Senior

VIDEOCONFERÊNCIA DE RESULTADOS

4T23

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

oi Getnet

Alencar Berwanger

IRO & Head of New Businesses

Senior

Years of Experience

Financial **Performance**

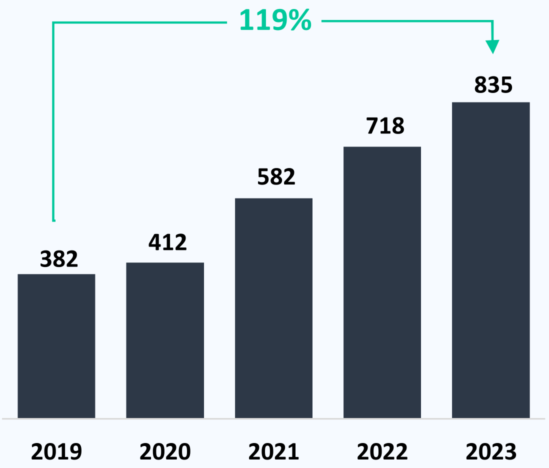
Financial Performance

Resilient Business Model...

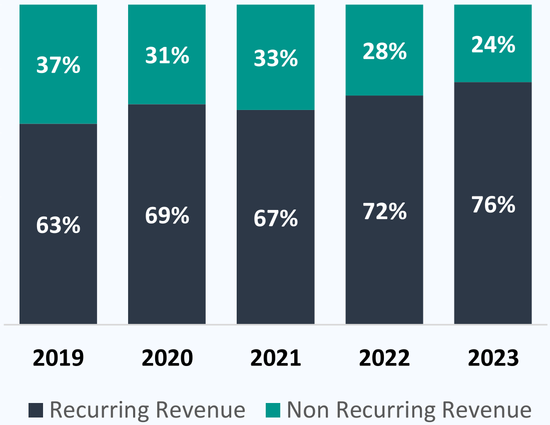
with history of **growth** in different macroeconomic cycles

NET REVENUE (R$MM)

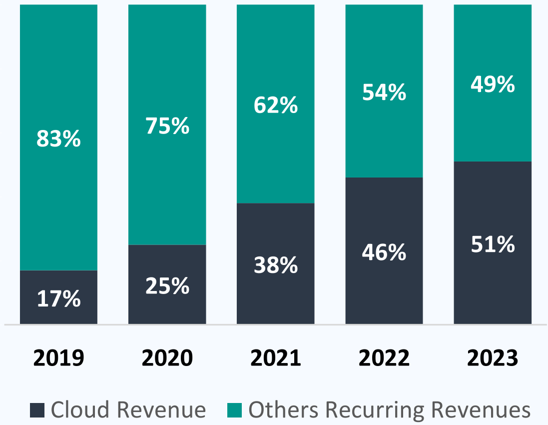
CAGR 19-23 = 22,9%
+ 16,3% vs 2022



RECURRING REVENUE SHARE



CLOUD RECURRING REVENUE BREAKDOWN



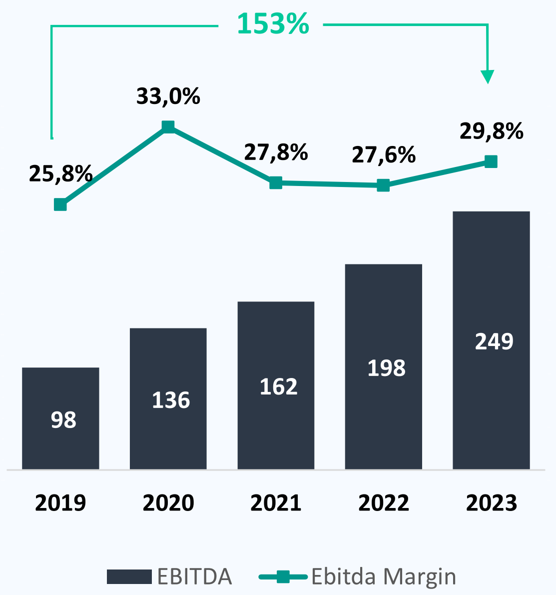
LAST 5 YEARS

Resilient Business Model...

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

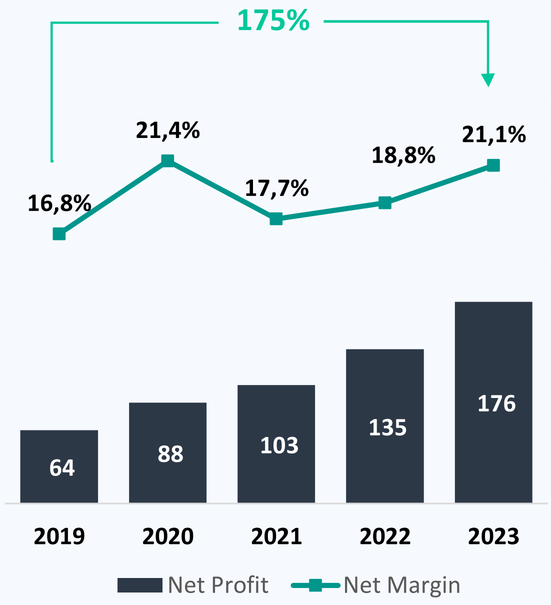
EBITDA AND EBITDA MARGIN (R$MM; %)

CAGR 19-23 = 26,8%
+ 25,7% vs 2022



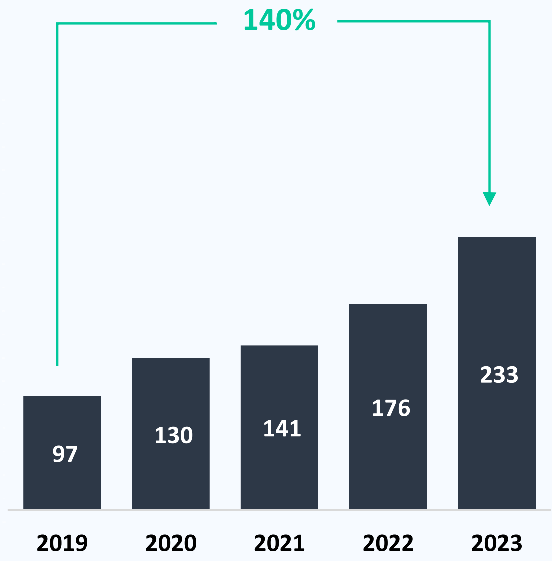
NET PROFIT AND NET MARGIN (R$MM; %)

CAGR 19-23 = 31,0%
+ 30,8% vs 2022



NET CASH PROVIDED BY OPERATING ACTIVITIES (R$MM)

CAGR 19-23 = 29,9%
+ 32,2% vs 2022



LAST 5 YEARS

Highlights
4Q23

Senior grew 14,0% and reached **net revenue of R$ 221,5 MM**

Recurring revenue grew 19,6% in the quarter and reached **76,1% of gross revenue**

Acceleration of **recurring cloud revenue** with **growth of 35,8%**

EBITDA grew 49,8%, closing at R$ 72,8 MM with a **margin of 32,9%**

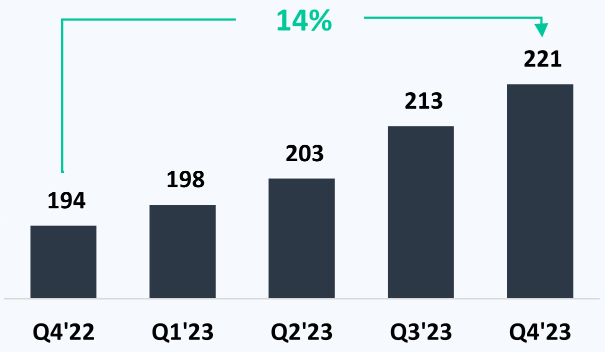
Net Profit grew 46,1%, closed at R$ 51,4 MM with a **margin of 23,2%**

Financial Performance

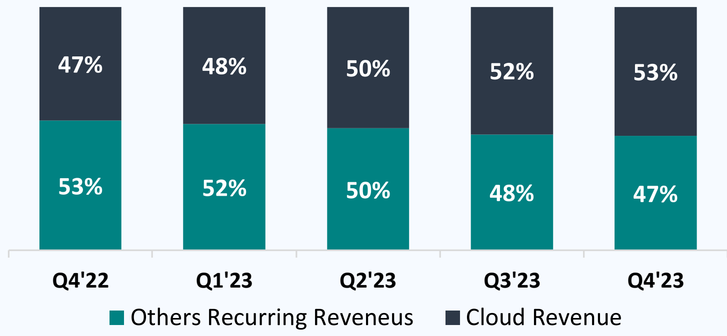
Resilient Business Model...

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

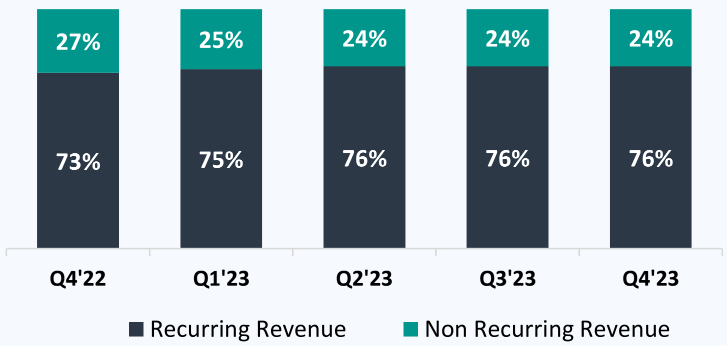
NET REVENUE (R$MM)



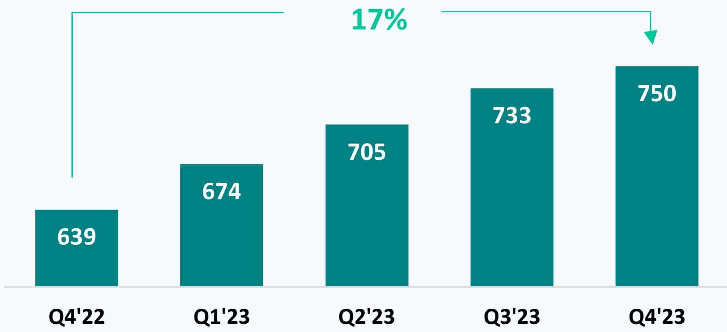
CLOUD RECURRING REVENUE BREAKDOWN



RECURRING REVENUE SHARE



ARR (R$MM)

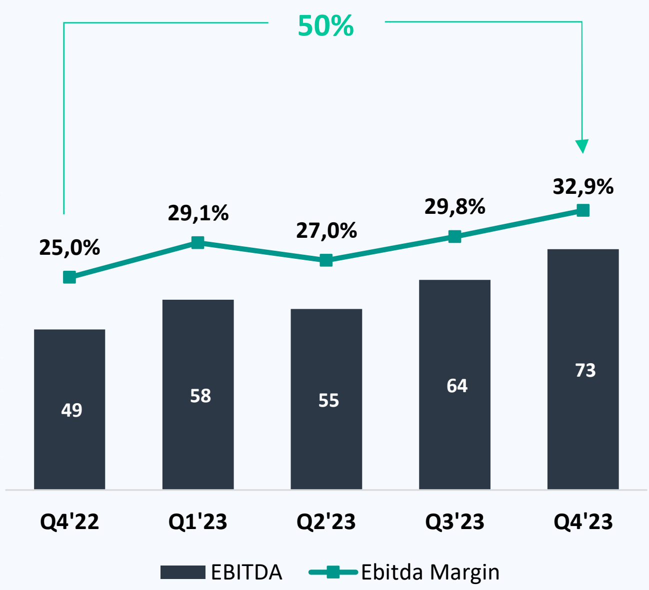


Financial Performance

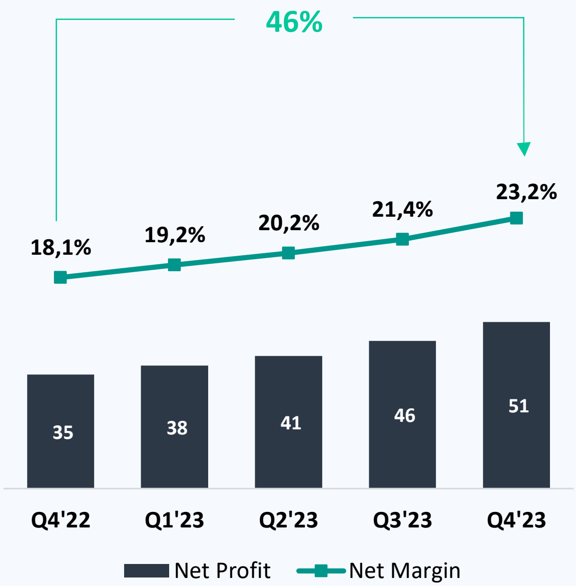
Resilient Business Model...

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

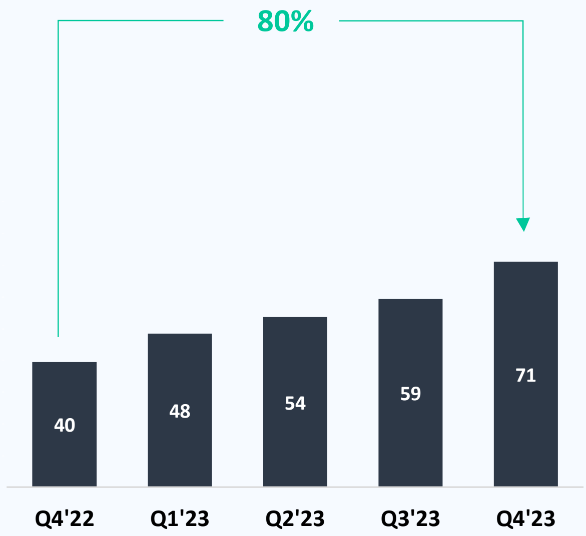
EBITDA AND EBITDA MARGIN (R$MM; %)



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



NET CASH PROVIDED BY OPERATING ACTIVITIES (R$MM)



Growth Avenues

Growth Avenues

New Business 2023

MANAGEMENT CAPABILITY I 27th M&A

HCM Platform

Talent Acquisition

Talent OPERATION

Talent Experience

Learning Management Systems

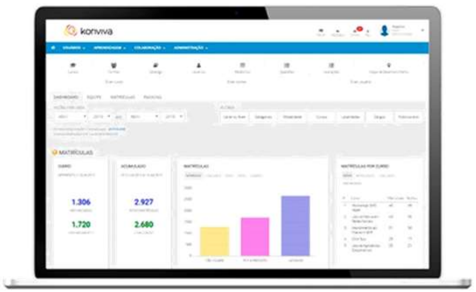
R$ 18 M - Net Revenue 2022

CAGR 35% last 3 years

konviva Edtech

+ 3 M users

+ 250 customers



FINANCIAL CAPABILITY I JOINT VENTURE

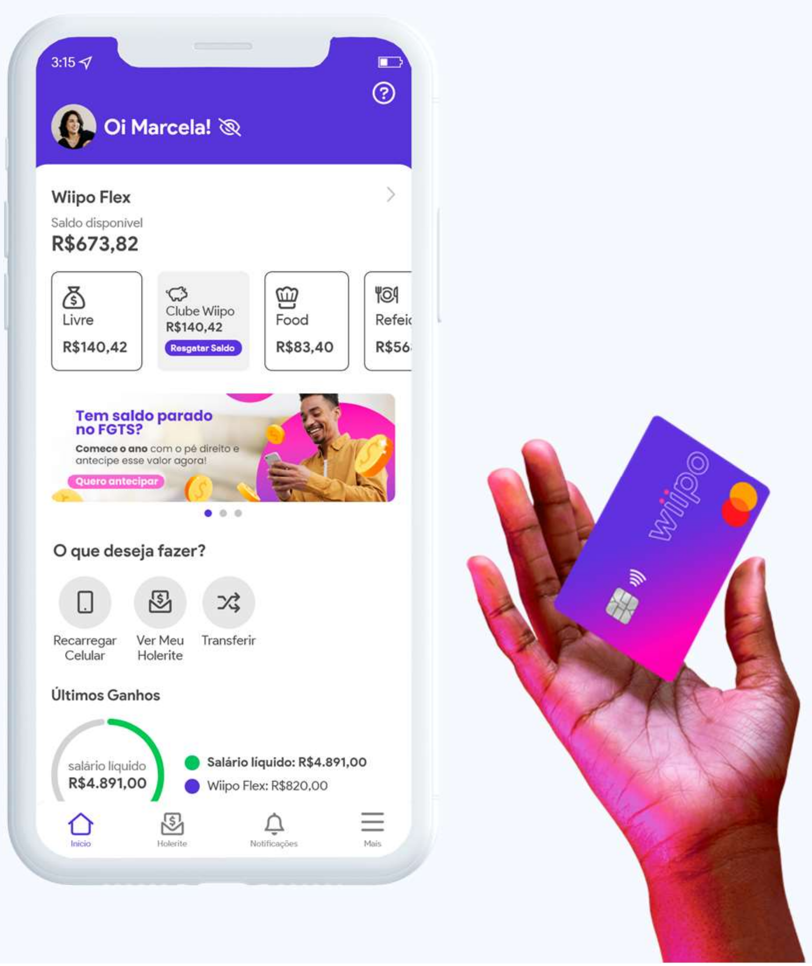
Senior + btg pactual

50% | 50%

+ 11k corporate customers

Credit	Digital Account
Working Capital	Billing
Receivables	Cash Management

wiipo



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

#HRlovers

+2.5 M
employees with App Wiipo

+ 362%
Flexible Benefits transacted

+ R$ 32 M
payroll loans

+ 82,7%
growth vs 2022

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

Senior

seniorX store

R$ 9.8 M

62% vs 2022

XStudio

EDM
Electronic Document Management

SIGN
e-Signature

SOCIAL
Corporate Social Network

BOT
Automated ChatBot

BPM
Processes Management

CONNECT
Integration Platform

X Platform

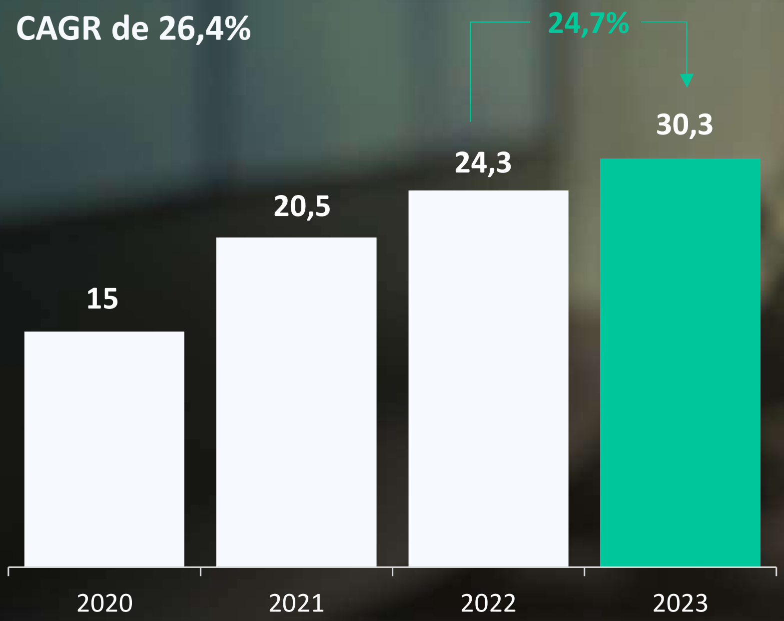
Senior

International Market

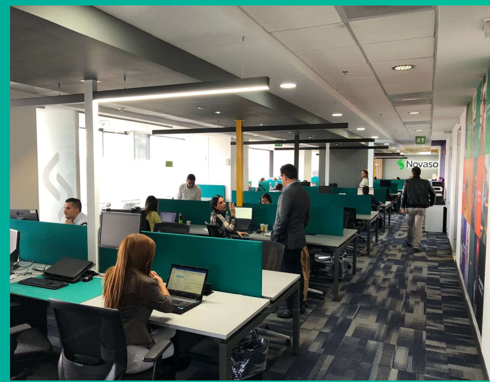
Net Revenue

(R$ MM)

CAGR de 26,4%



Novasoft



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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