

Results

2Q24 | August, 2024



 **GetNinjas**



Executive Summary

- The Management maintained its focus on the three essential strategic pillars: people, rationalization of expenses and development of new growth avenues. Among the main actions, we can list the hiring of three new directors for the People and Culture, Commercial and Operations areas. These hires aimed to add seniority and strategic vision to the company.
- Furthermore, the Company signed Partnership agreements with Petz, Notro, Repfy, Famyle and Sebrae. We intend to deepen these and develop other partnerships over the coming quarters.
- Gross Revenue was R\$18.3 million in this quarter, reflecting a 1% increase compared to the same period in 2023 and a 5% **decrease** compared to 1Q24.
- We reported Net Income for the quarter. The result for 2Q24 was positive at R\$6.6 million, compared to a profit of R\$1.5 million in 2Q23.
- The **positive result** was due to a combination of operational improvements, increased revenues, reduced costs and expenses, coupled with a favorable 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**



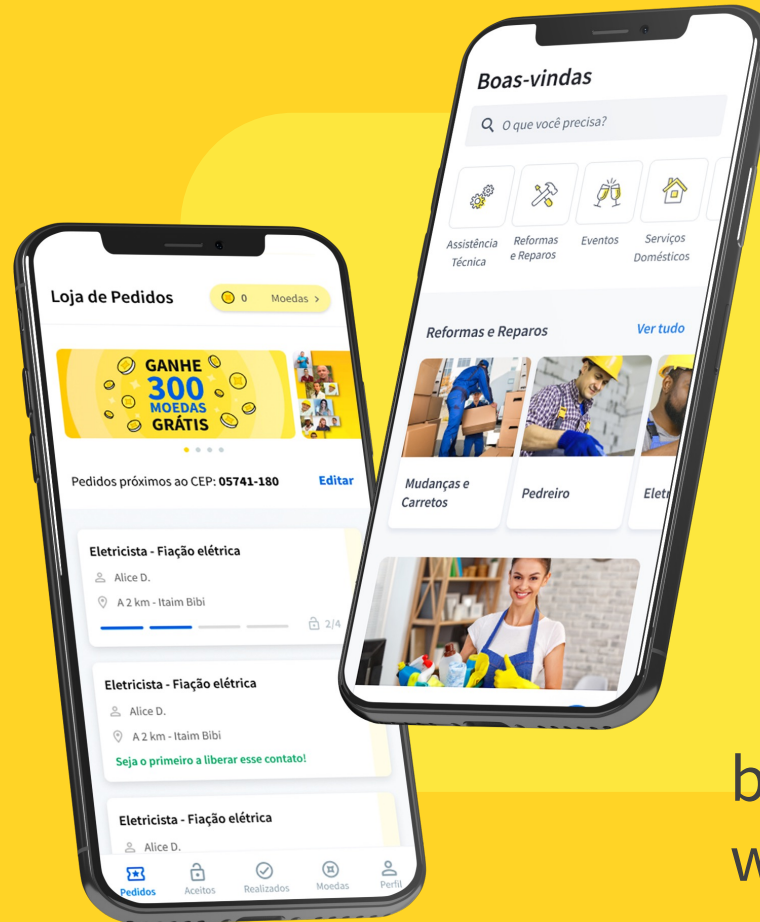


01
The client
requests a service

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

2Q24 HIGHLIGHTS



CLIENTS
REQUESTS

**1,0
mm**

[-18% vs 1Q24]
[-2% vs 2Q23]

PROFISSIONALS
BASE

**5,6
mm**

[+3% vs 1Q24]
[+12% vs 2Q23]

ACTIVE
PROFESSIONALS
(LTM)

**156
k**

[-3% vs 1Q24]
[-12% vs 2Q23]

ReclameAQUI

SCORE 9,0



Google Play

PRO 4,0 CLI 4,7



Apple Store

PRO 4,2 CLI 4,8

NET REVENUE

R\$15.7mm

[-6% vs 1Q24]
[-1% vs 2Q23]

GROSS PROFIT

R\$13.3mm

[-6% vs 1Q24]
[-10% vs 2Q23]

NET PROFIT

R\$6.6mm

[+125% vs 1Q24]
[+334% vs 2Q23]

CASH POSITION

R\$284mm

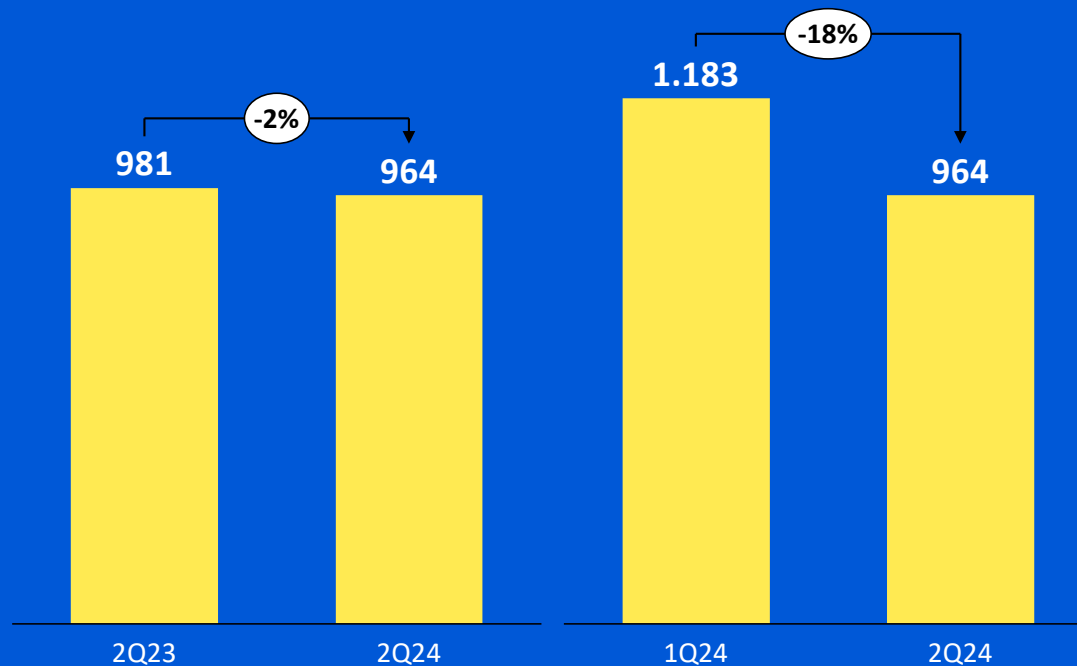
[vs R\$ 278 mm no 1Q24]
[vs R\$ 270 mm no 2Q23]

CLIENTS



Clients Requests

[# '000]



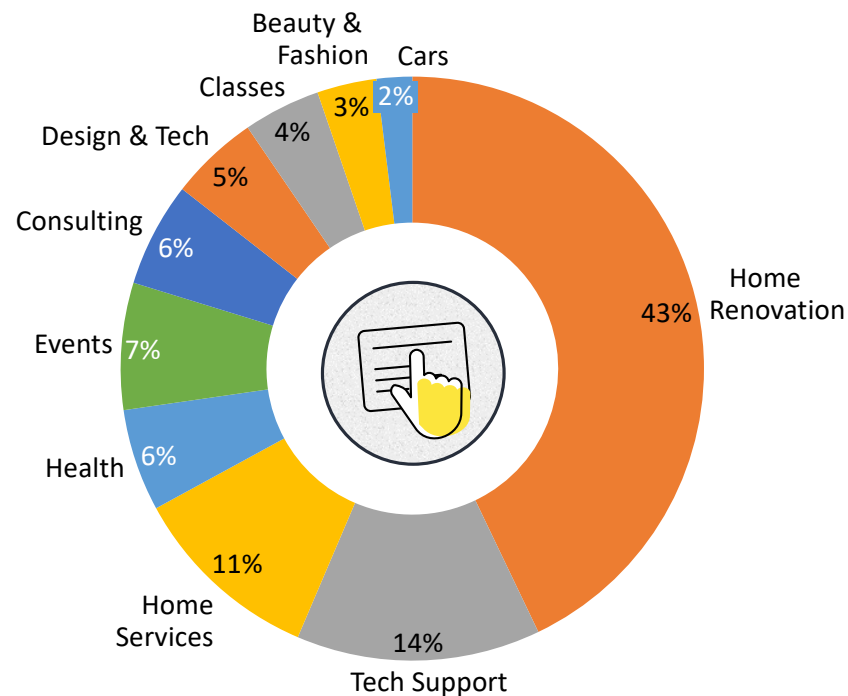
- In 2Q24, customers made approximately 1 million service requests.
- Thus, the number of requests decreased by 18% in 2Q24 compared to 1Q24 and by 2% compared to 2Q23.
- It is noteworthy that there has been a significant improvement in the efficiency of these investments. We have substantially increased the Marketing Expenses to Revenue ratio.

CLIENTS



Requests by category

[1Q24 - % of total requests]



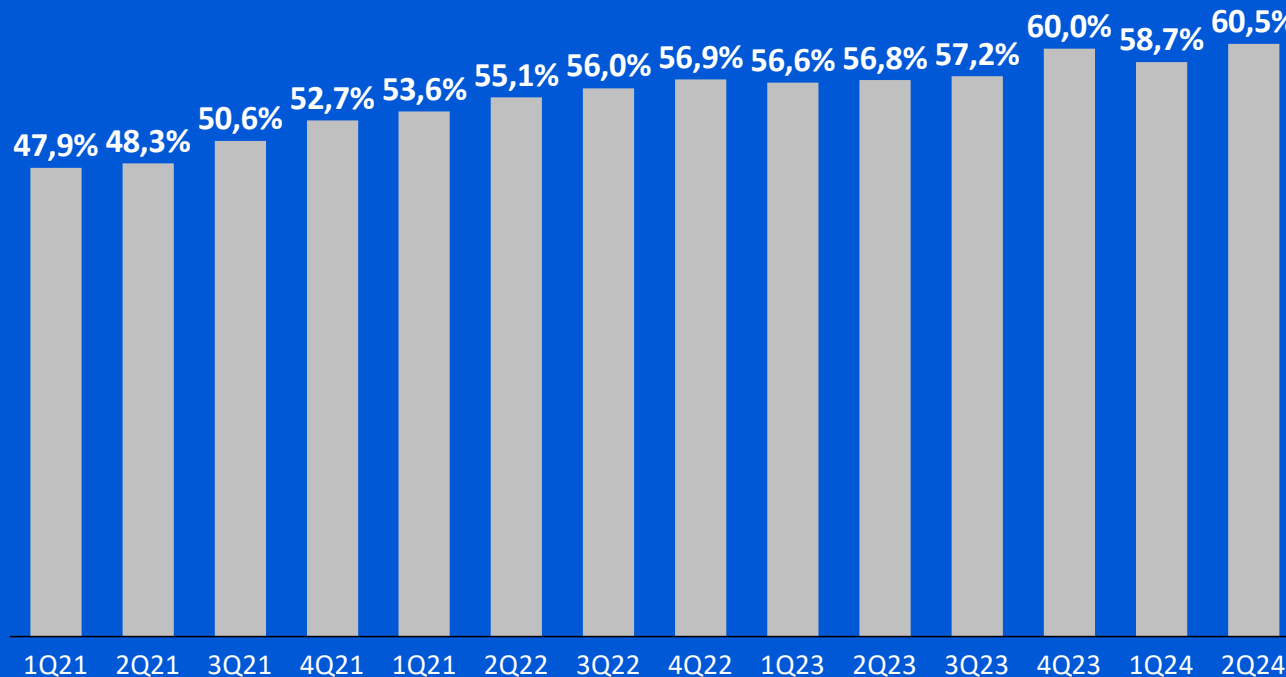
- The categories that concentrated the highest volume of requests in 2Q24 were:
 - Renovations and Repairs
 - Technical assistance
 - Domestic services
- These same categories have been the main ones in recent years.

CLIENTS



Clients Recurrence

[% total clients]



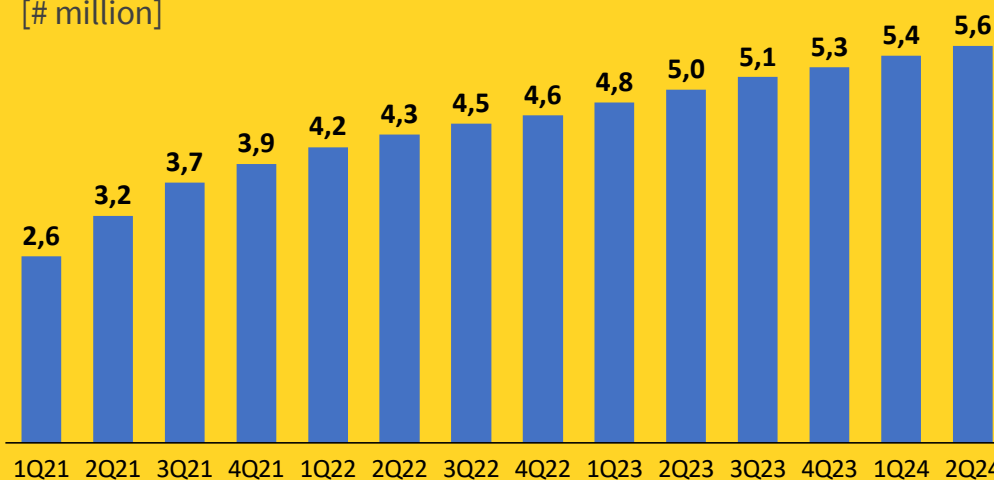
- **60% of customers were recurrent customers in 2Q24**, that is, they had previously made another service request on the platform.
- We have worked to enhance the attractiveness of requests for PROS, thereby increasing the ratio of leads per request. This approach has expanded options for clients, which has also improved the closure rate.

PROFESSIONALS



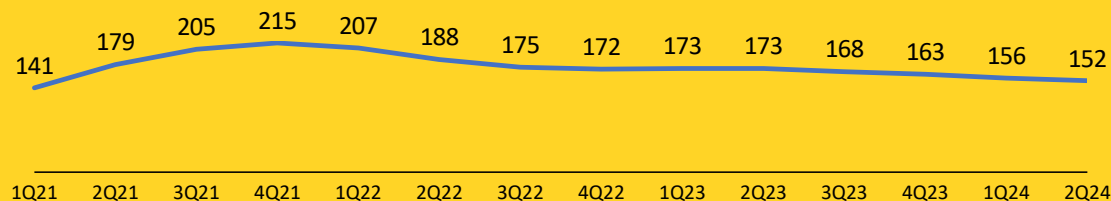
PROs Base

[# million]



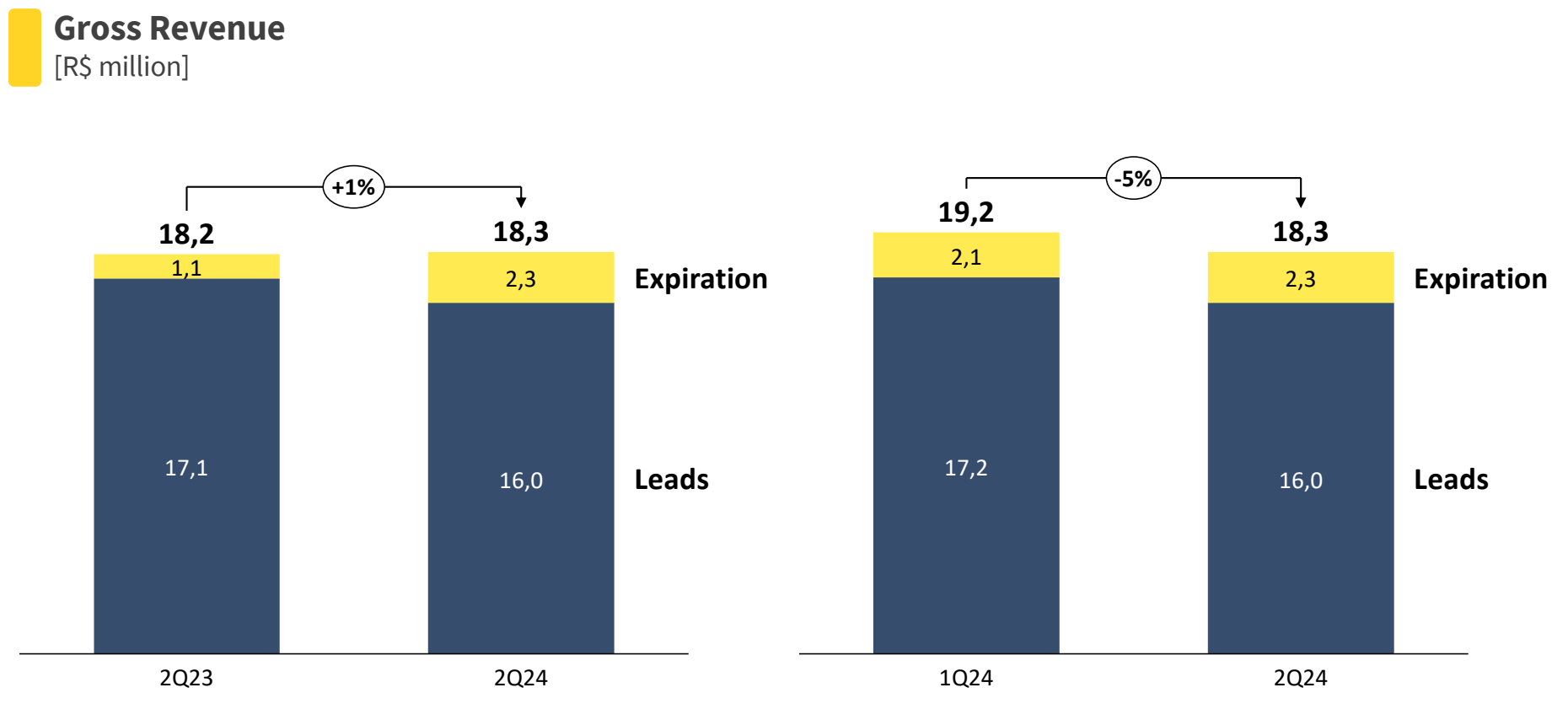
The base of registered PROs continues to grow. However, with the changes implemented to optimize resources in the marketing and performance area, the number of Active PROs fell slightly in the last quarter.

Active PROs ['000, LTM]



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

GROSS REVENUE



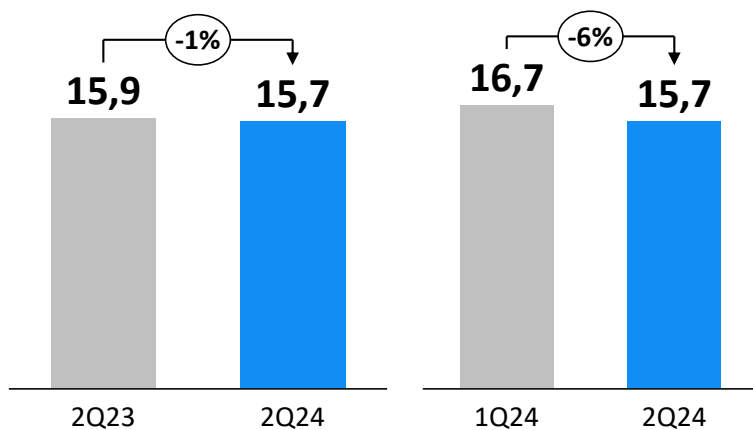
NET REVENUE AND GROSS PROFIT



The variation was directly impacted by the Company's new policy of recognizing continuous improvements applied to the platform as an expense.

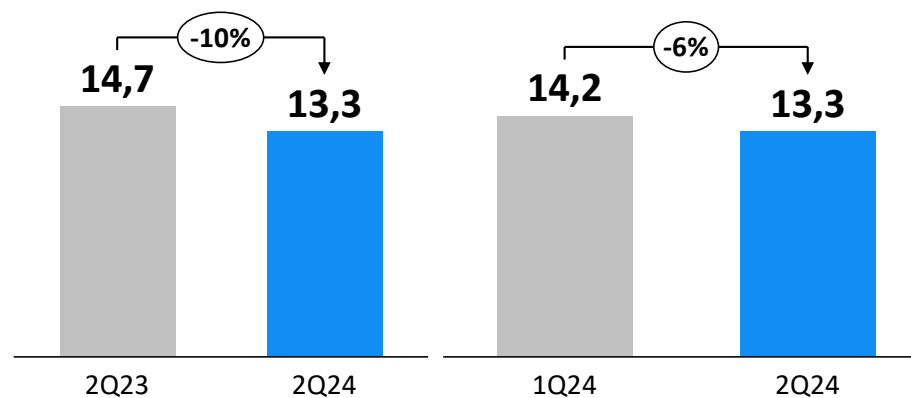
Net Revenue

[R\$ million]



Gross Profit

[R\$ million and % of Net Revenue]

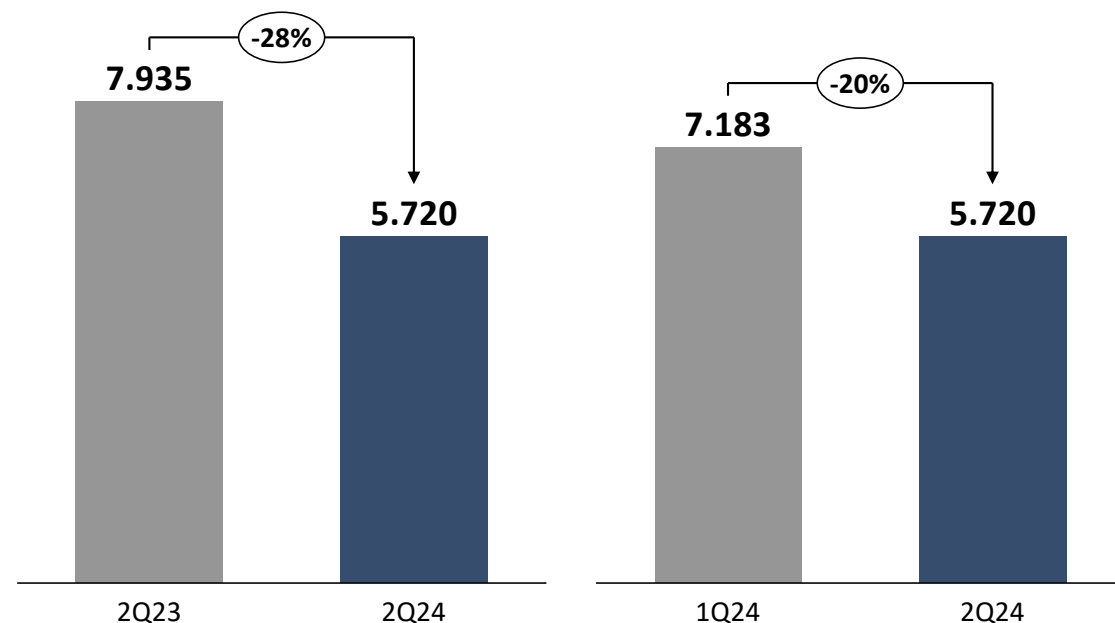


COMMERCIAL AND MARKETING EXPENSES



Commercial and Marketing Expenses

[R\$ million]



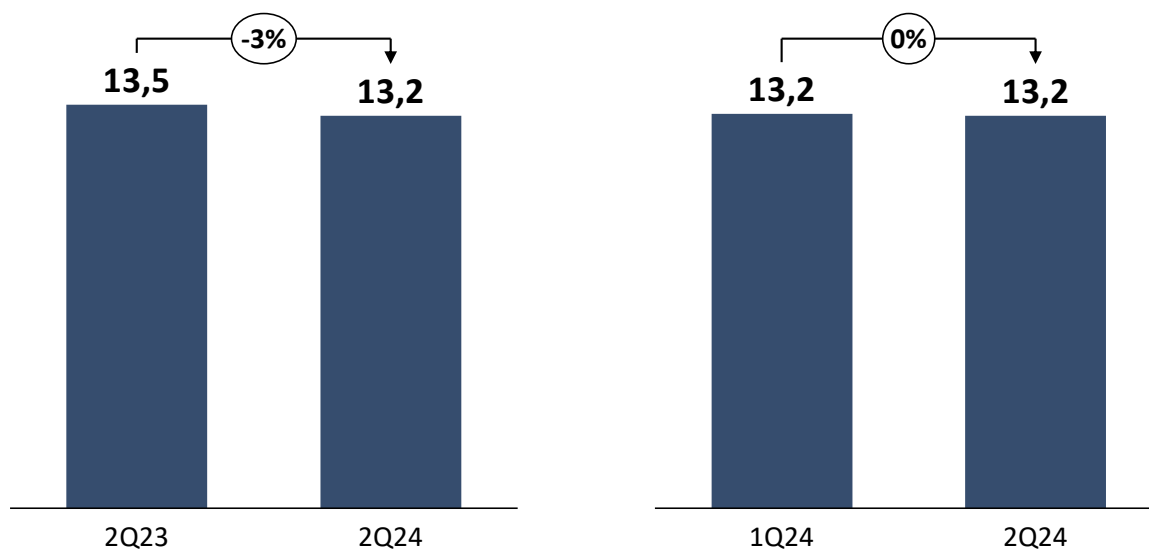
- Marketing investments in 2Q24 decreased by 20% compared to 1Q24 and by 28% compared to 2Q23.
- We continue to refine our marketing strategy and investments with a greater focus on the optimal combinations of category and region.
- We believe that the current investment levels, relative to our revenues, are more sustainable for the development of our business.

GENERAL & ADMINISTRATIVE EXPENSES



General & Administrative Expenses

[R\$ million]



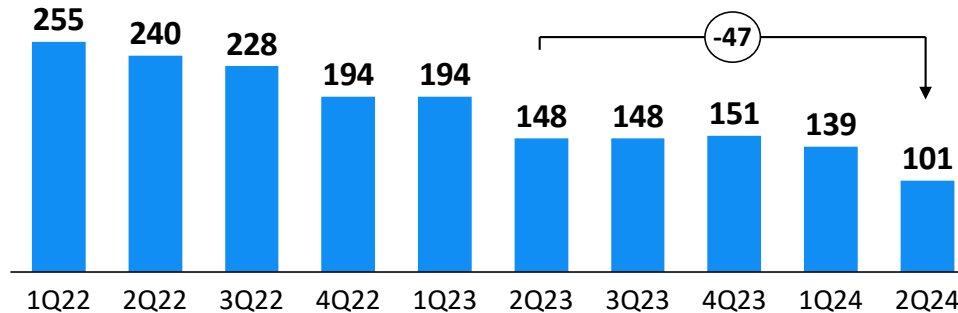
- **General and Administrative expenses were R\$13.2 million in 2Q24, representing a 3% reduction compared to 2Q23.**
- The variation in 2Q24 in relation to 2Q23 is related to strict control and renegotiation of contracts with suppliers and reduction in personnel costs.

PEOPLE



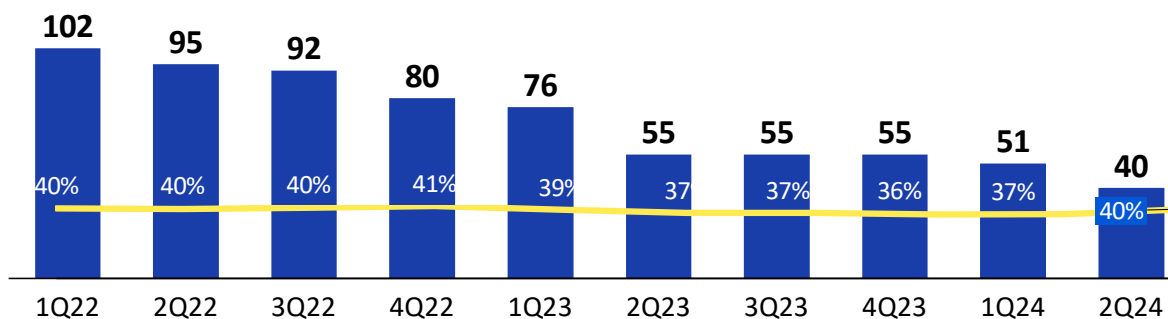
Employees (total)

[# of people]



Tech and Product Employees (total)

[# of people and % of total employees]



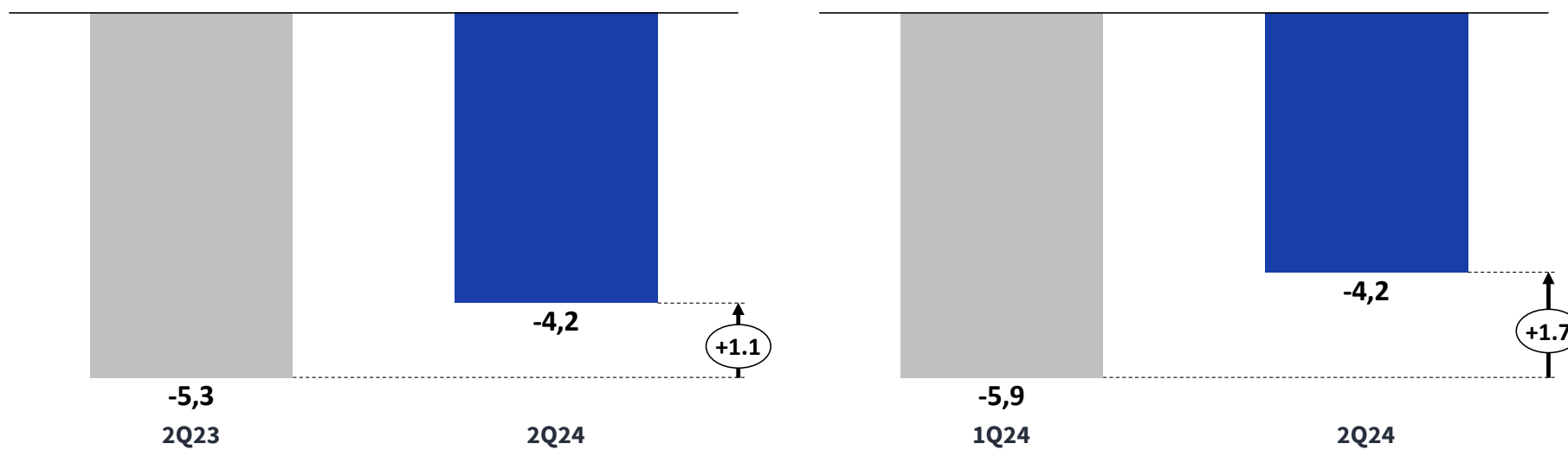
- We ended the quarter with 101 employees, 47 fewer than in the same quarter last year.
- **Tech and Product represent close to 40% of total employees**, a percentage in line with previous quarters.
- **We remain rigorous with hiring and replacing vacancies**, controlling costs without compromising the company's operations.

ADJUSTED EBITDA

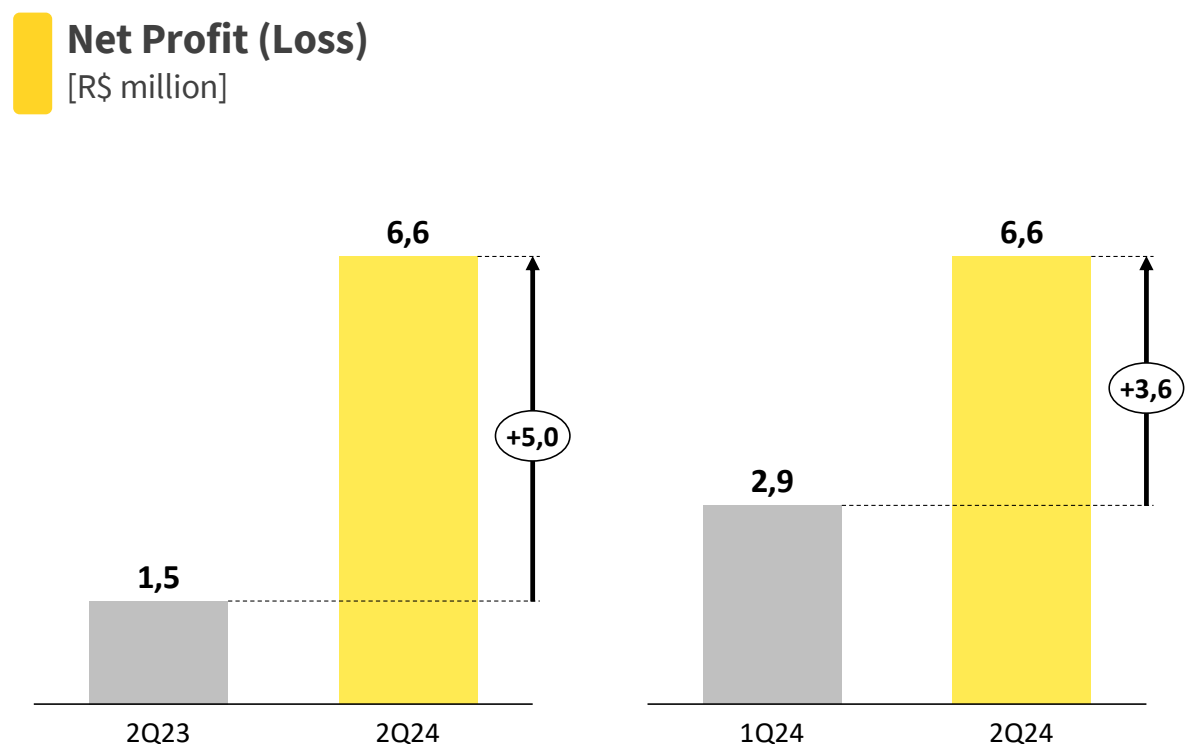


Adjusted EBITDA

[R\$ million]



NET PROFIT

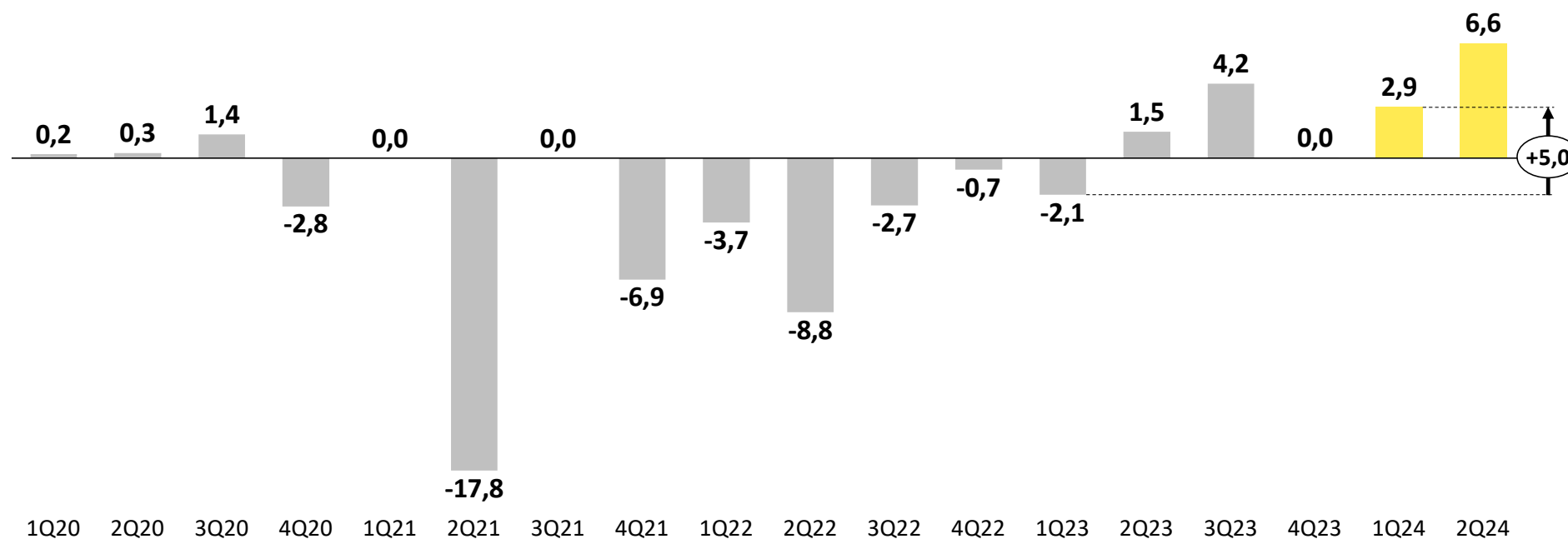


- We recorded **Net Profit** in the quarter. The result for 2Q24 was positive at **R\$6.6 million**, compared to a profit of R\$1.5 million in 2Q23.
- The net Financial Result was **R\$12.9 million in 2Q24**, 54% higher than in 2Q23 (which was R\$8.4 million) and 34% higher than in 1Q24 (R\$9.6 million).

NET PROFIT



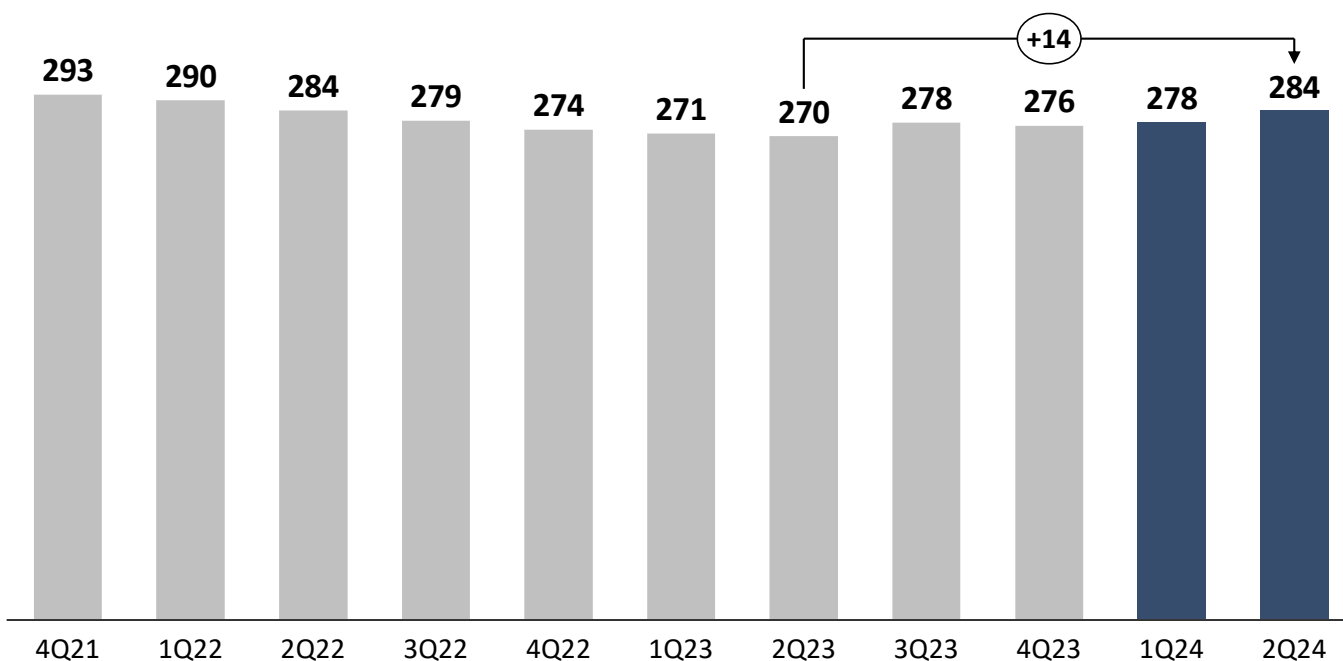
Net Profit (Loss)
[R\$ million]



CASH POSITION



Cash and investments [R\$ million]



- From 2Q23 to 2Q24, we increase by R\$14 million our net cash position.
- We do not have debts or any other liabilities that compromise our cash flow.

