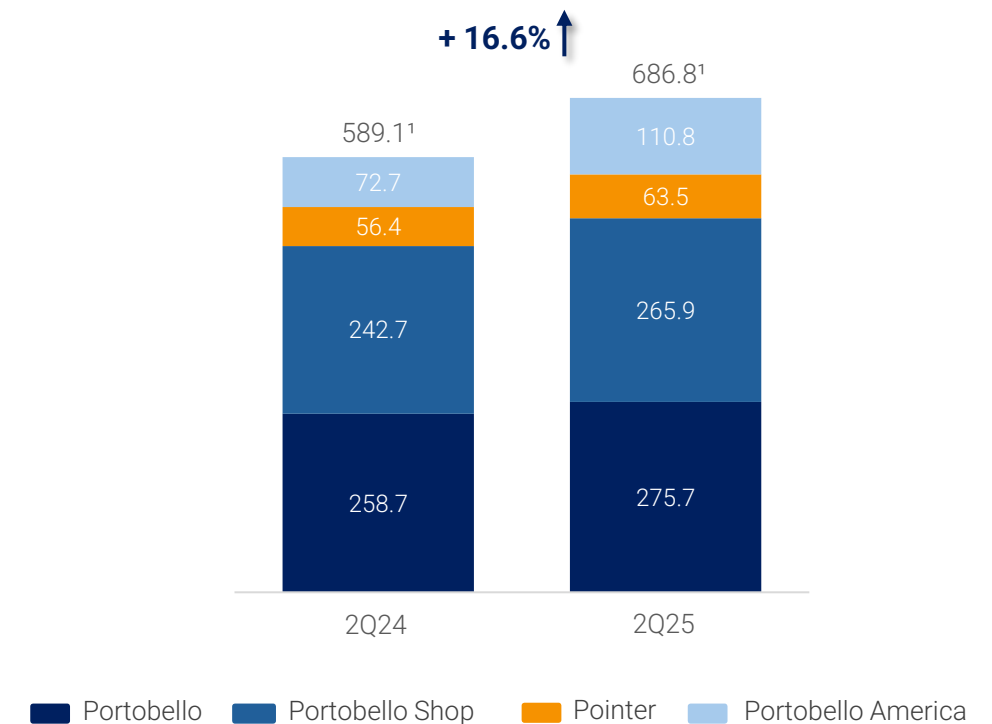
+8.5%
Domestic Market (BR)

Net Revenue growth was recorded across **all Business Units¹** in 2Q25, with **Portobello America** standing out.

- **Portobello: +6.6%**, reflecting industrial efficiency, the strong performance of Expo Revestir product launches, and a successful multichannel strategy.
- **Portobello Shop: +9.6%**, driven by retail strength and a seamless, consumer-centric experience.
- **Pointer: +12.7%**, supported by operational gains and strategic portfolio development.
- **Portobello America: +52.4%** in BRL | **+34.9%** in USD, fueled by industrial scale, commercial strength, and increased market penetration.

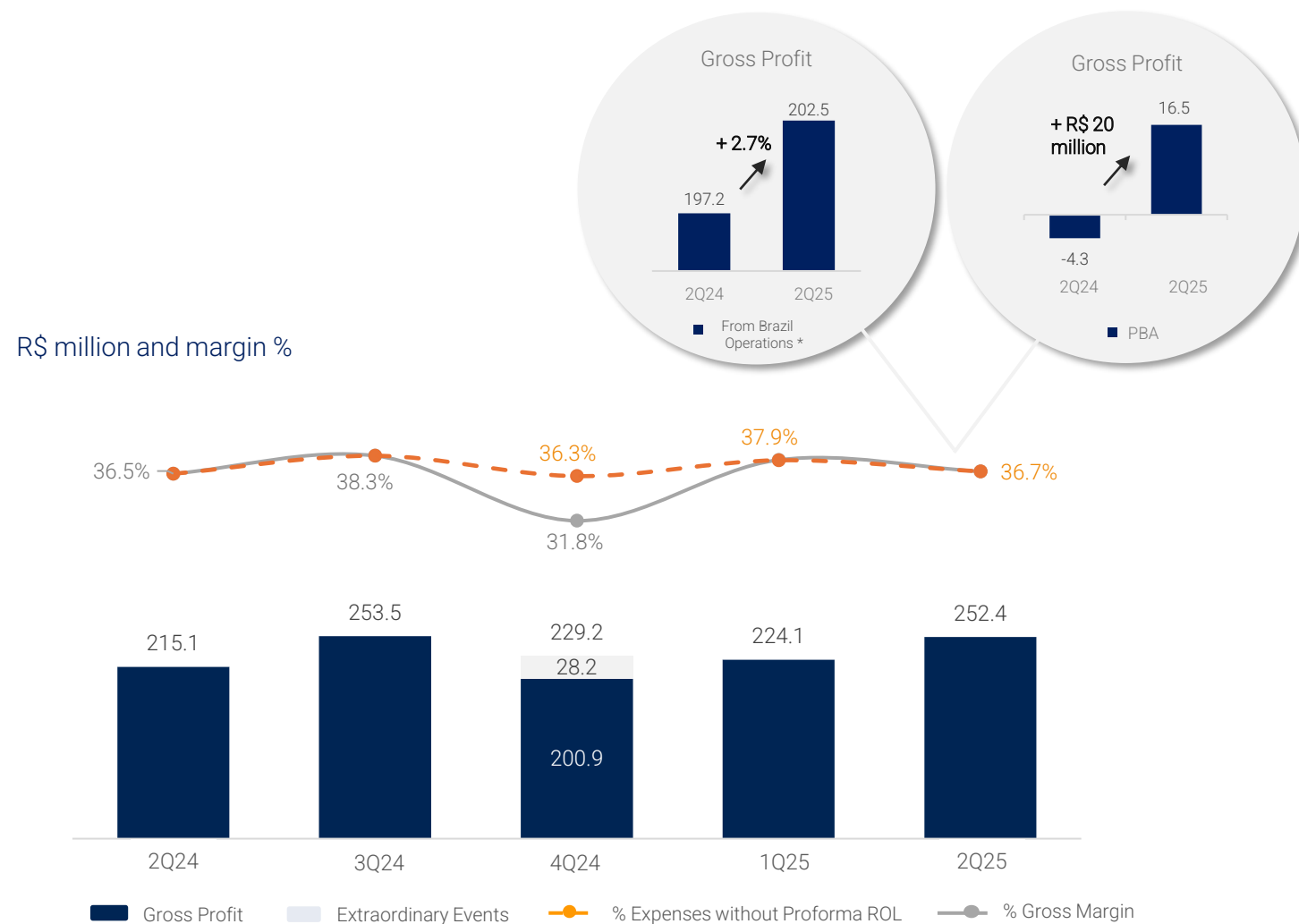
¹ Revenue including intercompany eliminations.

R\$ million



Portobello Grupo

This expansion supported the increase in **Gross Profit**, which **grew 17.4%** in the quarter.

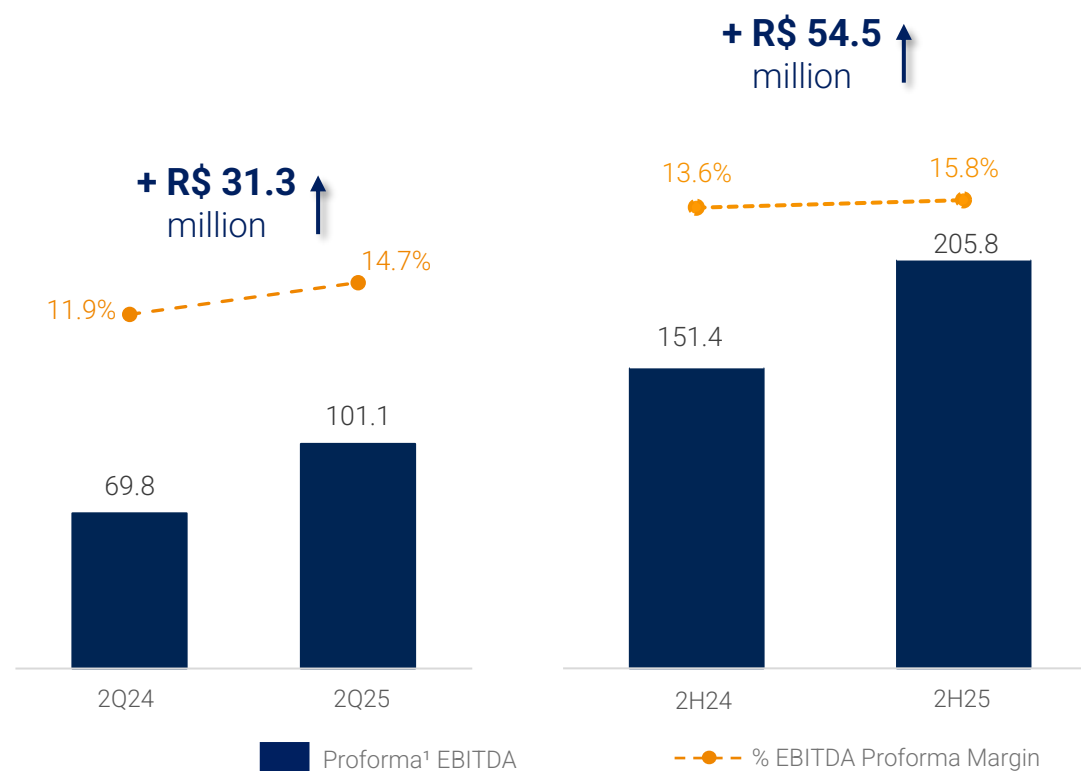


* Results from Operations in Brazil

Portobello Grupo

As a result of a more efficient operation, **Proforma¹ EBITDA grew 45%**, reaching R\$ 101 million.

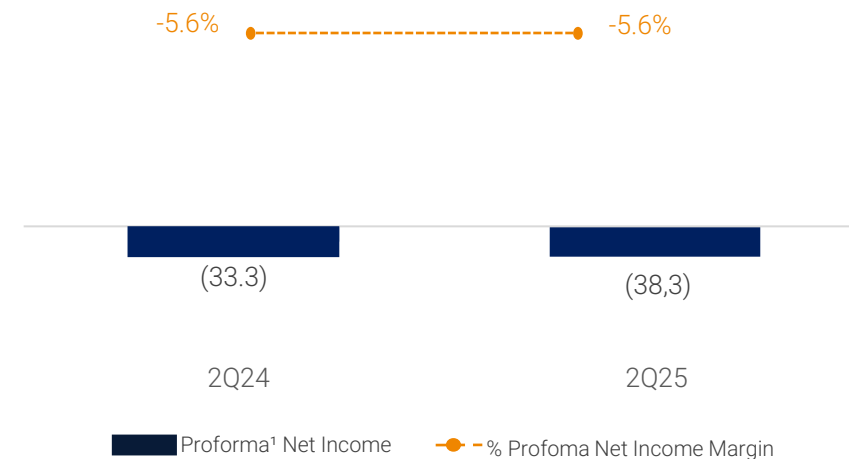
R\$ million and % of Net Revenue



¹ Proforma is a management metric that excludes one-off effects from operational optimization in 4Q24 and flood-related impacts in Santa Catarina during 1Q25.

Despite that, **Proforma¹ Net Income** remains under pressure from financial expenses and high interest rates.

R\$ million and % of Margin



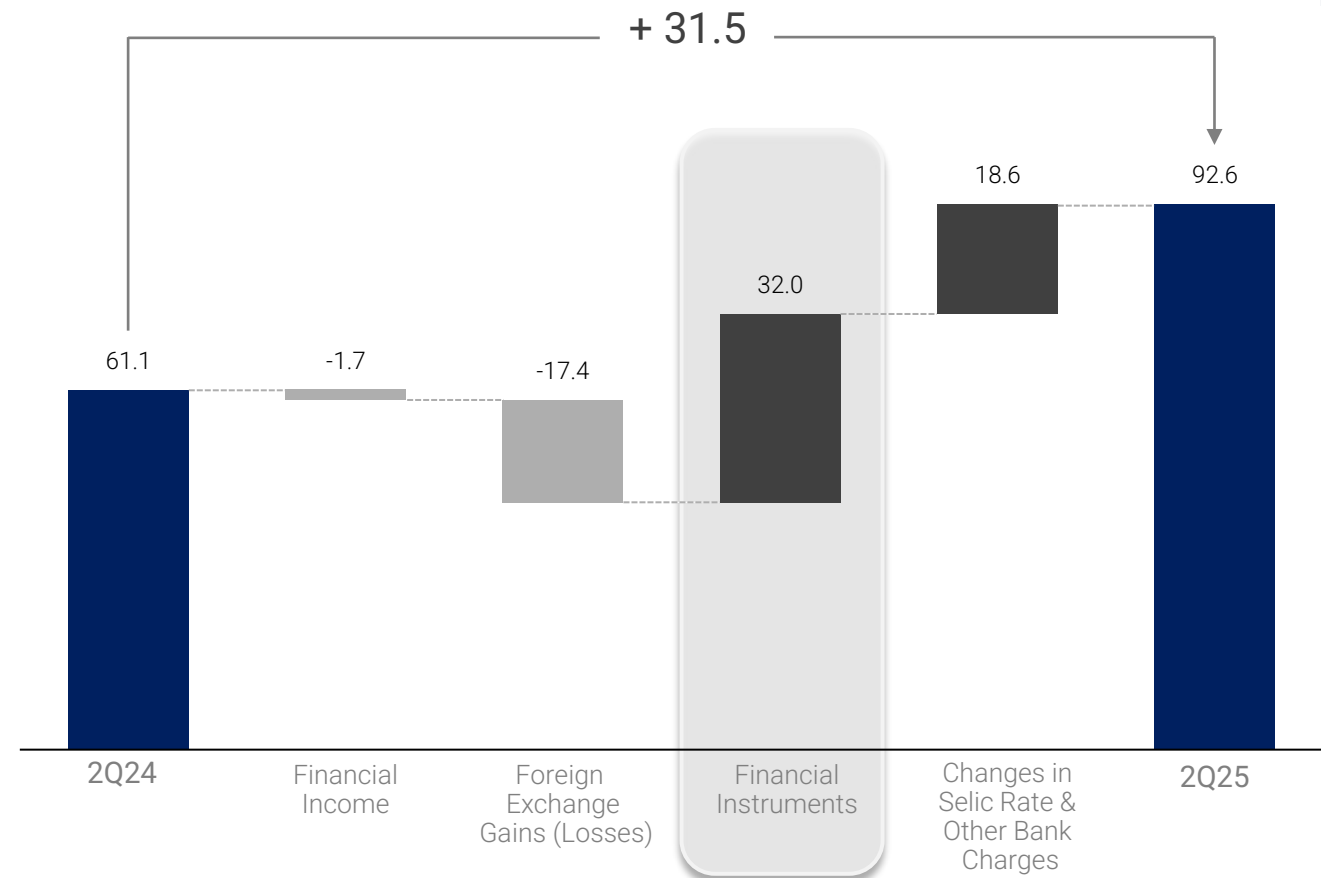
¹ Proforma is a management metric that excludes one-off effects from operational optimization in 4Q24 and flood-related impacts in Santa Catarina during 1Q25.



Aeterna

Net income: financial expenses include short-term liquidity reinforcement instruments aimed at improving the Company's working capital cycle.

R\$ million



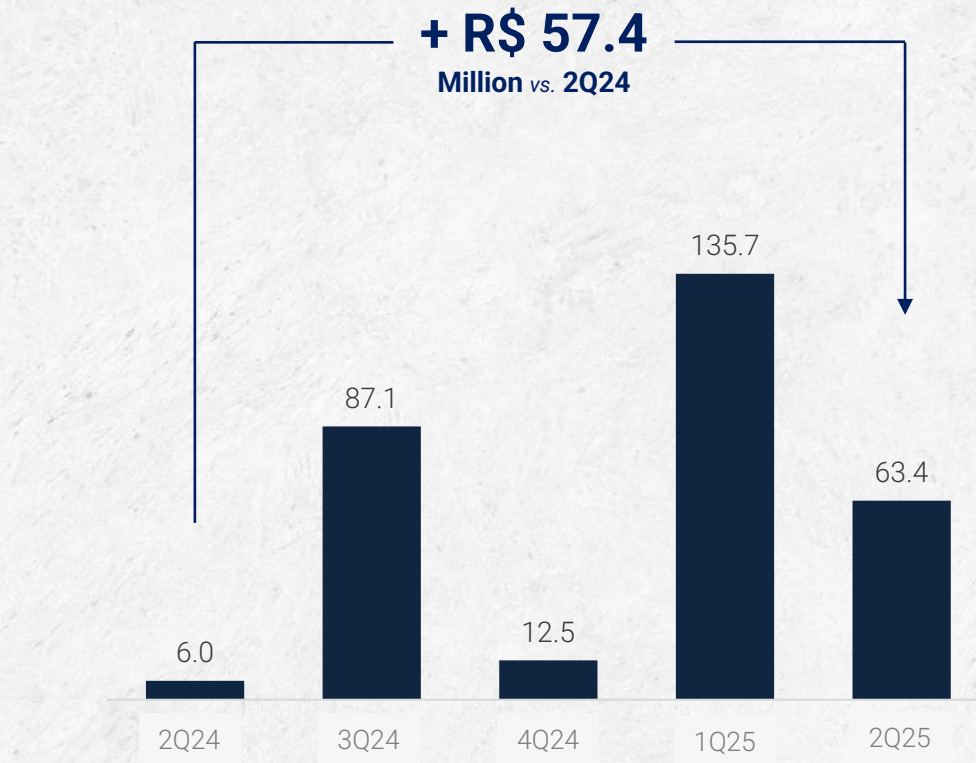
With the **improved debt profile** recorded in 2Q25 and strengthened liquidity, the Company is expected to **reduce the use of these instruments**, supporting the recovery of profitability in the coming quarters.

Aeterna

Portobello Grupo

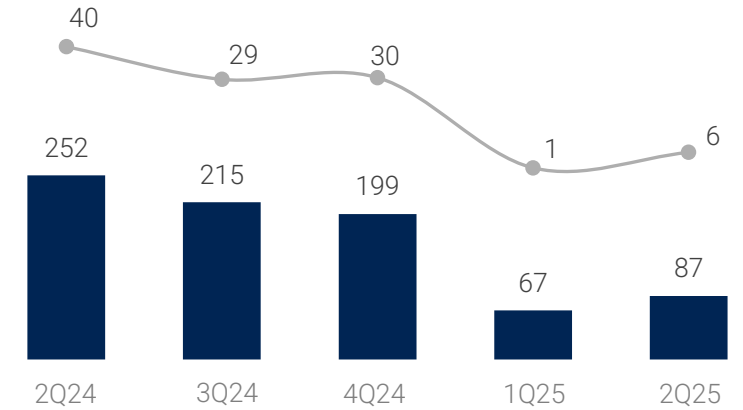
Financial discipline contributed to the **generation of R\$ 63.4 million in free cash flow** during the quarter.

R\$ million



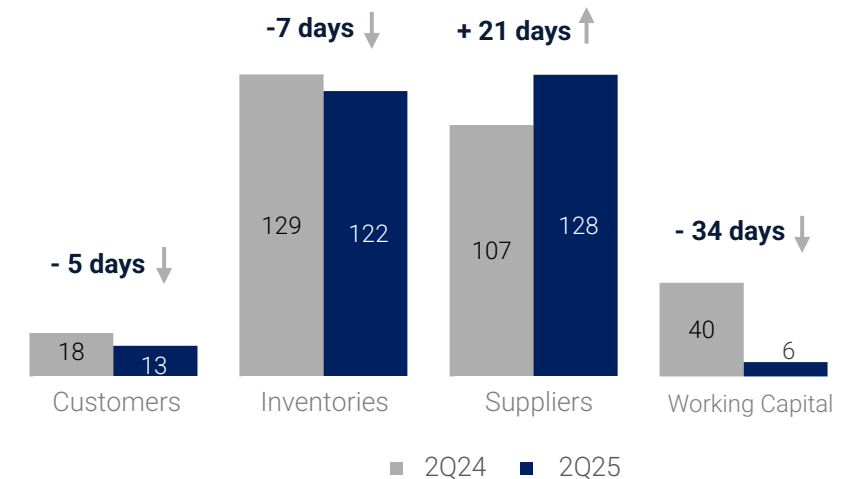
Cash Conversion Cycle (CCC) Evolution

R\$ million and days



Cash Conversion Cycle (CCC)

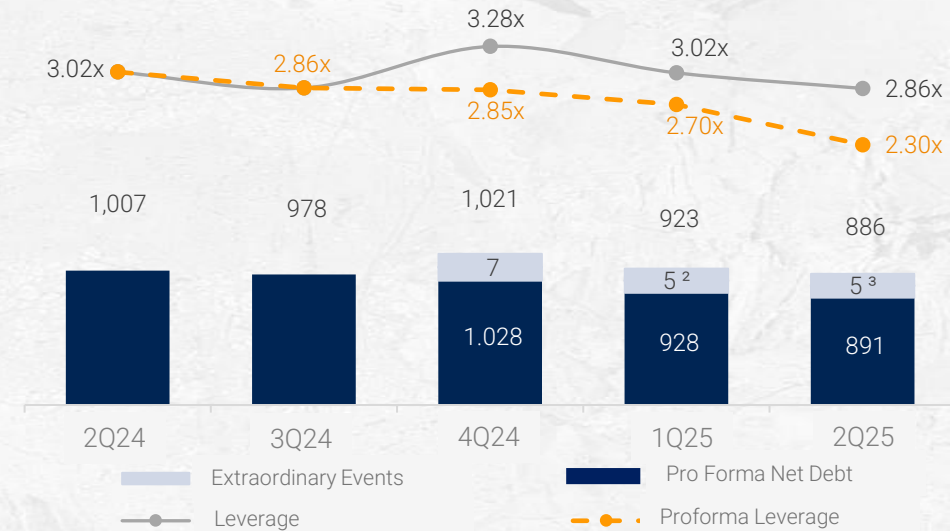
Days



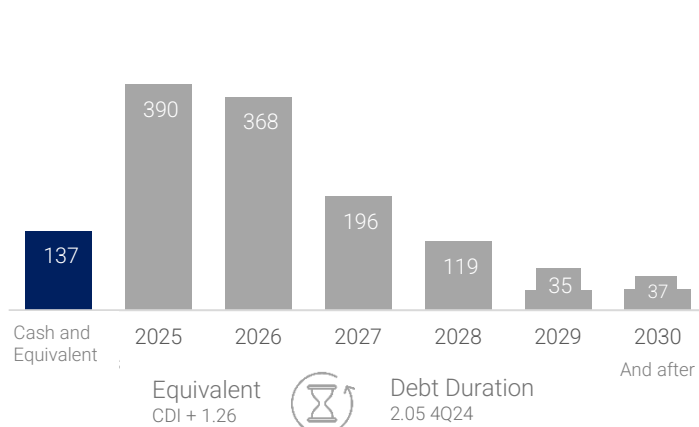
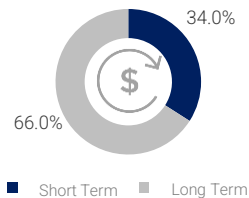
Portobello Grupo

IBOVESPA B3 IGC-NM B3 ISE B3 ITAG B3

The extension of the debt profile and the reduction in leverage position the Company for the upcoming quarters.



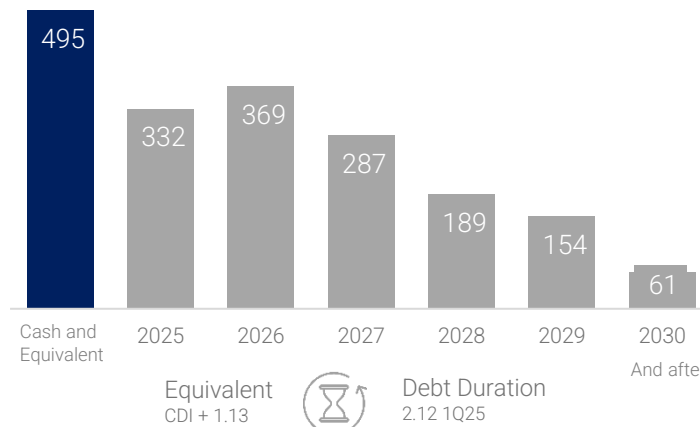
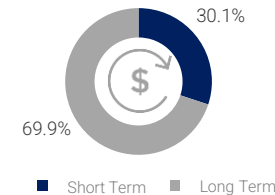
4Q24



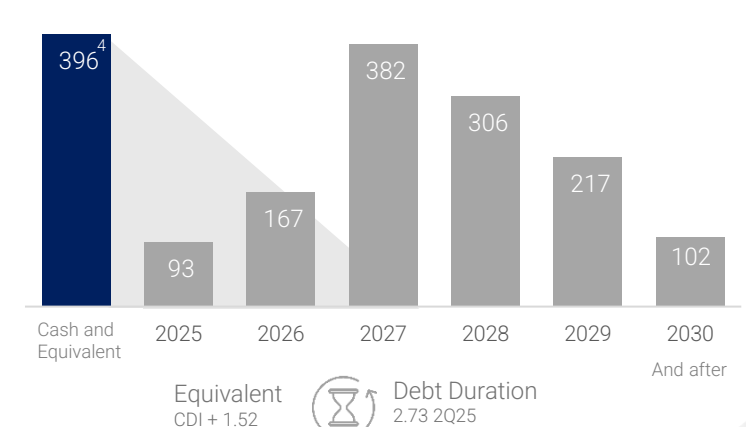
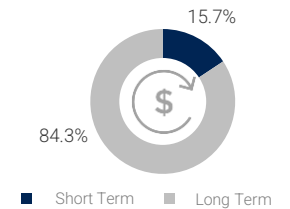
Amortization Schedule¹

R\$ million

1Q25



2Q25

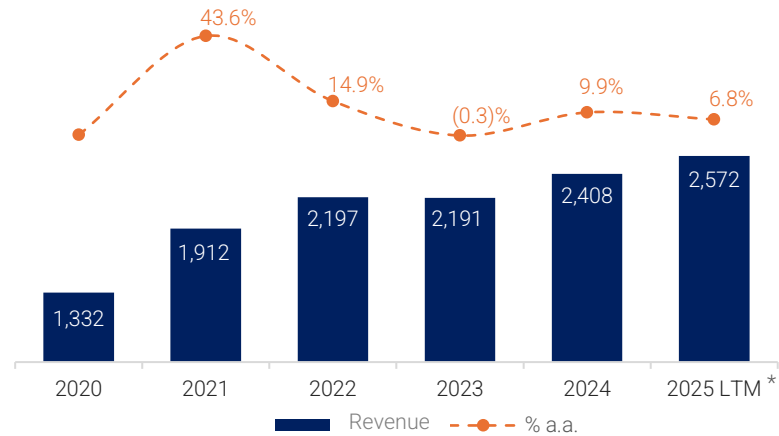


¹ The amortization schedule values refer exclusively to principal, excluding interest or financial charges. ² Losses related to January flooding events. ³ Legal proceedings. ⁴ R\$ 287 million in Cash and Cash Equivalents, R\$ 44 million in Financial Investments, and the remainder allocated to FIDC shares.

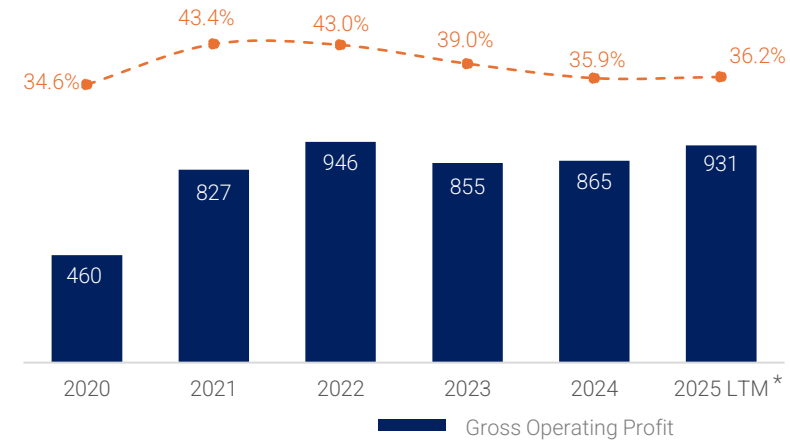
PORTOBELLO GRUPO FINANCIAL EVOLUTION (2020 – 2025 LTM)

Portobello Grupo

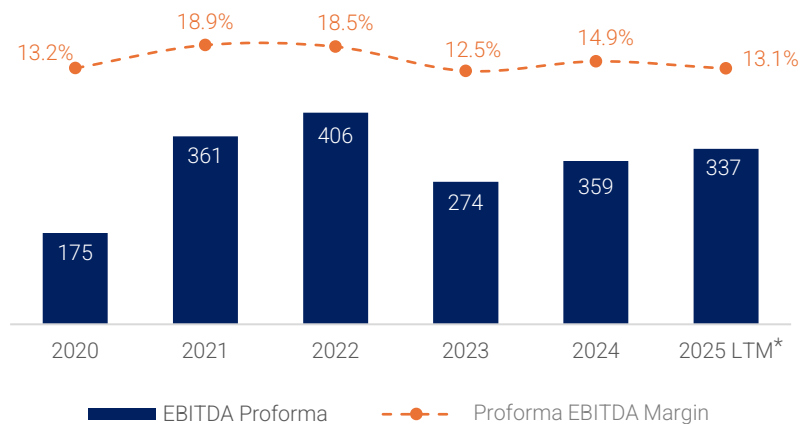
Net Revenue
R\$ million



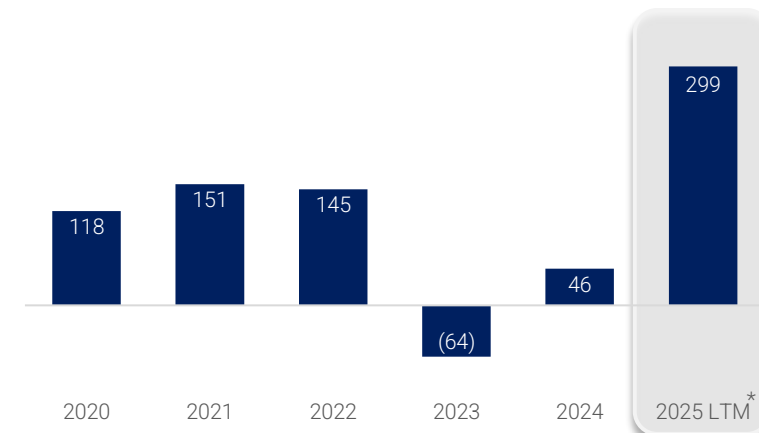
Gross Profit
R\$ million and % margin



EBITDA
R\$ million and % margin



Free Cash Flow
R\$ million



HIGHLIGHTS

Corporate Presentation 2Q25

Portobello Grupo

Portobello America's progress validates the Group's strategy and strengthens its position in the international market.



The Unit's growth gains traction despite a volatile environment.



The Company targets the U.S. design market with end-to-end solutions, from floor to wall.



U.S. tariffs increase the medium-term relevance of Portobello America in the local market.



70% of the current portfolio sold is already produced in-house, with installed capacity to support additional formats.



ESG: Commitments and Practices

The Group has already surpassed its emission reduction targets and is recognized in the B3 ISE index, proving that ESG is embedded in its business model and global growth strategy.



Recoverable Quarries

The main raw material for ceramics is clay, which is extracted from more superficial layers than other natural materials — an essential characteristic that enables the rehabilitation of quarry areas.



Total GHG Emissions (kgCO₂e/m²)

Portobello Group's commitment to sustainability and to mitigating the impacts of climate change, with significant potential for further emission reductions through the new biogas kiln.



Use of Renewable Sources

Cleaner energy matrix and thinner products, with lower resource and energy consumption and greater logistics efficiency



Water Management

13% reduction in potable water consumption in 2024 (vs. 2023) at the Portobello Unit
Dry production process (–70% water consumption)
LEED initiatives (–76% reduction at Portobello Shop)

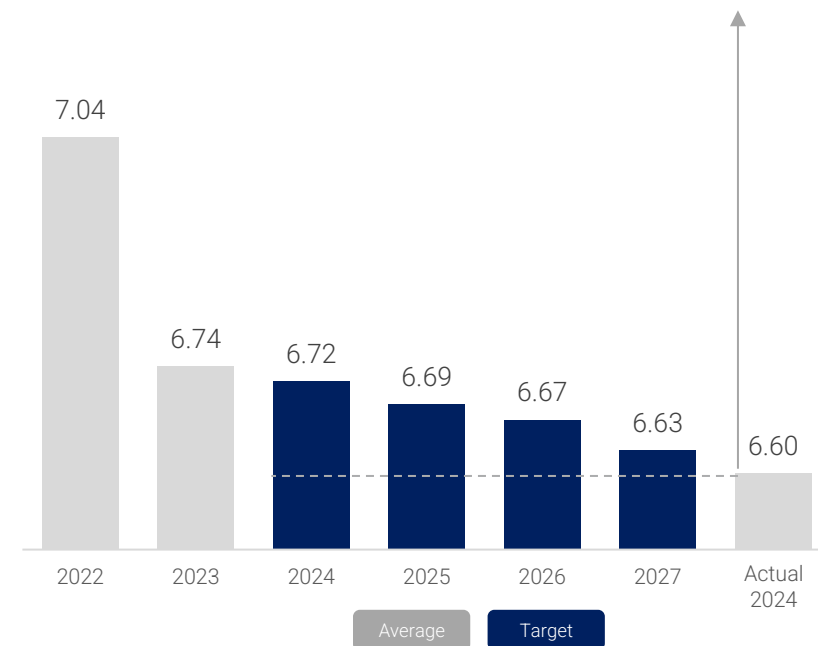


ISE B3

Portobello has joined the 20th B3 ISE portfolio (May 2025), alongside 82 companies from 40 sectors, recognized for its environmental, social and governance (ESG) practices.

Total GHG Emissions (kgCO₂e/m²)

The Group monitors its GHG emissions according to a recognized methodology and, in 2024, has already surpassed the target set for 2027 (6.60 kgCO₂e/m²).



Final Considerations

Tradition and Governance

Consolidated family control structure, providing stability, low risk of exit, and long-term strategic alignment.

International Growth

A robust strategy built on international expansion and the global consolidation of the brand as a premium reference in the worldwide ceramic tile market.

Sustainable Model

A solid and resilient business that integrates industry and retail with a global presence, embedding ESG practices across the entire value chain.

Portobello Group is an innovative company, committed to sustainability and in constant expansion, connecting Brazil to the international market.

Mercado de Capitais: PTBL3 Stock Performance History



Portobello Grupo

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