

RESULT

GetNinjas

RESULTS | 2Q2022

August, 2022



GetNinjas

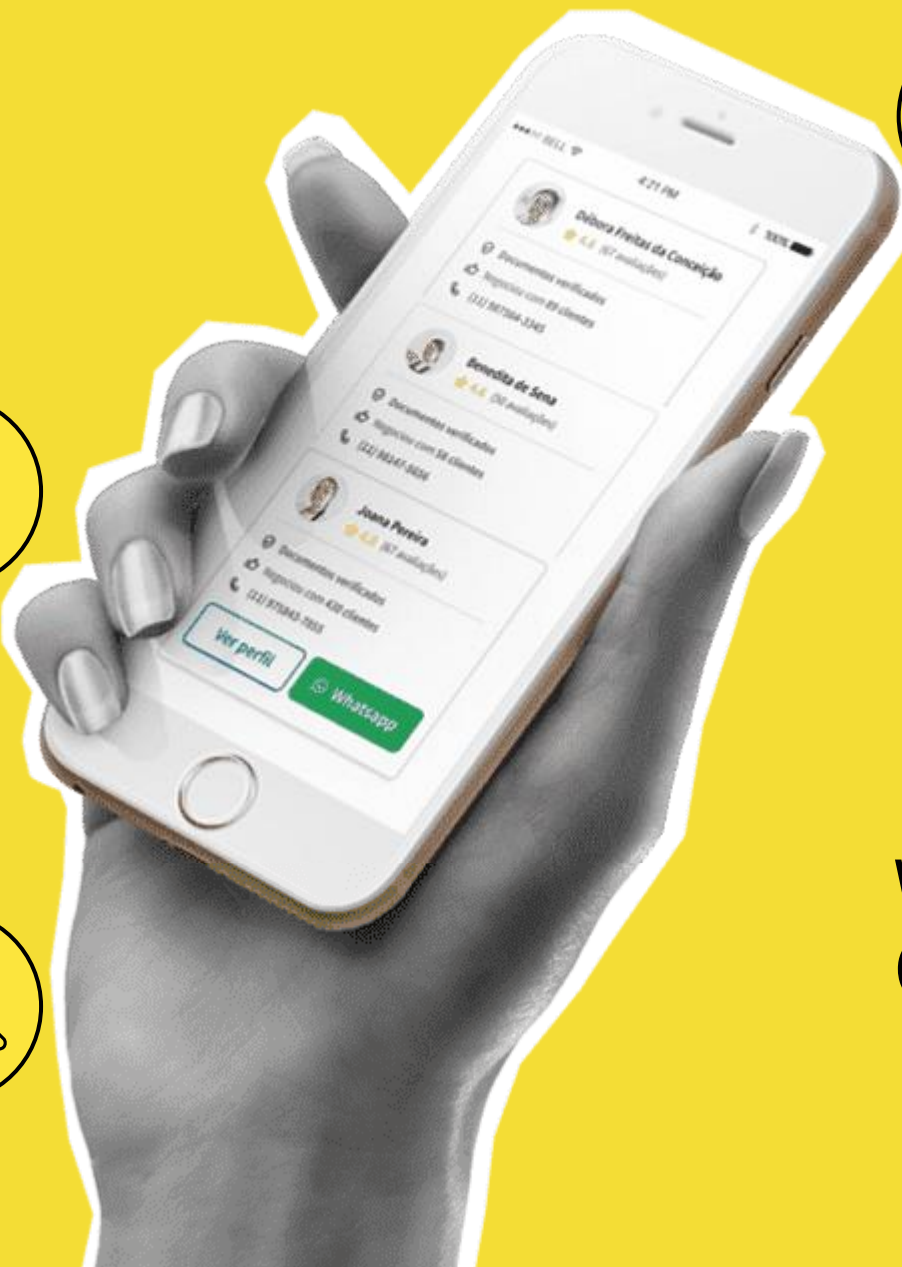
02

This request is
broadcasted to our professionals



01

The client
requests a service



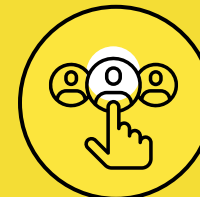
03

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

Highlights 2Q22



4,3 MM
PROs Base

[+232k vs 2Q21]



188 k
Active PROs

[+5% vs 2Q21]



1,1 MM
Client Requests

[-14% vs 2Q21]



R\$ 13,4 MM
Net Revenue

[-13% vs 2Q21]



R\$ 11,8 MM
Gross Profit

[-16% vs 2Q21]



-R\$ 8,8 MM
Net Loss

[vs. -R\$17,8 MM no 2Q21]



-R\$ 5,8 MM
Cash Burn

[vs. -R\$ 3,1 MM no 1Q22]

Score
9,2

ReclameAQUI

PRO

4,1

CLI

4,8



Apple Store

PRO

4,2

CLI

4,7



Google Play

PROs

Active PROs Ativos ['000; last twelve months]



Even in na adverse economic scenario, we have maintained the amount of Active PROs

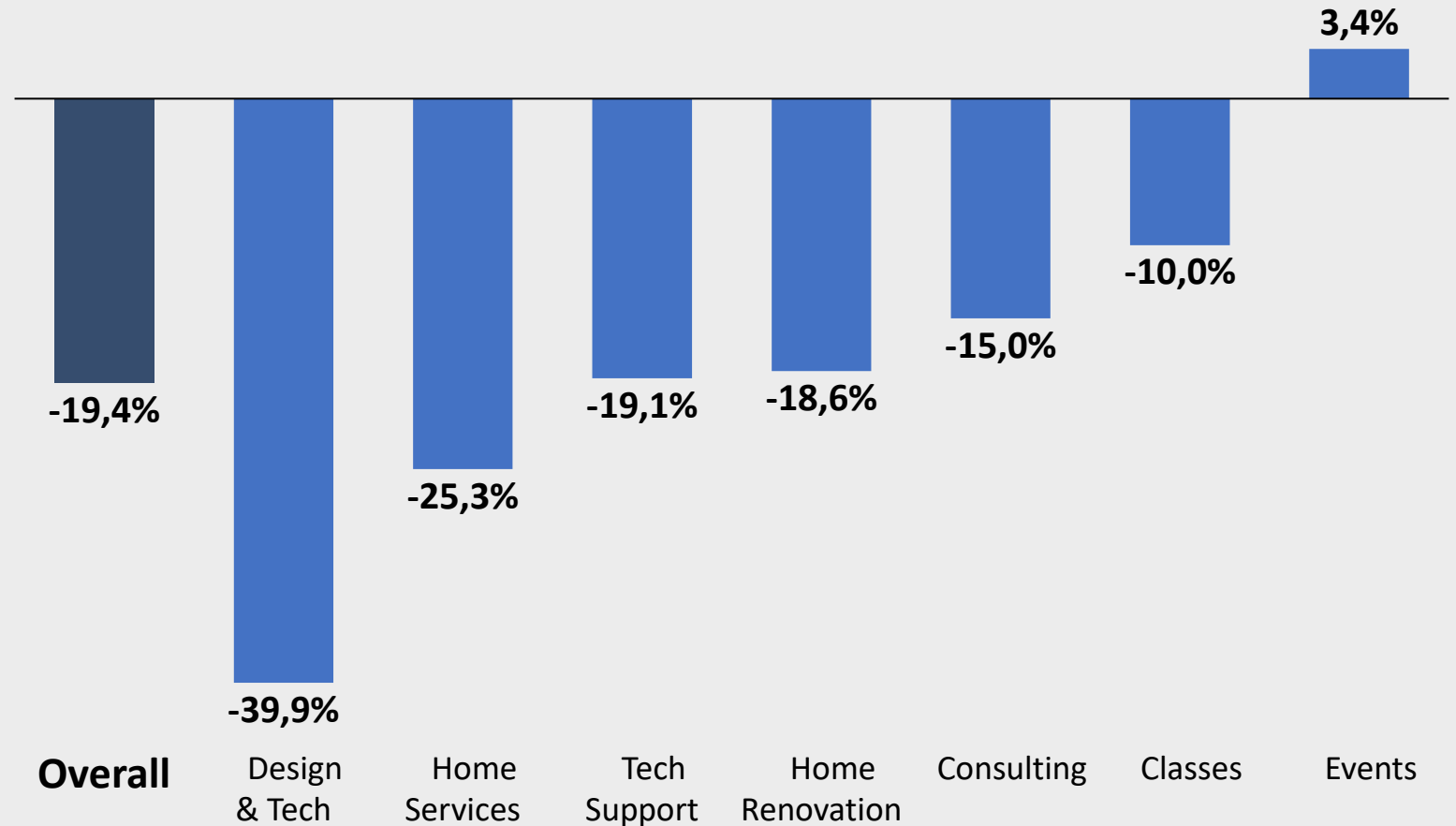
Internet research volume¹

Overall internet research volume for services
[% change, May YTD 2022 x May YTD 2021]

Overall internet searches for services have reduced ~19% in 2022 (May YTD) when compared to the same period in 2021

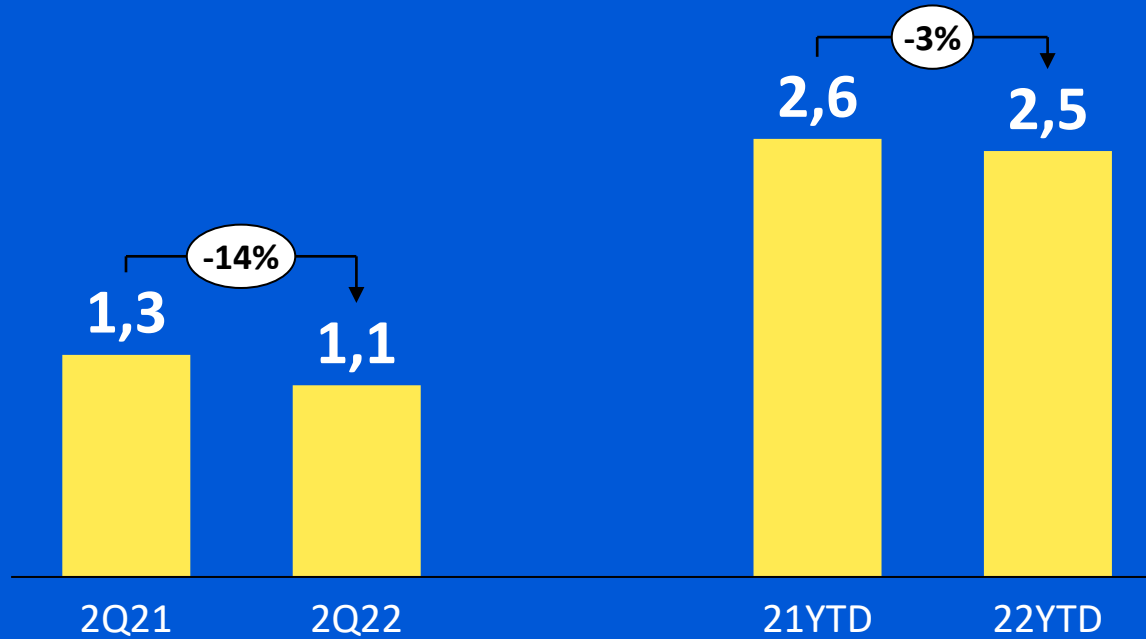
Impact in our most relevant categories, such as Home Renovation (-18,6%), Tech Support (-19,1%) and Home Services (-25,3%)

Events was the only category that had an increase (+3,4%) vs 2021

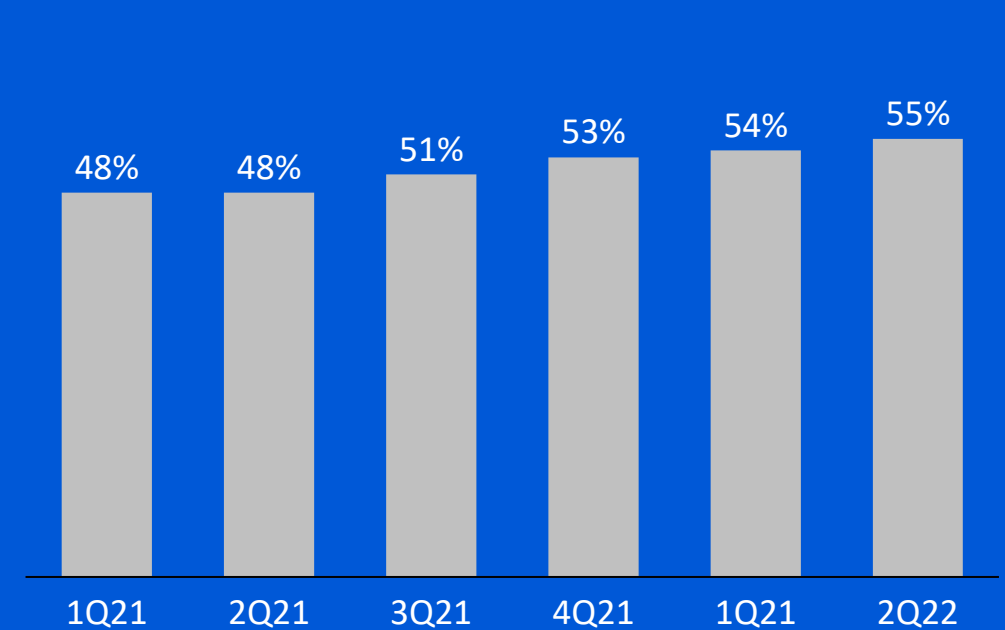


Clients Requests Evolution

Client Request [# million]



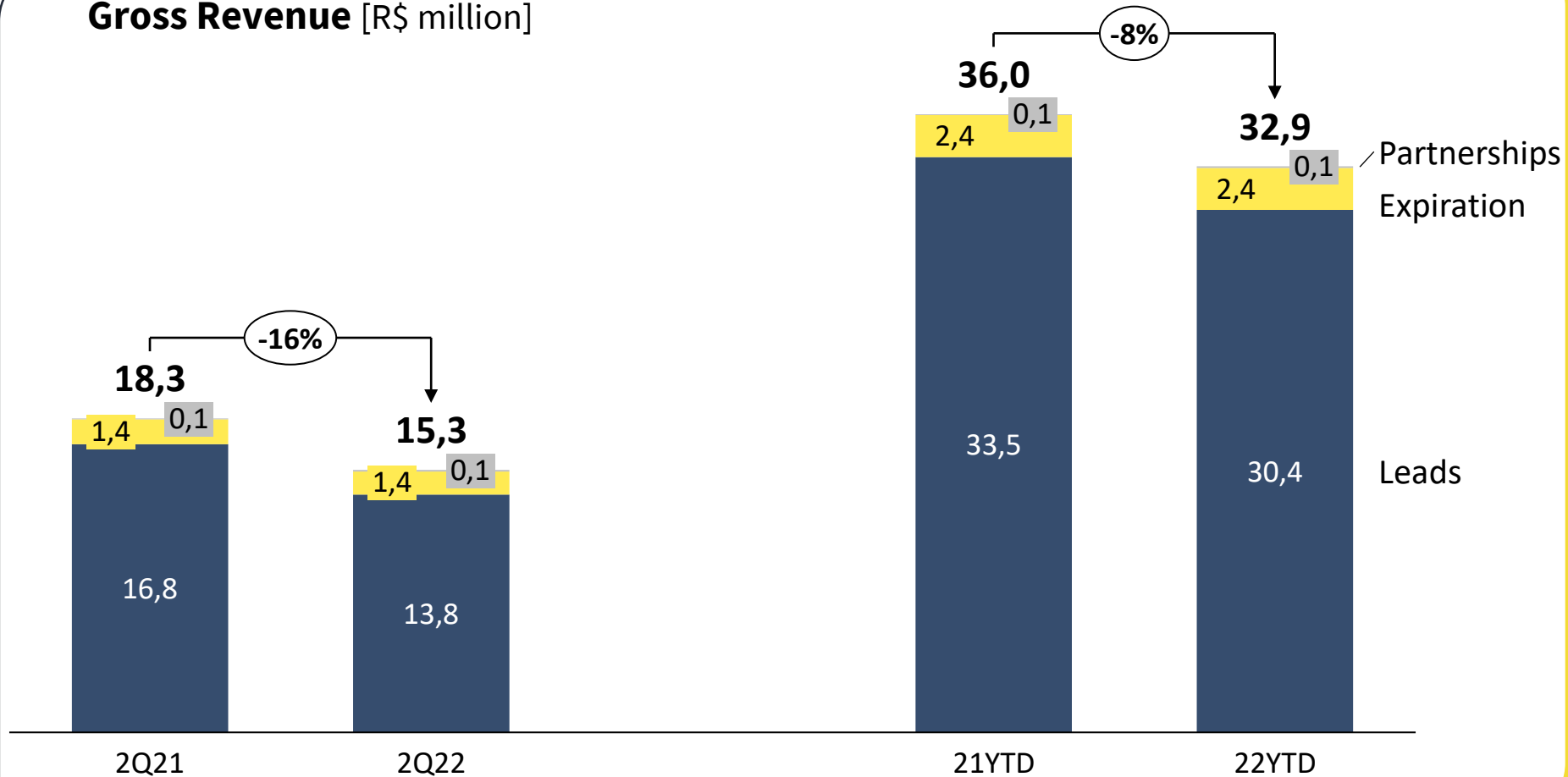
Client Recurrence [% total clients]



Just like in the previous quarters, main categories of 1Q22 were **“Home Renovation”**, **“Tech Support”** and **“Home Services”**

Gross Revenue Composition

Gross Revenue [R\$ million]



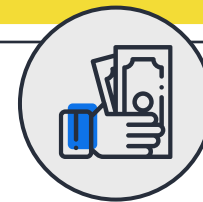
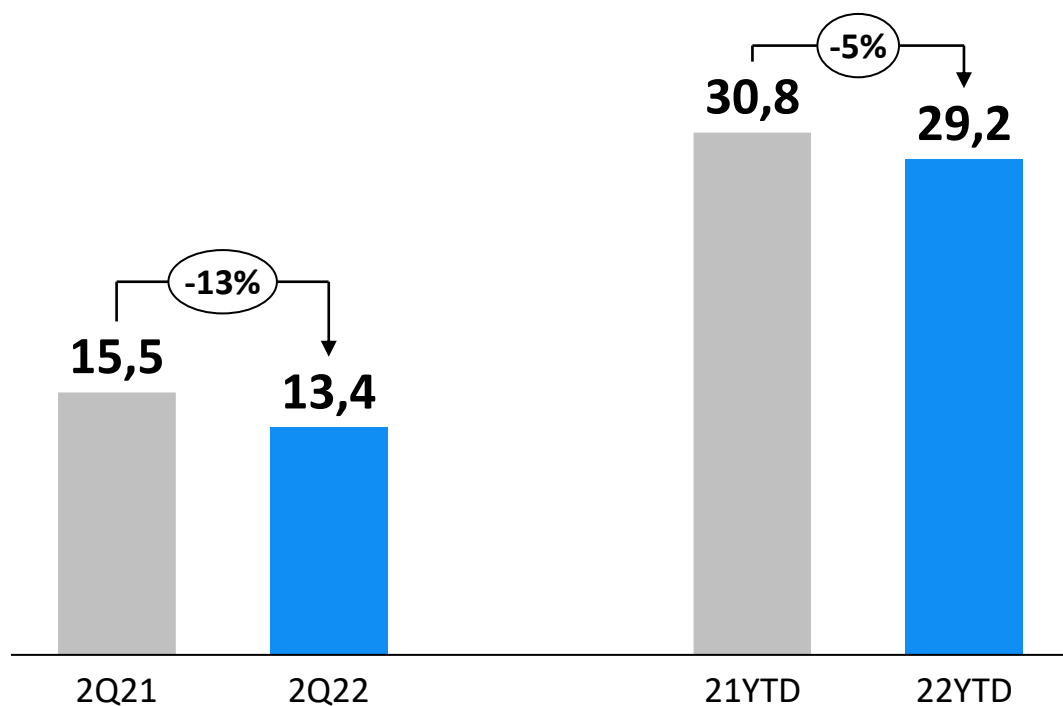
Expirations in line with previous year

Reduction in requests had a direct impact on Leads Revenue

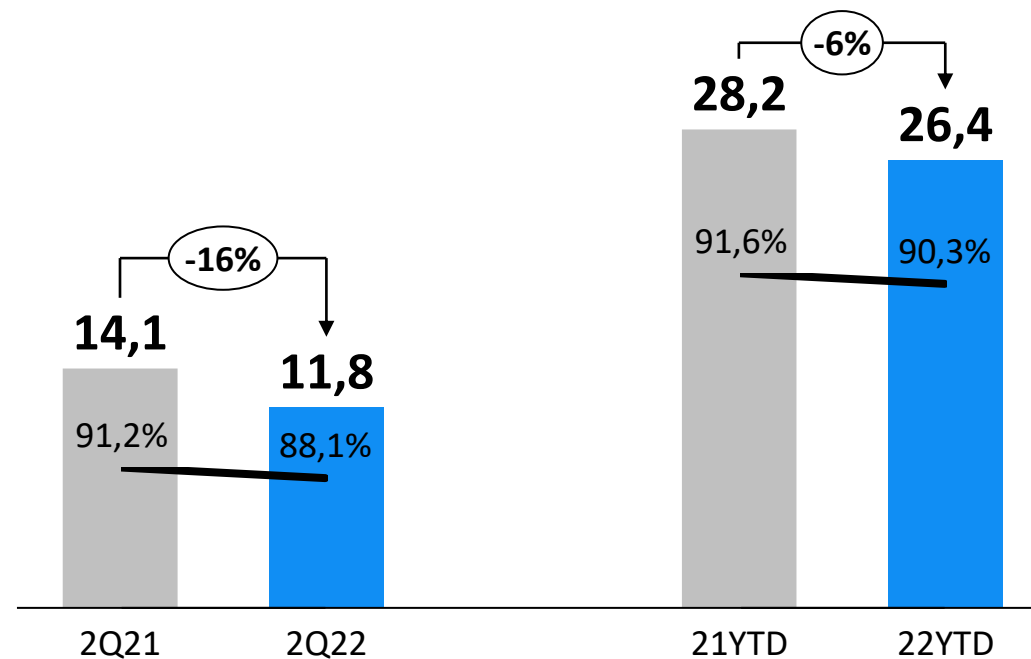
Net Revenue and Gross Profit



Net Revenue [R\$ million]



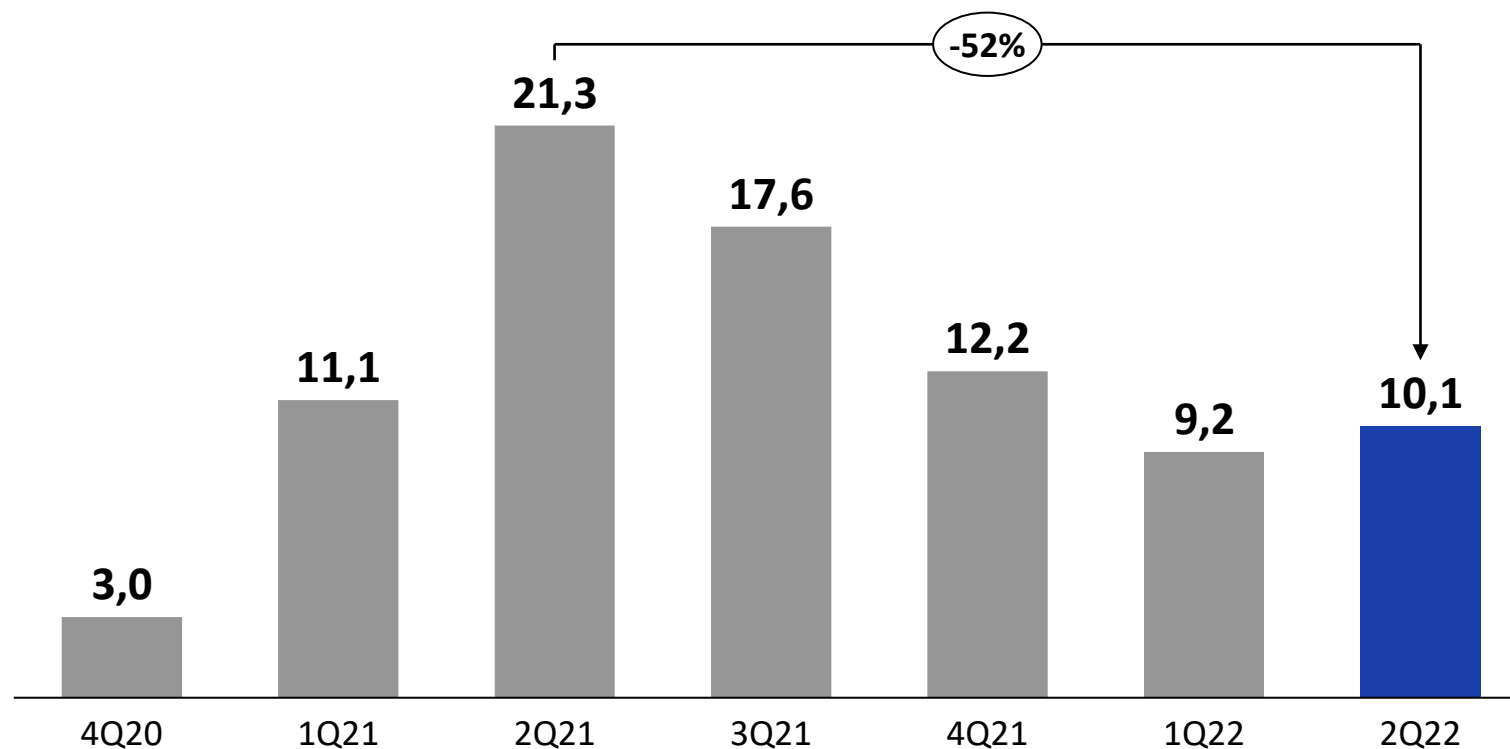
Gross Profit¹ [R\$ million and % of Net Revenue]



1 – Payment costs (credit card charges and “boleto”) accounted on expenses on 2T21, as of 2Q22 will be accounted on costs, having 2-3p.p. negative impact

Resources optimization

Commercial and Marketing Expenses [R\$ million]



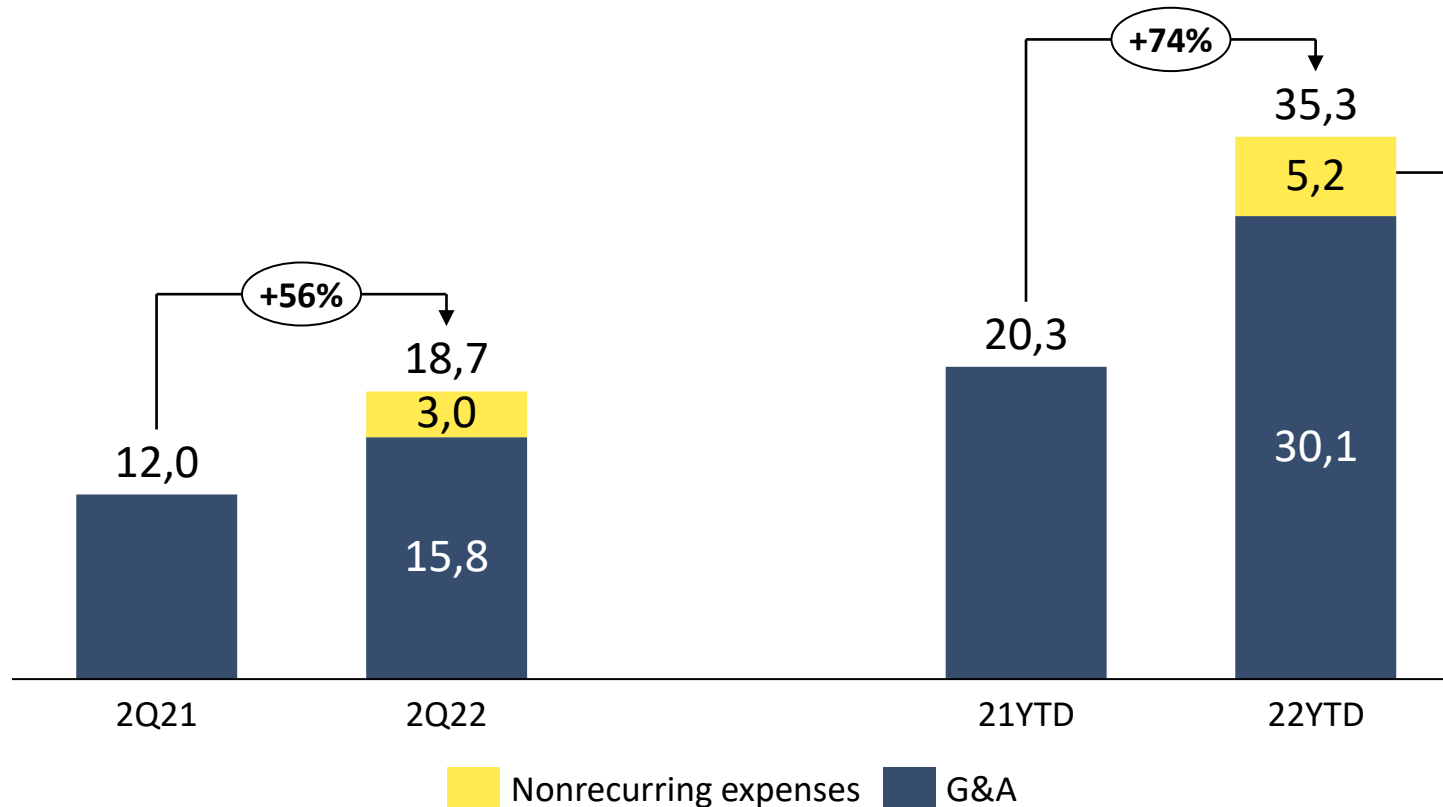
Reduction on internet search for services increased competition

Increased CPC and CPA costs

Despite cost increase, we managed to maintain our expenses stable

General and Administrative Expenses

General and Administrative Expenses [R\$ million]

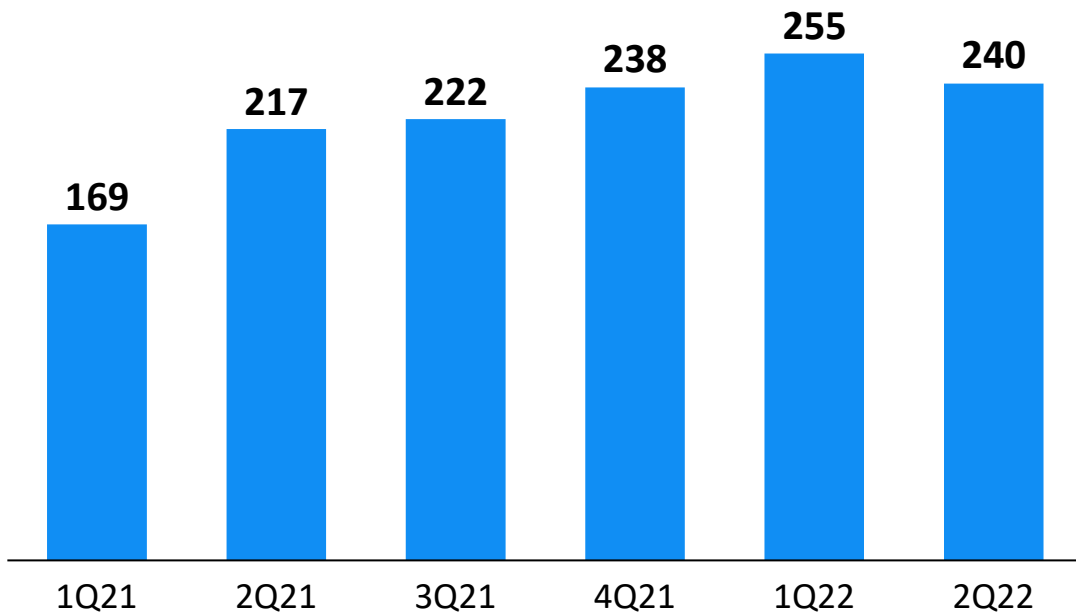


Nonrecurring expenses impacted 1Q and 2Q 2022 (Strategic Consulting) has been concluded, will not impact 3Q22

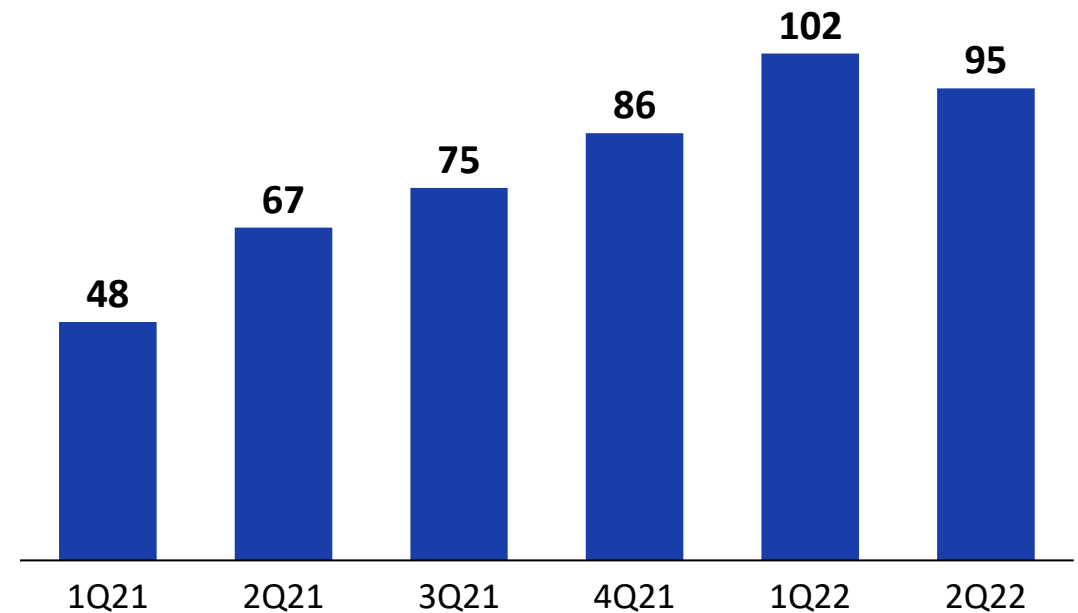
People



Total Employees
[# employees]



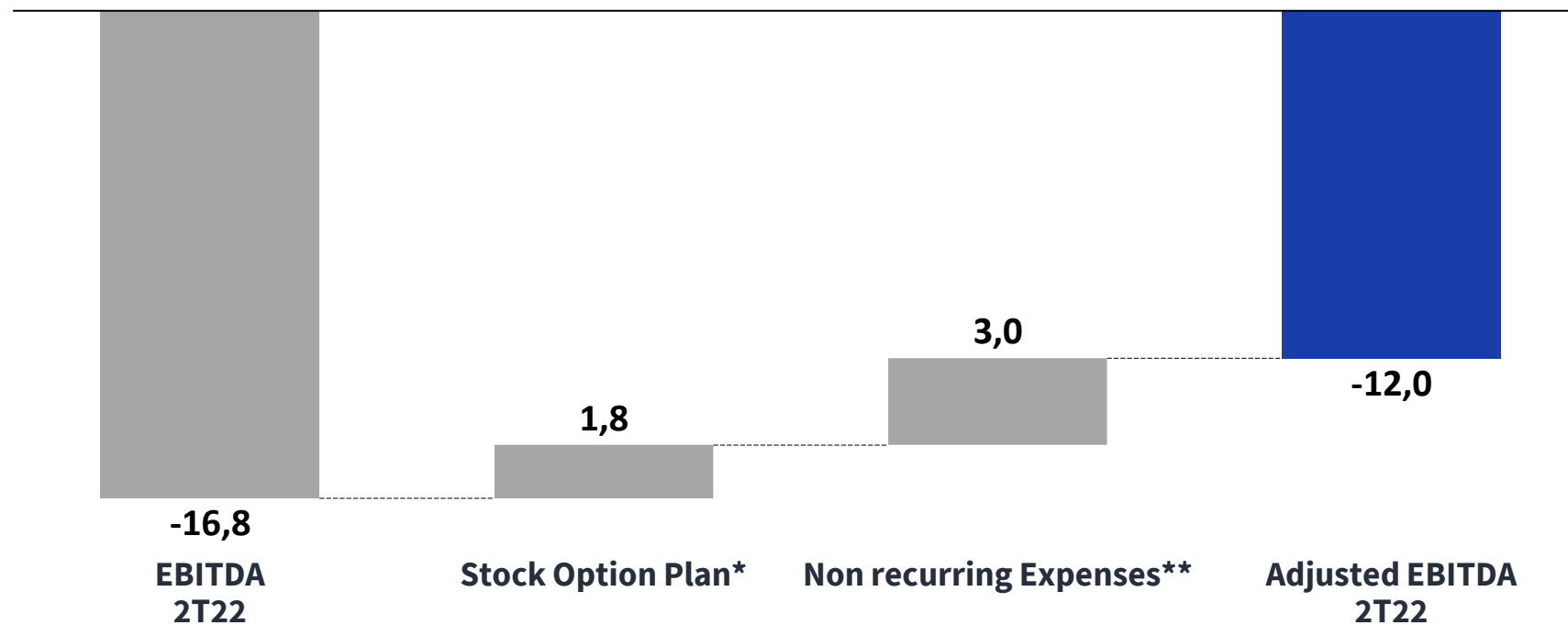
Tech and Product
[# employees]



Adjusted EBITDA

Adjusted EBITDA 2T22 [R\$ million]

Reconciliation

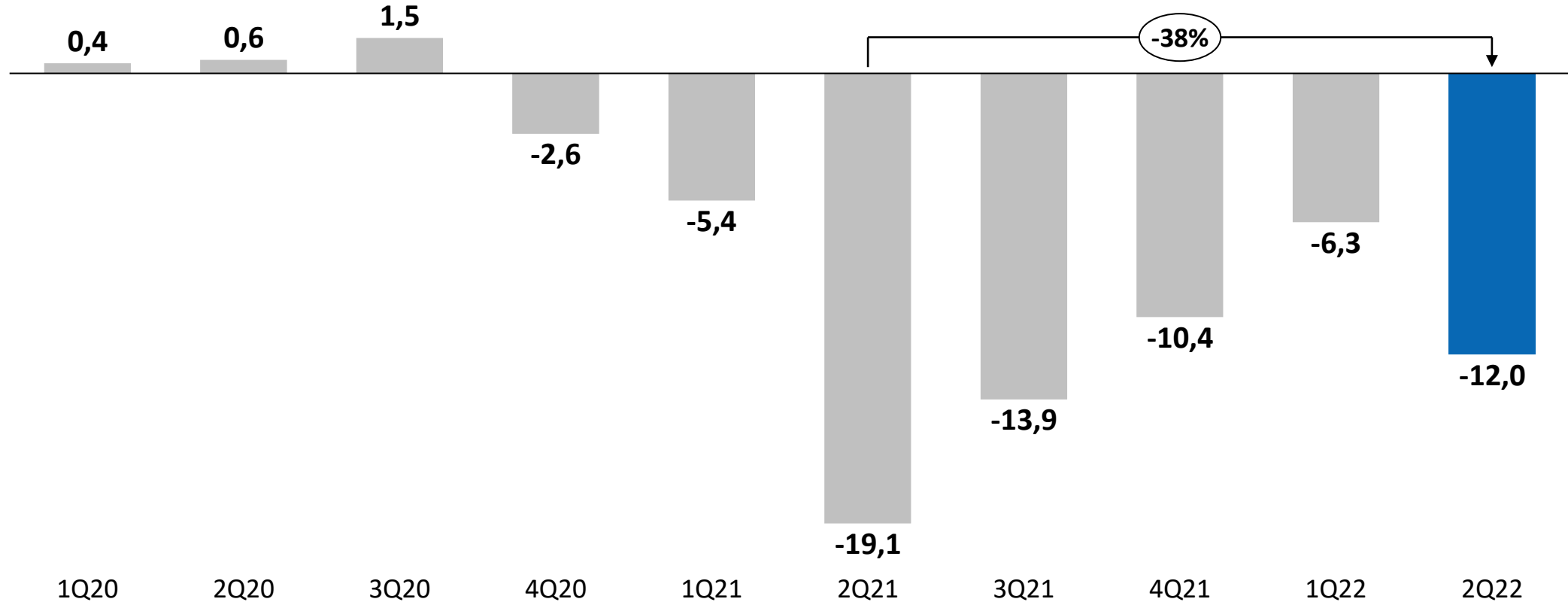


*Provision for Stock Options Plan, there was no exercise until this moment

**Nonrecurring expenses (Strategic Consulting Project), ended on 2Q22 (no impact on 2H22)

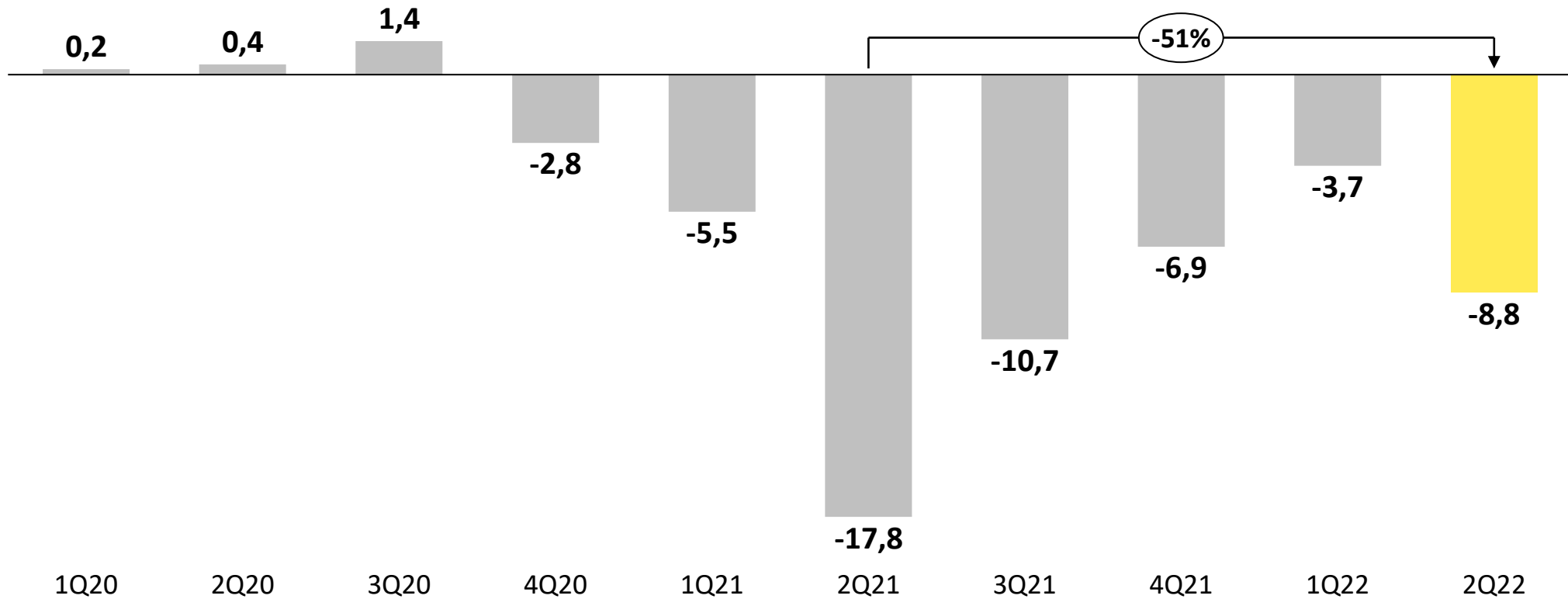
Adjusted EBITDA Evolution

Adjusted EBITDA Evolution [R\$ million]



Net Profit (Loss)

Net Profit (Loss) [R\$ million]



- 2021 accelerated investments **consolidated the PROs networks**
- Focused on **improving conversion and retention** (PROs and CLIs)
- **Financial discipline** to manage the resources and generate value



GetNinjas

Conecting who needs to
who knows how to do it

RESULT

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