



GRUPO **GPS**


*Earnings Release*  
4Q22

*December 2022*


### 2022 Highlights

Net revenue 

- R\$ 9.219 million;
- 39% higher than 2021;
- 11% organic growth compared to 2021.

Adjusted EBITDA 

- R\$ 1,008 million;
- 45% higher than 2021;
- 10.9% adjusted EBITDA margin.

Adjusted net profit 

- R\$ 586 million;
- 32% higher than 2021;
- 6.4% adjusted net margin.

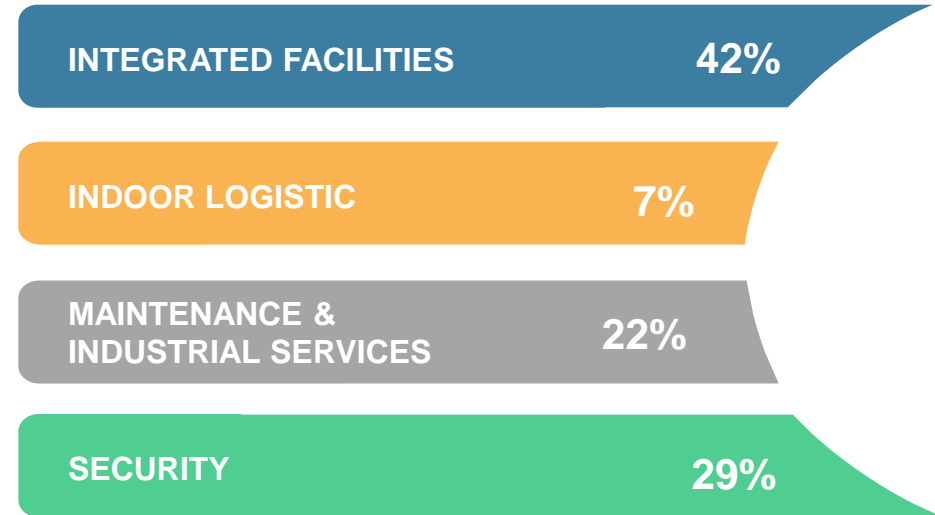
# of Customers\*  
(Dec/22)

**3,956**

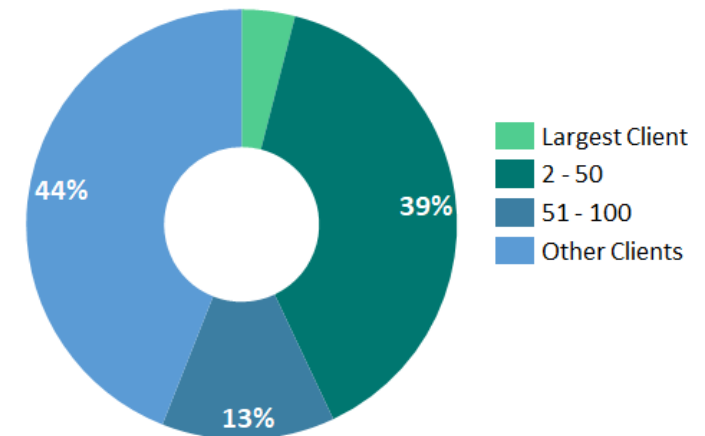
Net Promoter Score\*  
(Dec/22 Survey)

**74%**

### % of Net Revenue by line of solution (9M22)



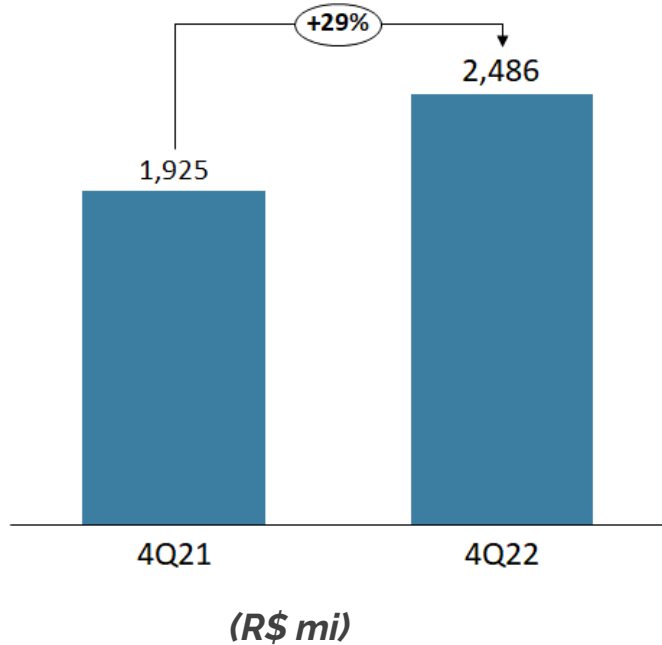
### Net Revenue by # of Clients (9M22)



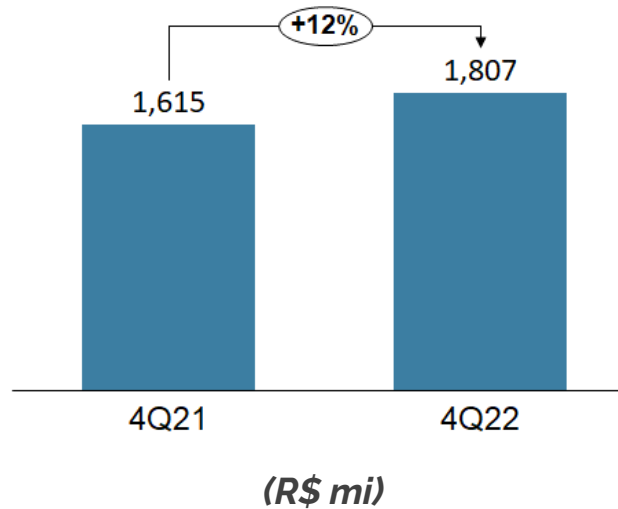
*\*The numbers of employees, NPS, Customers and contract managers do not consider the companies, Motus, e-Vertical e Global Serviços, Engie Serviços e Facilities and Compart.*

- **29% increase in the total net revenue** compared to 4Q21;
- **12% increase in the organic net revenue** compared to 4Q21;
- **Inorganic net revenue** - 6 companies in 2021, and 9 companies in 2022.

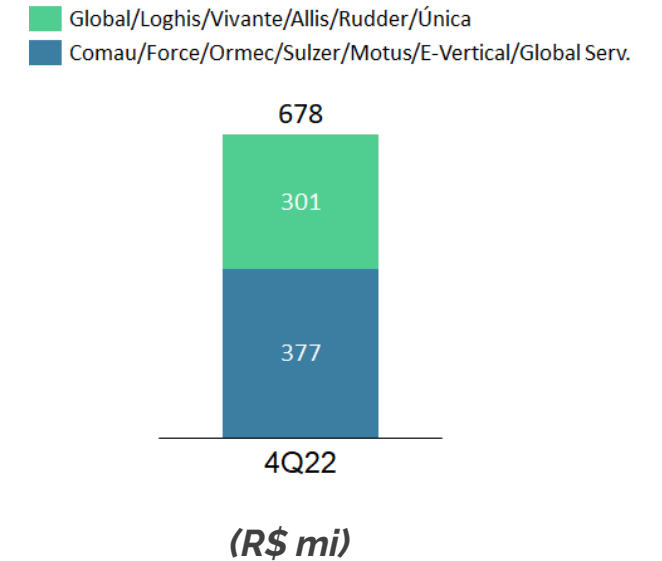
**Total Net Revenue**



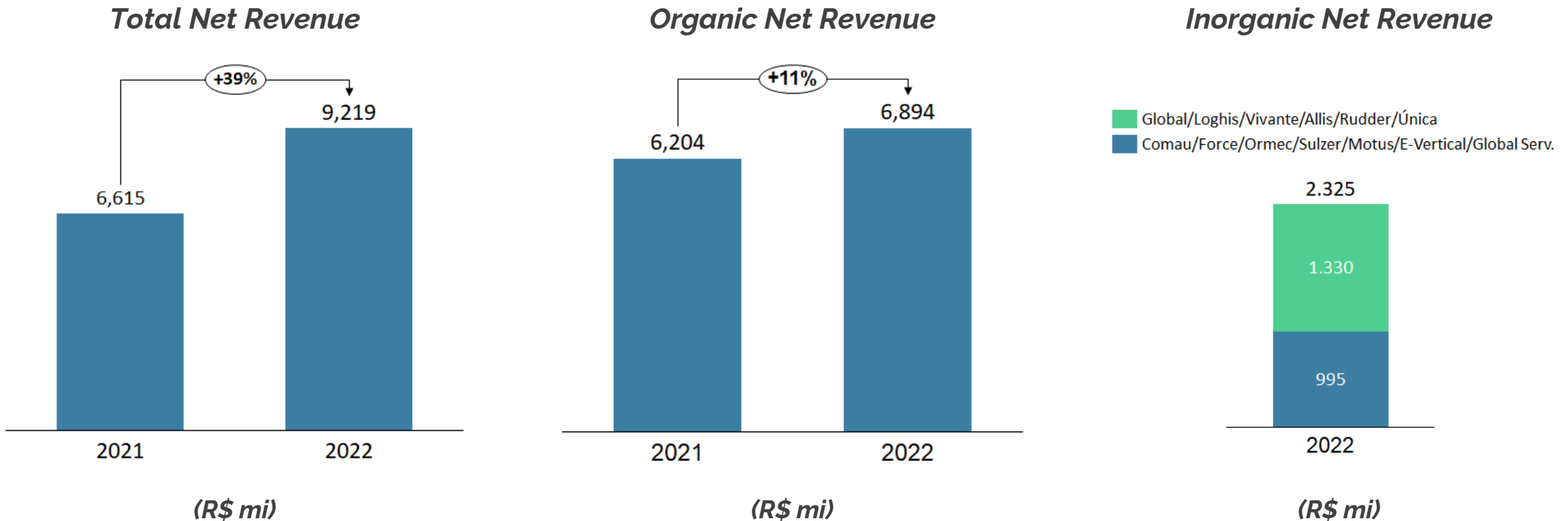
**Organic Net Revenue**



**Inorganic Net Revenue**



- **39% increase in the net revenue** compared to 2021;
- **11% increase in the organic net revenue** compared to 2021;
- **Inorganic net revenue** - 6 companies in 2021, and 9 companies in 2022.



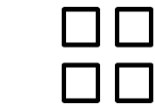


**1,7 billion** announced in 2022;

**R\$1.4 billion** in revenue in the **2022 M&A**, and **R\$258 million** in the **2023 M&A**;

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

\*Effective control from 01/01/22



Acquisitions by solution

5



Facilities and security

3



Temporary labor and field mkt.

5



Maintenance and Industrial services

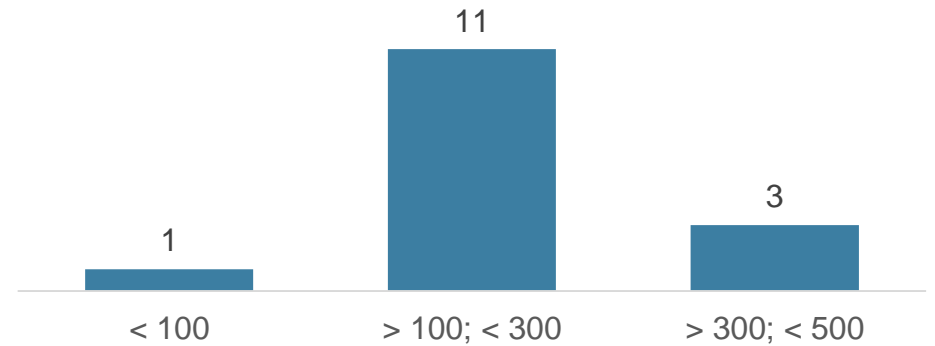
2



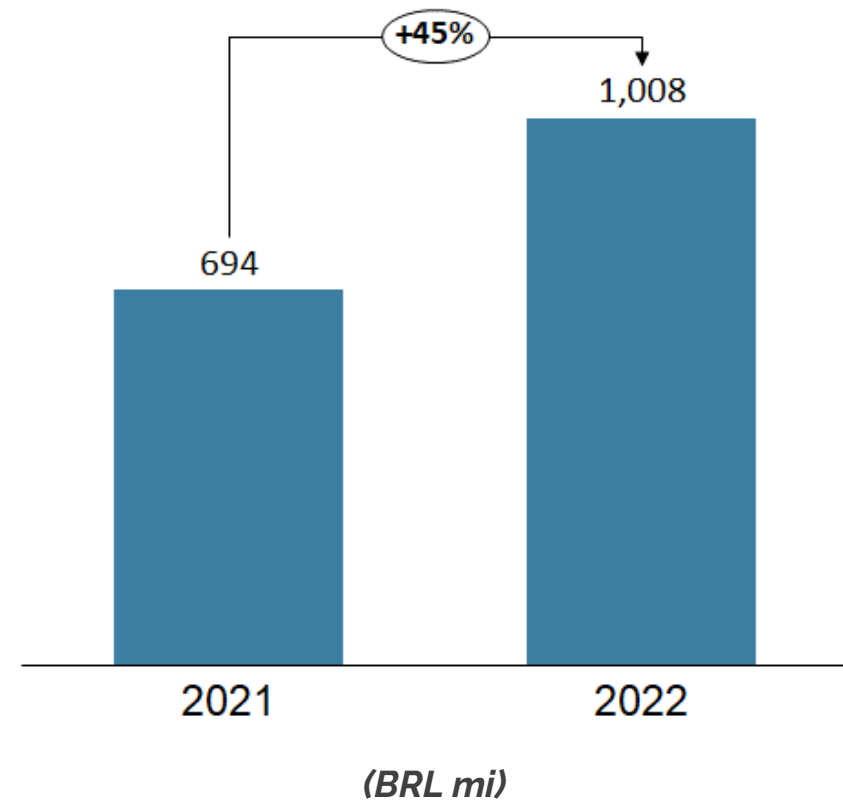
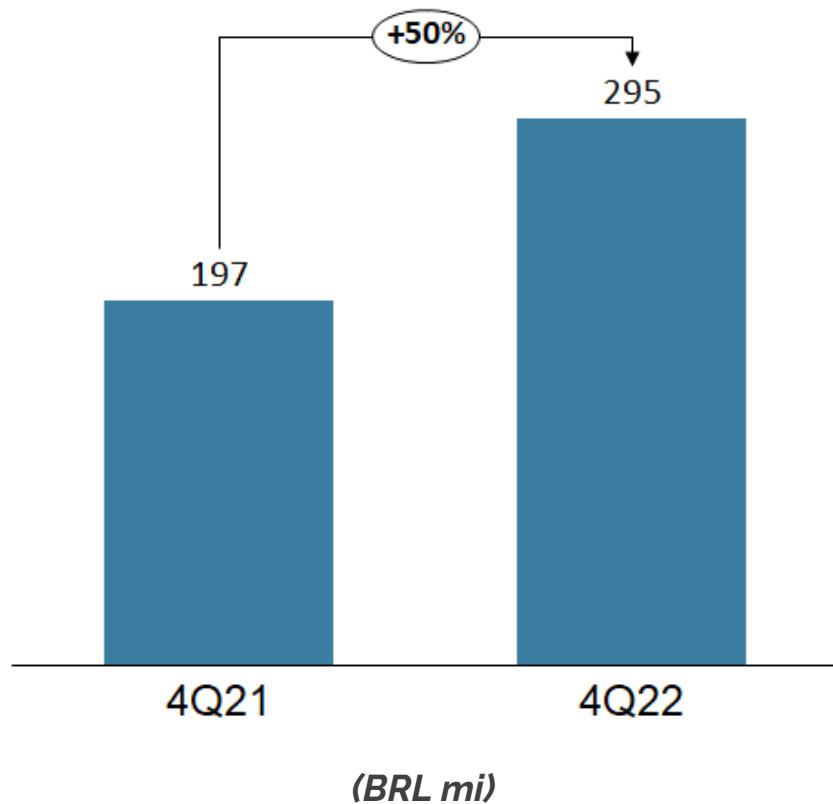
Logistics



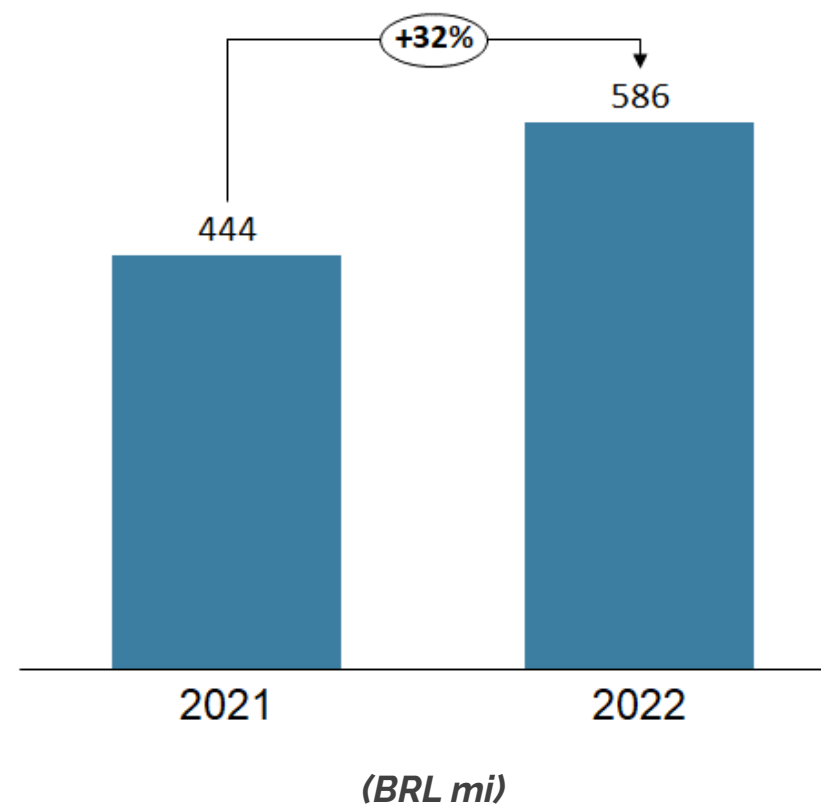
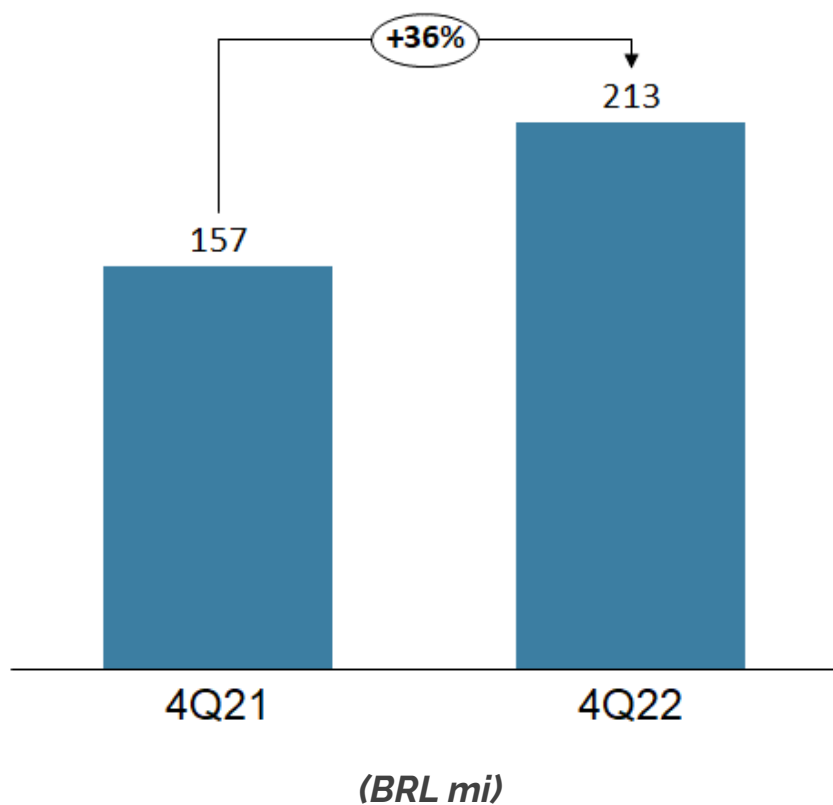
Acquisitions by Size (Revenue R\$ mi)



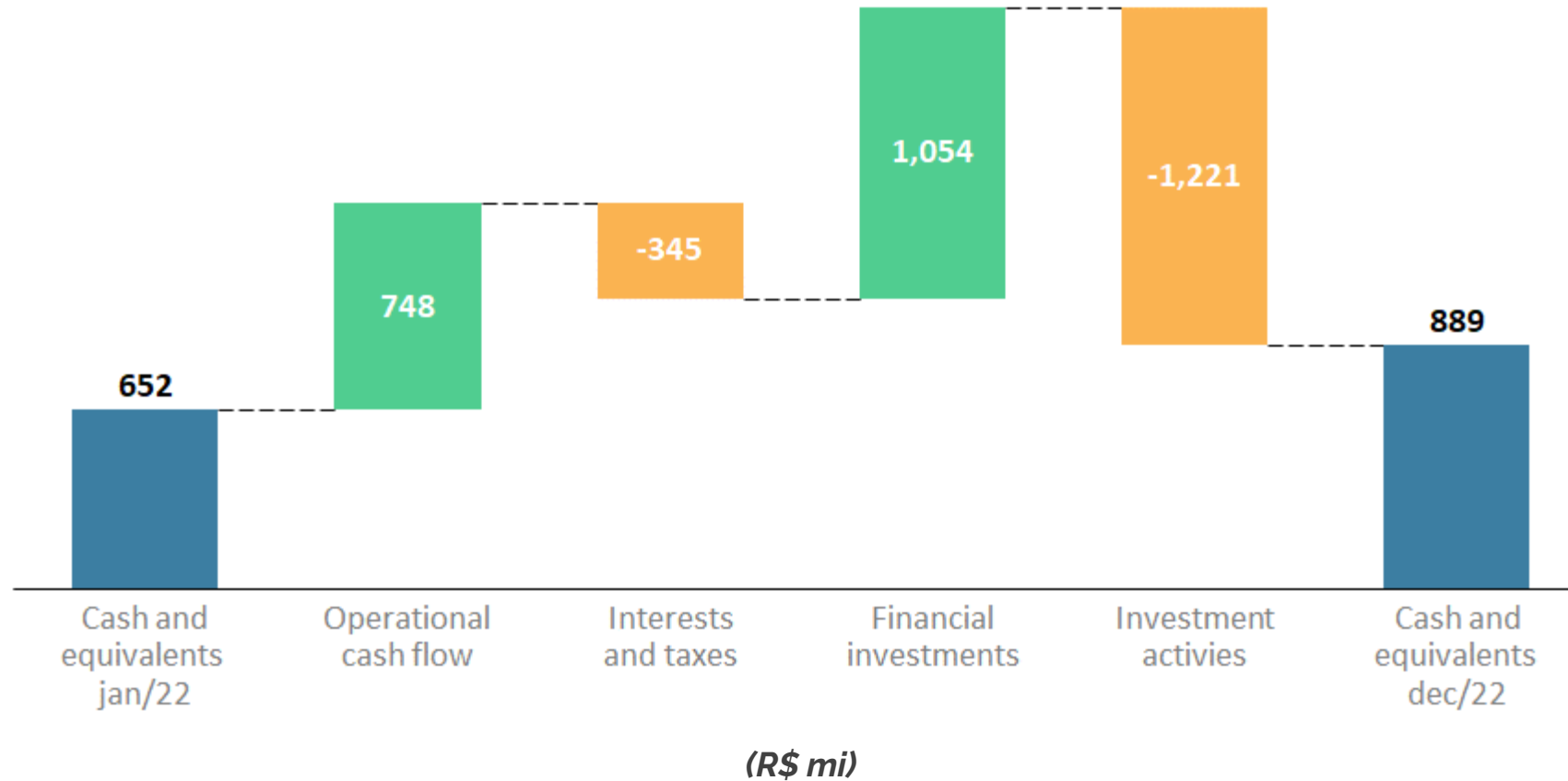
- **50% growth of adjusted EBITDA** compared to 4Q21, and **margin of 11.9%**, 1.7p.p. higher than 4Q21;
- **45% growth of adjusted EBITDA** compared to 2021, and **margin of 10.9%**, higher than 2021.



- **36% growth of adjusted net income** compared to 2021, and **net margin of 8.5%**, 0.4p.p. higher than 4Q21;
- **32% growth of net Income** compared to 2021, and **net margin of 6.4%**, 0.3p.p. below 2021.



- **Cash generation** from operating activities representing **74% of adjusted EBITDA**.



- **Net debt/adjusted EBITDA of 0.9x** at the end of 4Q22, stable compared to 4Q21;
- **44 months duration** of the loan portfolio.

Leverage R\$ mi	4Q22 (a)	3Q22 (b)	2Q22 (c)	1Q22 (d)	4Q21 (e)	△ (a) / (e)
<b>Cash</b>	<b>2,700</b>	<b>1,300</b>	<b>1,420</b>	<b>1,590</b>	<b>1,669</b>	<b>62%</b>
Cash and cash equivalents	889	846	787	694	652	36%
Financial investments	1,811	453	633	895	1,017	78%
<b>Gross Debt</b>	<b>3,645</b>	<b>2,204</b>	<b>2,195</b>	<b>2,234</b>	<b>2,304</b>	<b>58%</b>
Loans	635	668	702	718	813	-22%
Debentures	2,661	1,202	1,224	1,244	1,252	113%
Acquisition of subsidiaries	281	267	208	213	177	59%
Tax payable through installments	68	67	61	59	63	9%
<b>Net debt</b>	<b>(945)</b>	<b>(904)</b>	<b>(775)</b>	<b>(644)</b>	<b>(635)</b>	<b>49%</b>
Adjusted EBITDA LTM	1,008	911	814	742	694	45%
<b>Net debt / adjusted EBITDA LTM</b>	<b>0,9</b>	<b>1,0</b>	<b>1,0</b>	<b>0,9</b>	<b>0,9</b>	<b>2%</b>

- *Return on Invested Capital (ROIC) reached 19.7% in 2022, with a reduction of 0.5p.p. compared to 2021;*
- *Return on Equity (ROE) reached 25.0%, with a reduction of 6.8p.p. facing 2020.*

BRL (million)	2022 (a)	2021 (b)	△ (a) / (b)
Adjusted EBITDA	1,008	694	45%
Depreciation	-86	-59	46%
Adjusted EBITA	922	636	45%
Tax and social contribution rate	34%	34%	0%
NOPAT	609	420	45%
Net debt (weighted average)*	733	677	8%
Equity (weighted average)**	2,350	1,396	68%
Invested capital (net debt+equity)	3,083	2,073	49%
ROIC (NOPAT / Invested capital)	19,7%	20,2%	-0,5pp
BRL (million)	2022 (a)	2021 (b)	△ (a) / (b)
Adjusted net profit	586	444	32%
Equity (weighted average)**	2,350	1,396	68%
ROE	25,0%	31,8%	-6,8pp

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