

# RESULT

## GetNinjas

RESULTS | 1Q22

May, 2022



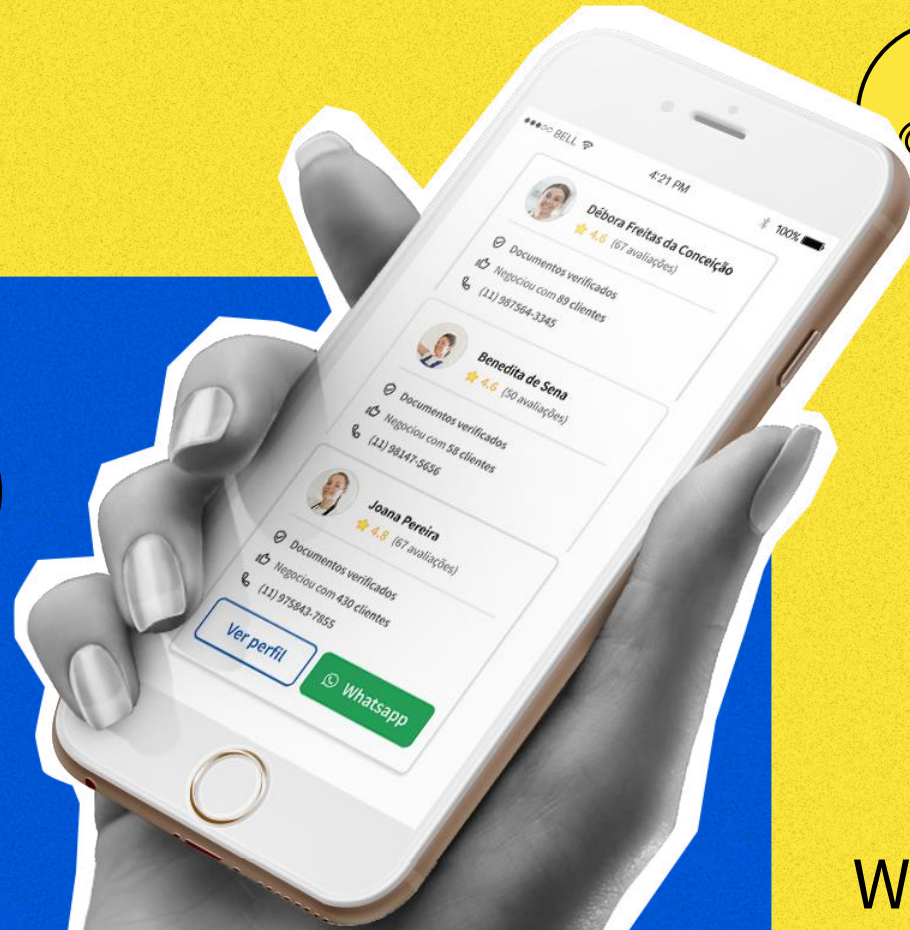


# GetNinjas

**01**  
The client  
requests a service



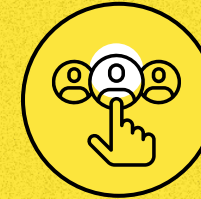
**02**  
This request is  
broadcasted to our professionals



**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**



# Highlights

GN



**4,1 MM**  
PROs Base



**207 k**  
Active  
PROs



**1,4 MM**  
Clients  
Requests



**R\$ 15,8 MM**  
Net  
Revenues



**R\$ 14,6 MM**  
Gross  
Profit



**-R\$ 3,7 MM**  
Net  
Loss



**-R\$ 3,1 MM**  
Cash  
Flow

Score  
**9,2**

**ReclameAQUI**

PRO CLI  
**4,1 4,8**

 **Apple Store**

PRO CLI  
**4,2 4,7**

 **Google Play**



# | PROs



**1,5 MM**

New Registered  
Professionals (LTM)



**232 k**

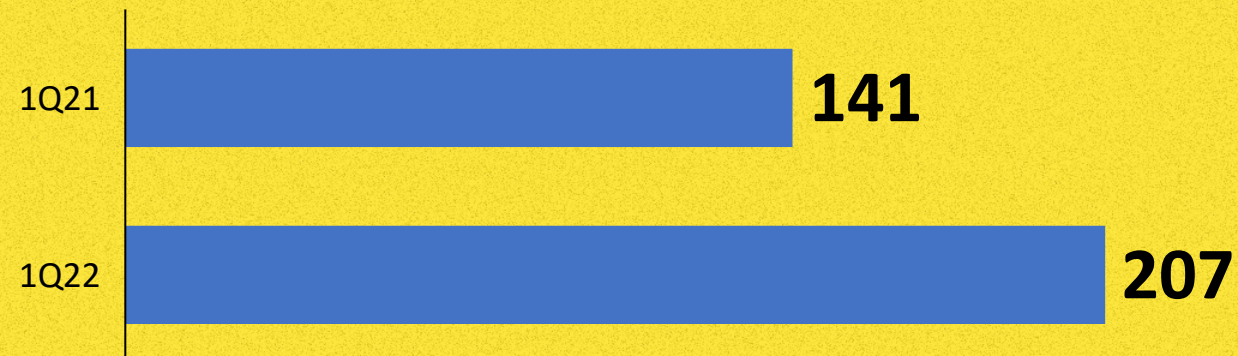
New registers 1Q22



**207 k**

Active PROs

## | Active PROs (k; LTM)



**47%**

Growth in last twelve  
months (LTM)





# Strategy to increase **Professionals density**

DEVELOPED



Presence in more than  
**70%**  
of the Brazilian territory



Operating in more than  
**4 k**  
cities in Brazil



Regional expansion in  
**all States**



Requests / 1.000 hab.  
**dobrou**  
in all States

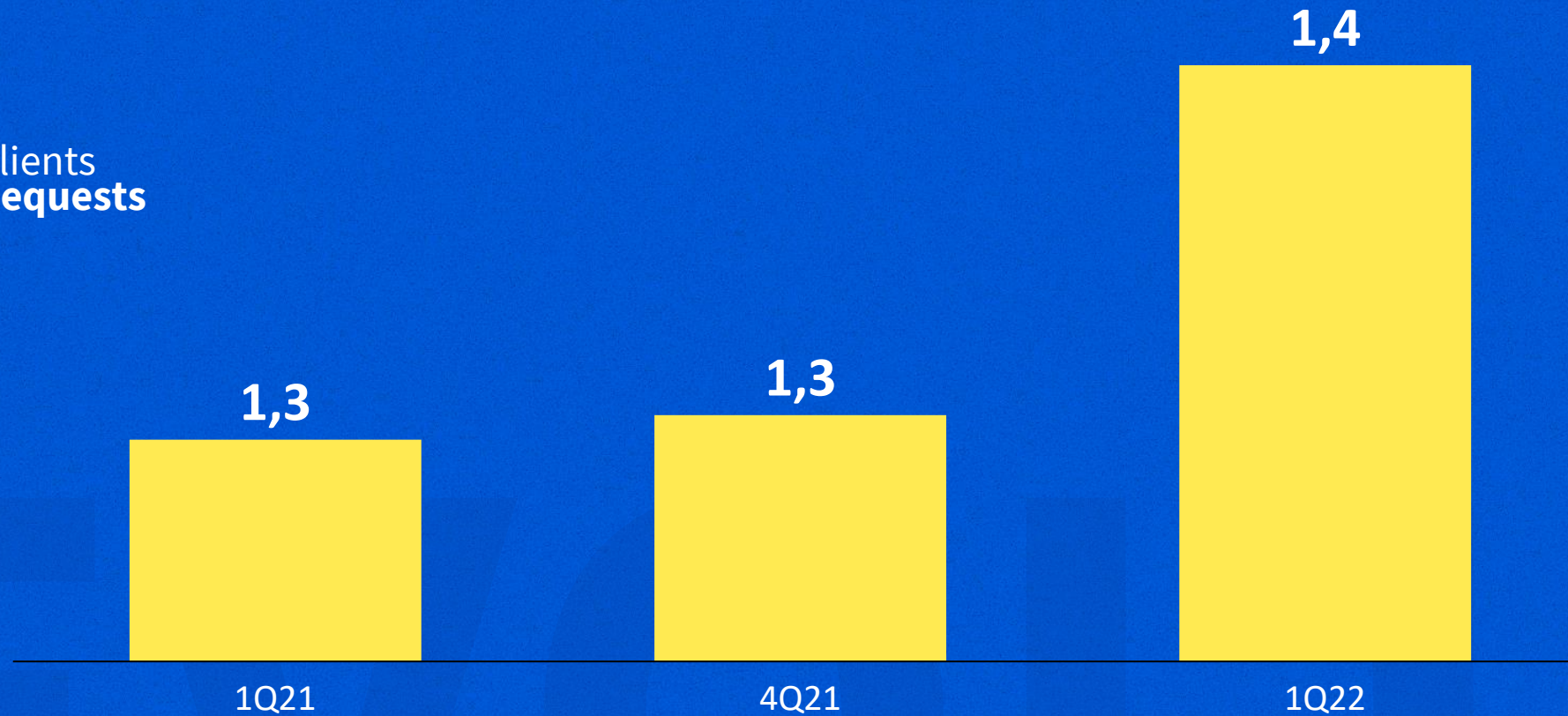


Every blue dot  
**is a request**



## CLIENTS REQUESTS EVOLUTION

Clients  
Requests



8%  
growth



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



**54% of clients** have already made a request before

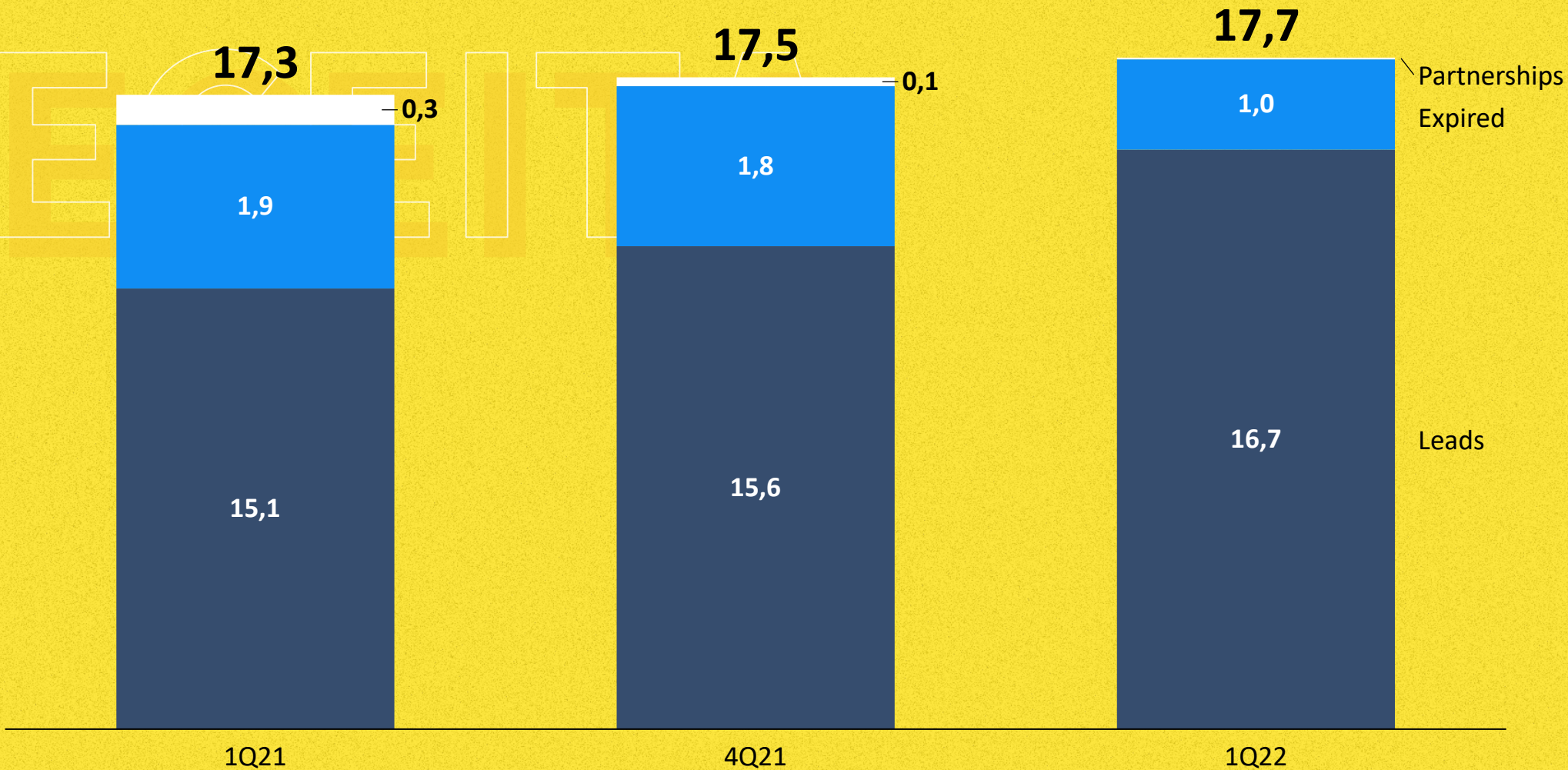


# Gross Revenue Composition

GN



R\$ millions



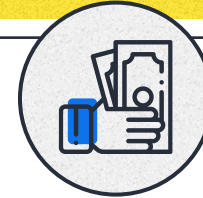
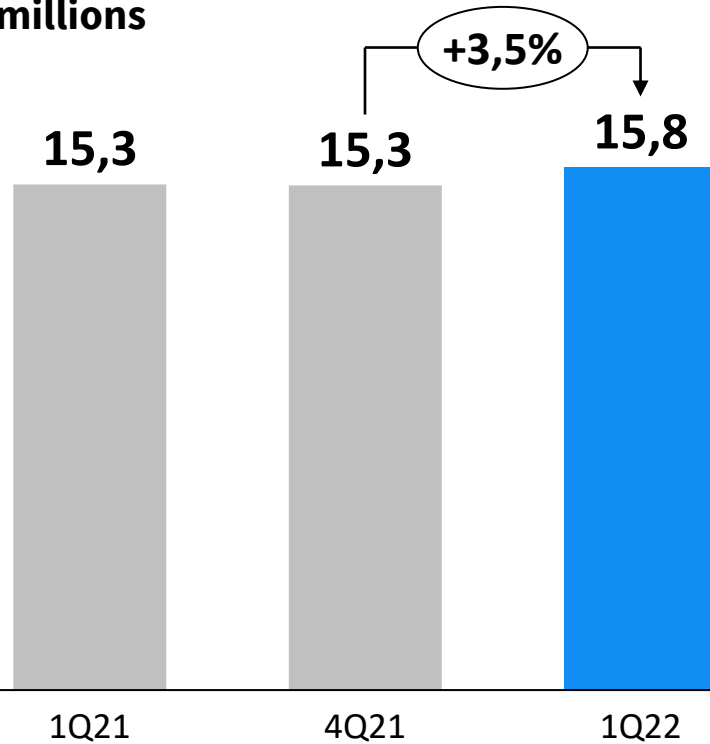


# Net Revenues and Gross Profit



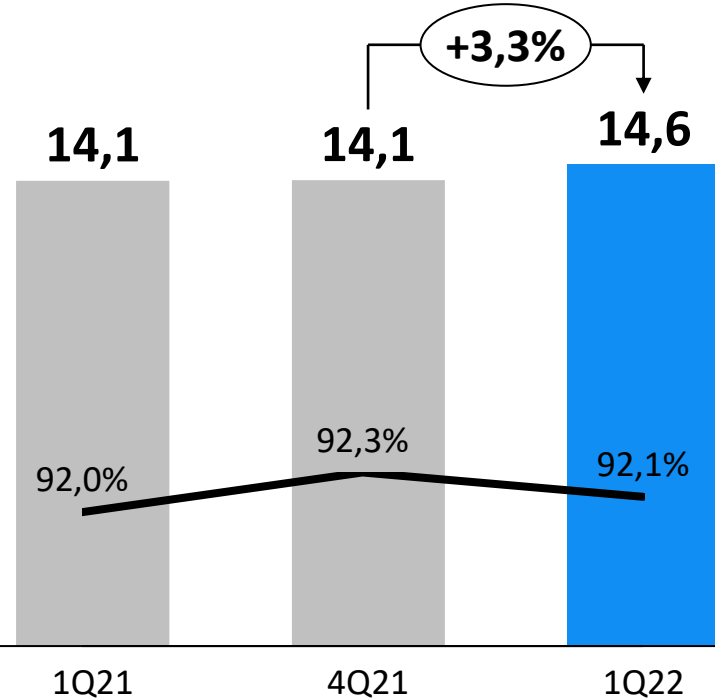
## Net Revenues

R\$ millions



## Gross Profit

R\$ millions and % of Net Revenues



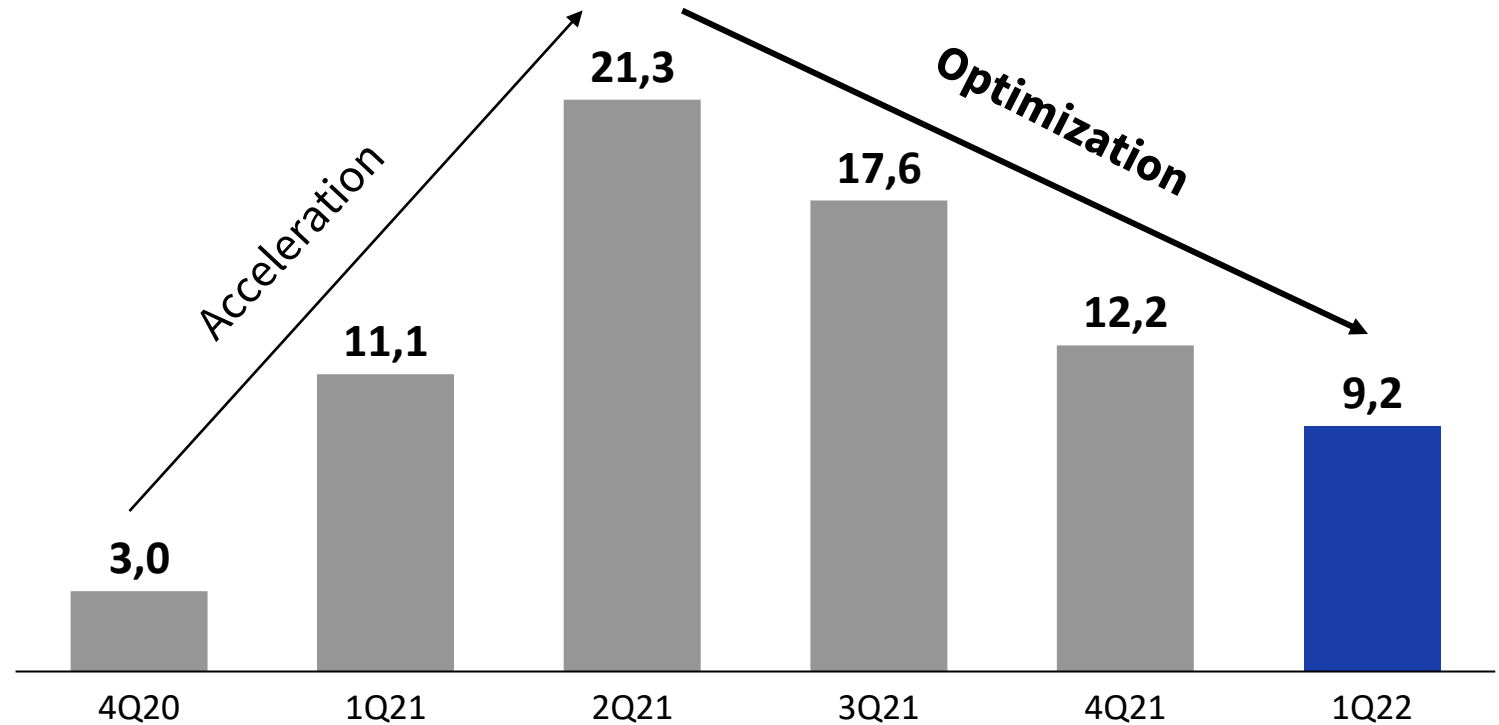


# Resources optimization

**25% reduction** compared to last quarter

Despite the reduction in Marketing, **Active PROs Ativos** remained stable

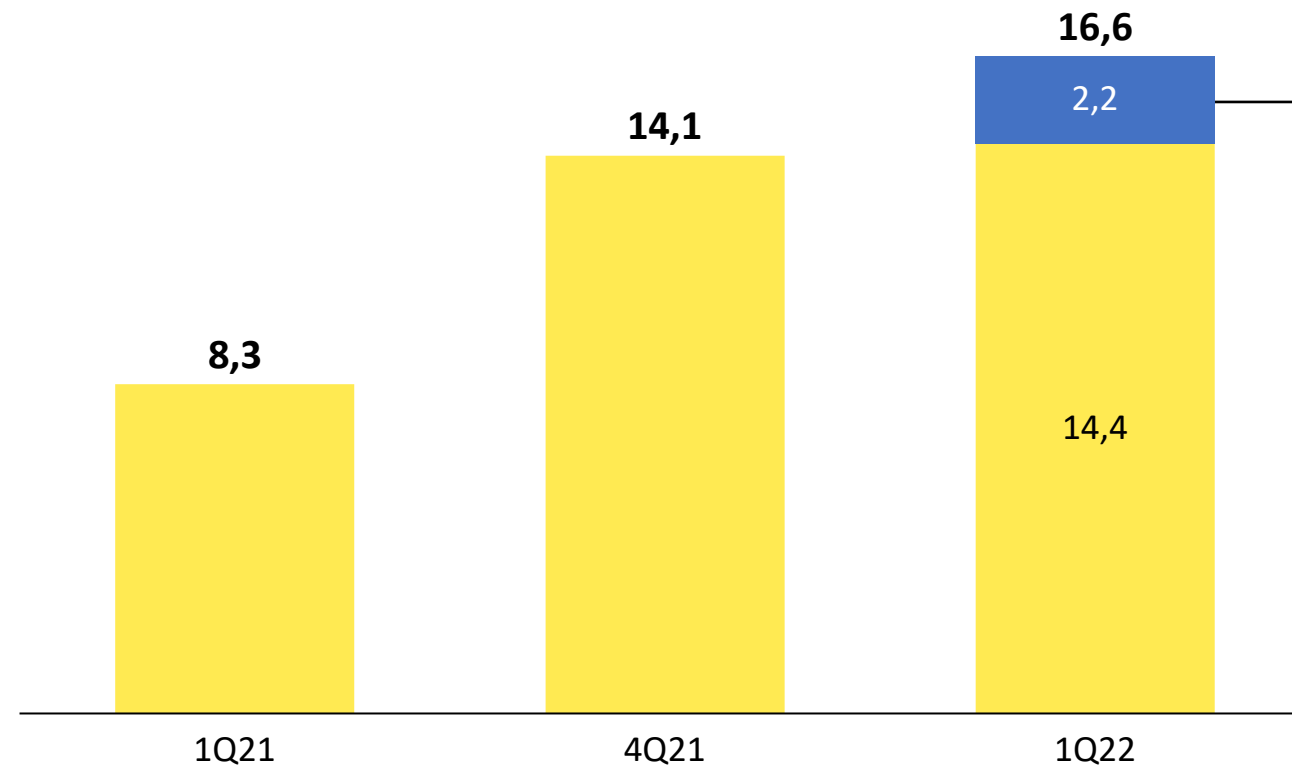
**Commercial Expenses** [R\$ millions]





# G&A Expenses

G&A Expenses [R\$ millions]



Non recurring expenses  
(Strategic Consulting) in  
1Q22

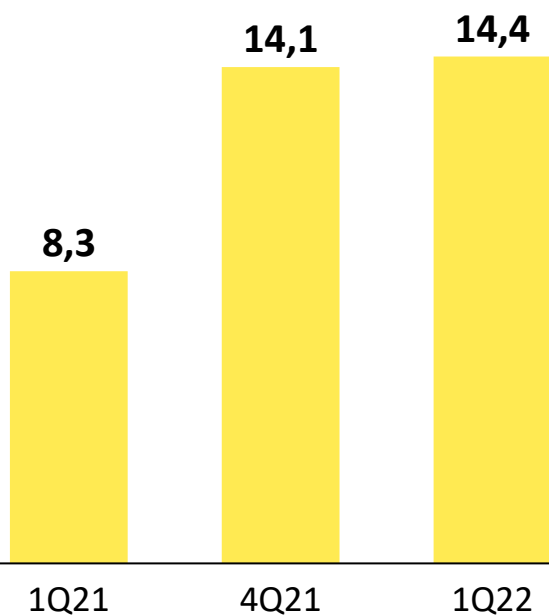


# People investments

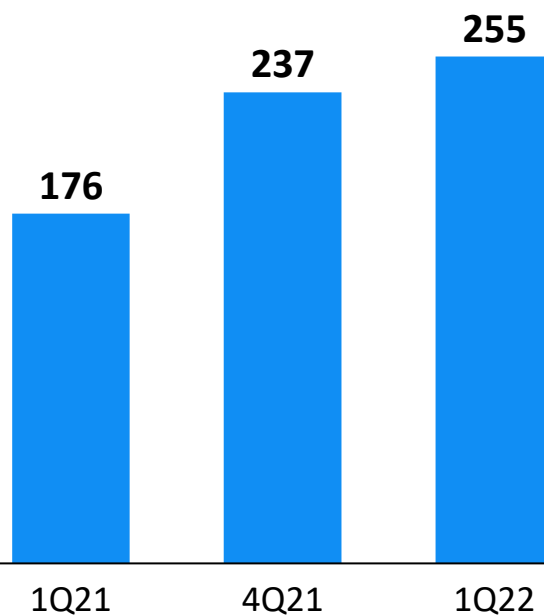
GN



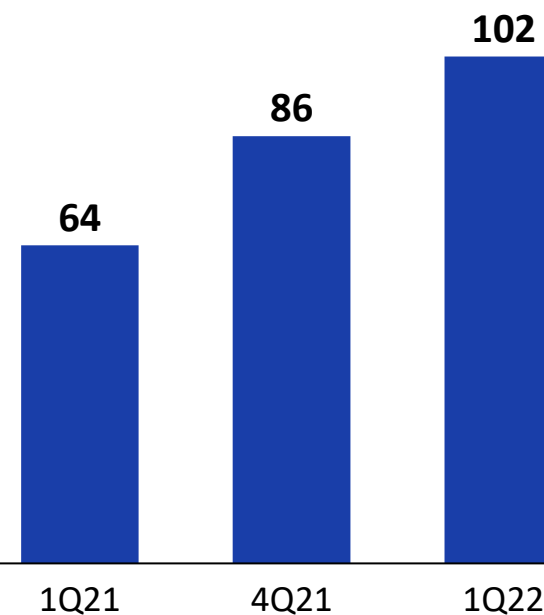
**Personnel expenses**  
[R\$ millions]



**Employees (Total)**  
[# employees]



**Tech & Product teams**  
[# employees]

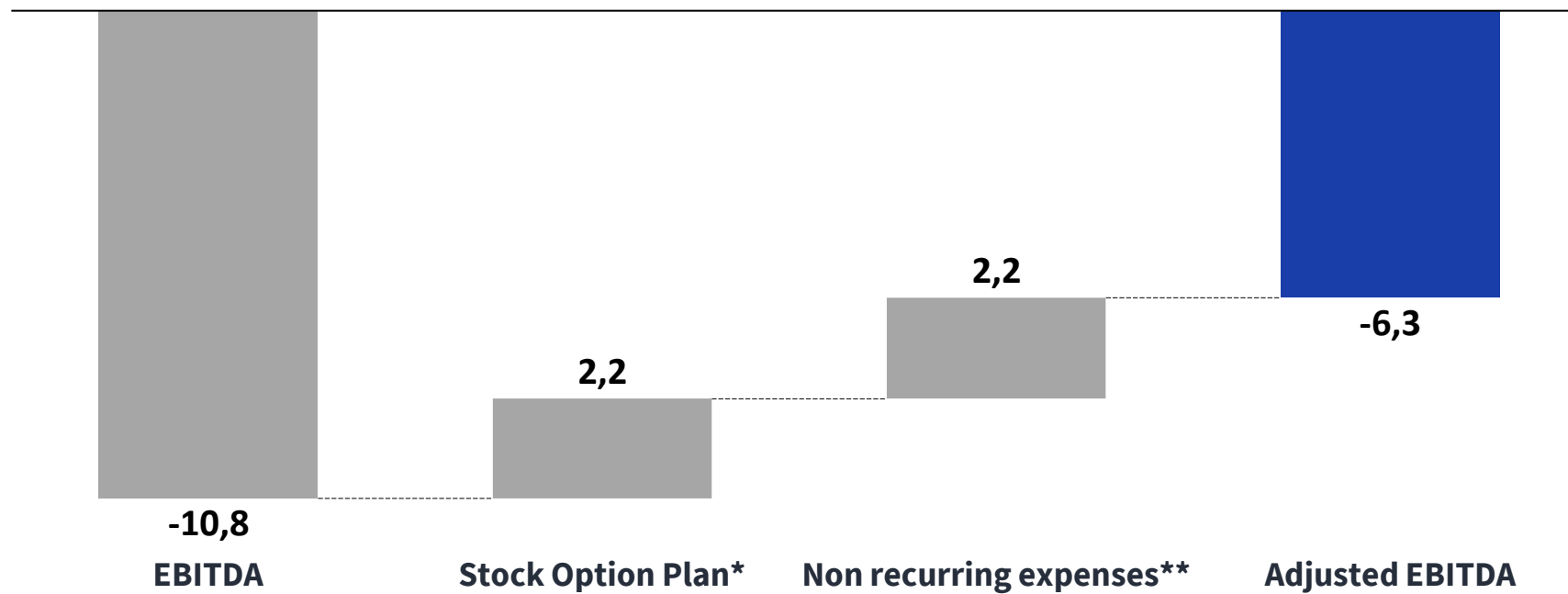




# Adjusted EBITDA

Adjusted EBITDA [R\$ millions]

## Reconciliation



\*Stock option plan provisions, no exercise made until now

\*\* Non recurring expenses (Strategic Consulting)

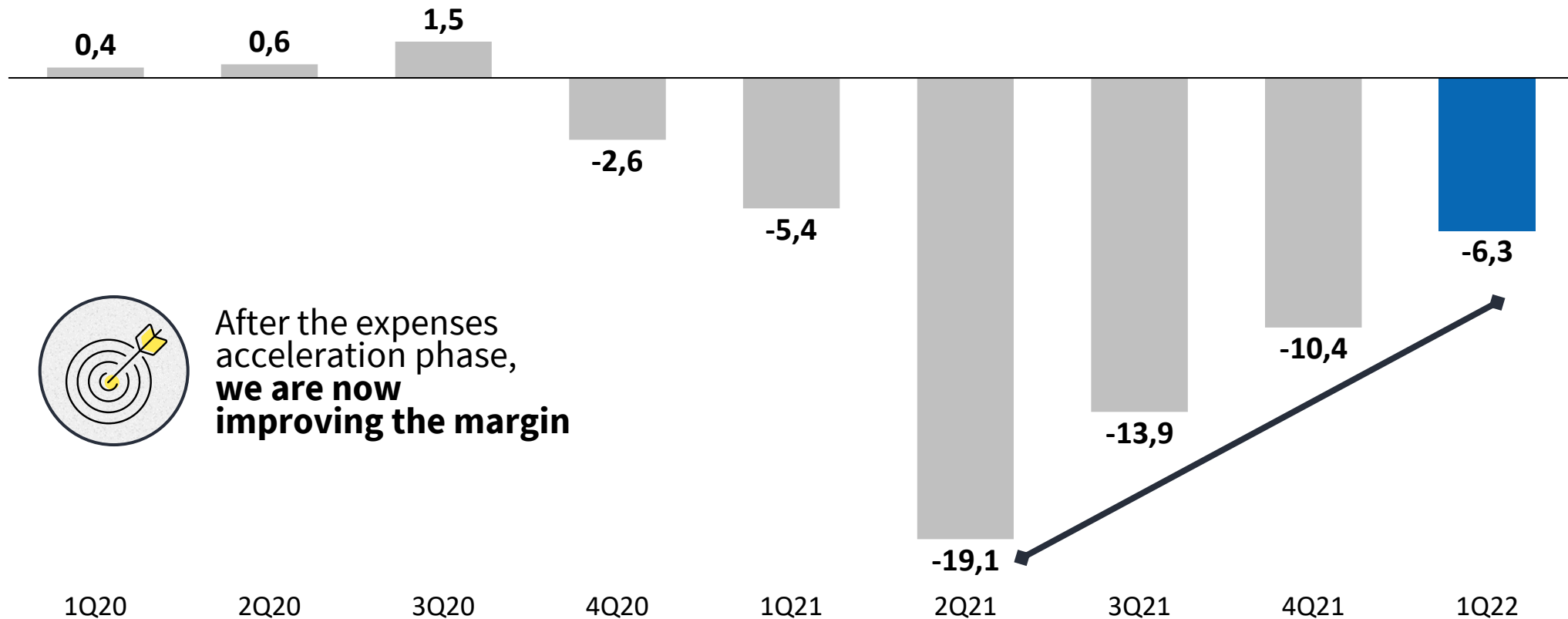




# Adjusted EBITDA

GN

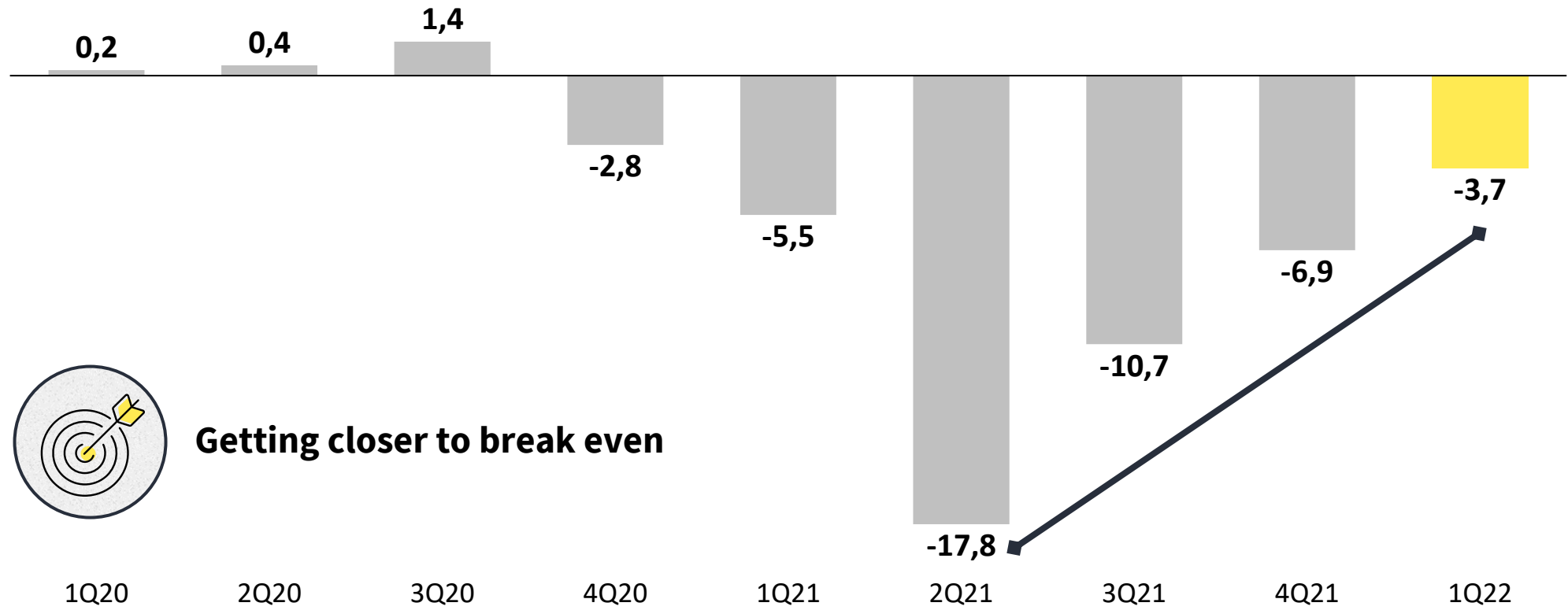
Adjusted EBITDA [R\$ millions]





# Net Profit (Loss)

Net Profit (Loss) [R\$ millions]



Getting closer to break even





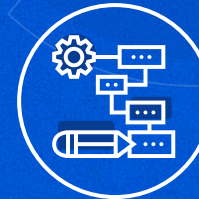
## Expand the **horizontal marketplace**

- Increase density in regions
- Increase density in categories
- Increase deal conversion for PROs



## Achieve **sustainable growth**

- Balance Marketing investments
- Stability on G&A expenses
- Get closer to operational break even



## Evolve the **business model**

- Improve category customization
- Increase our participation in other parts of the user journey
- Develop new functionalities

Key **CHALLENGES**  
for the **FUTURE**



- 2021 accelerated investments **consolidated the PROs and CLIs 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

# GetNinjas

RESULTS | 1Q22

May, 2022

