

↳ Senior

# EARNINGS VIDEOCONFERENCE

## 2Q24

Carlênio Castelo Branco – CEO  
Alencar Berwanger – IRO



2024/August



## AVISO LEGAL

As informações contidas nesta apresentação e eventuais declarações que possam ser feitas durante esta videoconferência relativas às perspectivas de negócios, projeções e metas operacionais e financeiras da Senior Sistemas, constituem-se em crenças e premissas da Diretoria da Companhia, bem como em informações atualmente disponíveis.

Considerações futuras não são garantias de desempenho. Elas envolvem riscos, incertezas e premissas, pois se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Condições econômicas gerais, condições da indústria e outros fatores operacionais podem afetar o desempenho futuro da Senior e podem conduzir a resultados que diferem materialmente daqueles expressos em tais considerações futuras.



# TODAY'S PRESENTERS



**Carlênio Castelo Branco**

CEO



**Getnet**<sup>##</sup>



**Alencar Berwanger**

IRO & Head of New  
Businesses



# Years of Experience

# Senior is a technology company with ...



+ 35 years



+ 3,000 employees



+ 13,000 customers



+ 160 distribution channels



11 branch offices



6 countries in LatAm



CAGR 19-23

R\$ 895 M LTM Net Revenue

21.6%

R\$ 788 M LTM Recurring Revenue

22.7%

R\$ 272 M LTM Ebitda

26.1%

Ebitda Margin 30.3%

R\$ 193 M LTM Net Profit

28.8%

Net Margin 21.5%

NPS Senior

51

Net Dollar Retention

117%



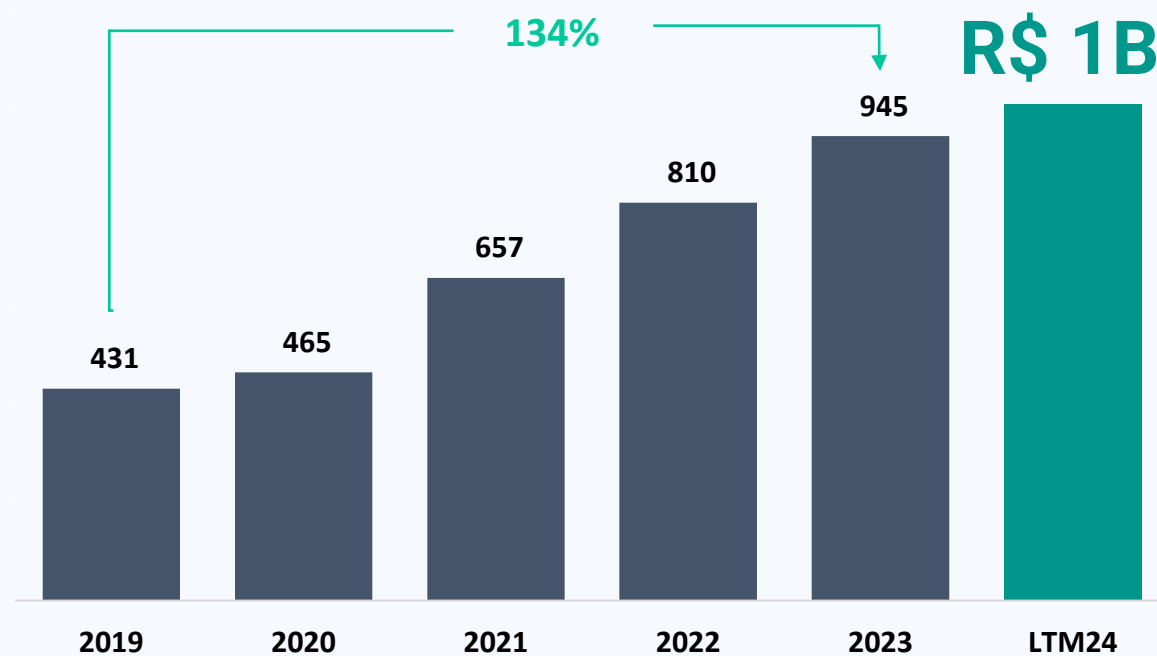
# Financial Performance





# Senior is a R\$ 1B company

Gross Revenue (R\$MM)





**2Q24**



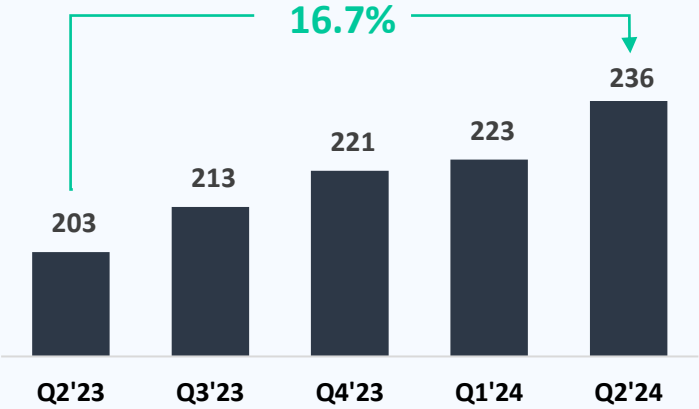


# Resilient Business Model...

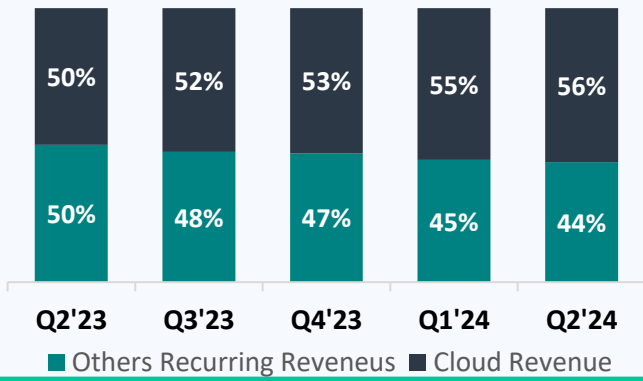
with history of **growth** in different macroeconomic cycles

Q'23-24

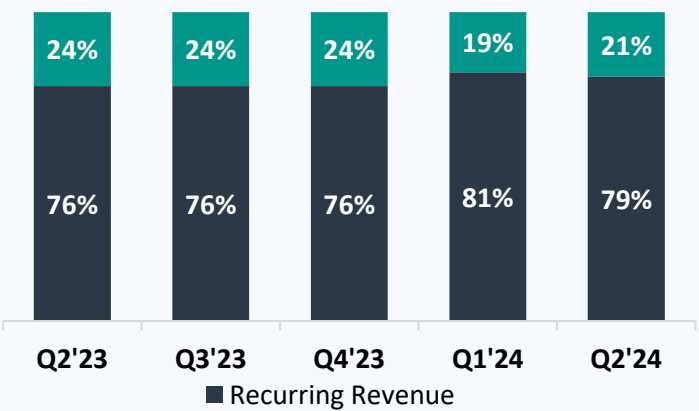
NET REVENUE (R\$MM)



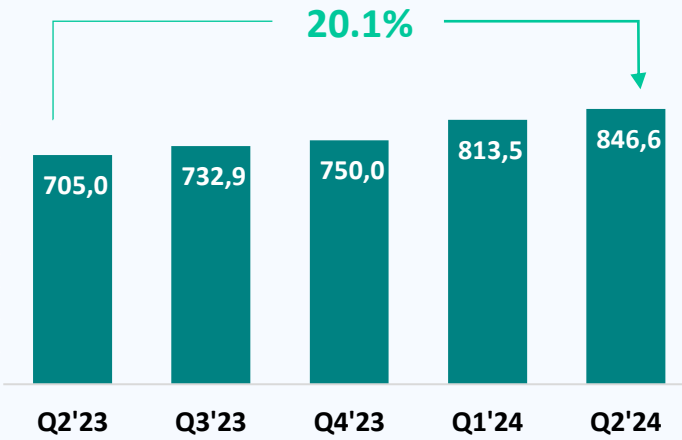
CLOUD RECURRING REVENUE BREAKDOWN



RECURRING REVENUE SHARE



ARR (R\$MM)





# Resilient Business Model...

with history of **profitability** in different macroeconomic cycles

Q'23-24

**EBITDA AND EBITDA MARGIN (R\$MM; %)**

Quarter	EBITDA (R\$MM)	Ebitda Margin (%)
Q2'23	55	27.0%
Q3'23	64	29.9%
Q4'23	73	33.0%
Q1'24	65	29.2%
Q2'24	70	29.5%

**NET PROFIT AND NET MARGIN (R\$MM; %)**

Quarter	Net Profit (R\$MM)	Net Margin (%)
Q2'23	41	20.2%
Q3'23	46	21.4%
Q4'23	51	23.3%
Q1'24	44	19.7%
Q2'24	52	21.8%

**NET CASH PROVIDED BY OPERATING ACTIVITIES (R\$MM)**

Quarter	Net Cash Provided (R\$MM)
Q2'23	54
Q3'23	59
Q4'23	71
Q1'24	57
Q2'24	82



# Growth Avenues



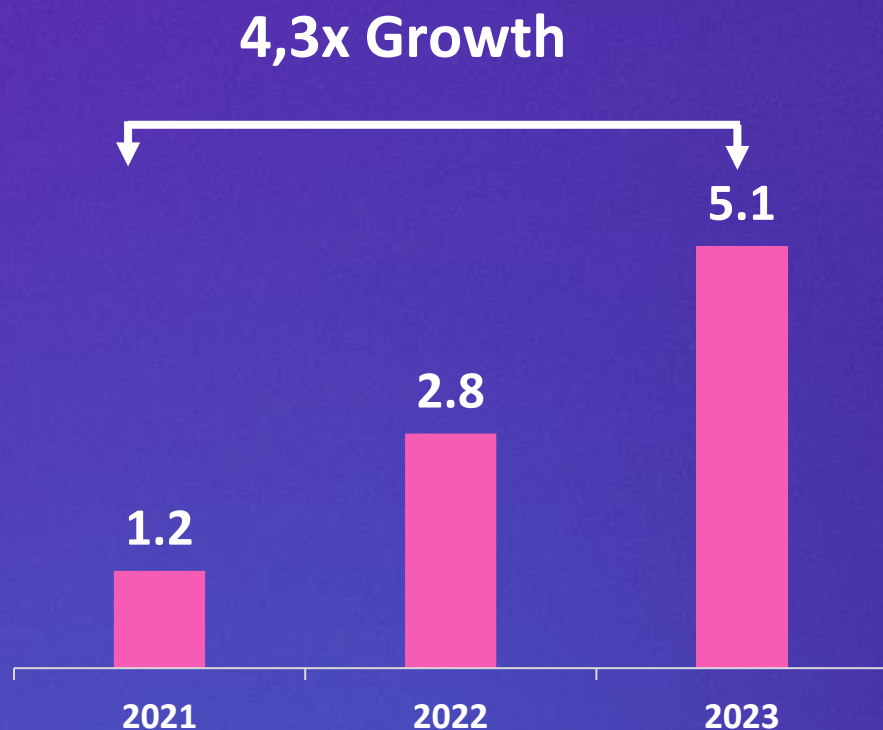


## Financial Services for Employees

### Revenue

(R\$ MM)

CAGR 21-23 = 110%



**2,9K**

Customers



**2,8MM**

Employees with Wiipo App



**+80%**

Revenue Growth IS24



**+175%**

Flexible Benefits transacted



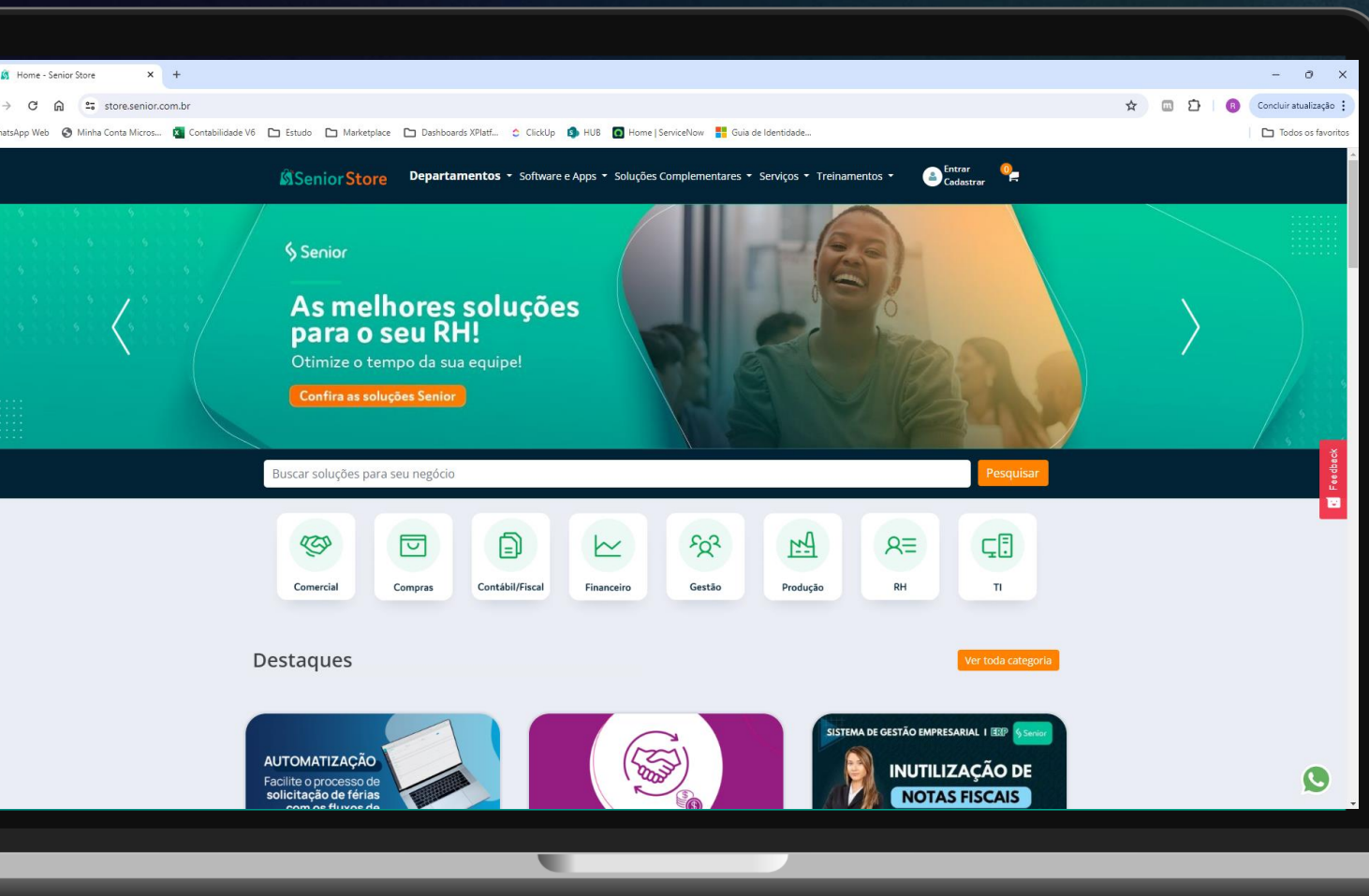
**+156%**

Payroll-linked Loans



# Senior Store

R\$ 5,3 M Revenue  
Growth 1S24 = 26,2%



Softwares, Apps

BI Dashboards

Business Process Automation

Reports

Integrations  
APIs, Import, Export

~200 Providers +1000 Products



# New Business 2024

## MANAGEMENT CAPABILITY | 29th M&A

Agribusiness

# GAttec

R\$ 34,5M - Net Revenue 2023

CAGR 22% last 5 years

+ 300 customers

+ 200 employees



## MANAGEMENT CAPABILITY | 30th M&A

Construction

# HYPNOBOX

R\$ 13,5M - Net Revenue 2023

CAGR 35% last 3 years

+ 3 M users

+ 250 customers



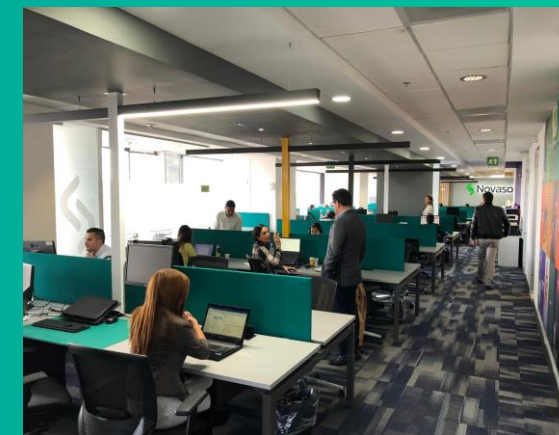
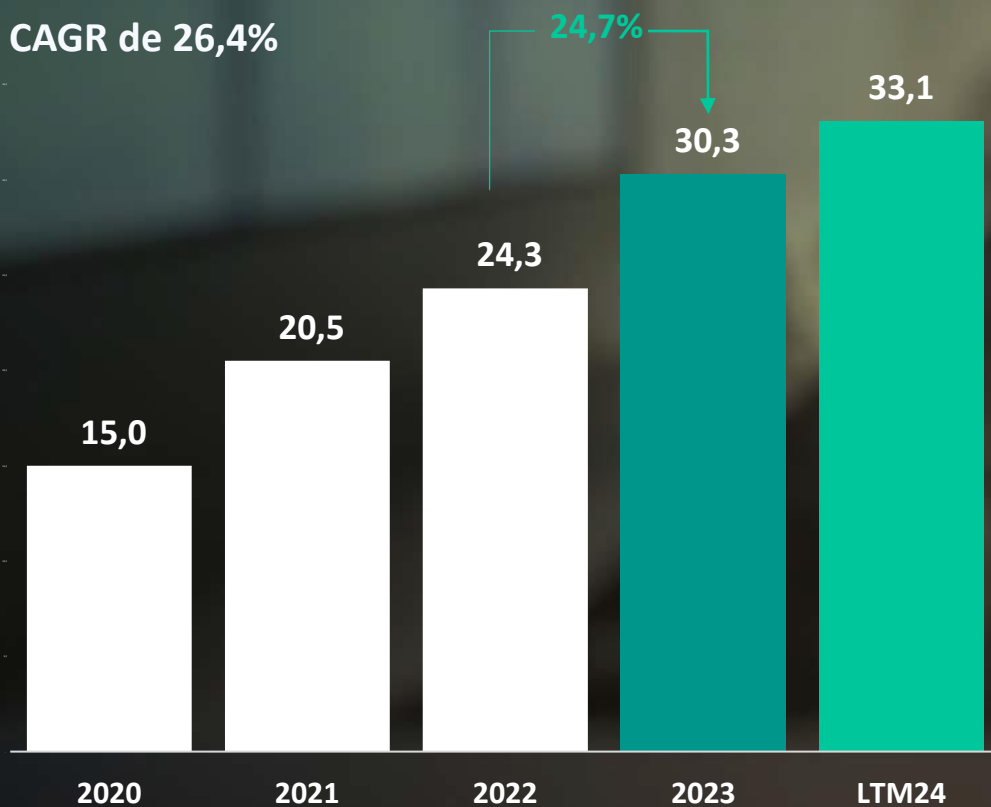


# International Market

## Net Revenue

(R\$ MM)

CAGR de 26,4%



HCM Solutions  
ERP and New Verticals



# Investor Relations

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