

Portobello

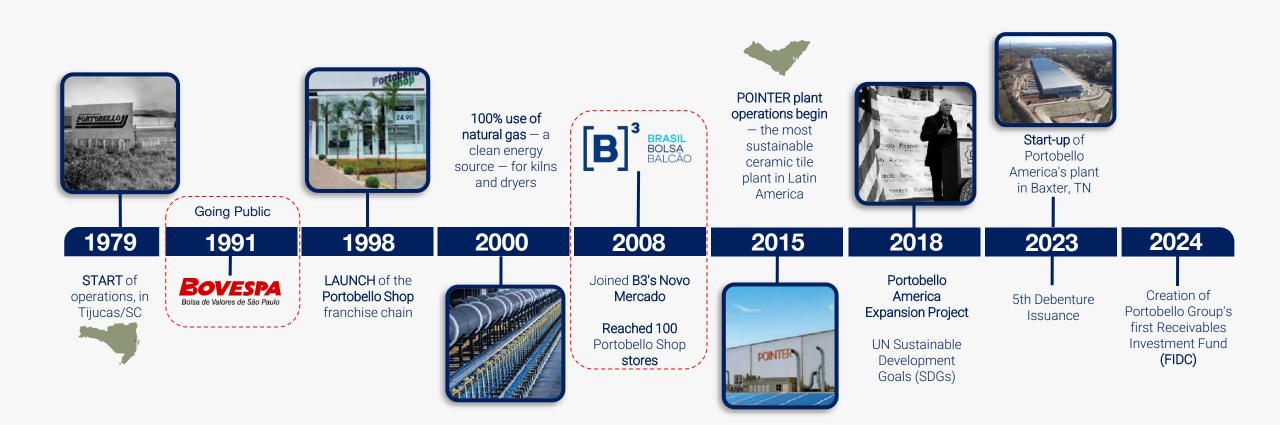
Portobello shop

POINTER



History

PBG has been advancing for 46 years as a leader in the sector in Brazil, with over 30 years listed on the Stock Exchange and 17 years on B3





The Journey of Portobello Group



46 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 63 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

Source: 2023 SBVC Ranking | Financial Results Release

Brazilian Origins

Brazil is one of the main players in the world market of ceramic tiles.



3rd largest **producer** worldwide

3rd largest consumer worldwide



6% of the GDP of the construction materials industry.

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Portobello is the market leader in Brazil

Live Design Transform spaces and inspire people





Brazilian Market vs. PBG

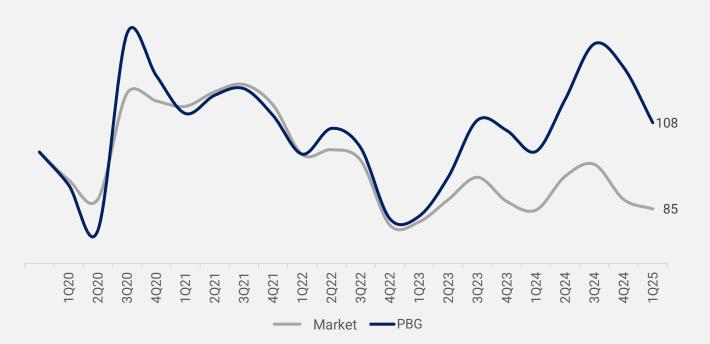
- With the sector operating at 67% capacity utilization and **PBG running at full production capacity**, the company reported solid operational results for the quarter.
- **PBG grew by +6.5% in volume in 1Q25,** compared to a +0.4% increase in the ceramic tile market during the same period.

PBG Growth vs. Market Growth

	Market ¹	PBG ²
1Q25 vs. 1Q24	+0.4%	+6.5%

Operations in Brazil continue to deliver consistent performance, reflecting the company's resilience in a challenging environment.

Base 100 evolution of market and PBG volume



¹ Market volume: dry and wet processes, source: Anfacer;

² Sales volume – Portobello Brazil.

27% of revenue comes from abroad. Internationalization accelerates and strengthens the Group's global presence.

Net Revenue by Geographic Area

International expansion, led by Portobello America and the growth in exports, increased the share of international revenue by +7.2 p.p in 1Q25.

+7.2 p.p. 27.0% 23.2% 22.9% 22.8% 19.8% 87 83 73 93 56 510 485 455 432 421 1Q24 2Q24 3Q24 4Q24 1Q25 Domestic Market (Brazil) Portobello America - - Export + PBA Export

Share of Net Revenue

R\$ million | % of Net Revenue

Portobello America

Made in **USA**



Portobello America's Landmark Manufacturing Facility

Business Model Evolution

Machine Set-Up Productivity Ramp-Up	Production of Special Pieces Starts (500k m²/year)	
	2024	(🏩) .
Operations Started in 2023	Ensuring service levels that meet U.S. consumer expectations	
	Productivity Ramp-Up Operations Started in	Productivity Ramp-Up Starts (500k m²/year) 2024 Operations Ensuring service levels that meet U.S. Started in consumer expectations

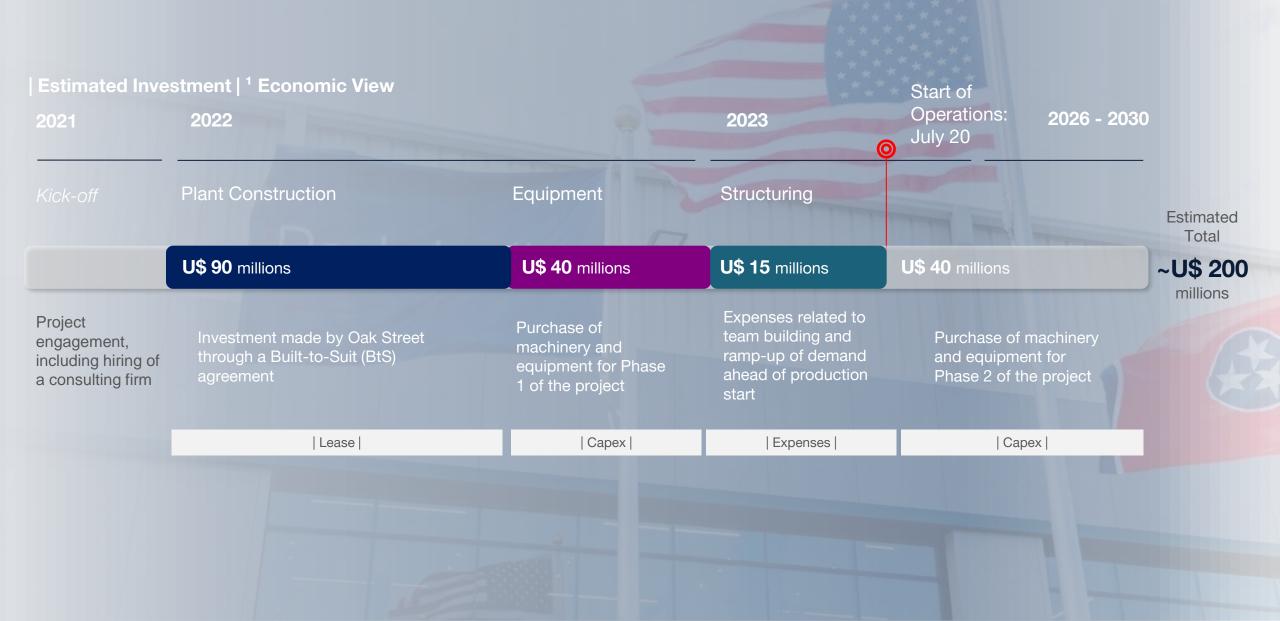
Reinforcing Our Strategic Focus



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



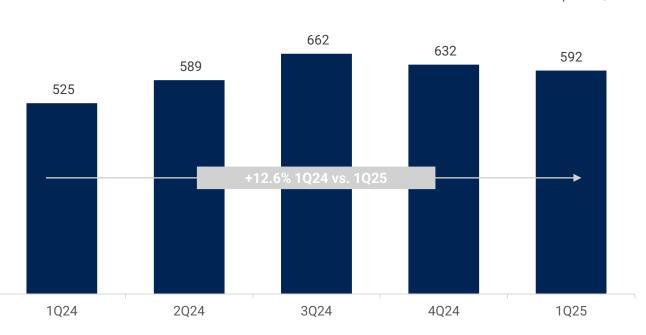
Operational and Financial Performance

1Q25



Consolidated Net Revenue

We began 2025 with solid growth, reflecting the consistent expansion of the Group's operations.



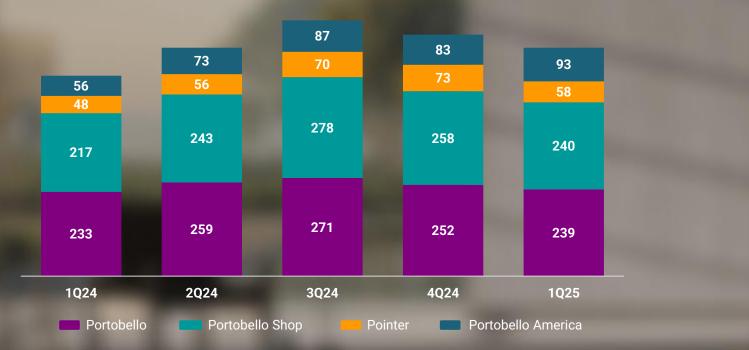
Net Revenue R\$ million



- +12.6% growth in net revenue in 1Q25 vs.
 1Q24, reflecting the expansion of operations;
- Portobello America maintains a strong growth trajectory in the North American market;
- Pointer continues to show consistent progress in Brazil.

Net Revenue by Business Unit¹

R\$ million

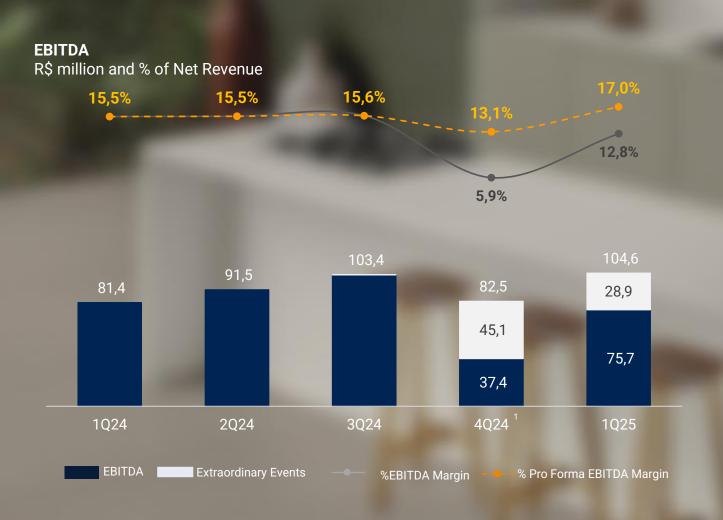


All business units reported growth of 12.6% compared to 1Q2024

- Portobello America: +66.8%
 R\$ | +44.3% USD;
- Pointer: +21.8% scale gains and mix;
- Portobello Shop: +10.6% network expansion;
- Portobello: +2.9% resilience in a challenging domestic environment.

EBITDA

EBITDA grew despite a challenging environment, reflecting the resilience of operations, cost discipline, and the Group's execution capability.



Portobello Grupo

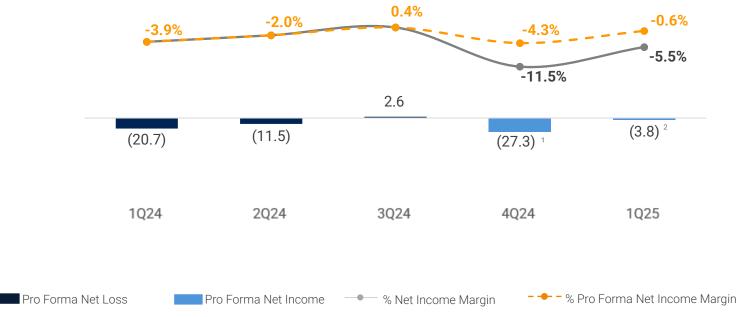
- Pro forma operational EBITDA of R\$104.6 million, a 28.5% increase vs. 1Q24 — the highest in recent quarters, even amid an adverse macroeconomic and climate scenario;
- Pro forma operational EBITDA margin reached 17%, driven by operational expansion and improved cost structure efficiency;
- The results reinforce the commitment to financial discipline, expense control, and sustainable cash generation.



Net Income

The solid improvement in margins and gross profit was partially offset by pressure on financial expenses, driven by the leverage level, high interest rate environment, and exchange rate fluctuations.

Net Income R\$ million and % of Net Revenue



¹ 4Q24: Reported Net Income of (R\$ 72.4) million; Pro Forma of R\$ 45.1 million, excluding restructuring effects.
 ² 1Q25: Reported Net Income of (R\$ 32.7) million; Pro Forma of R\$ 28.9 million, adjusted for the impacts of the January floods.

Net Debt

The Company remains focused on deleveraging through cash generation and the extension of its debt maturity profile, strengthening both liquidity and profitability.

As part of this strategy, a US\$54 million facility was secured in April, reinforcing liquidity and extending the debt profile.

3.16x 3.02x 1,007 963 963 1,007

R\$ million

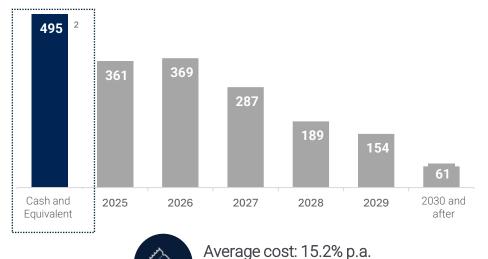


2Q24

Net Debt

Leverage

1Q24



Equivalent to CDI + 1.13

Net Debt and Net Debt/EBITDA

2.86x

978

978

3Q24

3.28x

2.85x

1,021

1,028

4Q24

Extraordinary Events

Proforma Leverage

3.02x

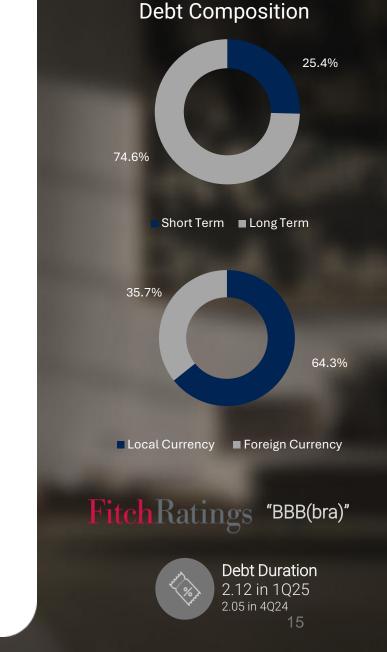
2.70x

899

28.9

928

1Q25



¹ Losses related to the January floods ² R\$412 million in cash and cash equivalents, including R\$39.5 million in financial investments and the remaining balance in FIDC quotas.

PORTOBELLO + ECO-EFFICIENT

> PORTOBELLO +PEOPLE



- 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.

- Circularity Climate Change Sustainable Products and Production
- Team and Community Development Human Rights

Customer-Centric Approach Governance, Transparency, and Ethics in Operational and Value Chain Management











) NATURAL CAPITAL

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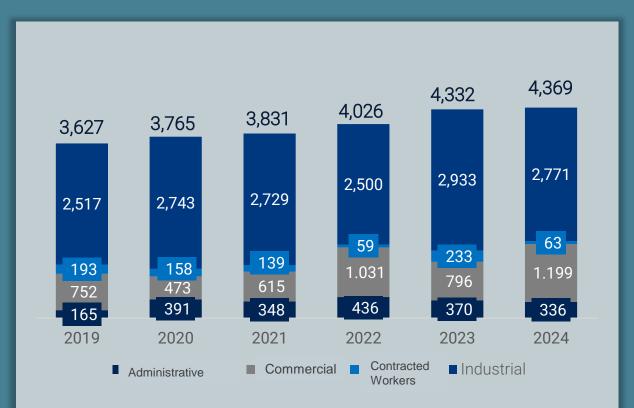
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Human Capital

Workforce growth aligned with the company's expansion



Workforce Evolution



Portobello Grupo Investor Relations

John Suzuki Chief Executive Officer

Andrés López IR Manager

Suelen Toniane Hames IR Coordinator

Tayni Batista das Neves IR Analyst

Results Presentation 1Q25



