



GRUPO **GPS**


Earnings Release
3 Q 23

November 2023

3Q23 Highlights

Net revenue 

- R\$ 2,6 million;
- 8% higher than 3Q22;
- 11% of organic growth compared to 3Q22.

Adjusted EBITDA 

- R\$ 307 million;
- 10% higher than 3Q22;
- 11.7% adjusted EBITDA margin.

Adjusted net profit 

- R\$ 166 million;
- 19% higher than 3Q22;
- 6.3% adjusted net margin.

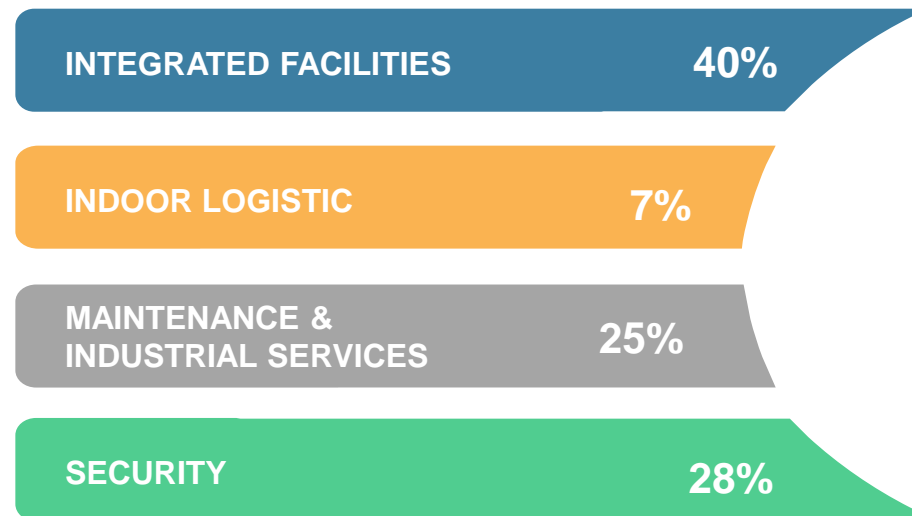
of Customers*
(Sep/23)

4,454

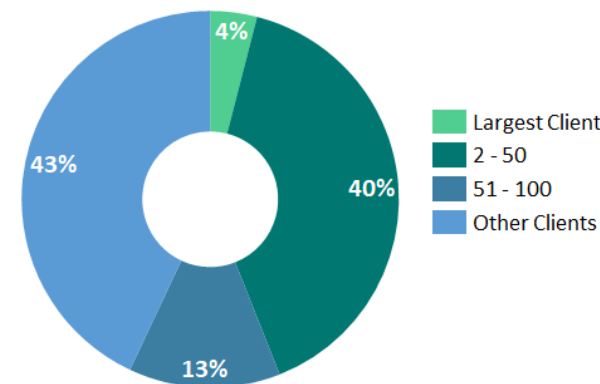
Net Promoter Score*
(Jun/23 Survey)

70%

% of Net Revenue by line of solution (9M23)



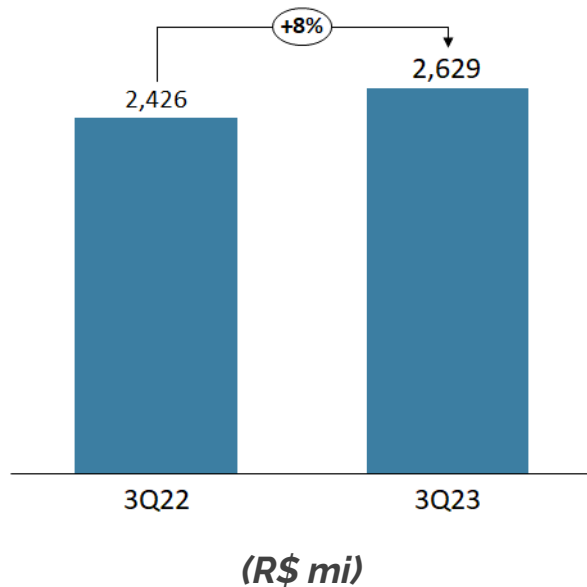
Net Revenue by # of Clients (9M23)



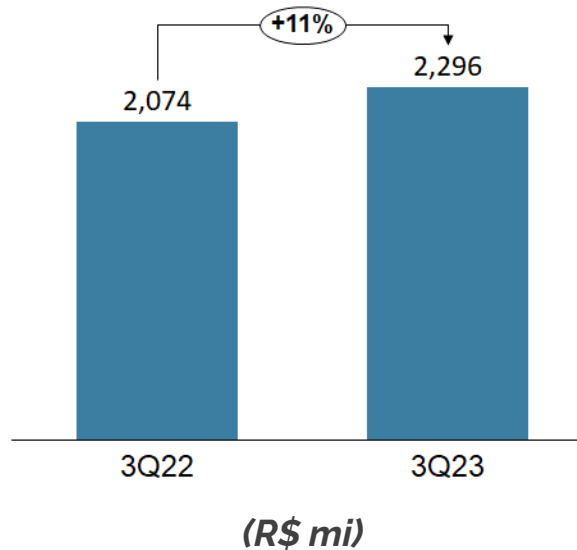
*The numbers of employees, NPS, Customers and contract managers do not consider the companies, TLSV, Campseg, Trademark, Lyon, Invictus e Control.

- **8% increase in the total net revenue** compared to 3Q22;
- **11% increase in the organic net revenue** compared to 3Q22;
- **Inorganic net revenue** - 7 companies in 2022, and 2 companies in 2023.

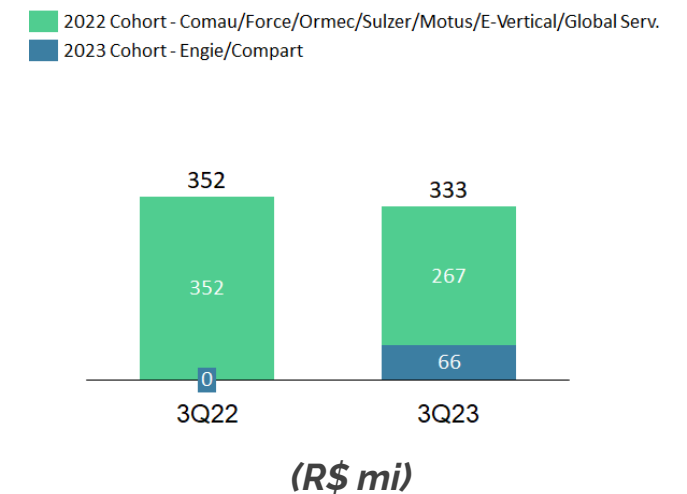
Total Net Revenue



Organic Net Revenue

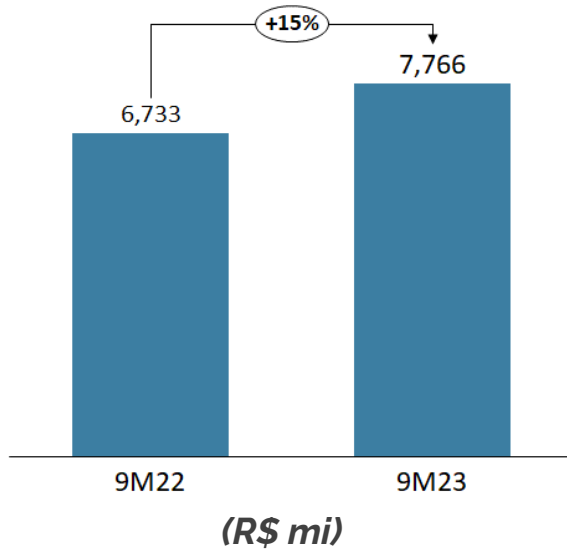


Inorganic Net Revenue

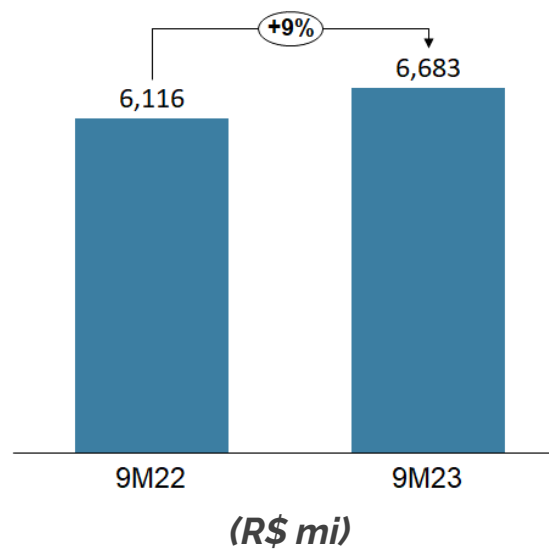


- **15% increase in the total net revenue** compared to 9M22;
- **9% increase in the organic net revenue** compared to 9M22;
- **Inorganic net revenue** - 7 companies in 2022, and 2 companies in 2023.

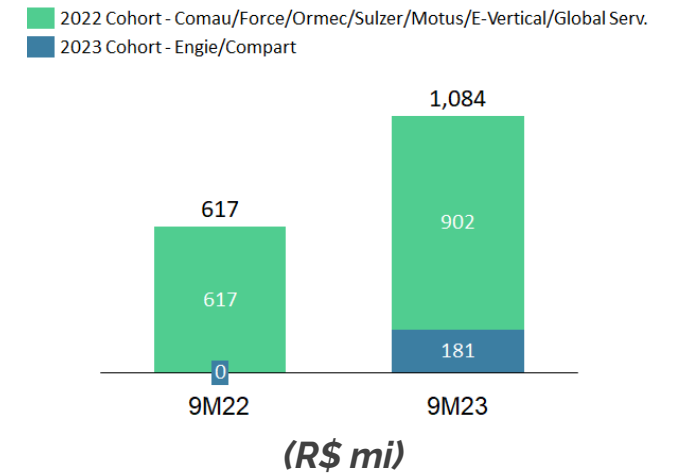
Total Net Revenue



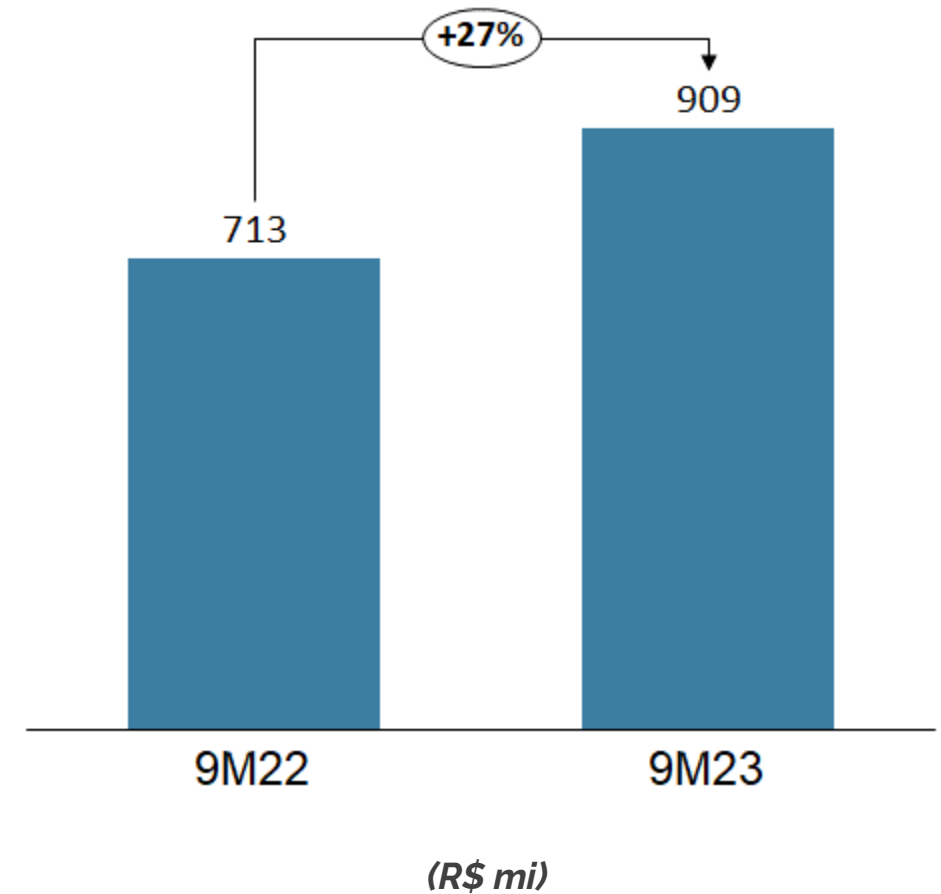
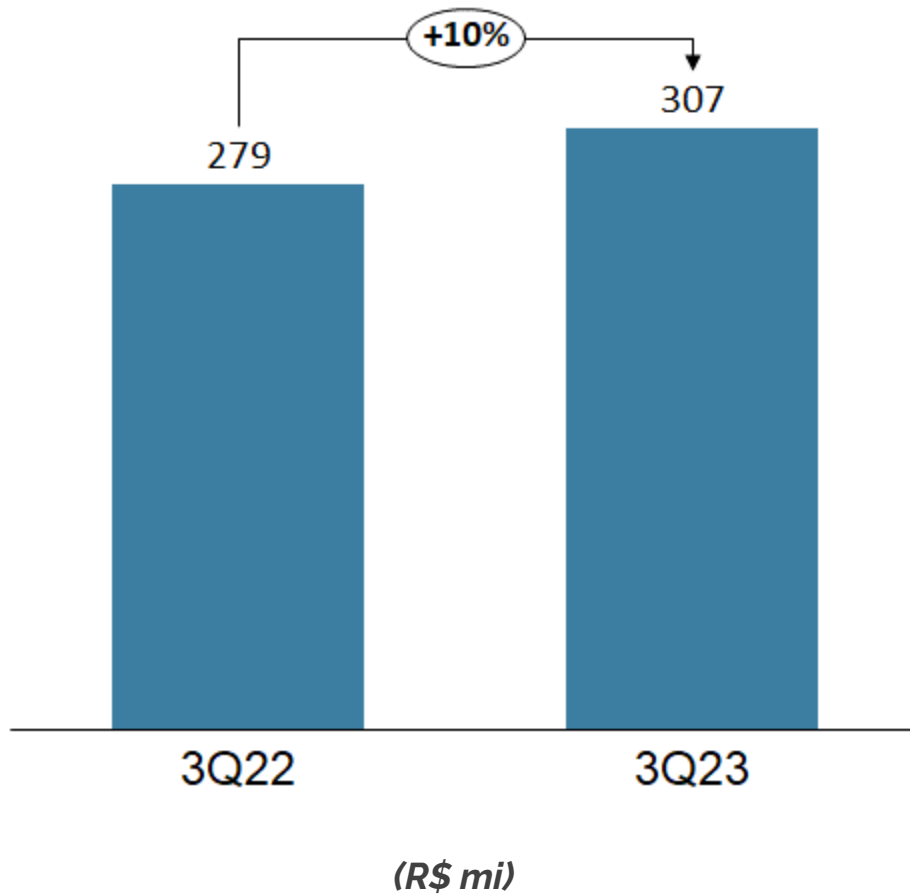
Organic Net Revenue



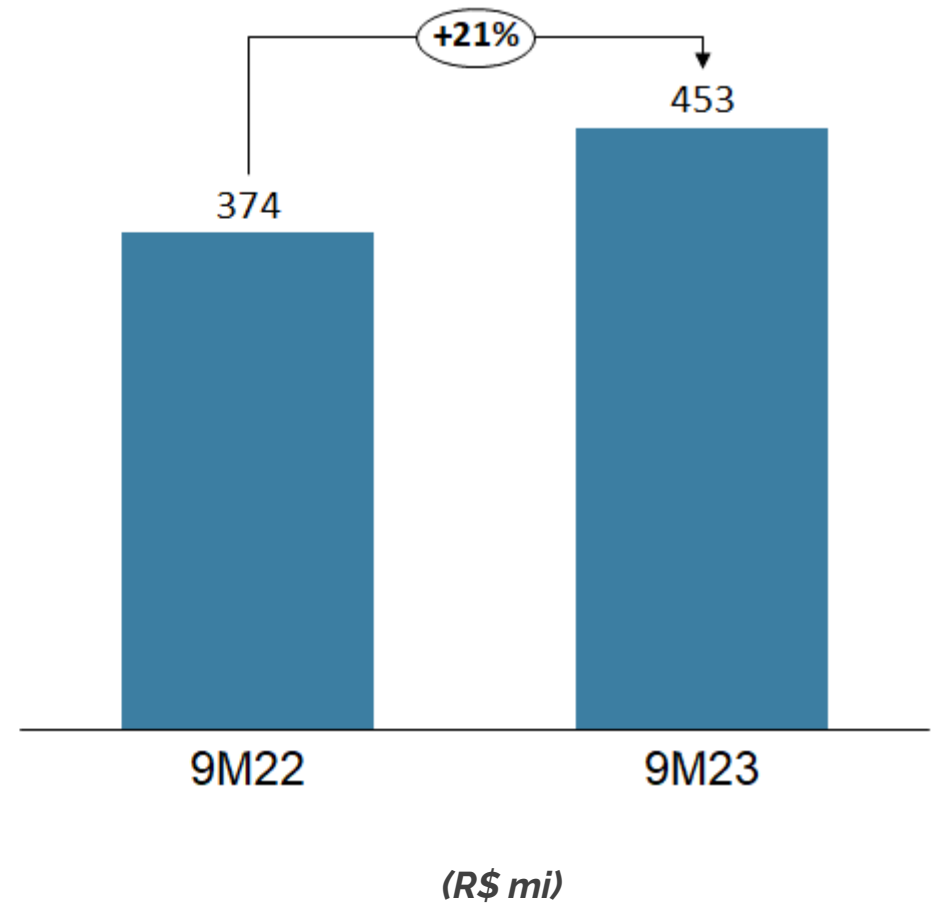
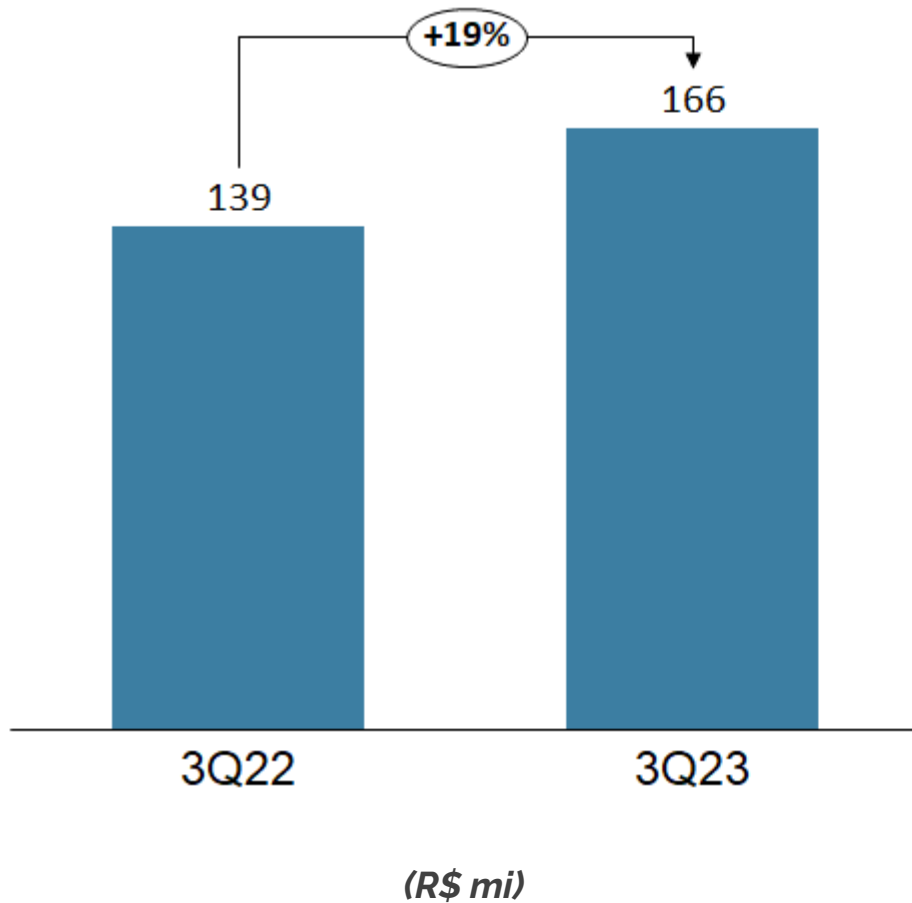
Inorganic Net Revenue



- **10% growth of adjusted EBITDA** compared to 3Q22, and **margin of 11.7%**, 0.2p.p. higher than 3Q22;
- **27% growth of adjusted EBITDA** compared to 9M22, and **margin of 11.7%**, 1.1p.p. higher than 9M22.



- **19% growth of adjusted net profit** compared to 3Q22, and **net margin of 6.3%**, 0.6p.p. higher than 3Q22;
- **21% growth of adjusted net profit** compared to 9M22, and **net margin of 5.8%**, 0.2p.p. higher than 9M22.



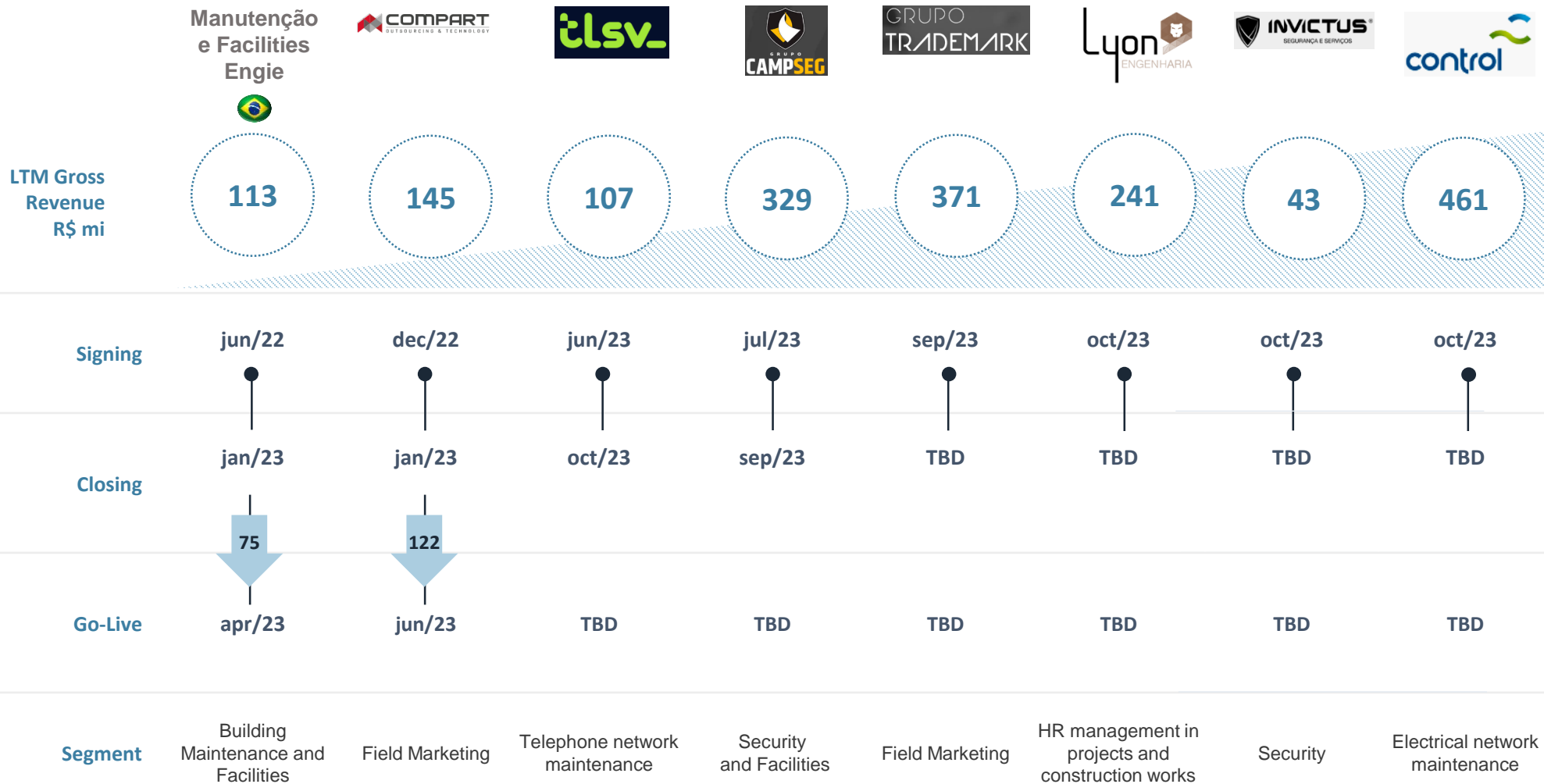


7 acquisitions announced in 2022;

Average of **119 days** for systems integration;

R\$1.4 billion in revenue acquired in the **2022** M&A program.

*Effective control from 01/01/22



8 acquisitions announced in 2023;

Average of **99 days** for systems integration;

R\$1.8 billion in revenue acquired in the **2023** M&A program.

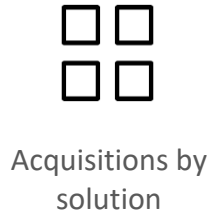


Gross revenue (LTM)

R\$ 4,6 bi

of Companies

21



7



Facilities and security

5



Temporary labor and field mkt.

7



Maintenance and Industrial services

2



Logistics



Acquisitions by Size (Revenue R\$ mi)

2

< 100

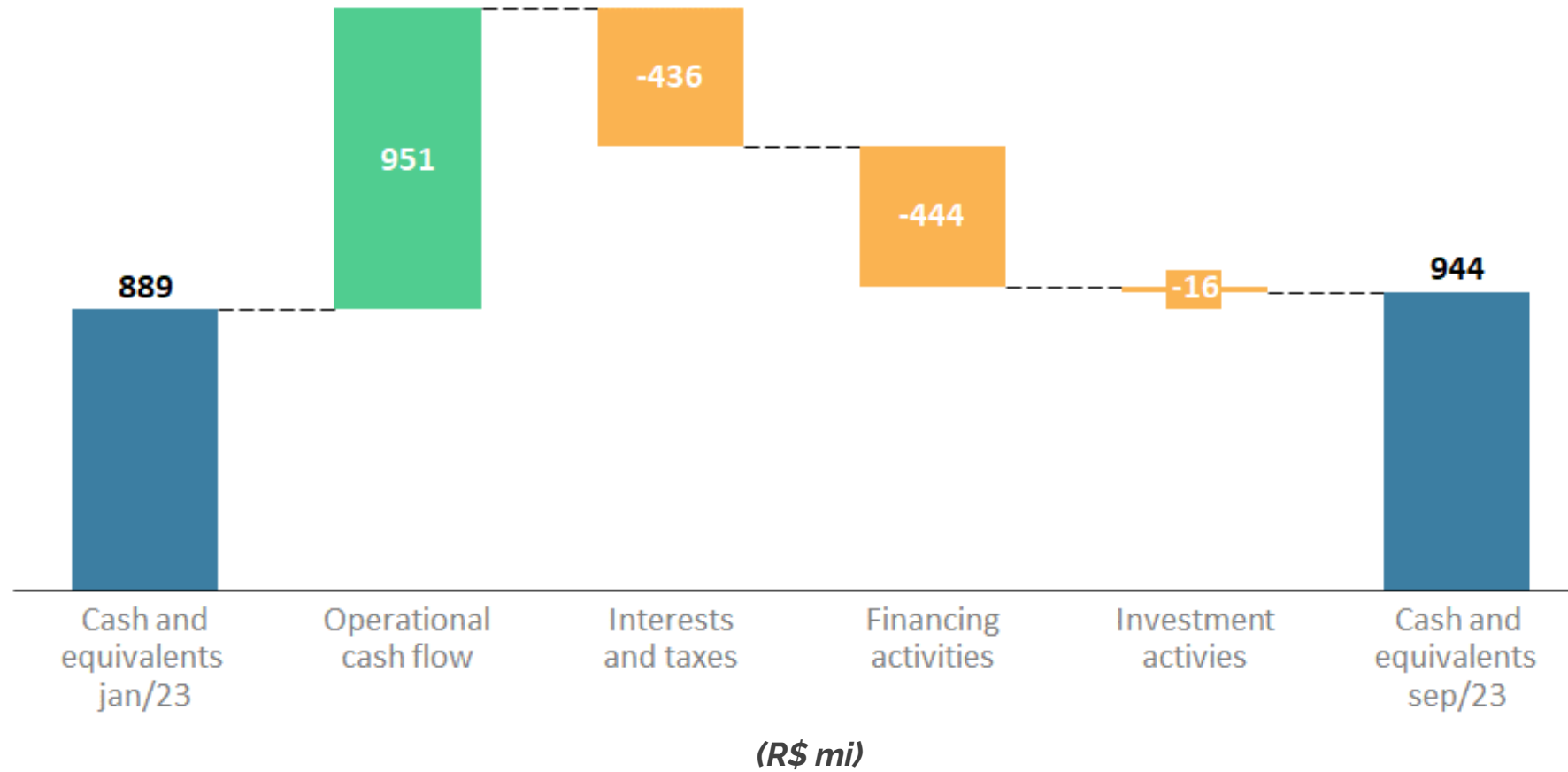
13

> 100; < 300

6

> 300; < 500

- **Cash generation** from operating activities representing **105% of adjusted EBITDA**.



- **Net debt/adjusted EBITDA of 0.7x** at the end of 3Q23, 26% lower compared to 3Q22;
- **37 months duration** of the loan portfolio.

Leverage R\$ mi	3Q23 (a)	2Q23 (b)	1Q23 (c)	4Q22 (d)	3Q22 (e)	△ (a) / (e)
Cash	2,587	2,582	2,876	2,700	1,300	99%
Cash and cash equivalents	944	928	904	889	846	12%
Financial investments	1,643	1,654	1,972	1,811	453	262%
Gross Debt	3,471	3,532	3,644	3,645	2,204	58%
Loans	475	515	577	635	668	-29%
Debentures	2,631	2,656	2,679	2,661	1,202	119%
Acquisition of subsidiaries	306	299	322	281	267	15%
Tax payable through installments	59	63	66	68	67	-12%
Net debt	(884)	(950)	(768)	(945)	(904)	-2%
Adjusted EBITDA LTM	1,204	1,176	1,106	1,008	911	32%
Net debt / adjusted EBITDA LTM	0.7	0.8	0.7	0.9	1.0	-26%

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