



GRUPO **GPS**

Comentário de Desempenho
2T24

Agosto 2024

Destaques 2T24

Receita líquida



- Total de R\$ 3,5 bi;
- Crescimento de 34%;
- 6% de crescimento orgânico.

EBITDA ajustado ex-IFRS 16



- Total de R\$ 350 mi;
- Crescimento de 16%;
- 10,0% de margem.

Lucro líquido ajustado



- Total de R\$ 166 mi;
- Crescimento de 11%;
- 4,8% de margem.

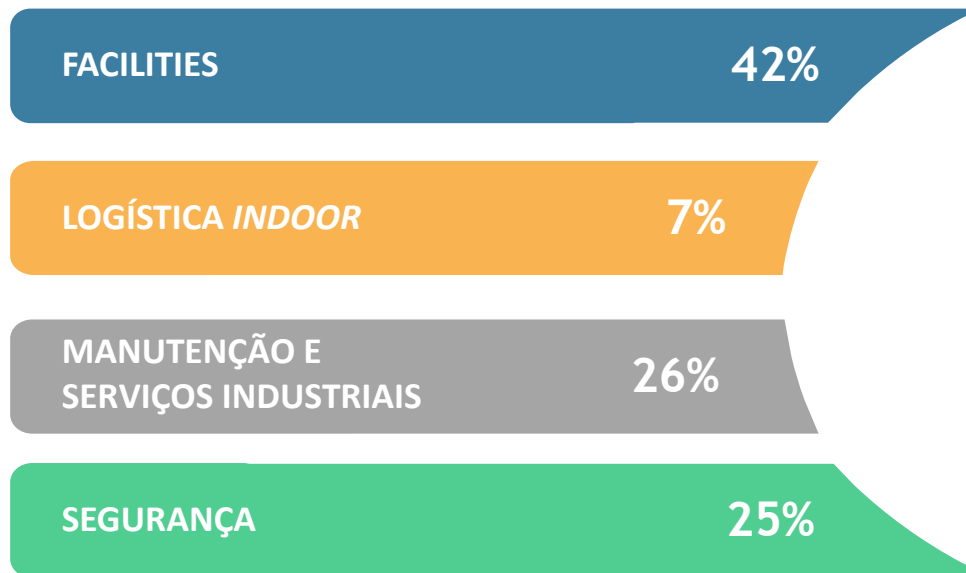
de Clientes*
(Jun/24)

4.556

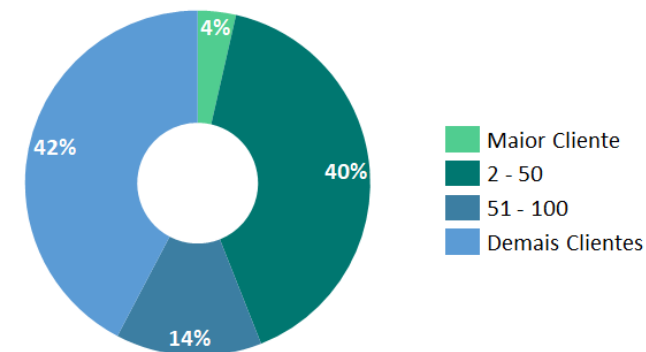
Net Promoter Score
(Pesquisa Jun/24)

75%

% de Receita líquida por linha de solução (1S24)

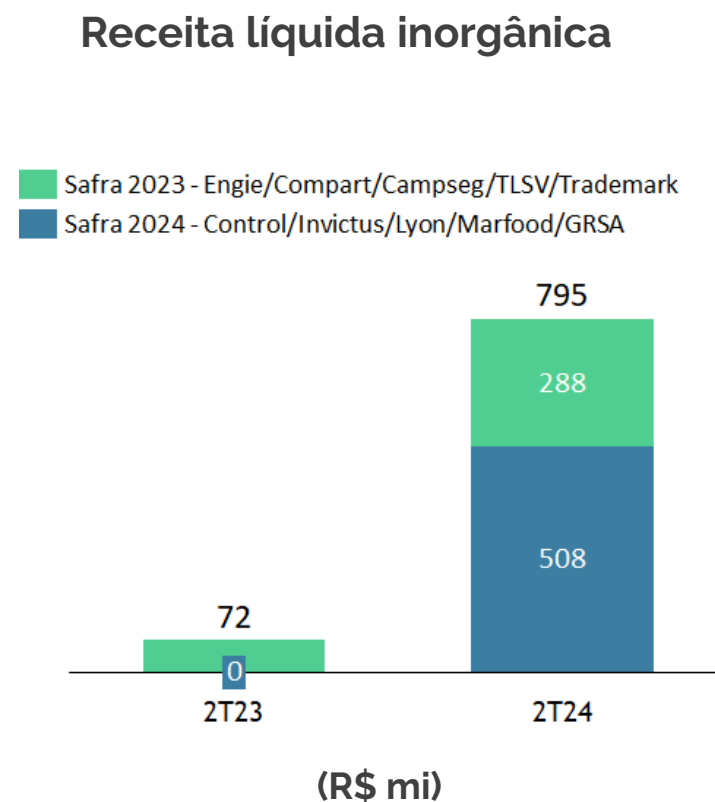
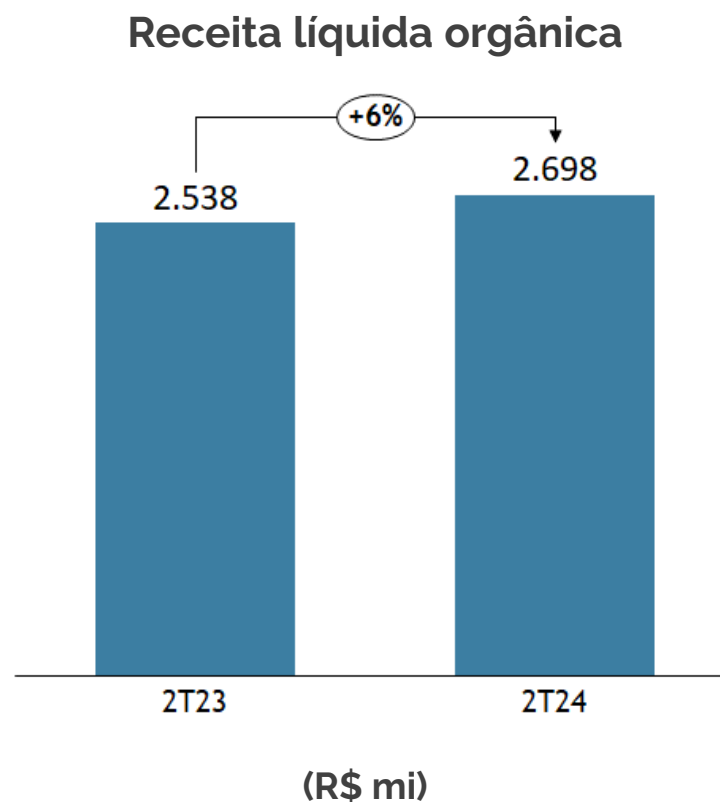
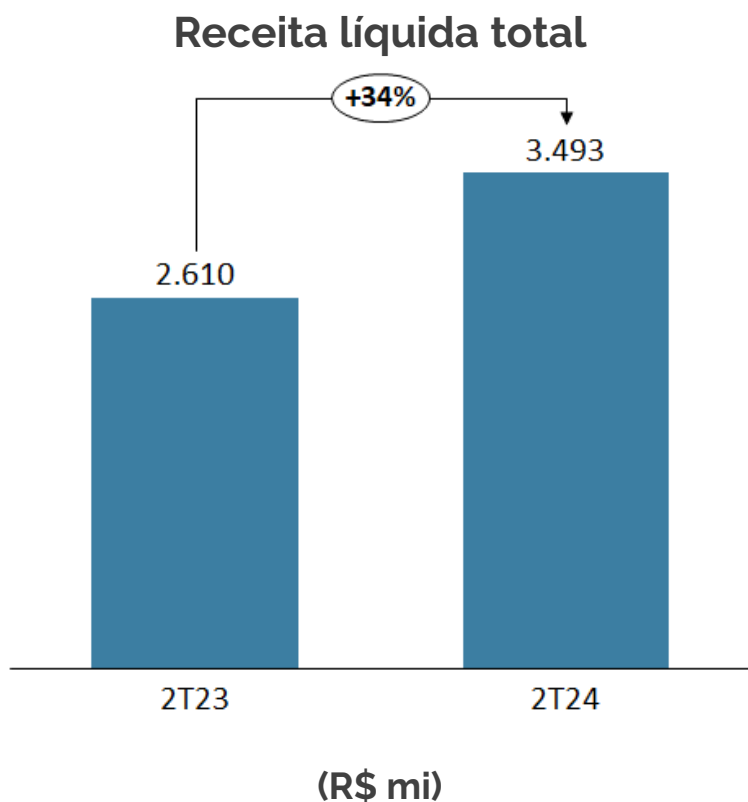


% de Receita líquida por # Clientes (1S24)



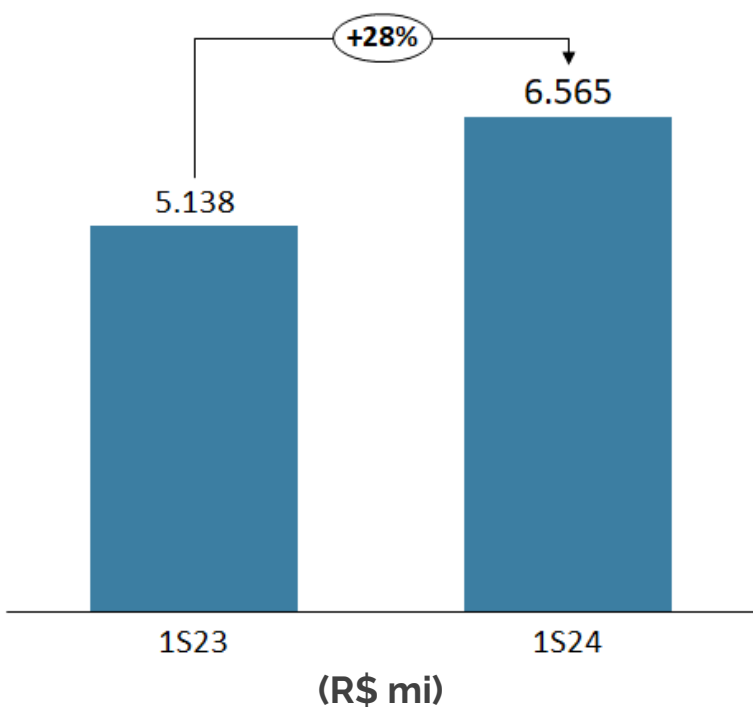
* Os números de colaboradores, Clientes e gerentes de contrato não consideram as empresas Trademark e GRSA.

- Receita líquida **34% superior** ao 2T23;
- Receita líquida orgânica com **6% de crescimento** frente ao 2T23;
- Receita líquida inorgânica - 5 empresas em 2023, e 5 empresas em 2024.

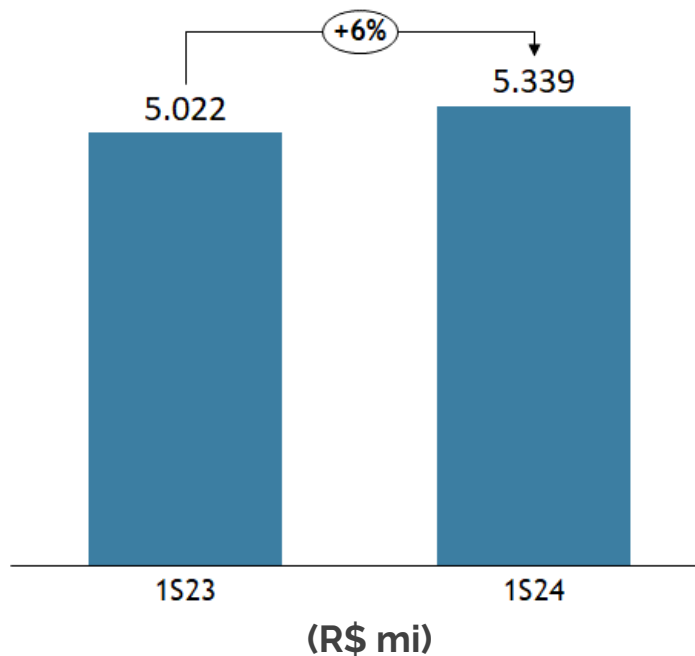


- Receita líquida **28% superior** ao 1S23;
- Receita líquida orgânica com **6% de crescimento** frente ao 1S23;
- Receita líquida inorgânica - 5 empresas em 2023, e 5 empresas em 2024.

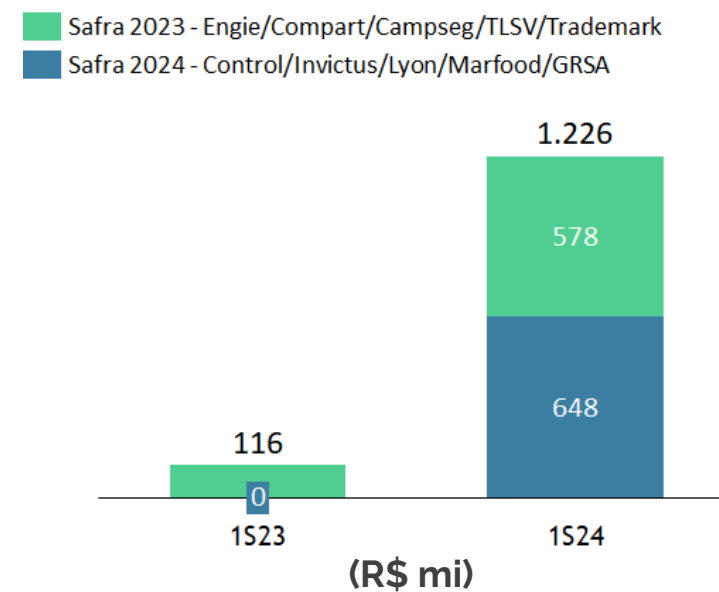
Receita líquida total



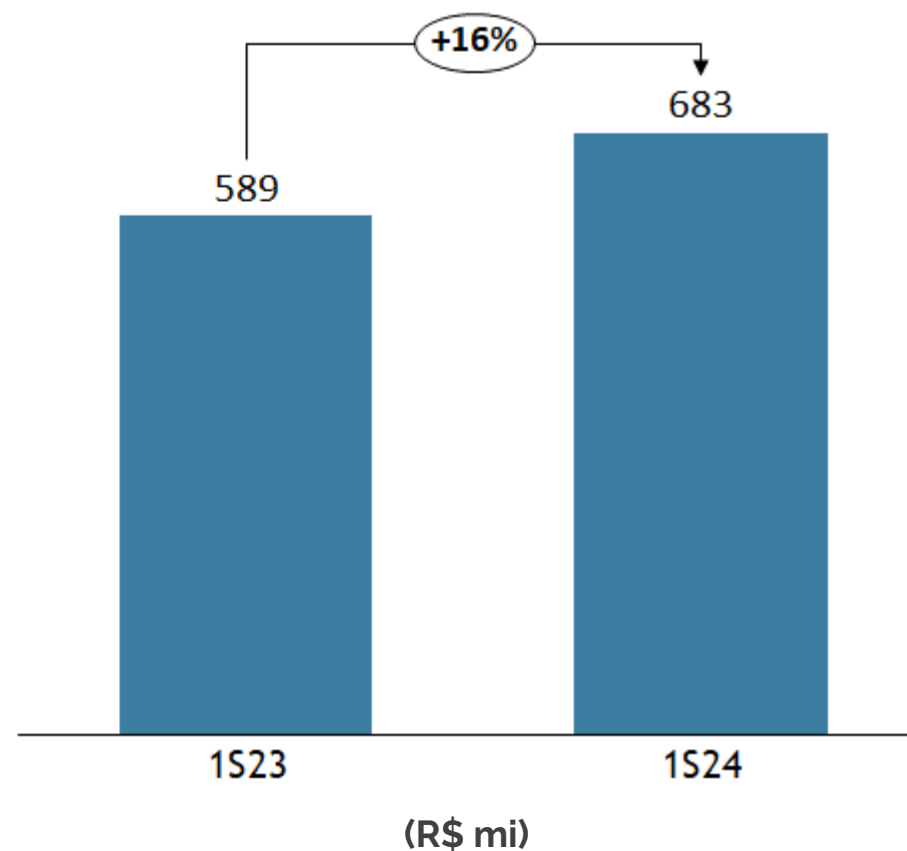
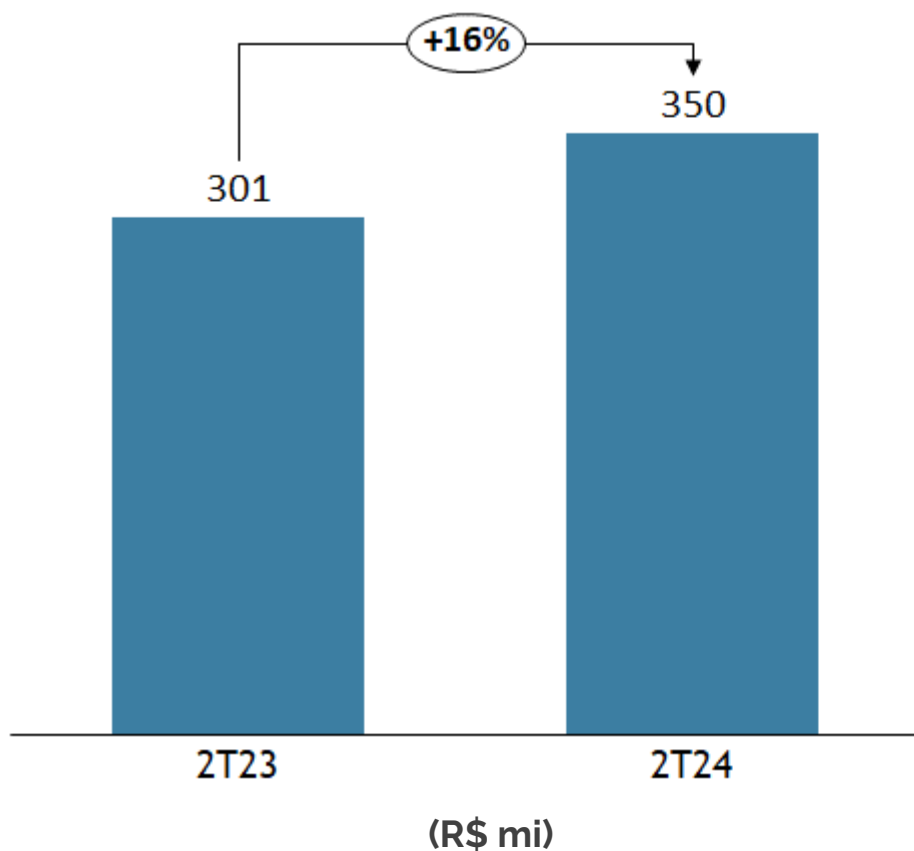
Receita líquida orgânica



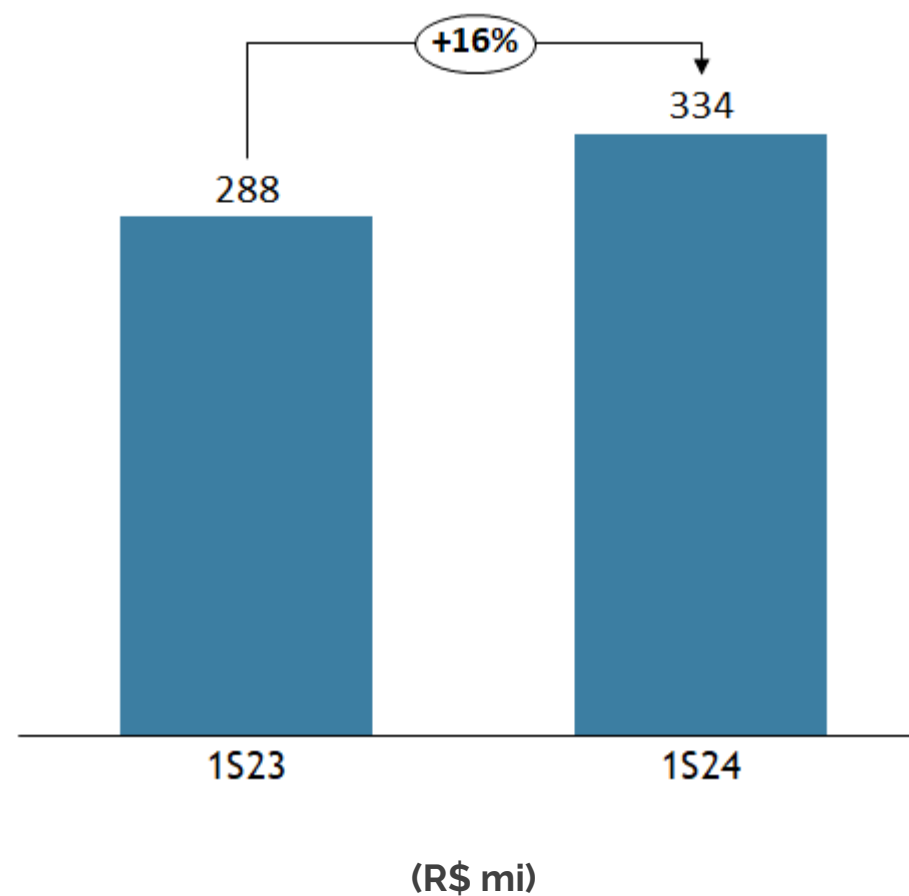
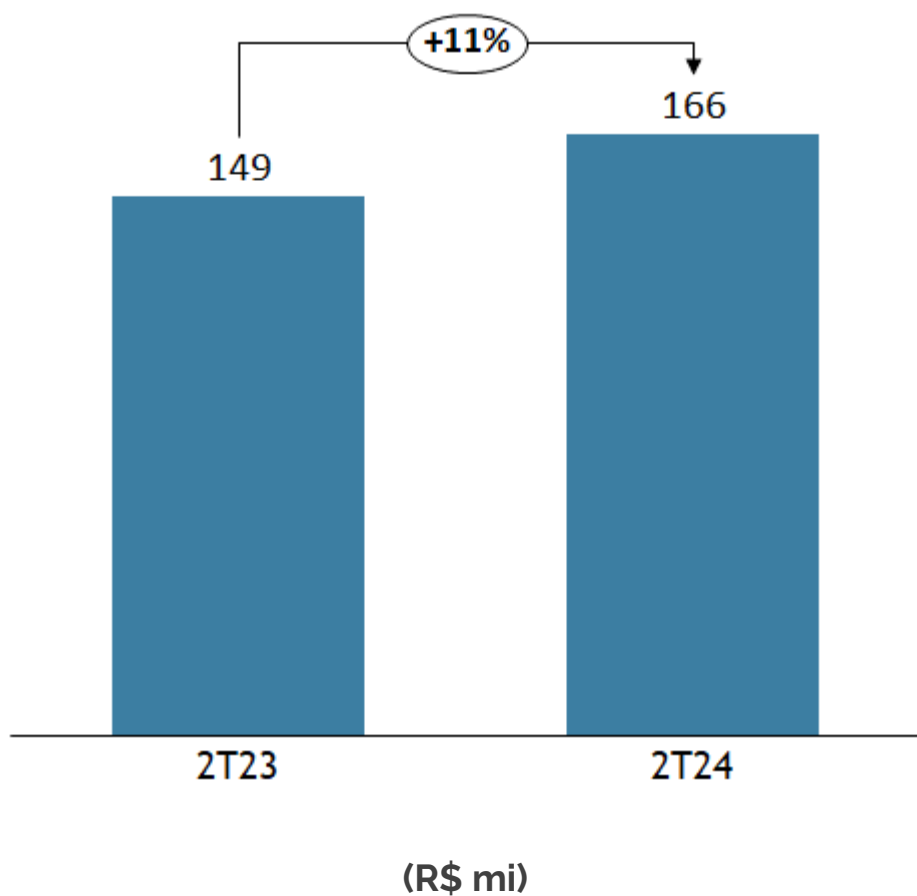
Receita líquida inorgânica



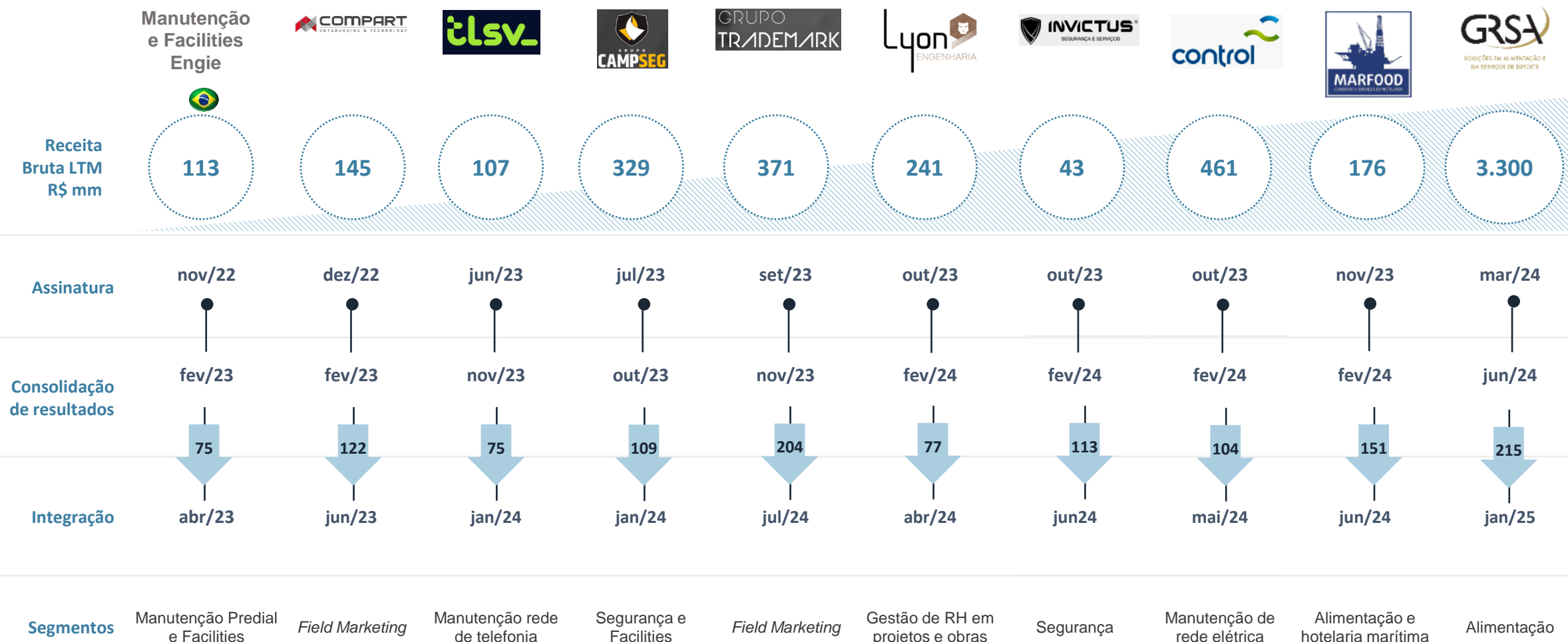
- **Crescimento de 16% de EBITDA ajustado ex-IFRS16** comparado ao 2T23, e **margem de 10,0%**, 1,5 p.p. inferior ao 2T23;
- **Crescimento de 16% de EBITDA ajustado ex-IFRS16** comparado ao **1S23**, e **margem de 10,4%**, 1,1 p.p. inferior ao 1S23.



- **11% crescimento de lucro líquido ajustado** comparado ao **2T23**, e **margem líquida de 4,8%**, 0,9p.p. inferior ao 2T23;
- **16% crescimento de lucro líquido ajustado** comparado ao **1S23**, e **margem líquida de 5,1%**, 0,5p.p. inferior ao 1S23.



- **R\$1,1 bi** de Receita Bruta adquirida no programa de 2023;
- **R\$ 4,2 bi** de Receita Bruta adquirida no programa de 2024;



Agosto 2024 | Comentário de Desempenho 2T24



Receita Bruta (LTM)

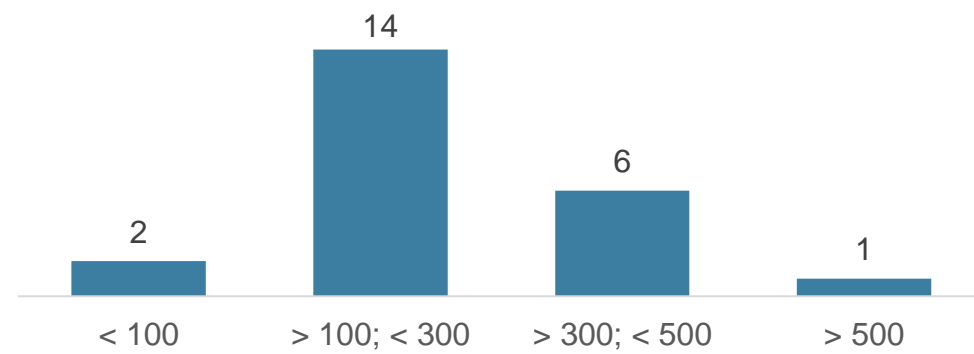
R\$ 8,1 bi

Numero de Companhias

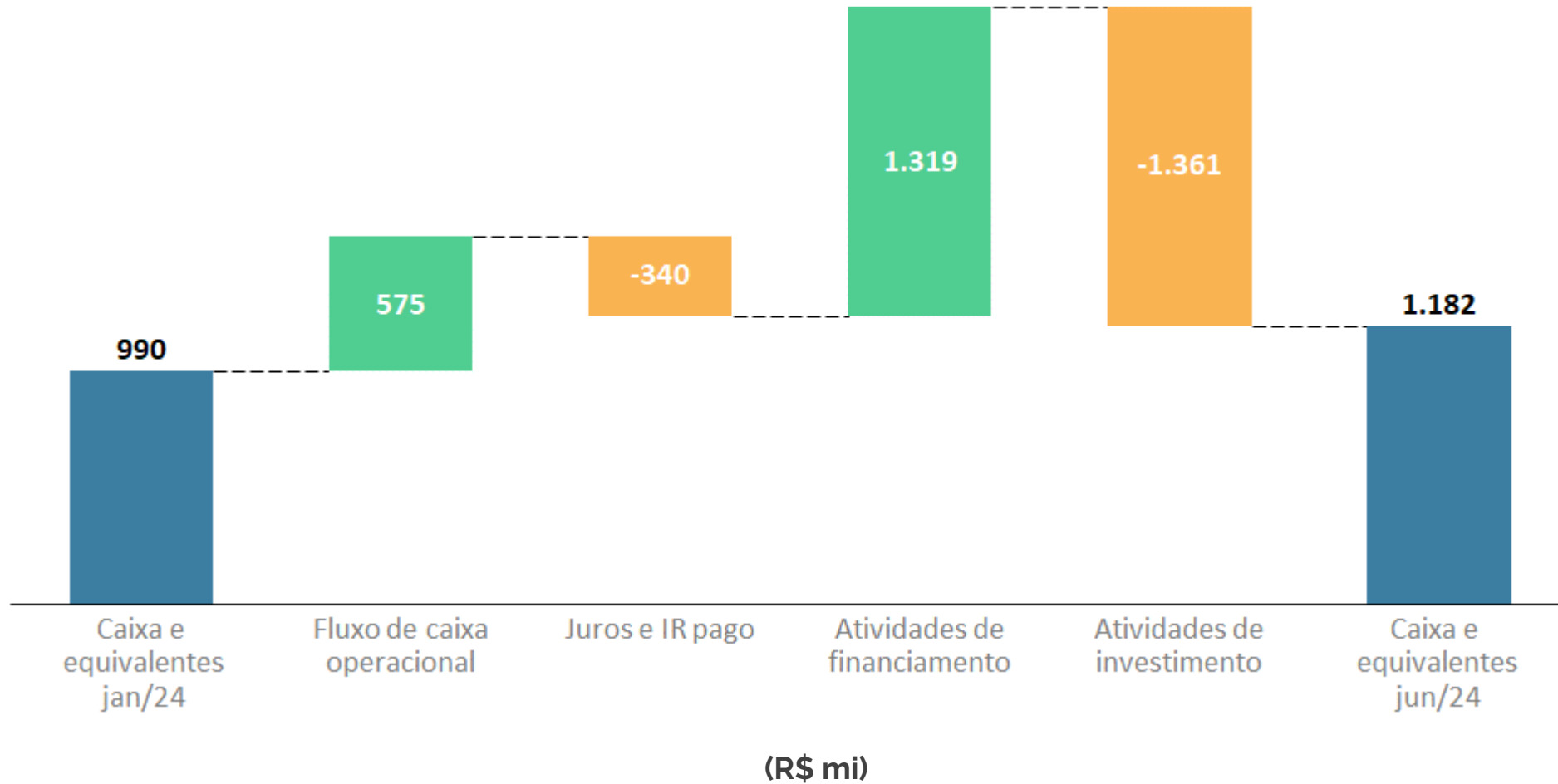
23



Aquisições por Tamanho (Receita R\$ mm)



- Geração de **caixa operacional** representando **84% do EBITDA ajustado**.



- **Dívida líquida/Ebitda ajustado ex-IFRS16 2,2x**, 170% maior em relação ao 2T23;
- **Duration de 41 meses** da carteira de empréstimos.

| Endividamento R\$ mi | 2T24 (a) | 1T24 (b) | 4T23 (c) | 3T23 (d) | 2T23 (e) | Δ (a) / (e) - 1 |
|--------------------------------------------------------------------------------------|----------------|----------------|----------------|--------------|--------------|--------------------|
| Caixa | 2.396 | 1.965 | 2.241 | 2.587 | 2.582 | -7% |
| Caixa e equivalente de caixa | 1.182 | 1.073 | 990 | 944 | 928 | 27% |
| Aplicações e Instrumentos financeiros | 1.214 | 892 | 1.251 | 1.643 | 1.654 | -27% |
| Dívida bruta | 5.275 | 3.572 | 3.482 | 3.471 | 3.532 | 49% |
| Empréstimos | 557 | 390 | 437 | 475 | 515 | 8% |
| Debêntures | 4.194 | 2.526 | 2.594 | 2.631 | 2.656 | 58% |
| Aquisição de controladas | 434 | 588 | 393 | 306 | 299 | 45% |
| Parcelamento de tributos | 89 | 67 | 59 | 59 | 63 | 43% |
| Dívida líquida | (2.879) | (1.607) | (1.241) | (884) | (950) | 203% |
| EBITDA ajustado ex IFRS16 (últimos 12 meses) | 1.311 | 1.269 | 1.222 | 1.198 | 1.169 | 12% |
| EBITDA ajustado ex IFRS16 (últimos 12 meses) + Proforma GRSA | 1.491 | 1.269 | 1.222 | 1.198 | 1.169 | 27% |
| Dívida líquida / EBITDA ajustado ex IFRS16 (últimos 12 meses) | 2,2 | 1,3 | 1,0 | 0,7 | 0,8 | 170% |
| Dívida líquida / EBITDA ajustado ex IFRS16 (últimos 12 meses) + Proforma GRSA | 1,9 | 1,3 | 1,0 | 0,7 | 0,8 | 138% |

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CONTATO RI



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Earnings Release
2Q24

August 2024

2Q24 Highlights

Net revenue 

- R\$ 3.5 million;
- 34% growth;
- 6% of organic growth.

Adjusted EBITDA ex-IFRS16 

- R\$ 350 million;
- 16% growth;
- 10.0% margin.

Adjusted net profit 

- R\$ 166 million;
- 11% growth;
- 4.8% adjusted net margin.

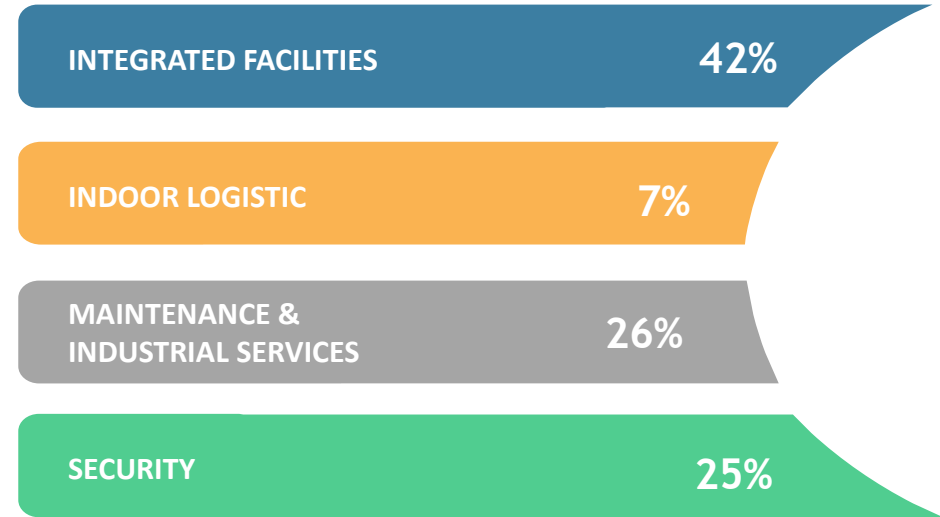
of Customers*
(Jun/24)

4,556

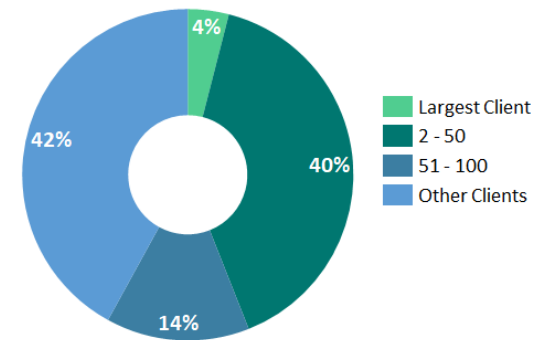
Net Promoter Score
(Jun/24 Survey)

75%

% of Net Revenue by line of solution (1H24)



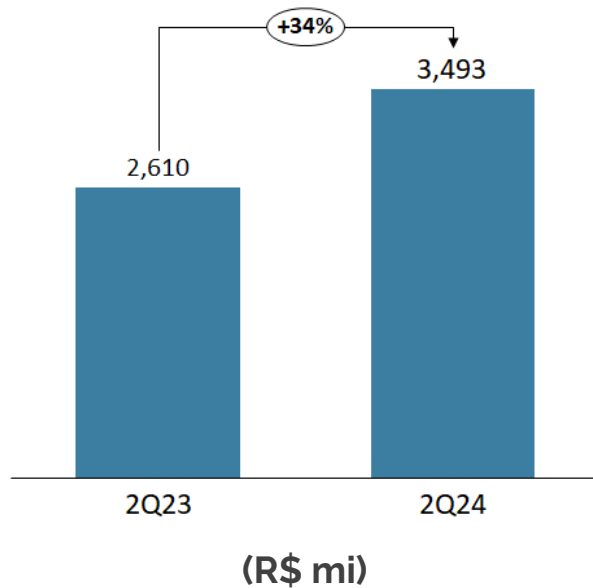
Net Revenue by # of Clients (1H24)



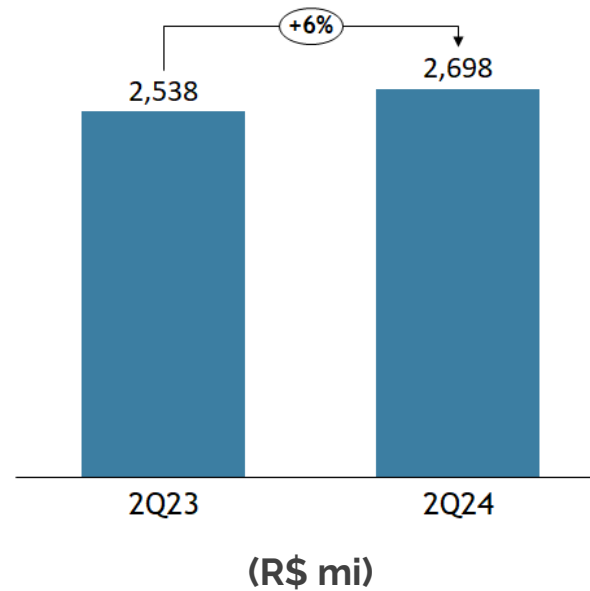
*The numbers of employees, and contract managers do not consider the companies, Trademark and GRSA

- **34% increase in the total net revenue** compared to 2Q23;
- **6% increase in the organic net revenue** compared to 2Q23;
- **Inorganic net revenue** - 5 companies in 2023, and 5 companies in 2024.

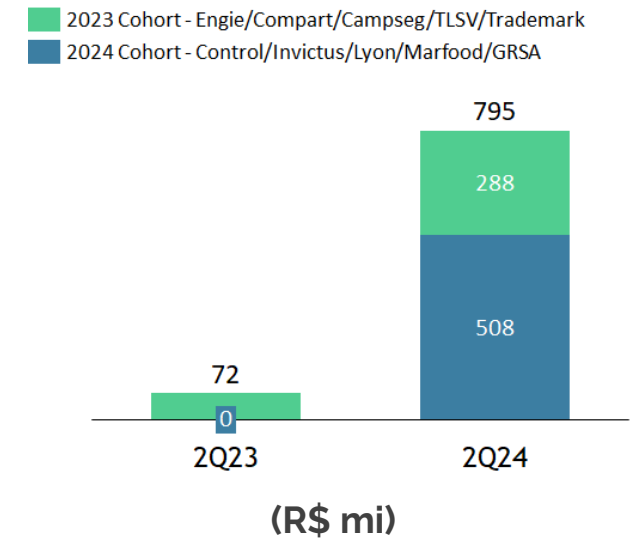
Total Net Revenue



Organic Net Revenue

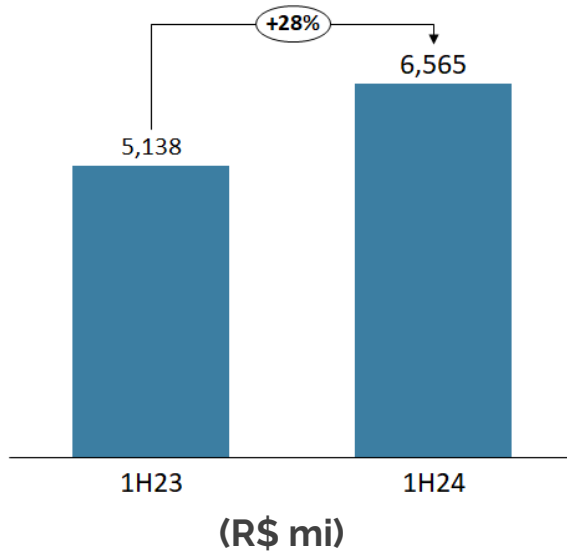


Inorganic Net Revenue

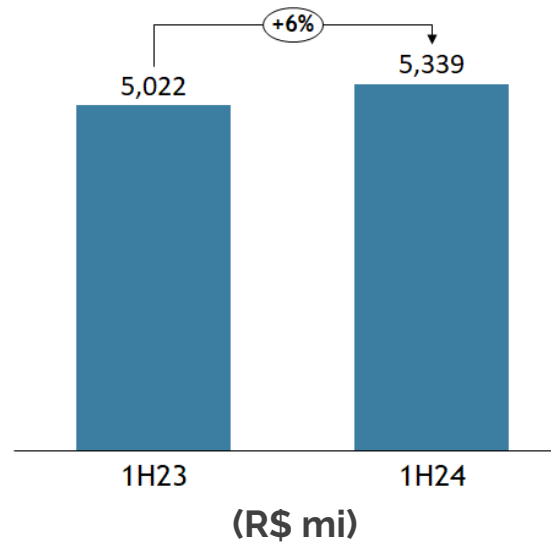


- **28% increase in the total net revenue** compared to 1H23;
- **6% increase in the organic net revenue** compared to 1H23;
- **Inorganic net revenue** - 5 companies in 2023, and 5 companies in 2024.

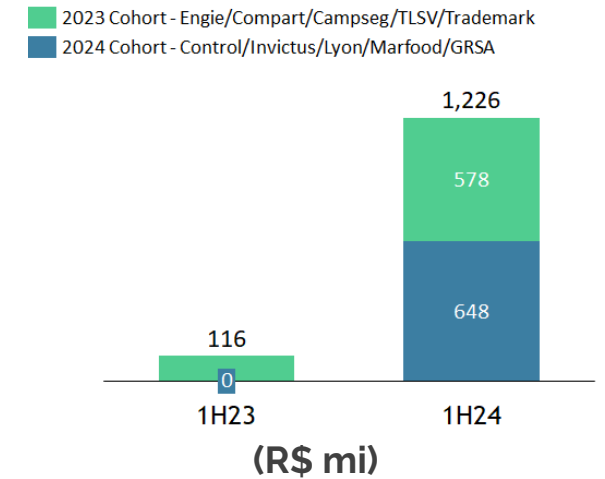
Total Net Revenue



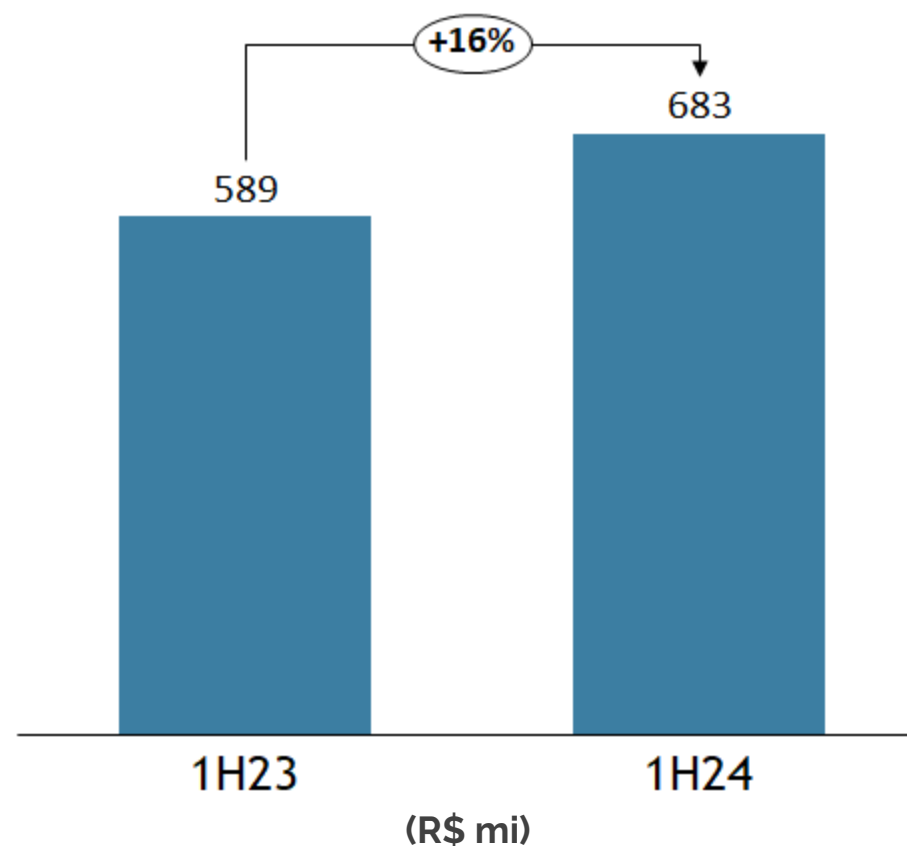
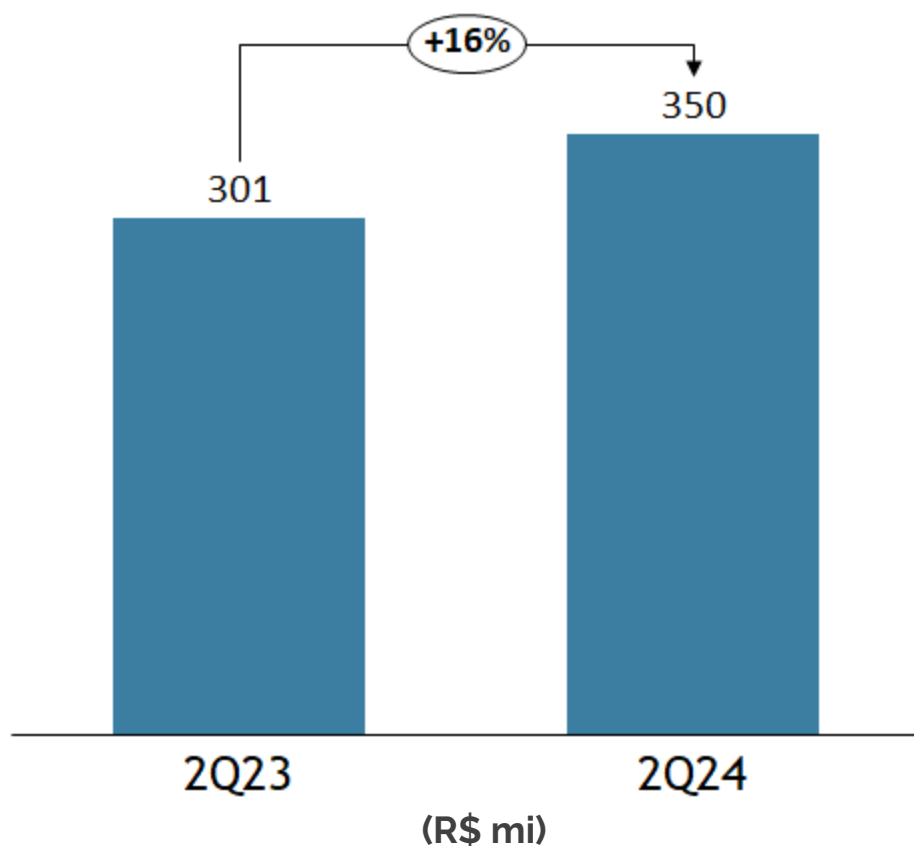
Organic Net Revenue



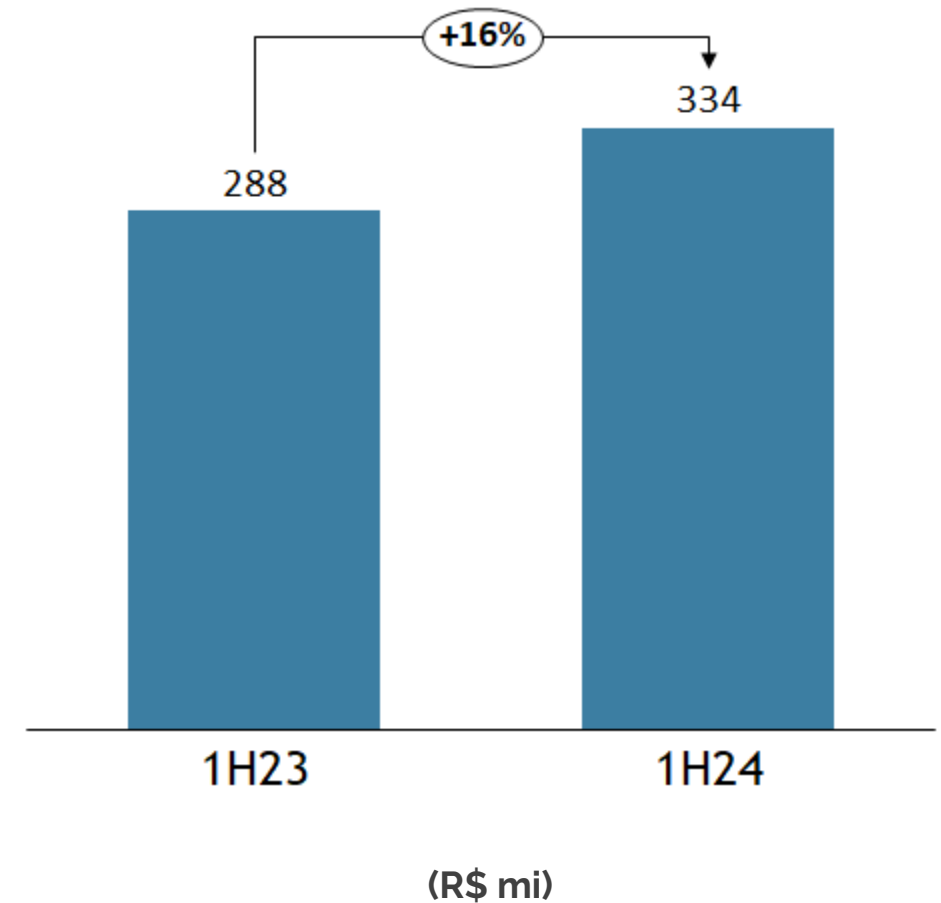
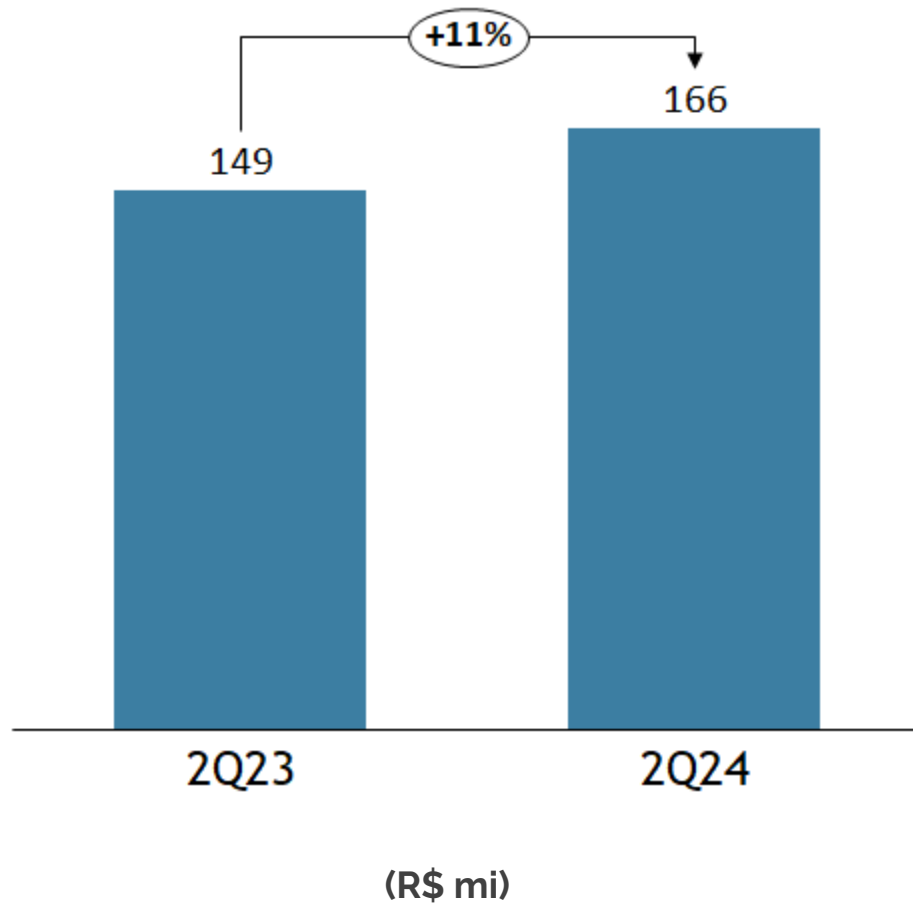
Inorganic Net Revenue



- **16% growth of adjusted EBITDA ex-IFRS16** compared to 2Q23, and **margin of 10.0%**, 1.5p.p. below than 2Q23;
- **16% growth of adjusted EBITDA ex-IFRS16** compared to 1H23, and **margin of 10.4%**, 1.1p.p. below than 1H23.

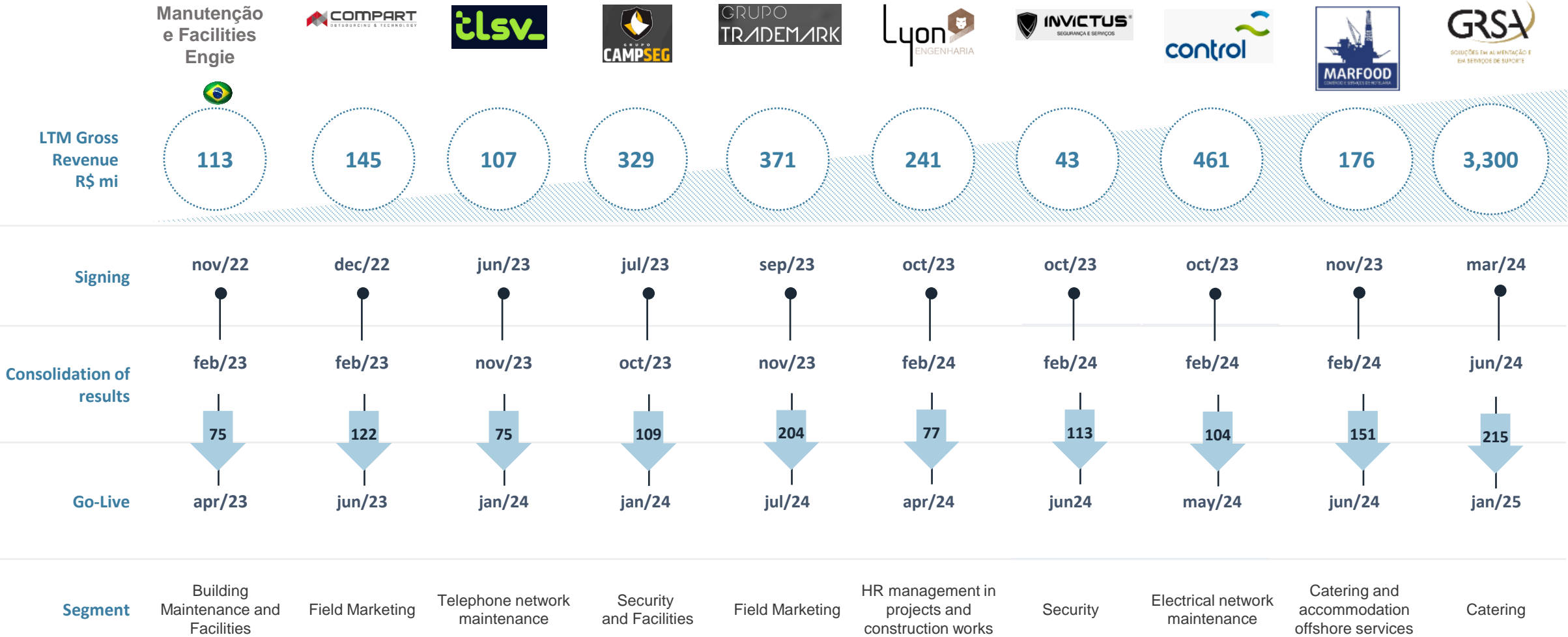


- **11% growth of net Income** compared to 2Q23, and **net margin of 4.8%**, 0.9p.p. below than 2Q23;
- **16% growth of net Income** compared to 1H23, and **net margin of 5.1%**, 0.5p.p. below than 1H23.



M&A program – 2023/2024

- **R\$1.1 billion** of Gross revenue acquired in the 2023 program;
- **R\$4.2 billion** of Gross revenue acquired in the 2024 program.





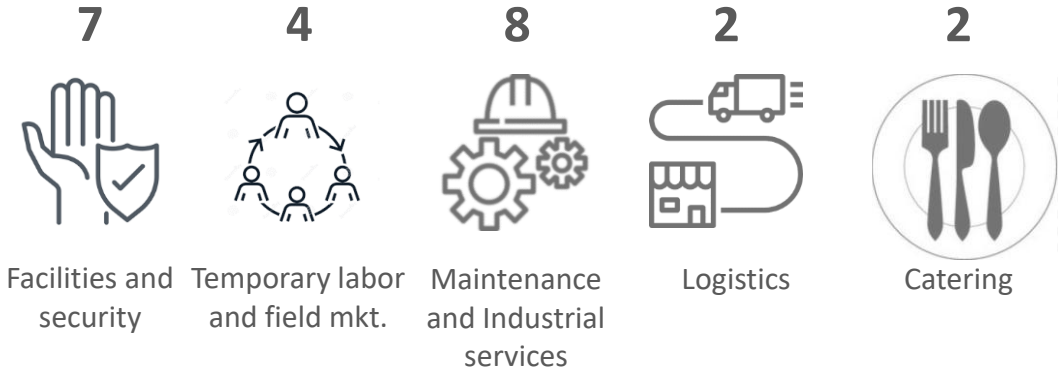
Gross revenue (LTM)

R\$ 8,1 bi

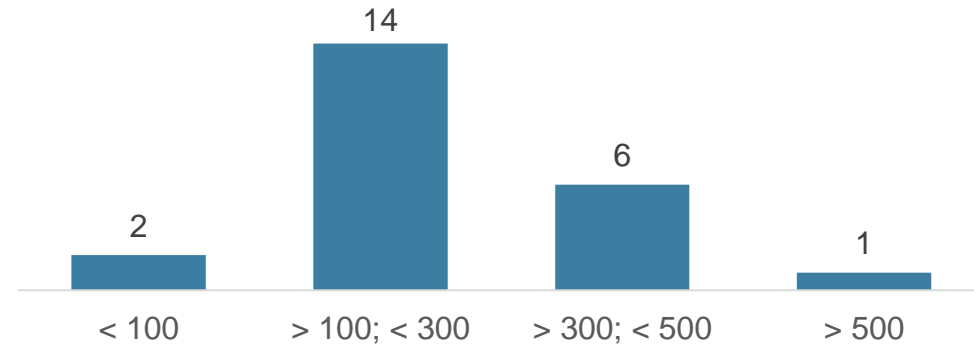
of Companies

23

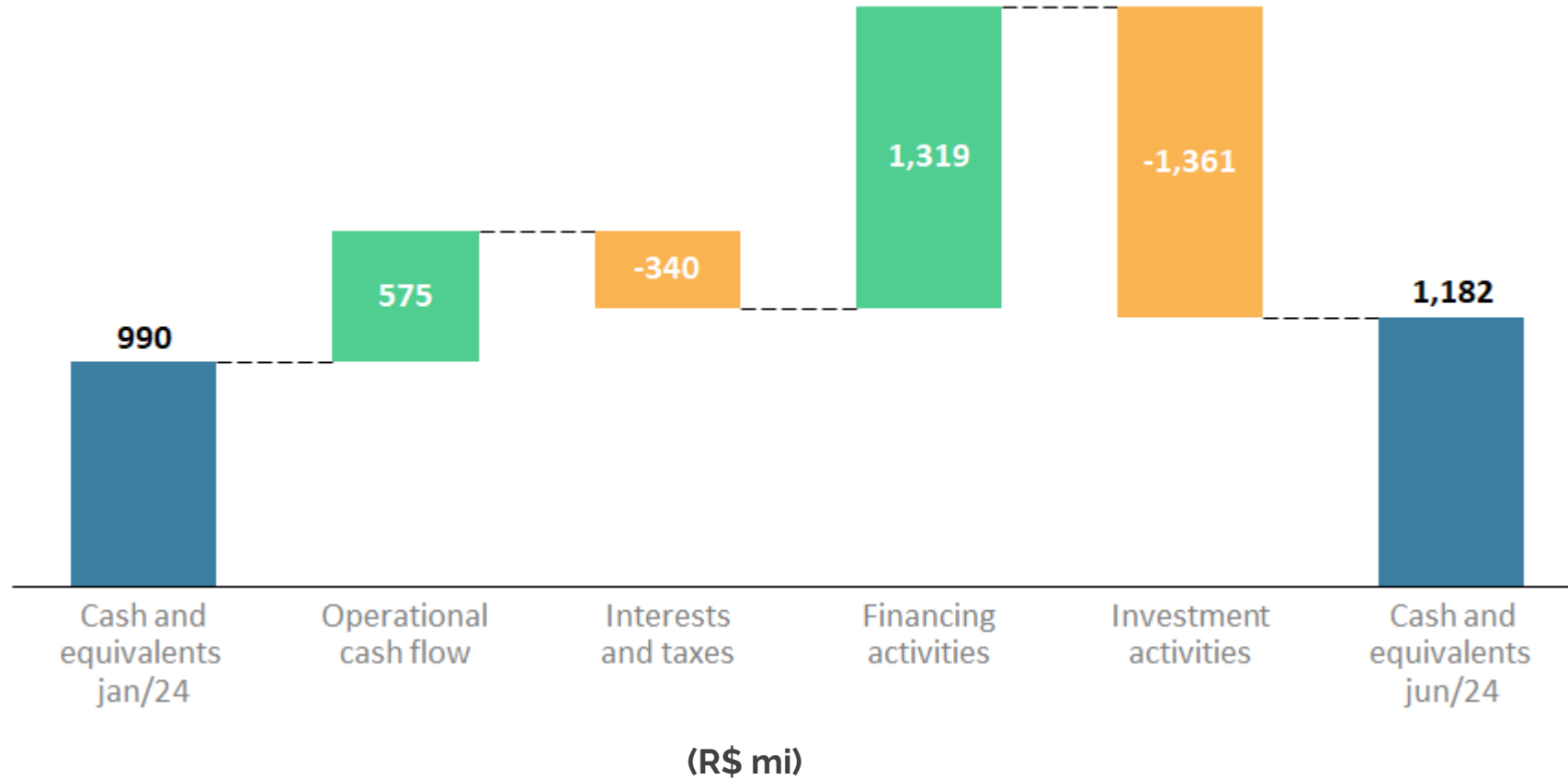
Acquisitions by solution



Acquisitions by Size (Revenue R\$ mi)



- **Cash generation** from operating activities representing **84% of adjusted EBITDA**.



- **Net debt/adjusted EBITDA excluding IFRS16 of 2.2x** at the end of 2Q24, 170% higher compared to 2Q23;
- **41 months duration** of the loan portfolio.

| Leverage R\$ mi | 2Q24 (a) | 1Q24 (b) | 4Q23 (c) | 3Q23 (d) | 2Q23 (e) | △ (a) / (e) - 1 |
|-----------------------------------------------------------------|----------------|----------------|----------------|--------------|--------------|--------------------|
| Cash | 2,396 | 1,965 | 2,241 | 2,587 | 2,582 | -7% |
| Cash and cash equivalents | 1,182 | 1,073 | 990 | 944 | 928 | 27% |
| Financial investments | 1,214 | 892 | 1,251 | 1,643 | 1,654 | -27% |
| Gross Debt | 5,275 | 3,572 | 3,482 | 3,471 | 3,532 | 49% |
| Loans | 557 | 390 | 437 | 475 | 515 | 8% |
| Debentures | 4,194 | 2,526 | 2,594 | 2,631 | 2,656 | 58% |
| Acquisition of subsidiaries | 434 | 588 | 393 | 306 | 299 | 45% |
| Tax payable through installments | 89 | 67 | 59 | 59 | 63 | 43% |
| Net debt | (2,879) | (1,607) | (1,241) | (884) | (950) | 203% |
| Adjusted EBITDA LTM ex-IFRS16 | 1,311 | 1,269 | 1,222 | 1,198 | 1,169 | 12% |
| Adjusted EBITDA LTM ex-IFRS16 + Proforma GRSA | 1,491 | 1,269 | 1,222 | 1,198 | 1,169 | 27% |
| Net debt / adjusted EBITDA LTM ex-IFRS16 | 2.2 | 1.3 | 1.0 | 0.7 | 0.8 | 170% |
| Net debt / adjusted EBITDA LTM ex-IFRS16 + Proforma GRSA | 1.9 | 1.3 | 1.0 | 0.7 | 0.8 | 138% |

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