

↳ Senior

EARNINGS VIDEOCONFERENCE

1Q24

Carlênio Castelo Branco – CEO
Alencar Berwanger – IRO



2024/March

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



Alencar Berwanger

IRO & Head of New
Businesses



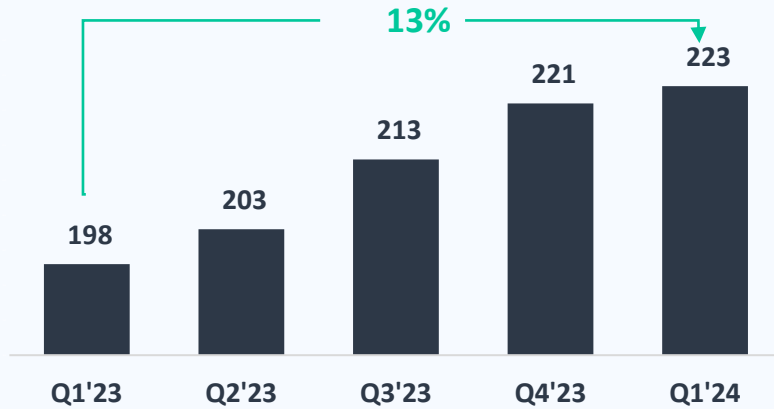


Financial Performance

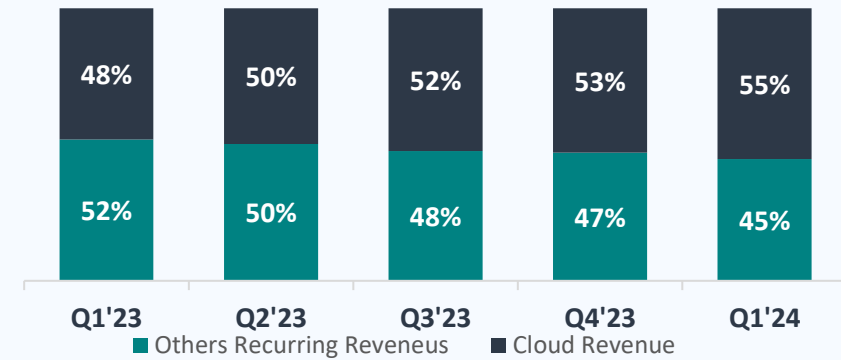
Resilient Business Model...

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

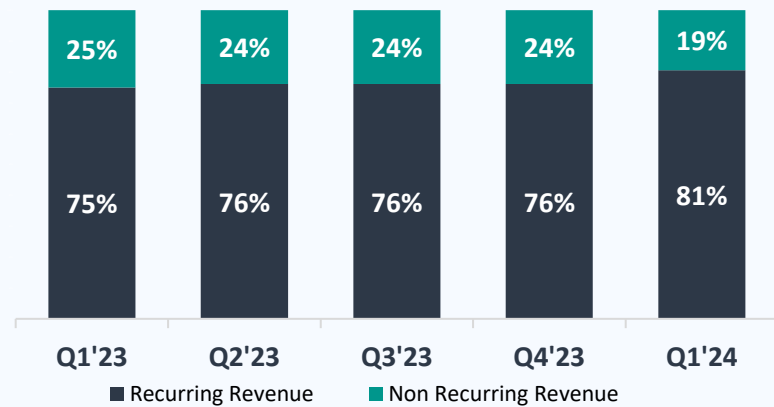
NET REVENUE (R\$MM)



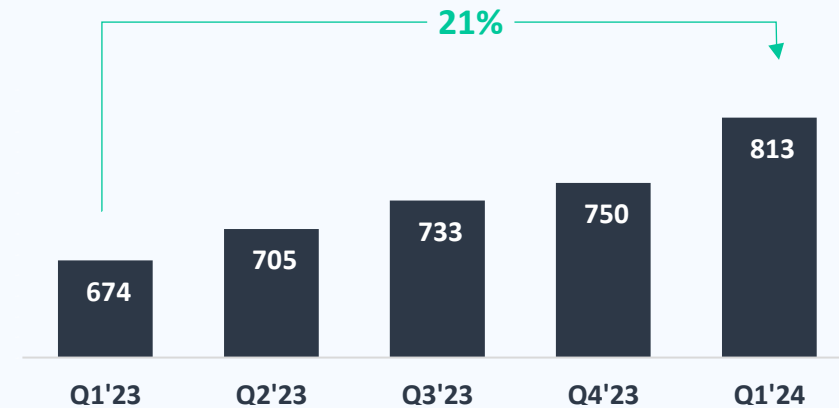
CLOUD RECURRING REVENUE BREAKDOWN



RECURRING REVENUE SHARE



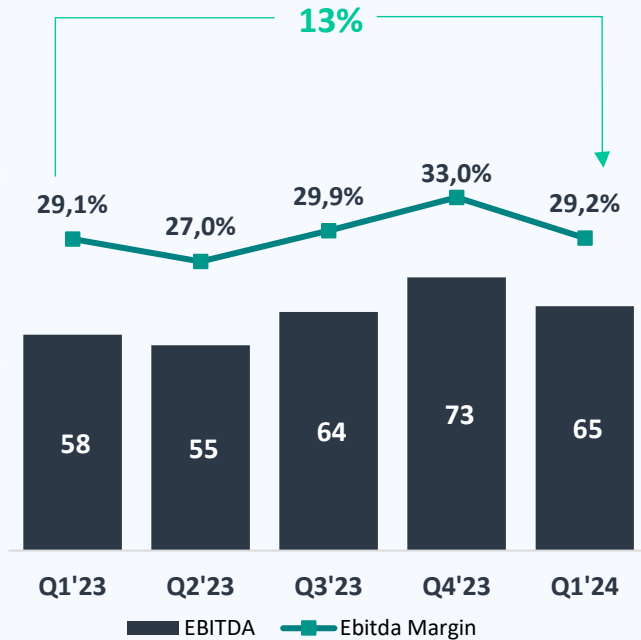
ARR (R\$MM)



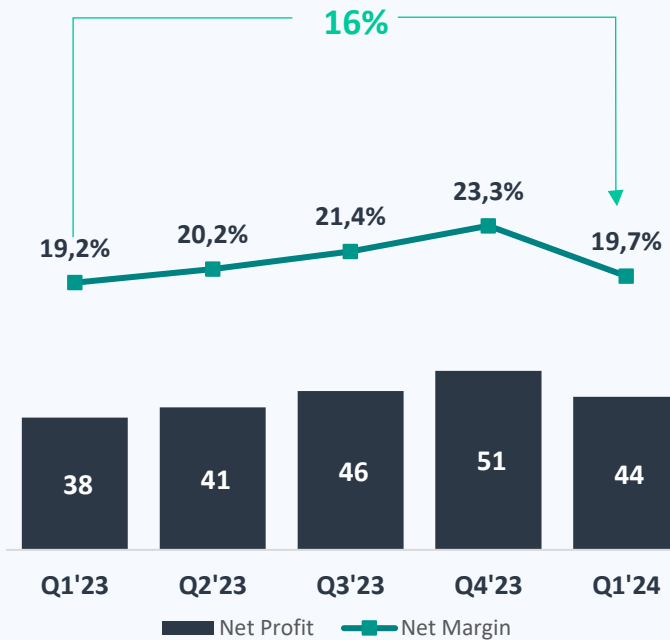
Resilient Business Model...

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

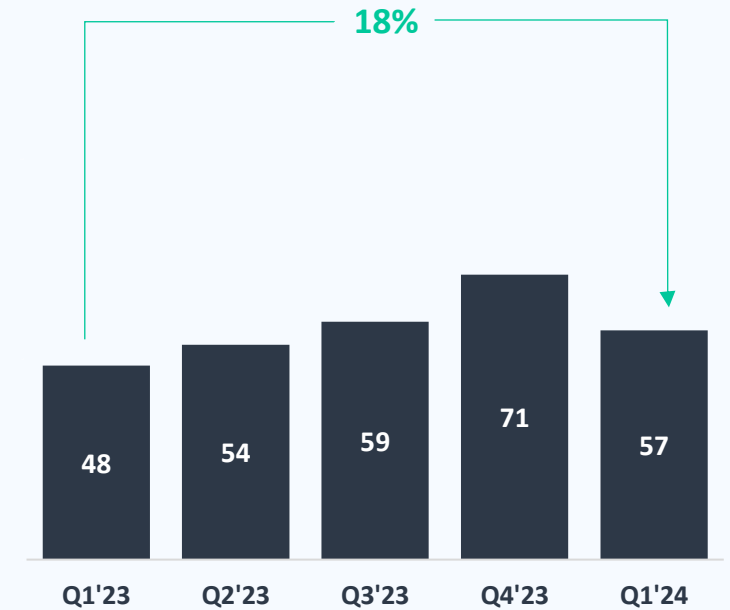
EBITDA AND EBITDA MARGIN (R\$MM; %)



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



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



Q'23-24



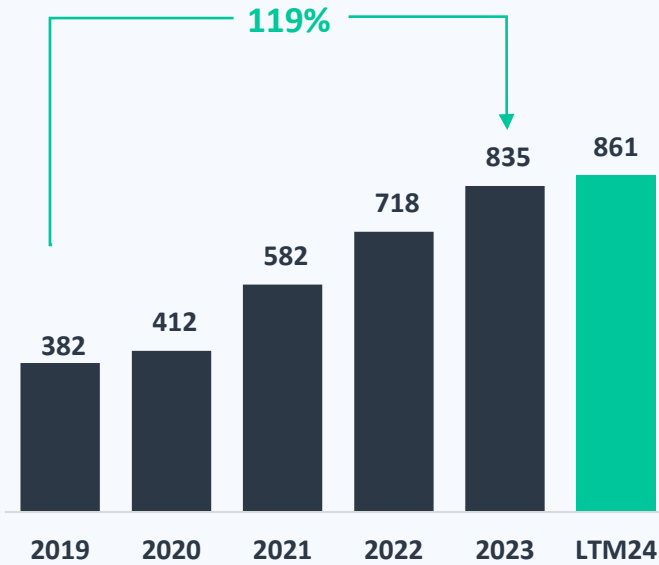
Highlights **LAST 5 YEARS**

Resilient Business Model...

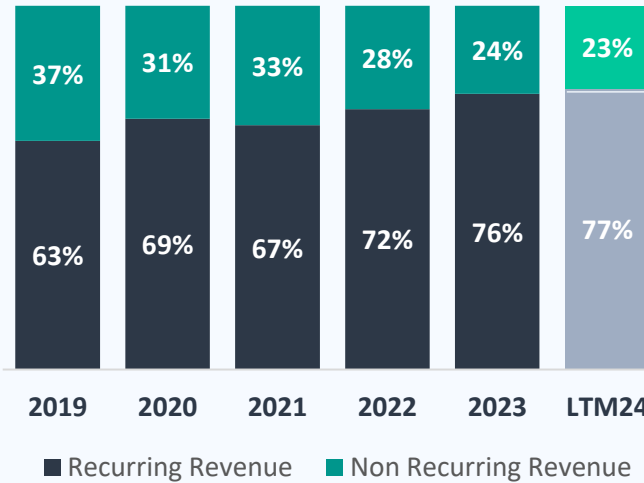
with history of **growth** in different macroeconomic cycles

NET REVENUE (R\$MM)

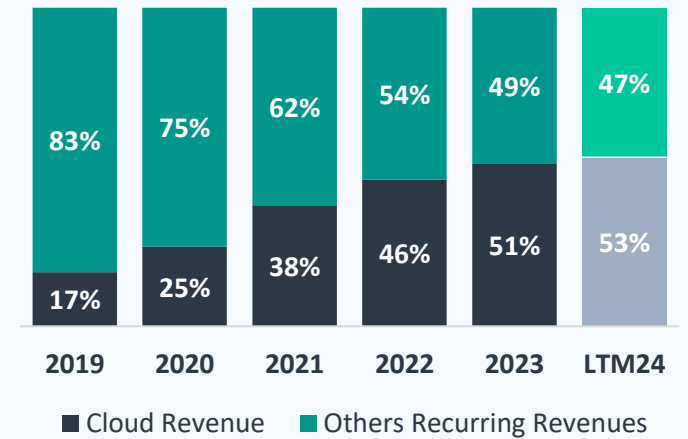
CAGR 19-23 = 21,6%
Growth 22-23 = 16,3%



RECURRING REVENUE SHARE



CLOUD RECURRING REVENUE BREAKDOWN



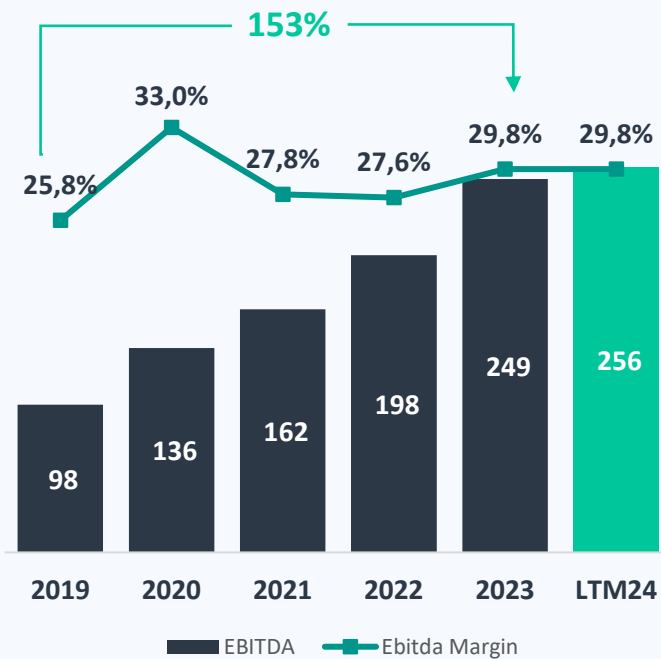
LAST 5 YEARS

Resilient Business Model...

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

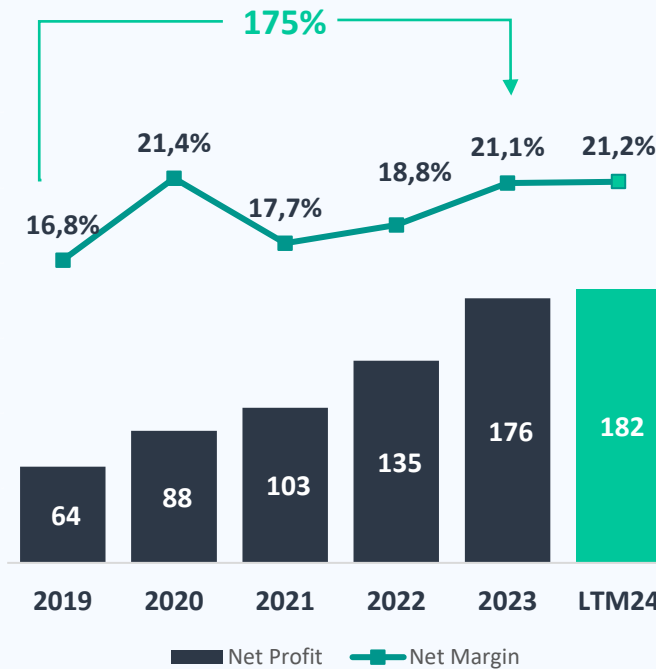
EBITDA AND EBITDA MARGIN (R\$MM; %)

CAGR 19-23 = 26,1%
Growth 22-23 = 25,7%



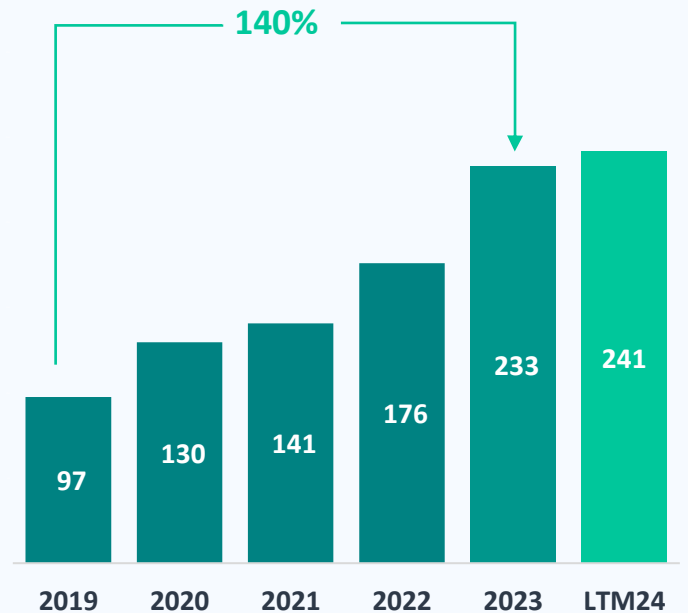
NET PROFIT AND NET MARGIN (R\$MM; %)

CAGR 19-23 = 28,8%
Growth 22-23 = 30,8%

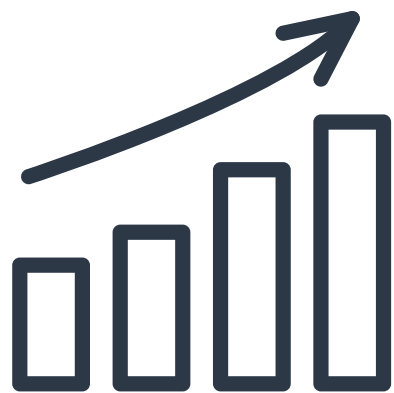


NET CASH PROVIDED BY OPERATING ACTIVITIES (R\$MM)

CAGR 19-23 = 24,3%
Growth 22-23 = 32,2%



LAST 5 YEARS



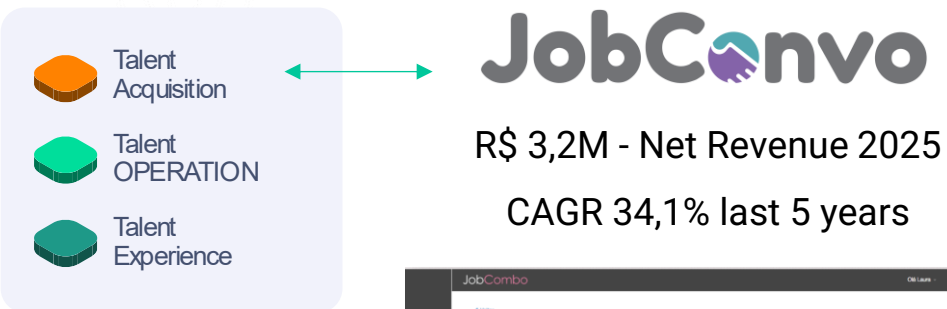
Growth Avenues

New Business 2024

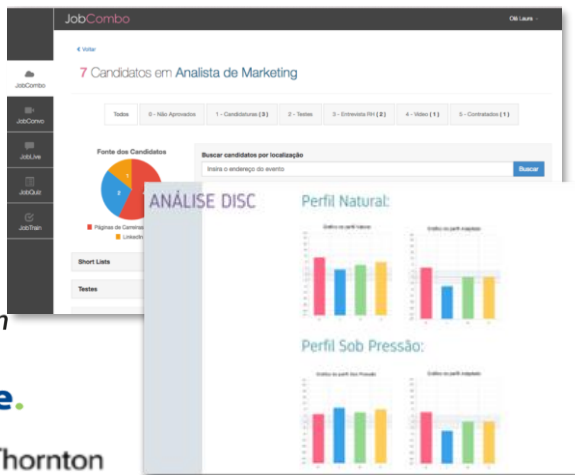
Growth Avenues

MANAGEMENT CAPABILITY | 28th M&A

HCM Platform

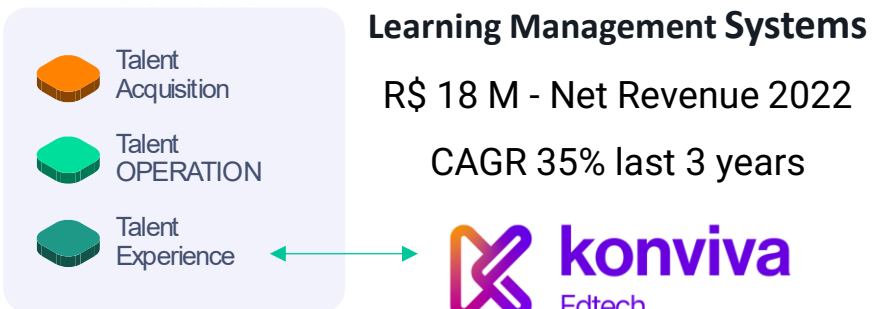


- + 11 countries
- + 60 customers
- + 3M candidates

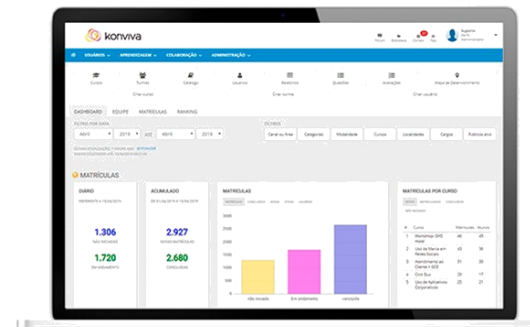


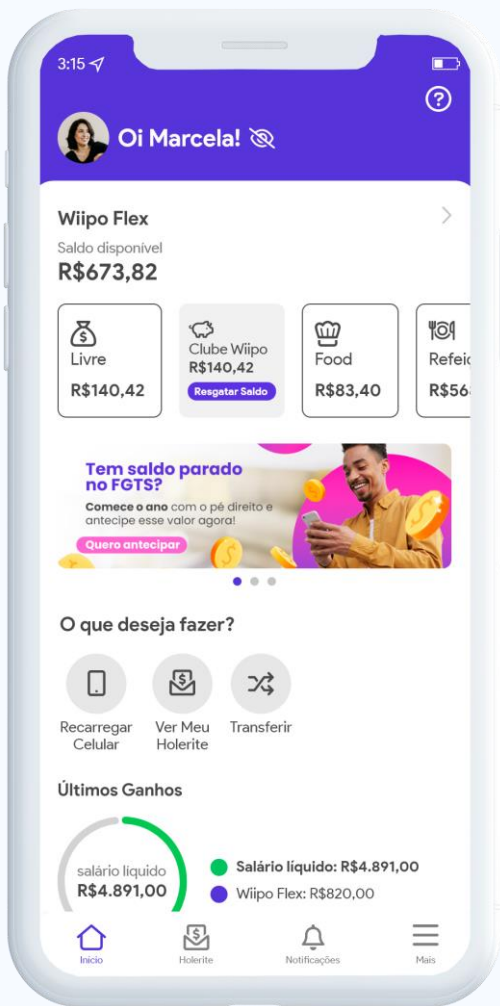
MANAGEMENT CAPABILITY | 27th M&A

HCM Platform



- + 3 M users
- + 250 customers





We are Fintech for
**Financial Services and
Benefits** for People.

#HRlovers

All the **Wiipo** products are integrated into **Senior's systems** and are just one click away from hiring

+2.6 M
employees
with App Wiipo

+ R\$ 78M
Flexible Benefits
transacted

+ 33%
payroll loans

+ 56%
growth vs IQ23





R\$ 11,4 M

LTM24

2023

R\$ 9.8 M

Growth 22-23 = 62%

X Platform

É mais que plataforma.
É produtividade para o seu negócio!



BPM



GED



SIGN



BOT



SOCIAL



CONNECT

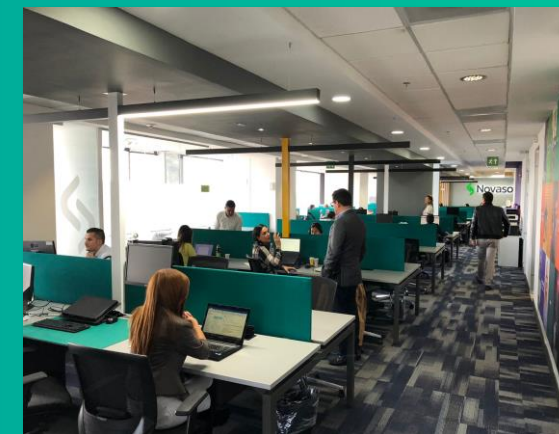
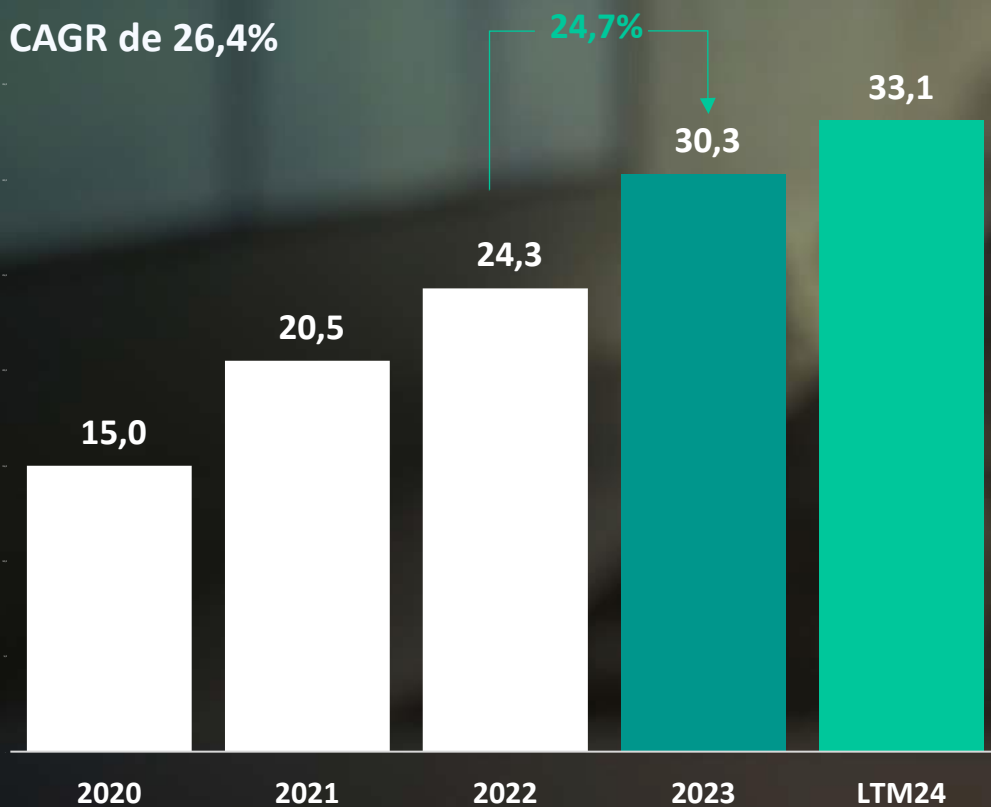


International Market

Net Revenue

(R\$ MM)

CAGR de 26,4%



HCM Solutions
ERP and New Verticals

Closing Remarks



Consistent cash generation and focus on **long term profitability**

Robust execution track-record in **Management capability**

High growth potential in **Fintech and Platform capabilities**

Grow organically with the **expansion** of our market presence in **Brazil and Latin America**

Continue investments in **M&A and Corporate Venture**

Maintain **track-record of growth and profitability**



Investor Relations



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