

Results

1Q24 | May, 2024



 **GetNinjas**



Sumário Executivo

- As mentioned in the previous quarter, we reinforce that the new management implemented a new vision for the future of GetNinjas through three fundamental strategic pillars: People, Expense Rationalization and exploring New Avenues of Growth. The results can already be seen this quarter and will be reflected in future ones.
- Gross Revenue in 1Q24 grew by 15% compared to 4Q23. Compared to 1Q23, we recorded an increase of 7%, going from R\$18 million to R\$19.2 million.
- We recorded Net Profit in the quarter. The result for 1Q24 was positive at R\$2.9 million, compared to a loss of R\$2.1 million in 1Q23.
- The positive result was the result of a combination of operational improvements, increased Revenue, reduced Costs and Expenses combined with a positive Financial Result.



Largest service Marketplace in Brazil

Available on **more than 4 thousand cities**

More than **5 million Professionals**

More than **4 million Requests per year**



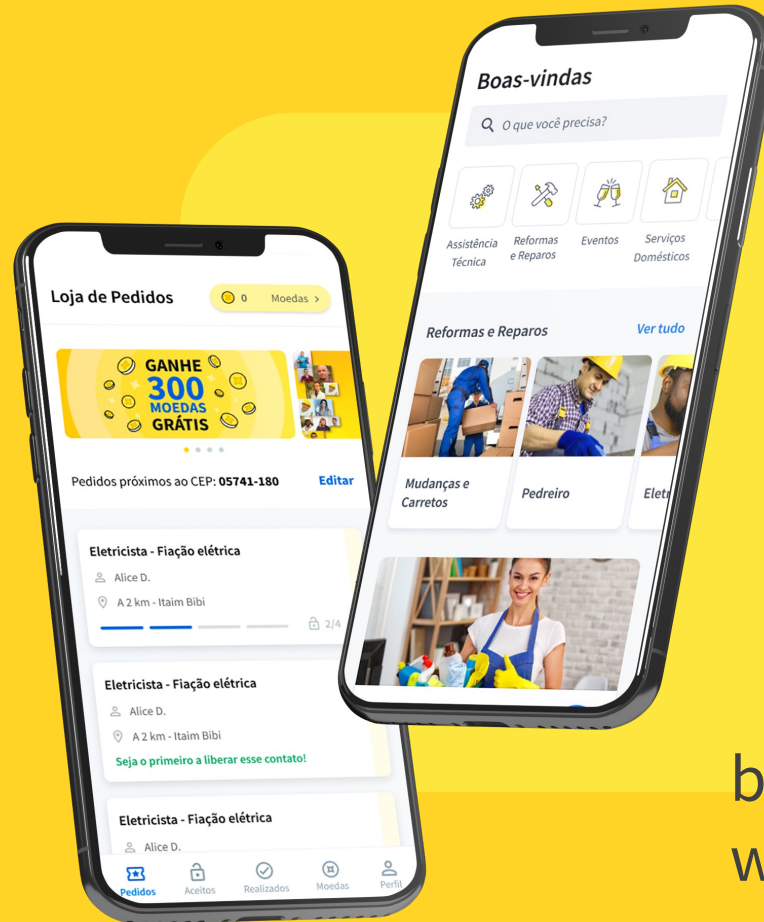


01
The client
requests a service

02
This request is **broadcasted**
to our professionals

03
Professionals pay to
give a quote

04
Client chooses the
professional



We are the connection

between who needs and
who knows how to do it

4Q23 HIGHLIGHTS



CLIENTS
REQUESTS

**1,2
mm**

[+13% vs 4Q23]
[+9% vs 1Q24]

PROFISSIONALS
BASE

**5,4
mm**

[+3% vs 4Q23]
[+14% vs 1Q23]

ACTIVE
PROFESSIONALS
(LTM)

**156
mil**

[-4% vs 4Q23]
[-10% vs 1Q23]

ReclameAQUI

SCORE 9,0



Google Play

PRO 4,1 CLI 4,7



Apple Store

PRO 4,2 CLI 4,8

NET REVENUE

R\$ 16,7mm

[+16% vs 4Q23]
[+5% vs 1Q23]

GROSS PROFIT

R\$ 14,2mm

[+23% vs 4Q23]
[-3% vs 1Q23]

NET PROFIT

R\$ 2.9 mm

[vs +R\$ 28 k no 4Q23]
[vs -R\$ 2,1 mm no 1Q23]

CASH POSITION

R\$ 278mm

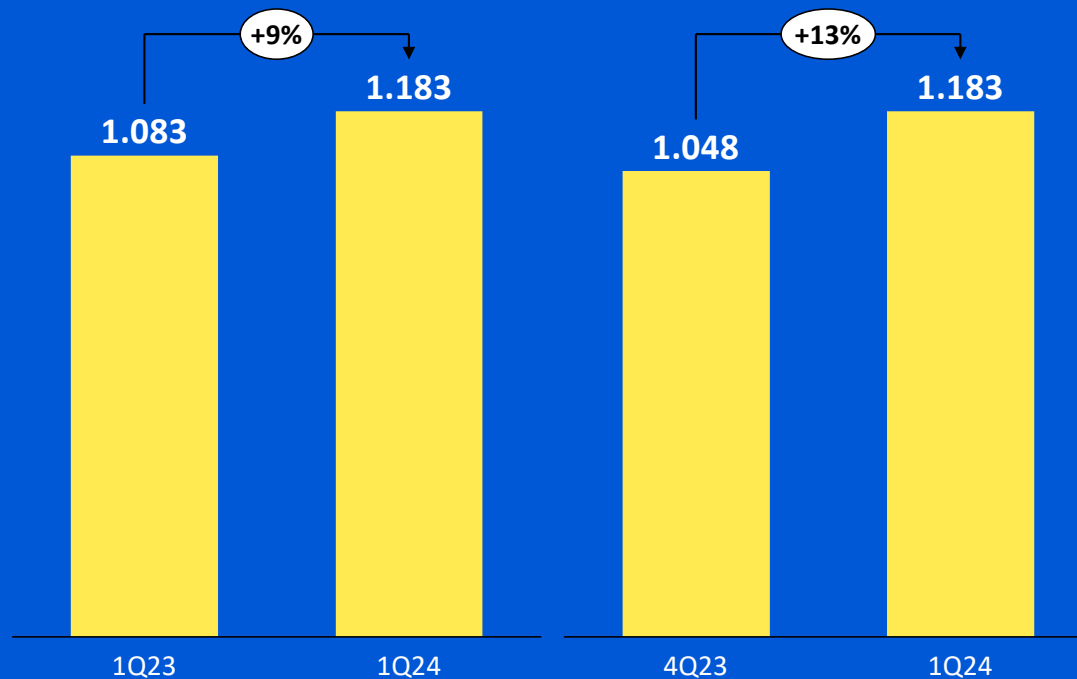
[vs R\$ 276 mm no 4Q23]
[vs R\$ 271 mm no 1Q23]

CLIENTS



Clients Requests

[# '000]



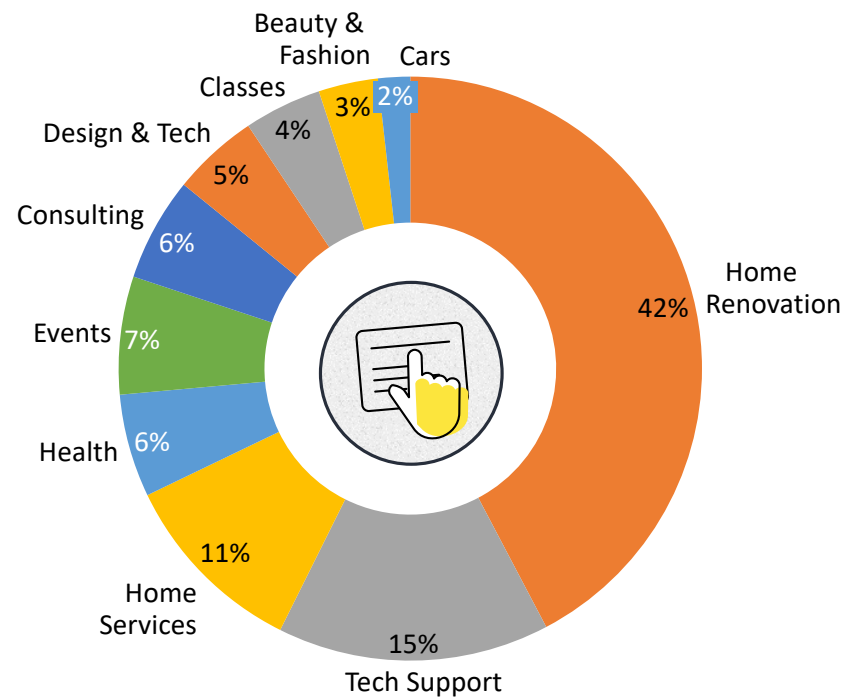
- In 1Q24, we increased investments in Marketing by 8% compared to 4Q23 and 5% compared to 1Q23. This action had a direct impact on the volume of Customer requests.
- The volume of requests increased 13% in 1Q24 compared to 4Q23 and +5% compared to 1Q23.
- It is worth highlighting that there was a great improvement in the efficiency of these investments. We significantly increased the MKT Expenses x Revenue ratio

CLIENTS



Requests by category

[1Q24 - % of total requests]



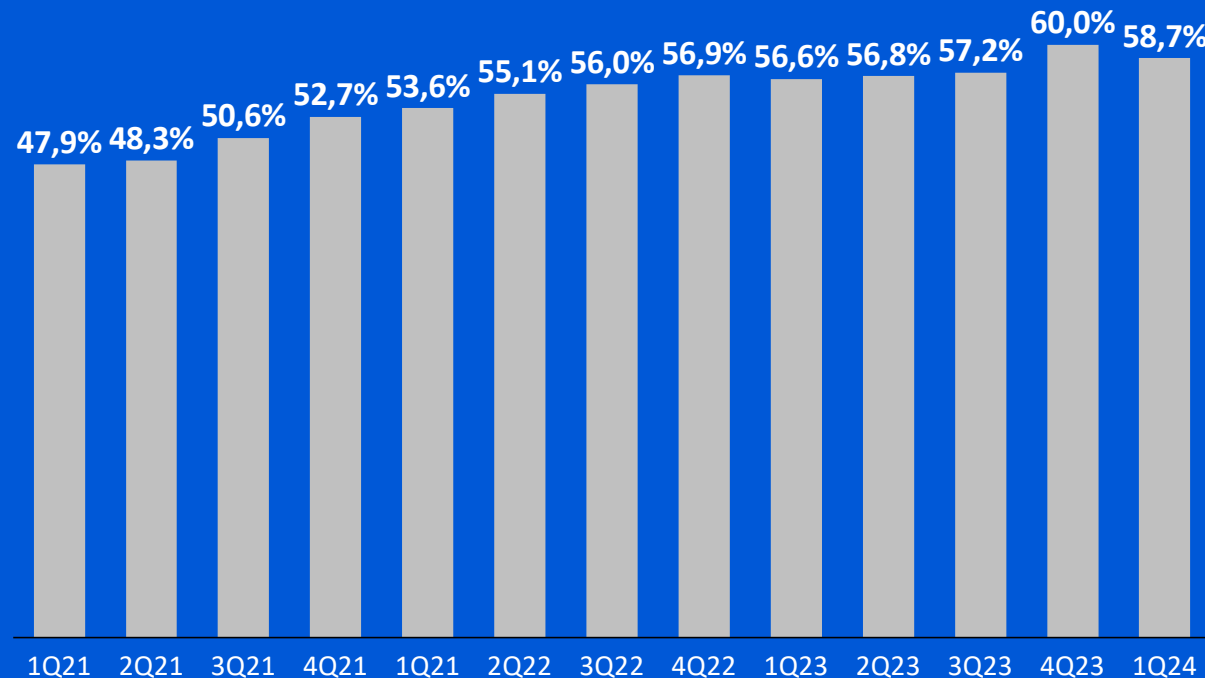
- The categories that concentrated the highest volume of requests in 1Q24 were:
 - Renovations and Repairs
 - Technical assistance
 - Domestic services
- These same categories have been the main ones in recent years.

CLIENTS



Clients Recurrence

[% total clients]



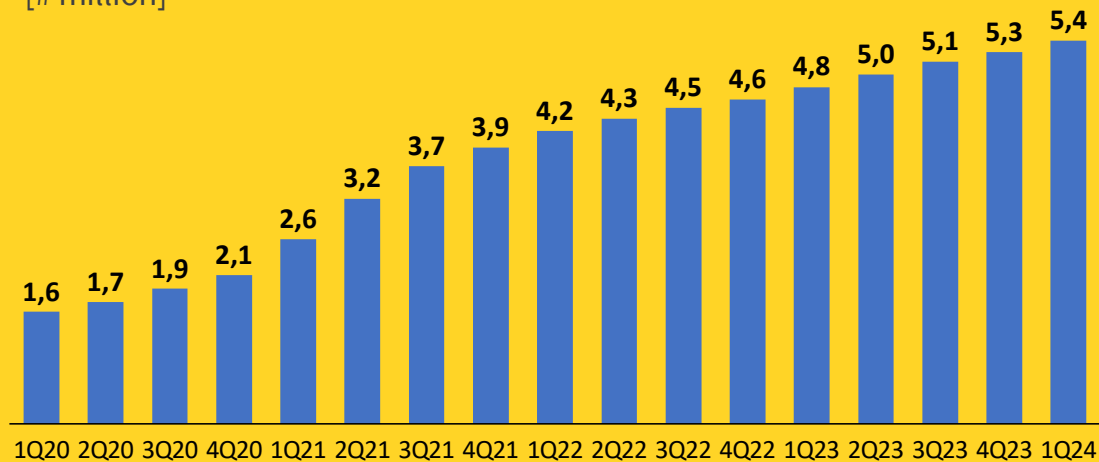
- **58,7% of customers were recurrent customers in 1Q24**, that is, they had previously made another service request on the platform.
- It is important to highlight the maintenance of Customer recurrence, the result of several actions to improve the service offering, matching between CLIs and PROs, category segmentation and other initiatives.

PROFESSIONALS



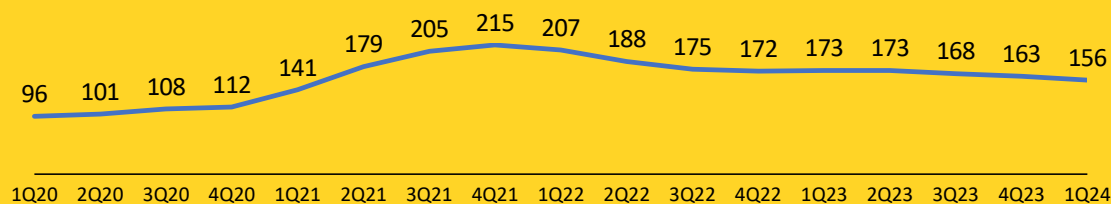
PROs Base

[# million]



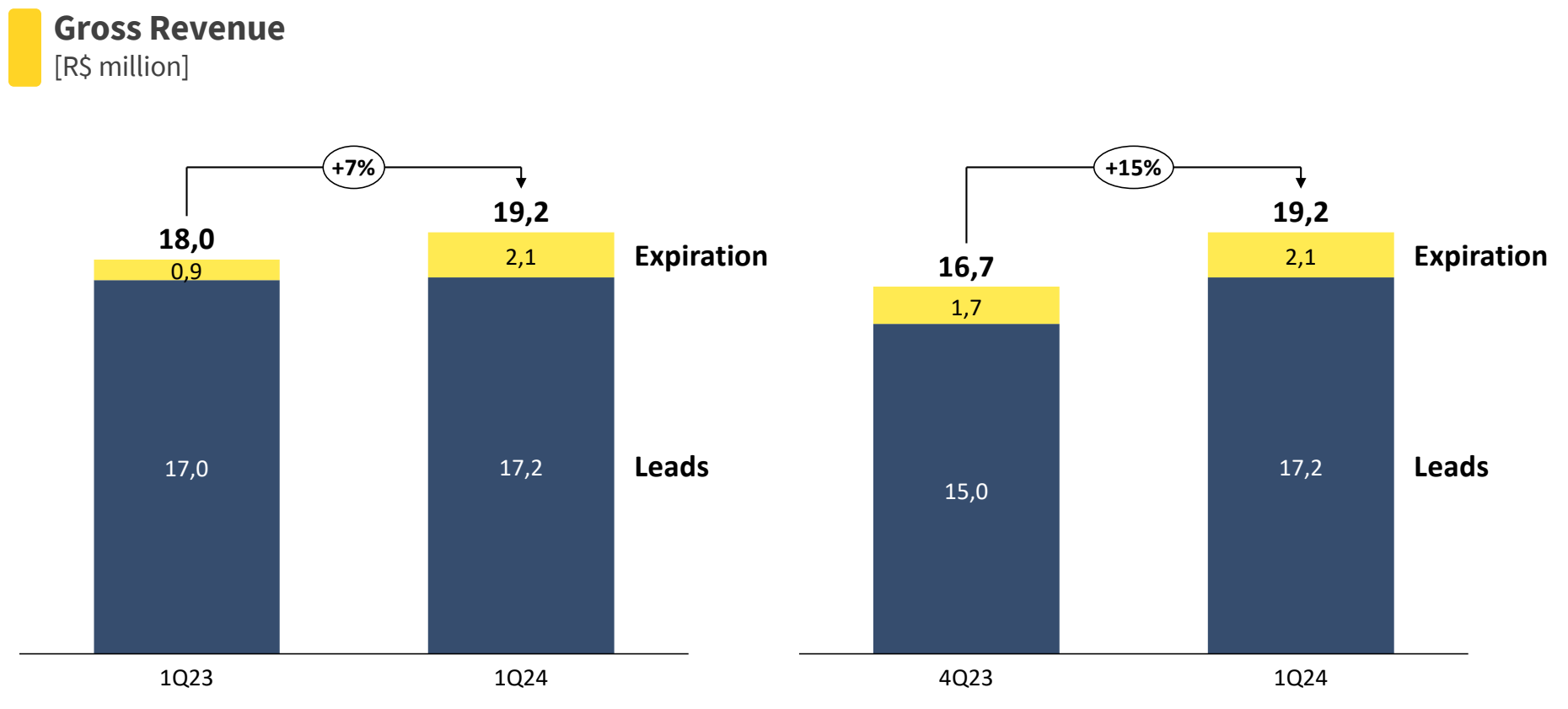
The increase in investments in Marketing also positively impacted the PRO base. However, the number of Active PROs slight drop in the last quarter.

Active PROs ['000, LTM]



We continue to focus on the **conversion and retention** of these Professionals.

GROSS REVENUE



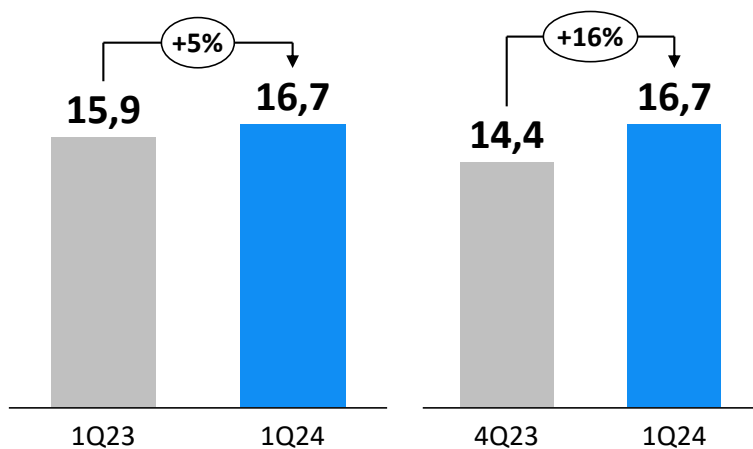
NET REVENUE AND GROSS PROFIT



We reduced costs with cloud servers and managed chargeback better, which positively impacted Gross Margin

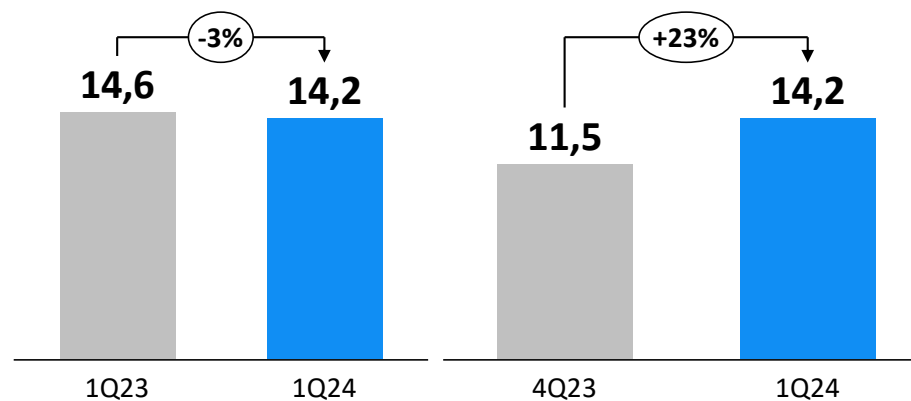
Net Revenue

[R\$ million]



Gross Profit

[R\$ million and % of Net Revenue]

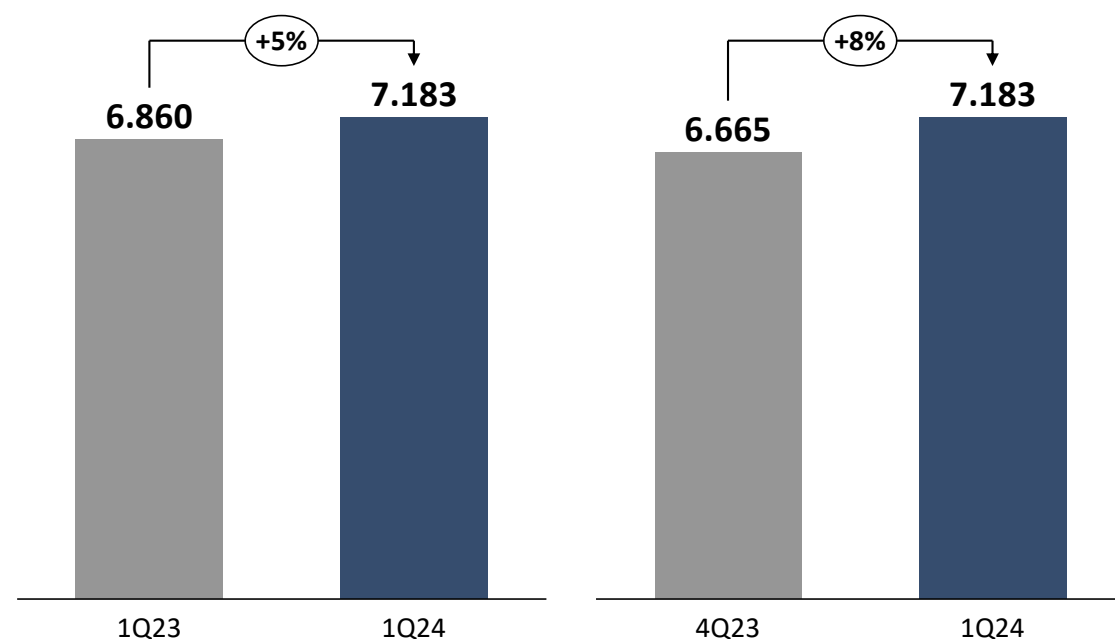


COMMERCIAL AND MARKETING EXPENSES



Commercial and Marketing Expenses

[R\$ million]



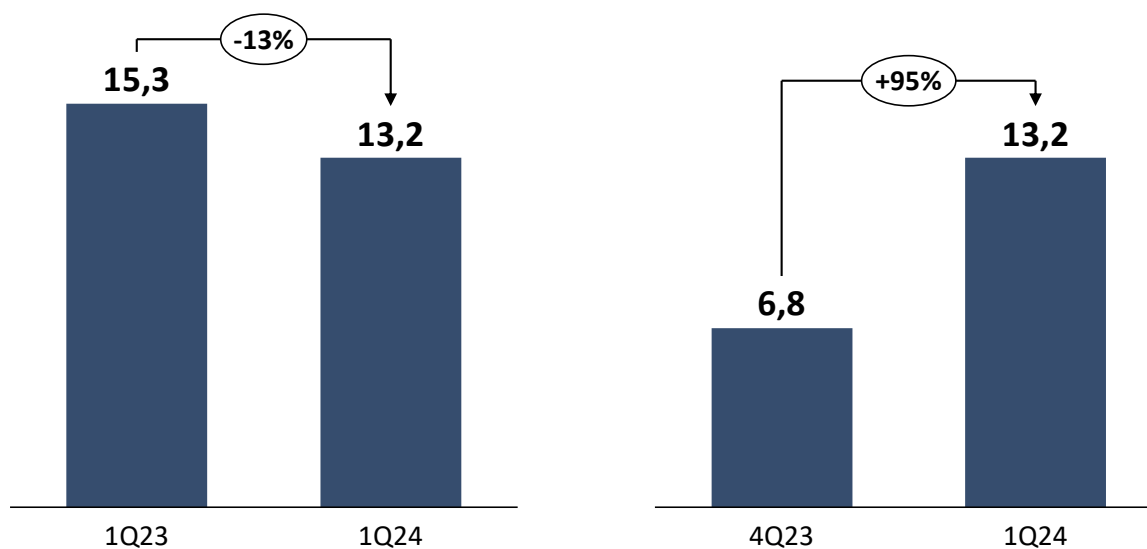
- Investments in Marketing in 1Q24 increased by 5% compared to 1Q23 and increased by 8% reduction in 2023 compared to 2022.
- We continue to refine our strategy and investments in Marketing with greater focus on the best category and region combinations.
- As a result, we increased Gross Revenue by 15% and 7% when compared to 4Q23 and 1Q23, respectively.

GENERAL & ADMINISTRATIVE EXPENSES



General & Administrative Expenses

[R\$ million]



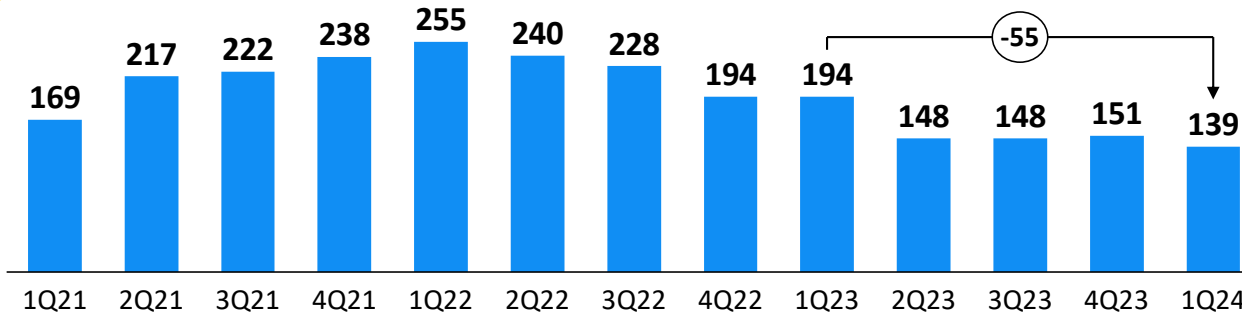
- General and Administrative expenses were R\$13.2 million in 1Q24, representing a 13% reduction compared to 1Q23.
- The variation in 1Q24 in relation to 1Q23 is related to strict control and renegotiation of contracts with suppliers and reduction in personnel costs.

PEOPLE



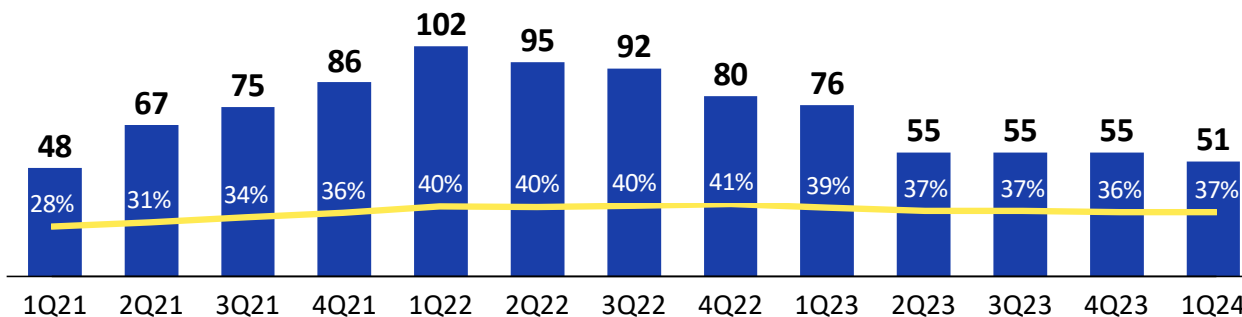
Employees (total)

[# of people]



Colaboradores Tech e Produto (total)

[# pessoas e % do total colaboradores]



- We ended the quarter with 139 employees, 55 fewer than in the same quarter last year.
- **Tech and Product represent close to 37% of total employees**, a percentage in line with previous quarters.
- We remain rigorous with hiring and replacing vacancies, controlling costs without compromising the company's operations.

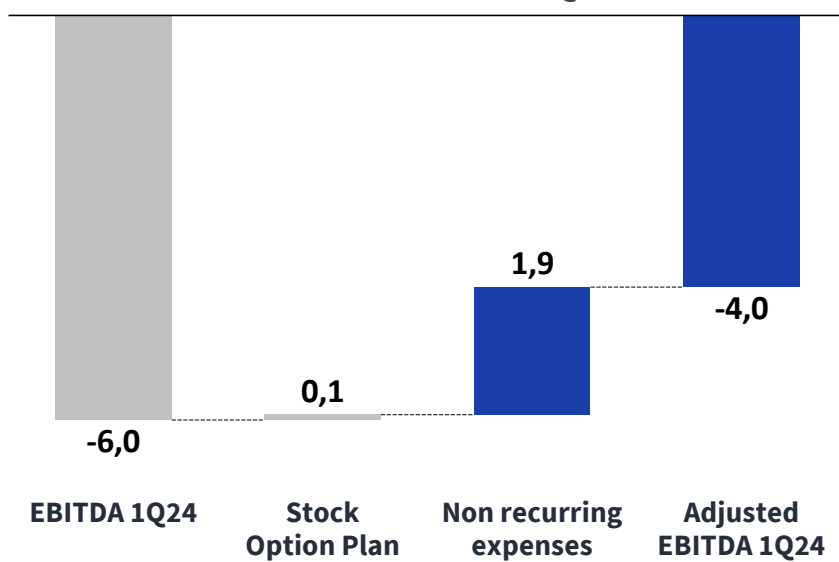
ADJUSTED EBITDA



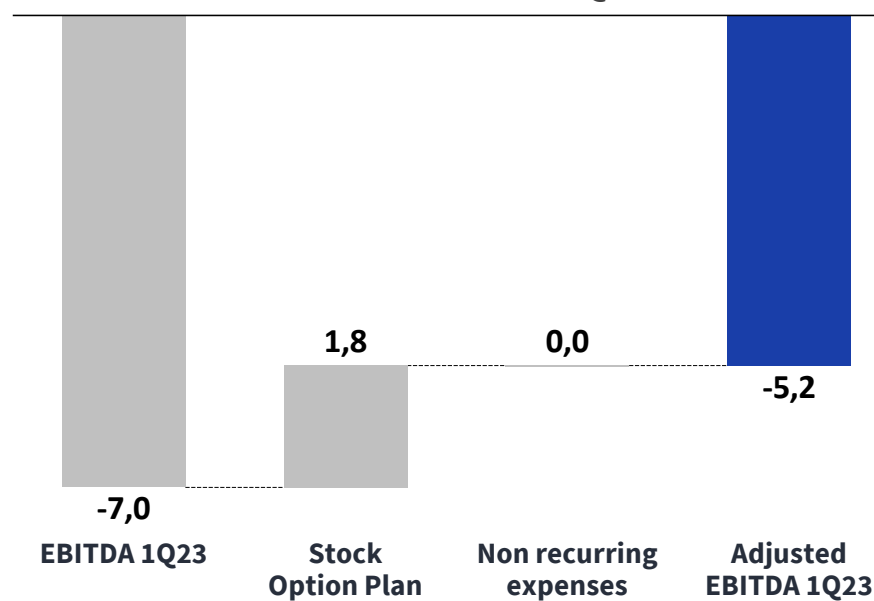
Adjusted EBITDA

[R\$ million]

Reconciliation 1Q24



Reconciliation 1Q23

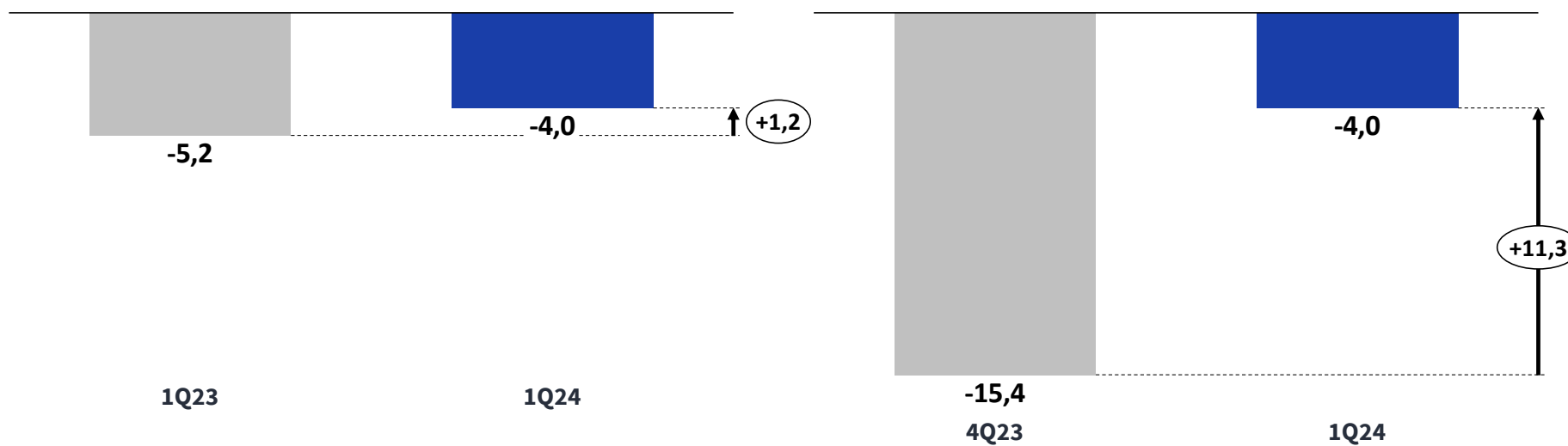


ADJUSTED EBITDA

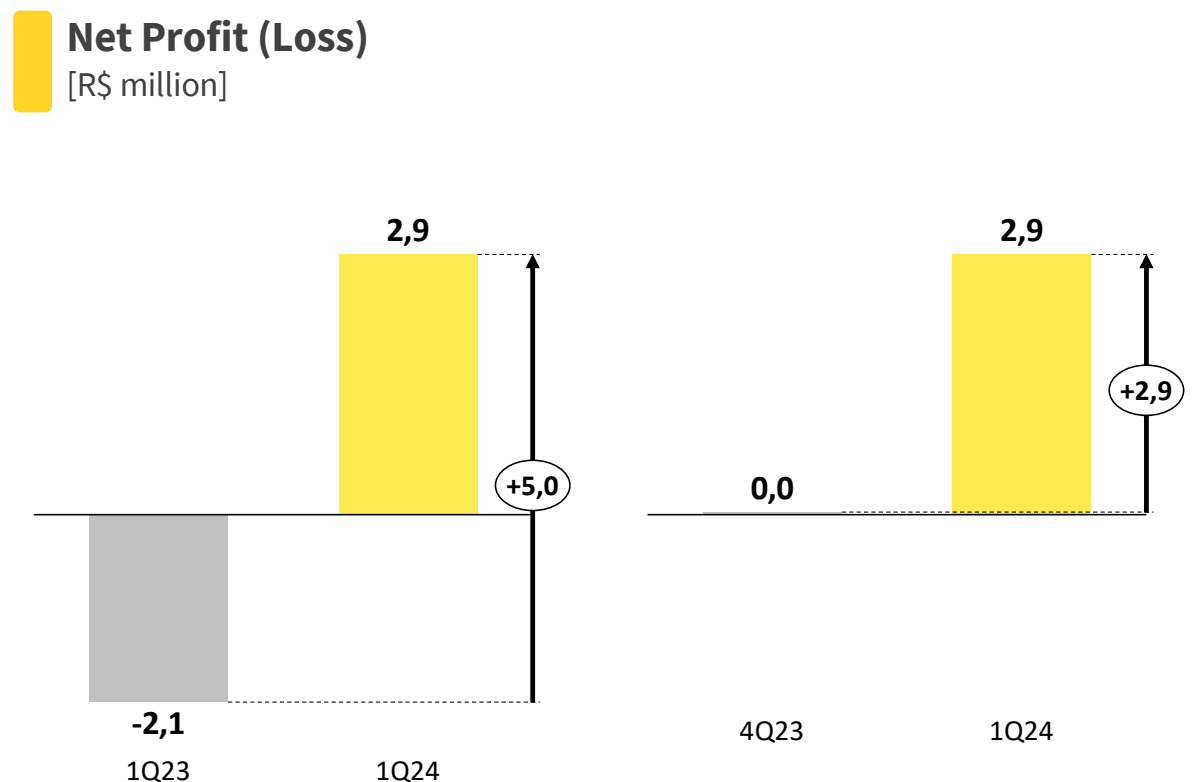


Adjusted EBITDA

[R\$ million]



NET PROFIT

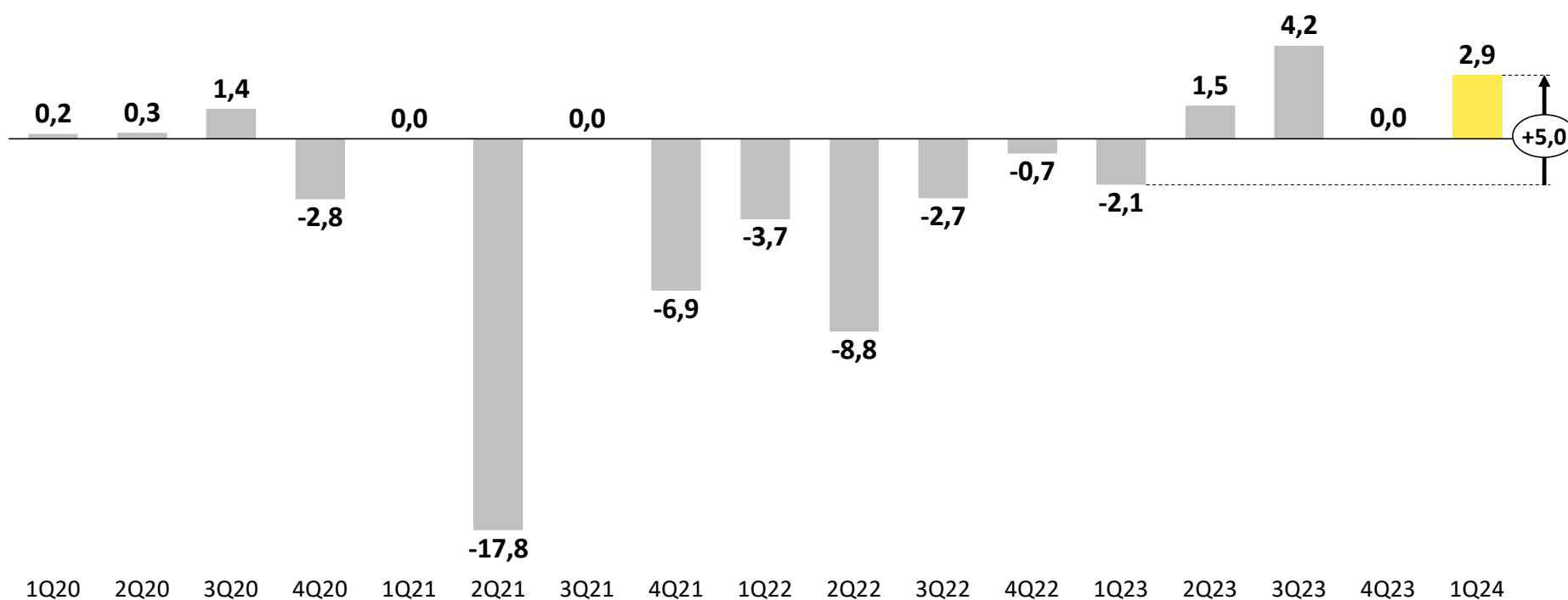


- We recorded **Net Profit** in the quarter. The result for 1Q24 was positive at R\$2.9 million, compared to a loss of R\$2.1 million in 1Q23.
- The net Financial Result was R\$9.7 million in 1Q24, 76% higher than in 1Q23 (which was R\$5.5 million) and 19% higher than in 4Q23 (R\$8.1 million).

NET PROFIT



Net Profit (Loss)
[R\$ million]

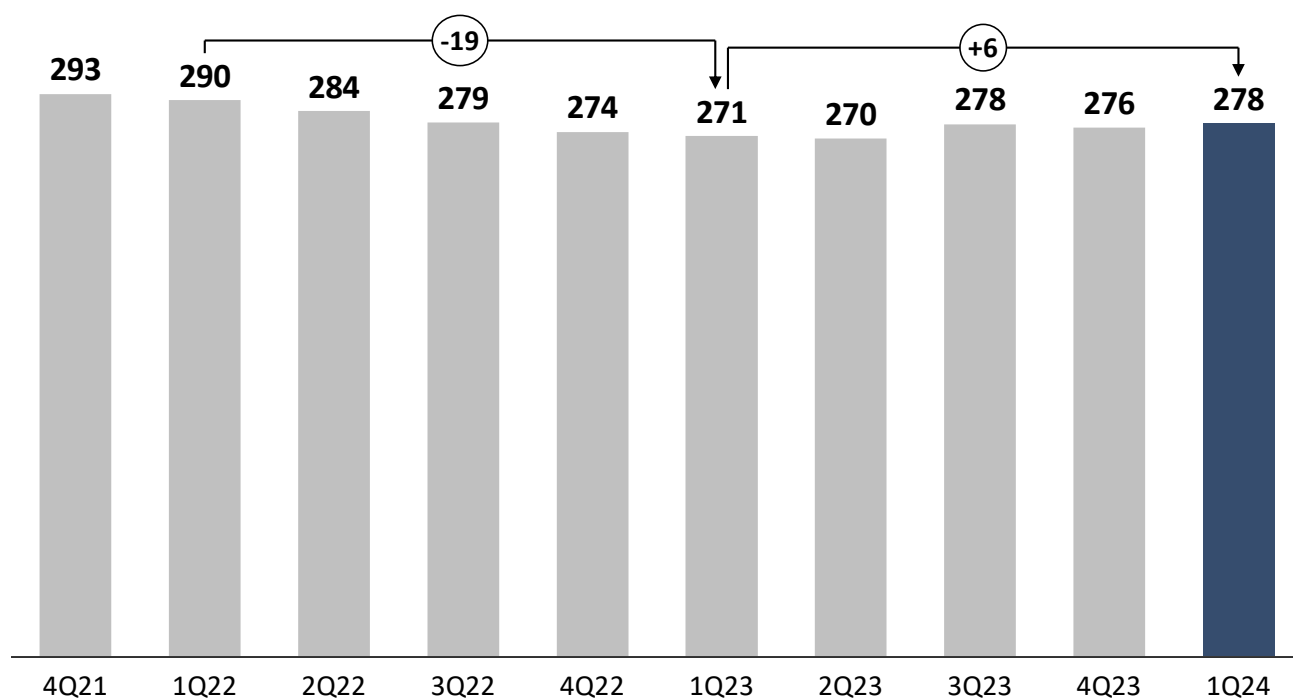


CASH POSITION



Cash and investments

[R\$ million]



- From 1Q23 to 1Q24, we increase by R\$6 million our net cash position.
- We do not have debts or any other liabilities that compromise our cash flow.

