

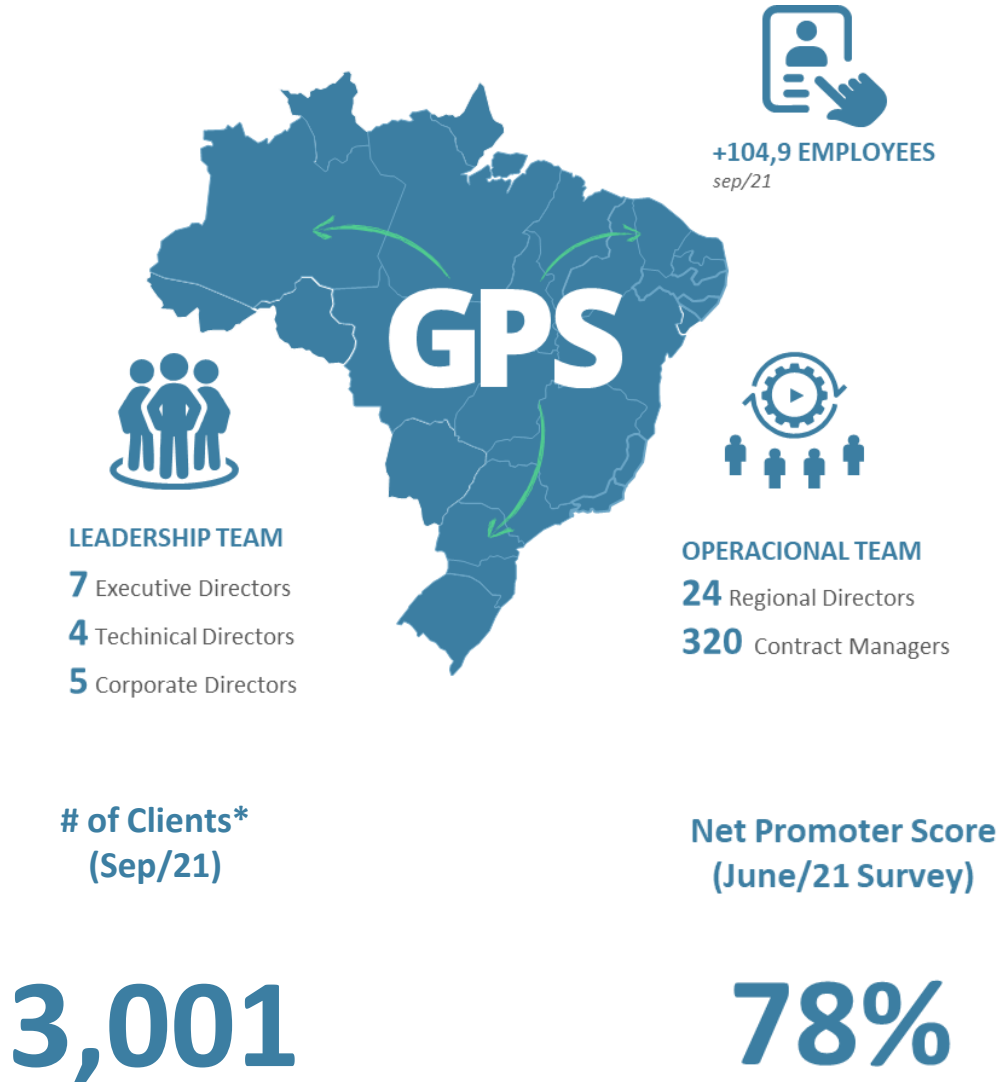


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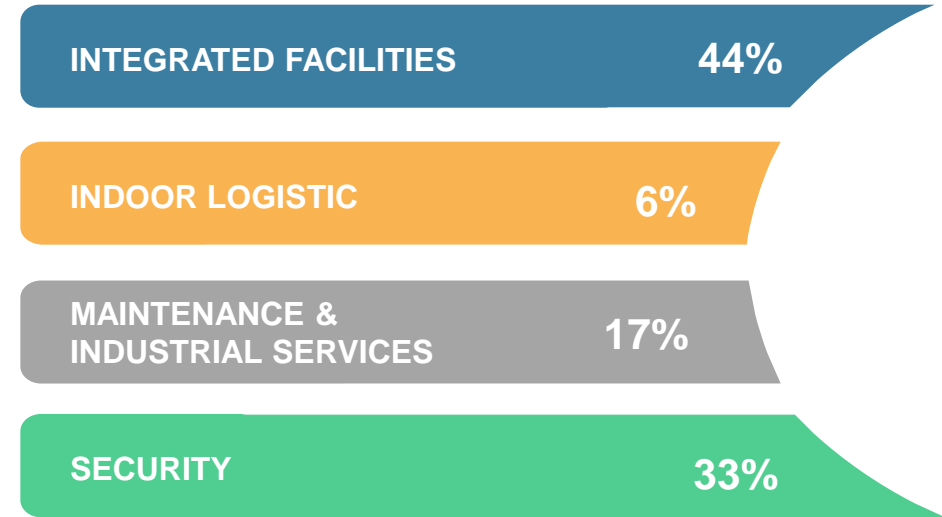
Earnings Release
3 Q 21

November 2021

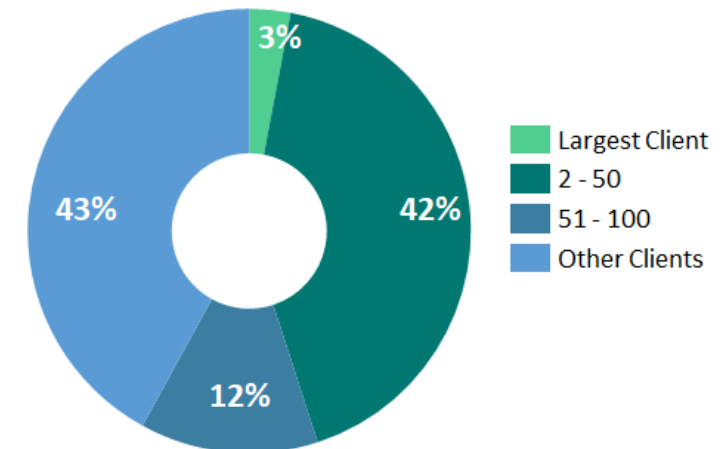
Operational coverage



% of Net Revenue by line of solution



Net Revenue by # of Clients



* The numbers of employees, customers and contract managers do not consider companies acquired in 3Q21.



Net revenue – BRL 1,659 million, 46% higher than 3Q20



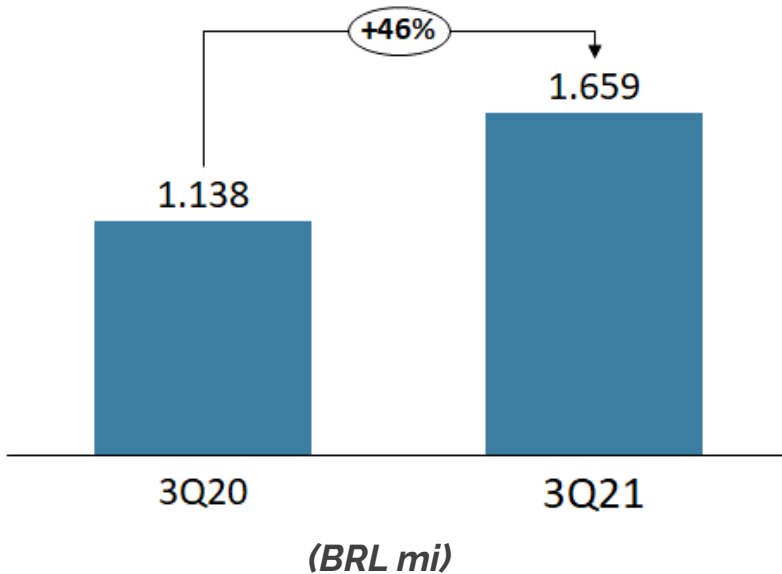
Adjusted EBITDA – BRL 182 million, 22% higher than 3Q20, 11,0% of adjusted EBITDA margin



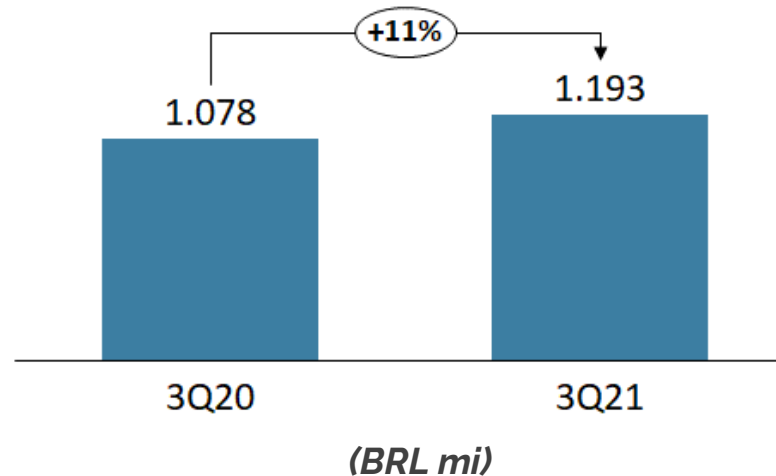
Adjusted net income – BRL 101 million, 28% higher than 3Q20, 6.1% of adjusted net margin

- **46% increase in the total net revenue** compared to 3Q20;
- **11% increase in the organic net revenue** compared to 3Q20;
- **3 acquisitions** in the period increasing inorganic net revenue.

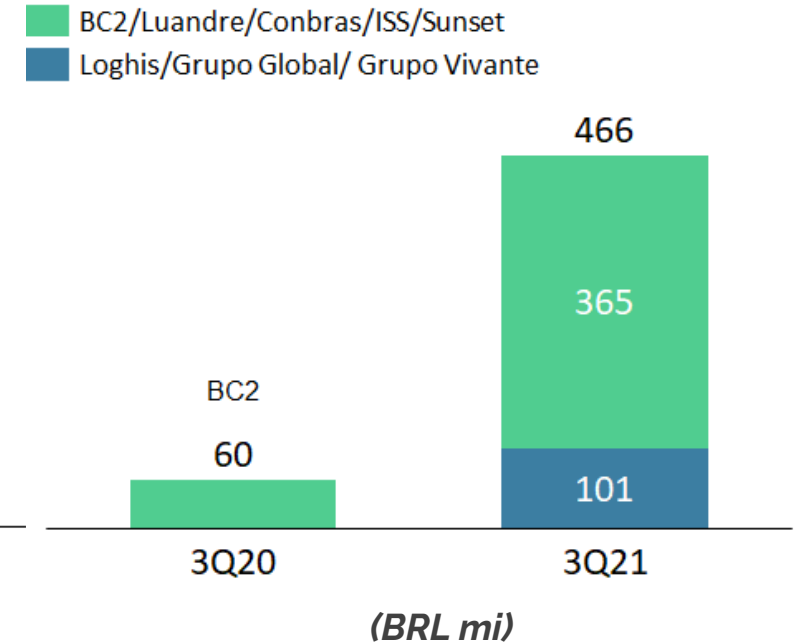
Total Net Revenue



Organic Net Revenue

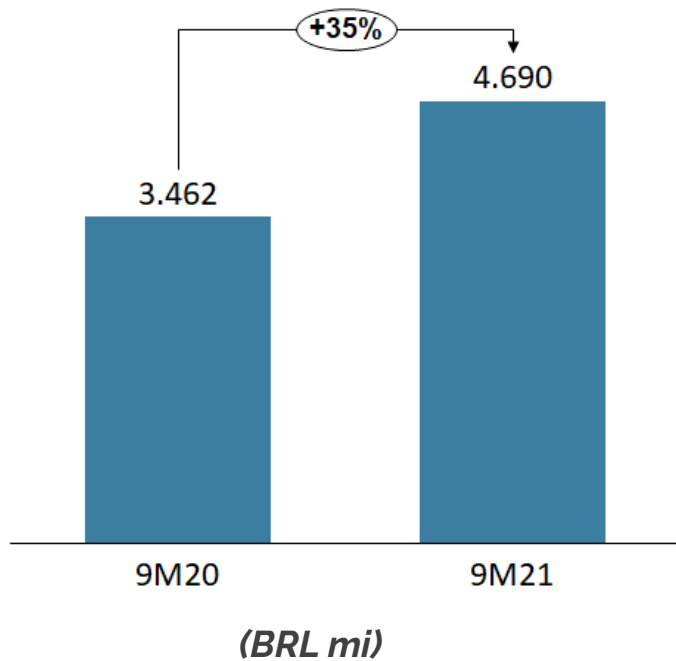


Inorganic Net Revenue

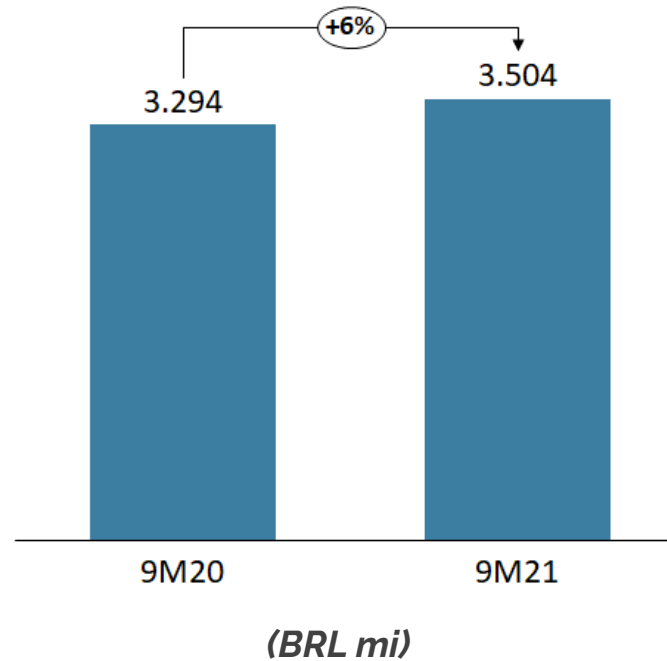


- **35% increase in the net revenue** compared to 9M20;
- **6% increase in the organic net revenue** compared to 9M20;
- **3 acquisitions** in the period increasing inorganic net revenue.

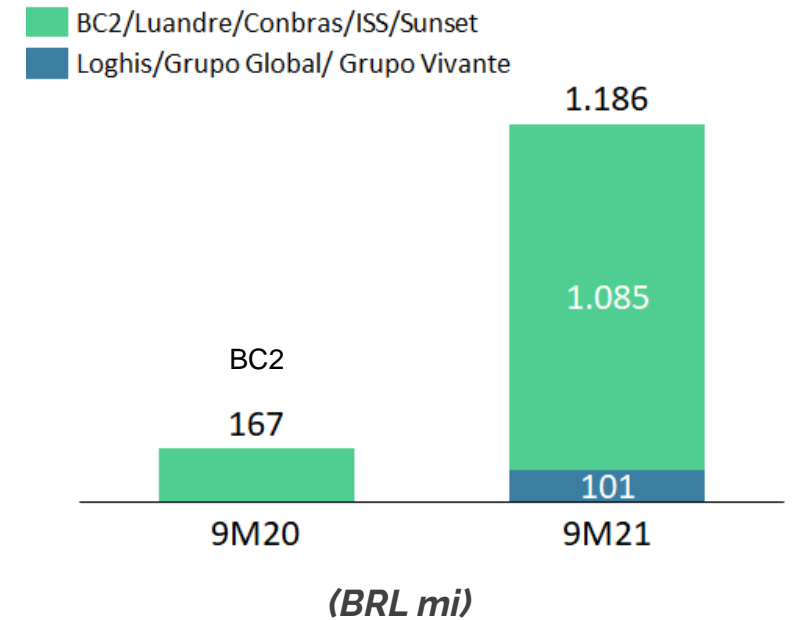
Total Net Revenue



Organic Net Revenue



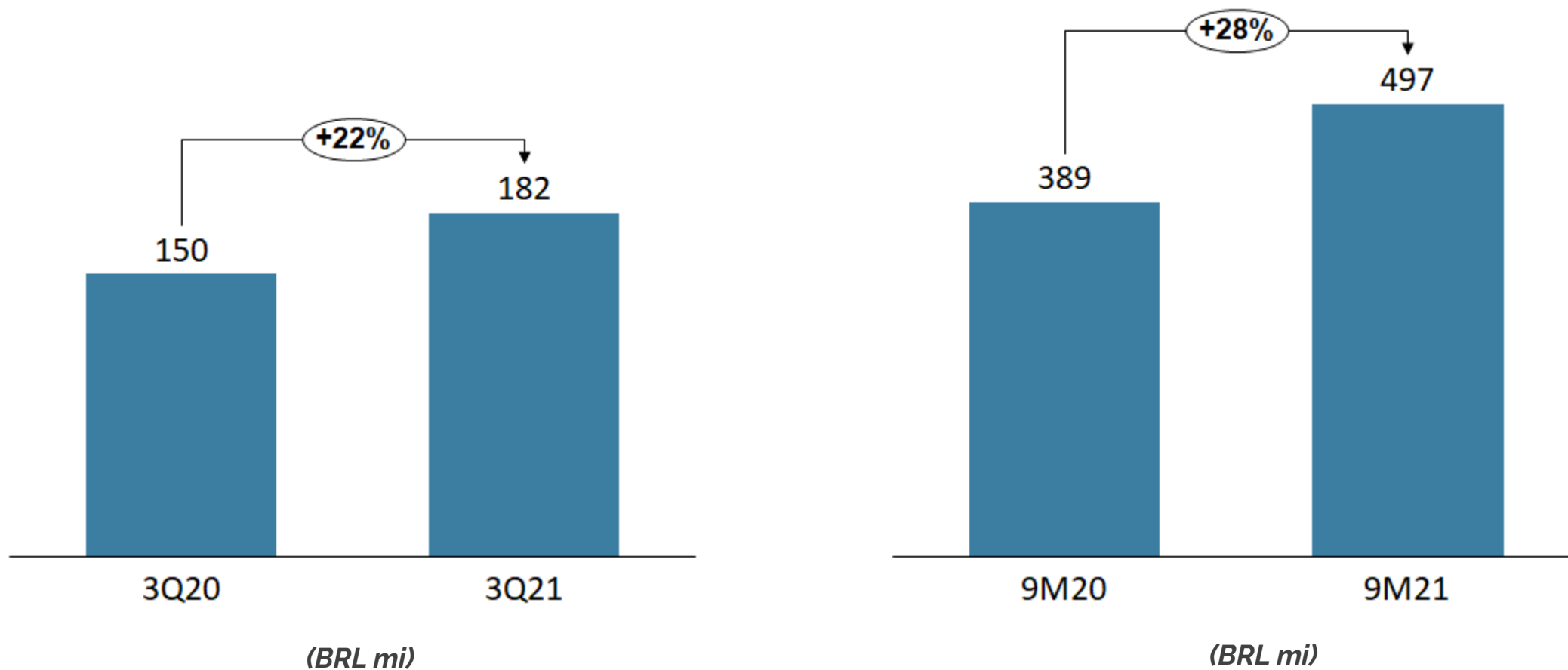
Inorganic Net Revenue



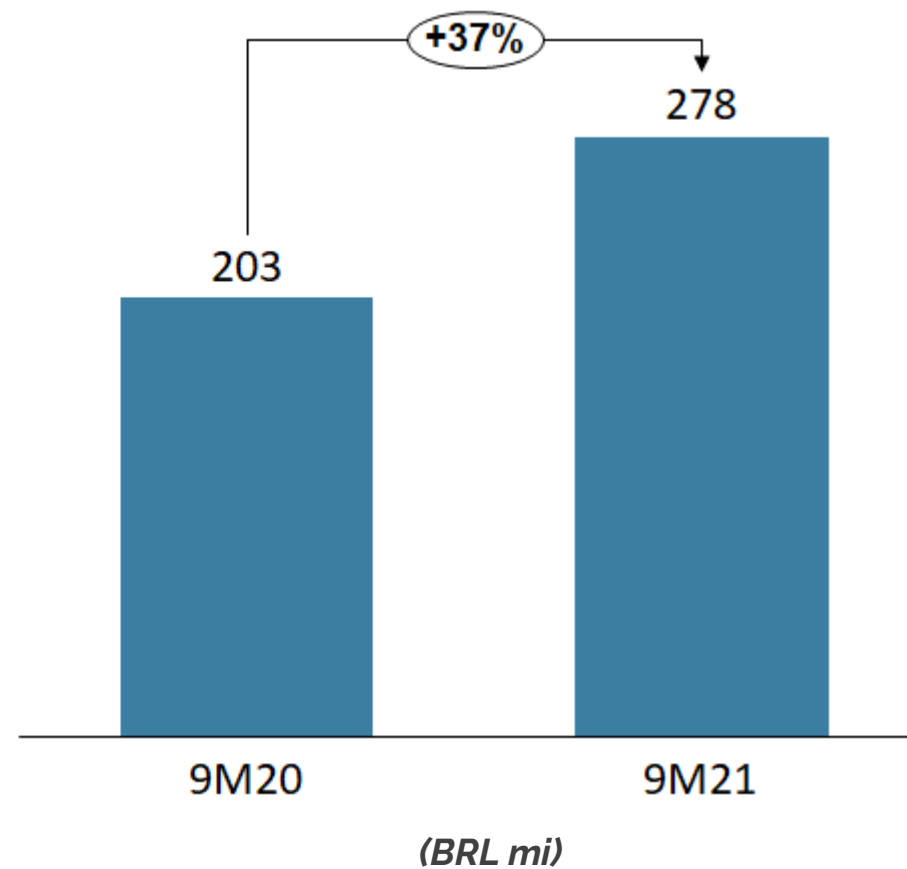
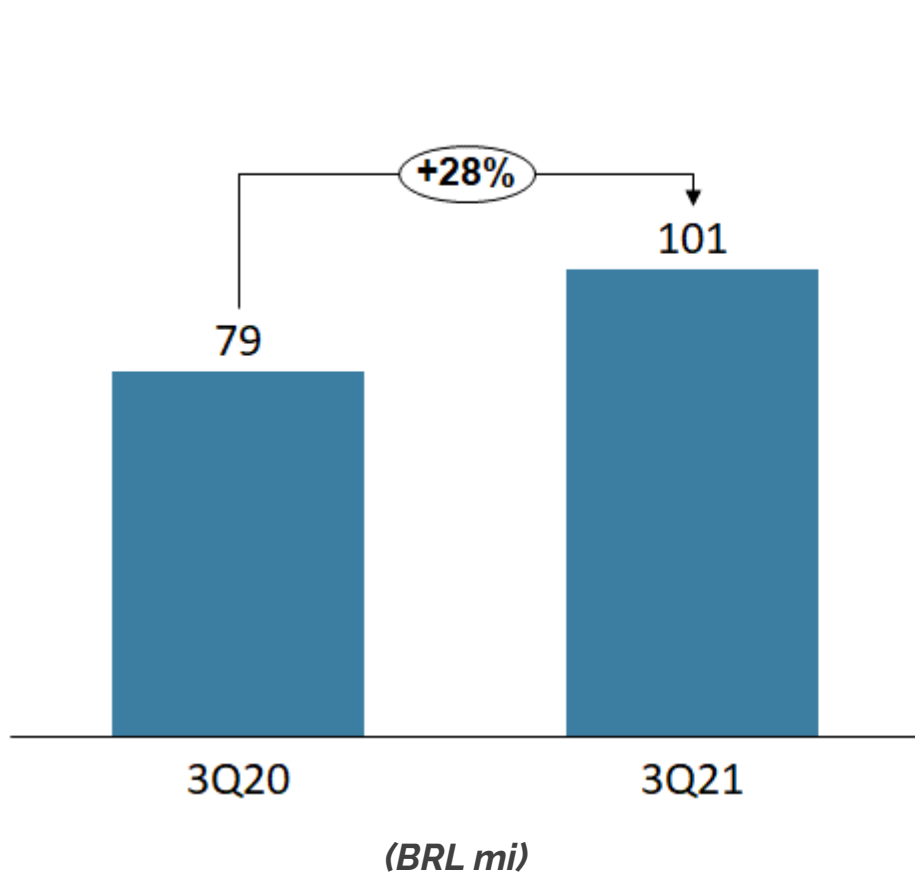
- *7 acquisitions announced*
- *Consolidated gross revenue of BRL 1.740 million (LTM)*

Company	Date	Gross revenue LTM (BRL mi)	Status	Segment	M&A Program
LOGHIS	Signing 05/13/21	108	System's integration	Indoor Logistics	2021
	Closing 07/08/21				
	Go live 11/01/21				
GLOBAL	Signing 05/20/21	281	System's integration	Security and Facilities	2021
	Closing 08/06/21				
	Go live 10/01/21				
VIVANTE	Signing 07/12/21	337	System's integration	Utilities maintenance	2021
	Closing 08/31/21				
	Go live 11/01/21				
ALLIS	Signing 07/23/21	240	System's integration	Field marketing	2021
	Closing 09/28/21				
	Go live 02/01/22				
ÚNICA	Signing 08/11/21	180	System's integration	Facilities, Security and Catering	2021
	Closing 10/18/21				
	Go live 02/01/22				
COMAU	Signing 07/23/21	339	Closing	Industrial maintenance	2021
RUDDER	Signing 09/21/21	255	Under CADE's and Federal Police approval	Security and Facilities	2022

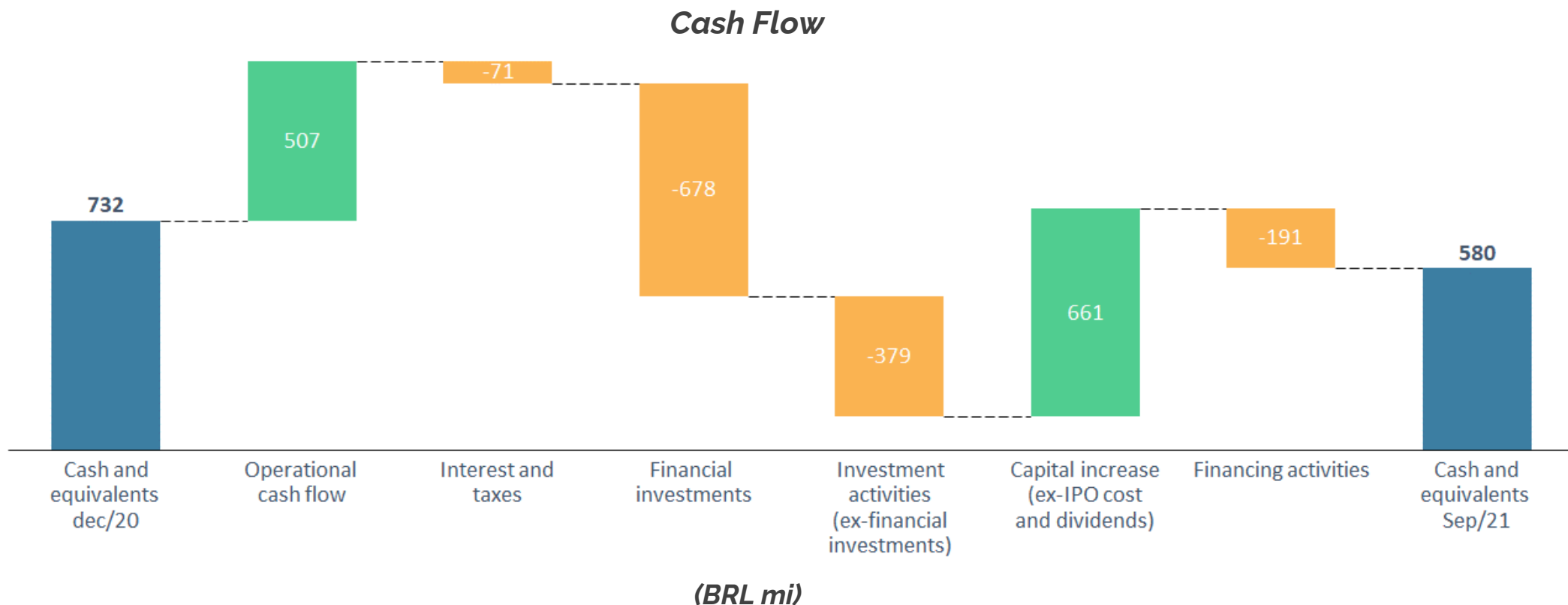
- **22% growth of adjusted EBITDA** compared to **3Q20**, and **margin of 11,0%**, 2.2p.p. below 3Q20;
- **28% growth of adjusted EBITDA** compared to **9M20**, and **margin of 10.6%**. 0.6p.p. below 9M20.



- **28% growth of adjusted net income** compared to 3Q20, and **net margin of 6.1%**, 0.8p.p. below 3Q20;
- **37% growth of net Income** compared to 9M20, and **net margin of 5.9%**, in line with 9M20.

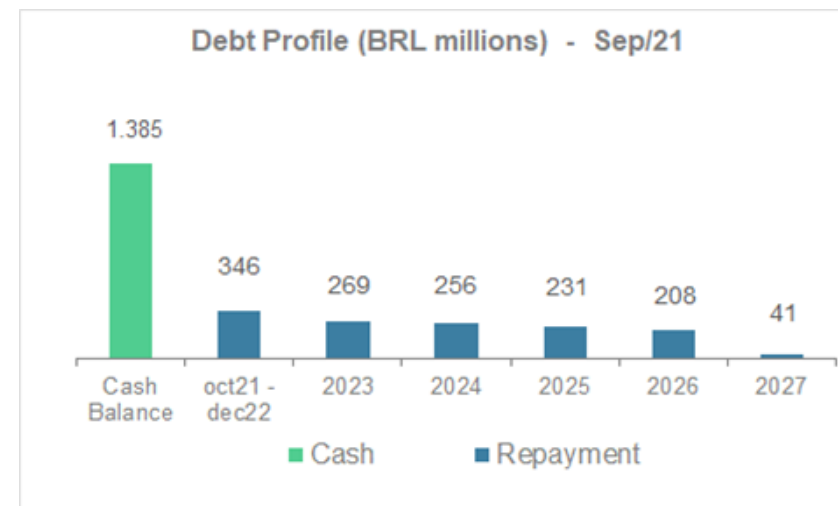
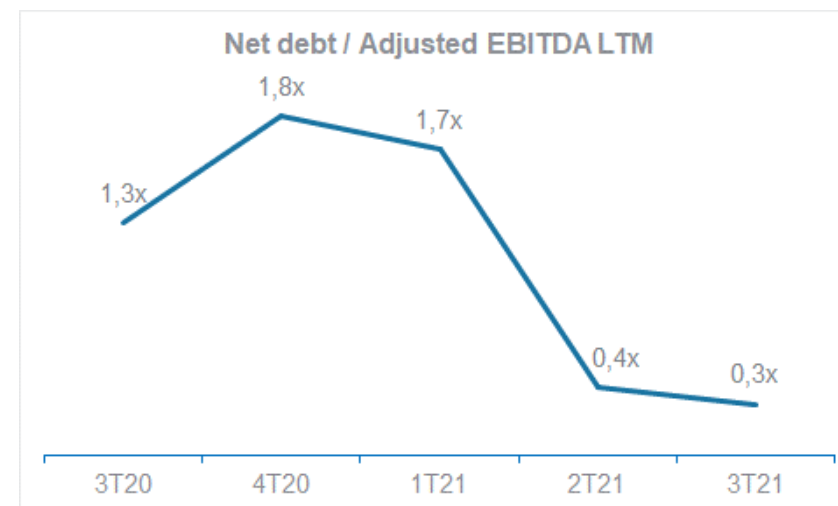


- **Cash generation from operating activities representing 102% of adjusted EBITDA;**
- **Cash flow from investment activities includes BRL 329 million used in acquisition and exercise of call options of controlled companies.**



- **Net debt of BRL 185 million** at the end of 3Q21, 22% lower than the net debt of 2Q21;
- **38-months duration** of the loan portfolio.

Leverage BRL mi	3Q21 (a)	2Q21 (b)	1Q21 (c)	4Q20 (d)	Δ (a) / (b)
Cash	1.385	1.422	816	878	-3%
Cash and cash equivalents	580	551	720	732	5%
Financial investments and derivative	805	871	96	146	-8%
Gross Debt	1.570	1.659	1.846	1.937	-5%
Loans	846	827	965	944	2%
Debentures	506	505	503	503	0%
Acquisition of subsidiaries	180	294	357	467	-39%
Tax payable through installments	39	34	21	22	13%
Net debt	(185)	(237)	(1.030)	(1.059)	-22%
Adjusted EBITDA LTM	681	649	618	573	5%
Net debt / EBITDA LTM	0,3	0,4	1,7	1,8	-26%



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CONTACT IR



ri@gpssa.com.br



www.ri.grupogps.com.br