



# EARNINGS CONFERENCE CALL

| 2Q24



# Disclaimer

Some of the statements contained herein are based on Company Management's current assumptions and outlooks, which may cause material variations between operating results, performance, and future events. These outlooks include future results that may be influenced by historical results and investments.

Actual results, performance, and events may differ materially from those expressed or implied by these statements, as a result of various factors, such as general and economic conditions in Brazil and other countries; interest rate and exchange rate levels, future renegotiations or prepayment of obligations or credits denominated in foreign currency, changes in laws and regulations, and general competitive factors on a global, regional, or national basis.

## GROWTH

- **60 stores** opened in 2Q24, surpassing the historical record of openings
- **+16% in Confirmed Bookings - B2C vs. 2Q23**
- **+21% in Net Revenue Brazil vs. 2Q23**

## PROFITABILITY

- **9.4%** in Take Rate in 2Q24, +1.6 p.p. vs 2Q23
- **R\$ 70 million** of Adjusted EBITDA, **+R\$ 87 million** vs 2Q23
- **R\$ 35 million** of Operating Cash Generation, the best in 18 quarters;
- Decrease of **R\$ 345 million** in overall indebtedness vs 2Q23

## GOVERNANCE

- Election of Mateus Bandeira as **new Chairman of the Board of Directors**
- Qualification for the third consecutive quarter with "**selo RA1000**"



GUARANTÁ DO NORTE  
STATE OF MATO GROSSO



ENGAGEMENT OF  
**+ 1,100 STORES**



**+ 236 TONS**  
COLLECTED



**LARGEST CAMPAIGN**  
IN TOURISM  
SEGMENT

## RIO GRANDE DO SUL. DOE SOLIDARIEDADE.

Leve sua doação até uma das mais  
de **1000 lojas da CVC** pelo Brasil.  
Período: de 06 até 19 de maio.



**Itens de doações aceitos:**  
Roupas e calçados;  
Roupa de cama (lençol e cobertor);  
Toalhas.



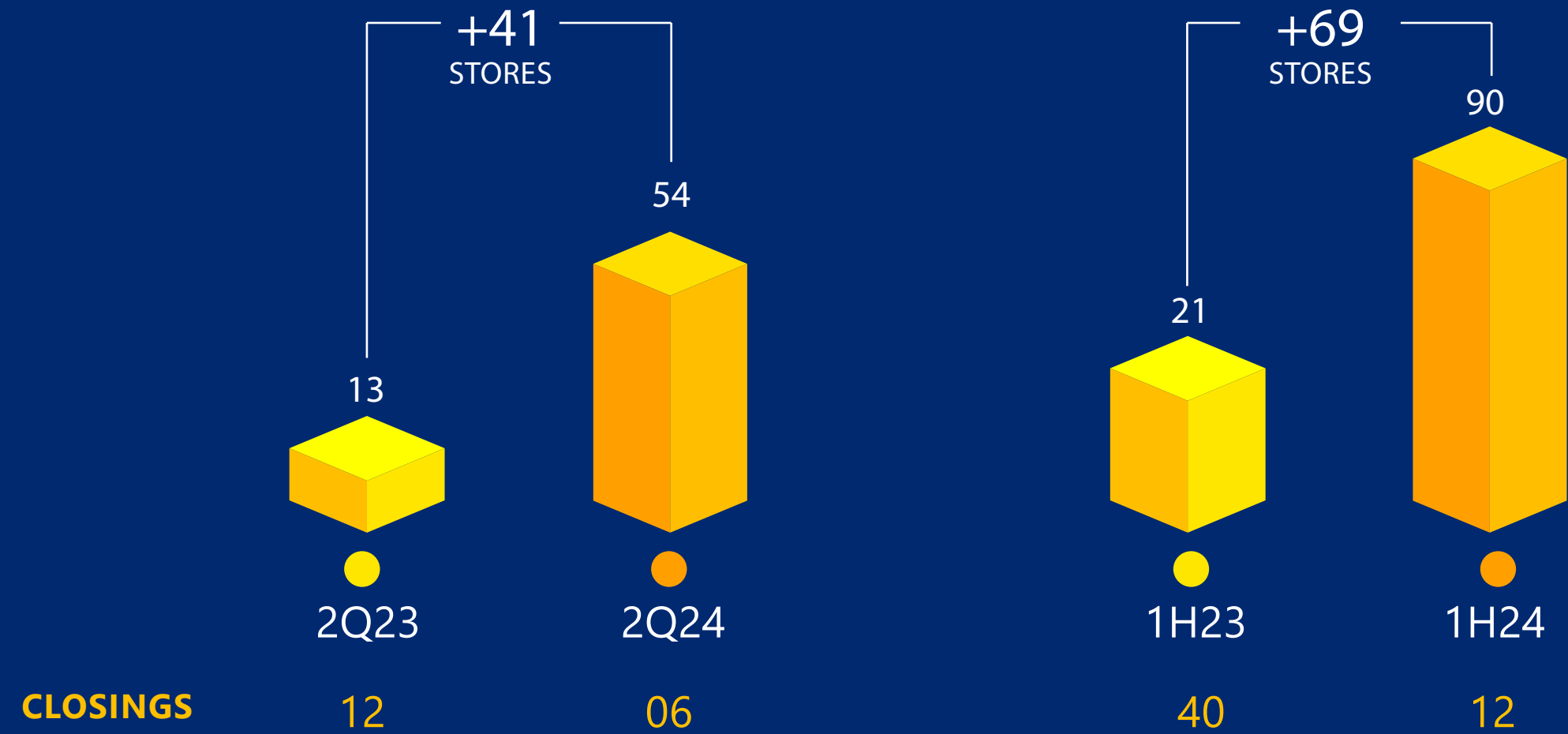


CVCSHOPPINGCIDADESÃO PAULO

# FINANCIAL AND OPERATIONAL RESULTS

# 2Q24

# CVC LAZER SURPASS THE HISTORICAL RECORD OF OPENINGS



CLOSINGS

<p><b>PROFILE OF NEW STORES - 2024</b></p> <ul style="list-style-type: none"> <li>~ 32% CAPITAL CITIES</li> <li>~ 68% SMALL CITIES</li> </ul>	<p><b>PROFILE OF CURRENT STORES</b></p> <ul style="list-style-type: none"> <li>~ 42% CAPITAL CITIES</li> <li>~ 58% SMALL CITIES</li> </ul>	<p><b>+50% OF OPENINGS CAME FROM WHO ALREADY OWNED CVC STORES</b></p>
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## SAMPLES OF STORES IN COUNTRYSIDE



DOURADOS  
STATE OF MATO GROSSO



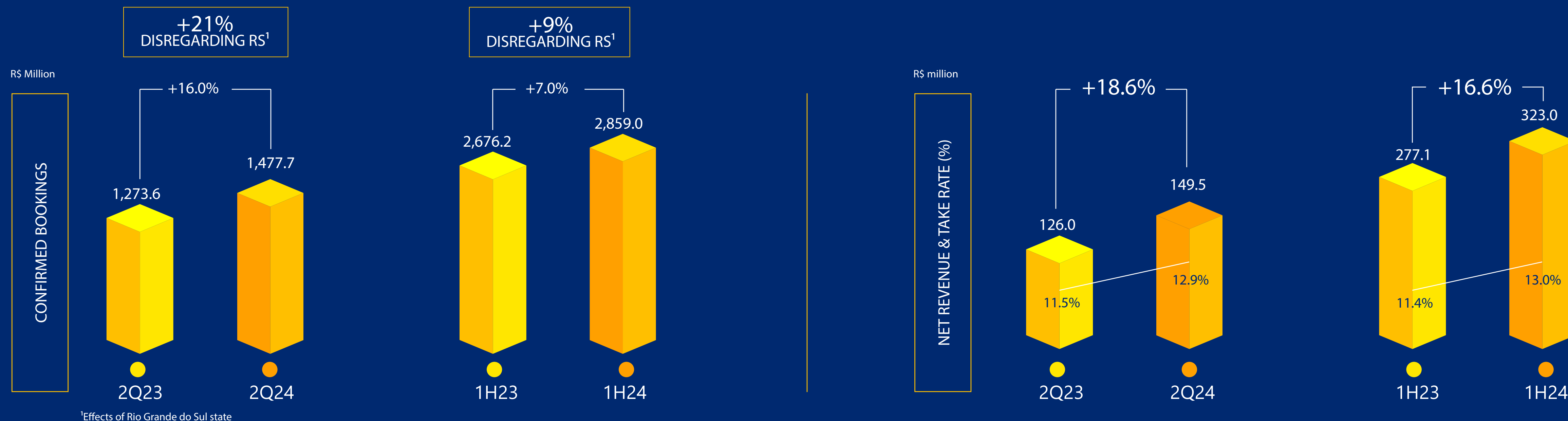
NOVA PARNAMIRIM  
STATE OF RIO GRANDE DO NORTE

## DEVELOPMENT OF PARTNERSHIP WITH MAJOR RETAILERS

- SUPERMARKETS
- "ATACAREJOS"
- DRUGSTORES
- AMONG OTHER



**B2C: STRONG GROWTH OF 16% IN CONFIRMED BOOKINGS, TAKE RATE REACHED 12.9%, INCREASE OF 1.4 P.P. OPENING OF STORES ACCORDING WITH EXPANSION PLAN**



## HIGHLIGHTS 2Q24



**+54 new stores in Brazil at 2Q24**



**+10% growth in Same Store Sales (SSS)**  
**+12% disregarding impacts from Rio Grande do Sul**



**Better payment terms and options**  
**with a positive impact on working capital**



**Exclusive products management**  
**reaching share of 17% in 2Q24**

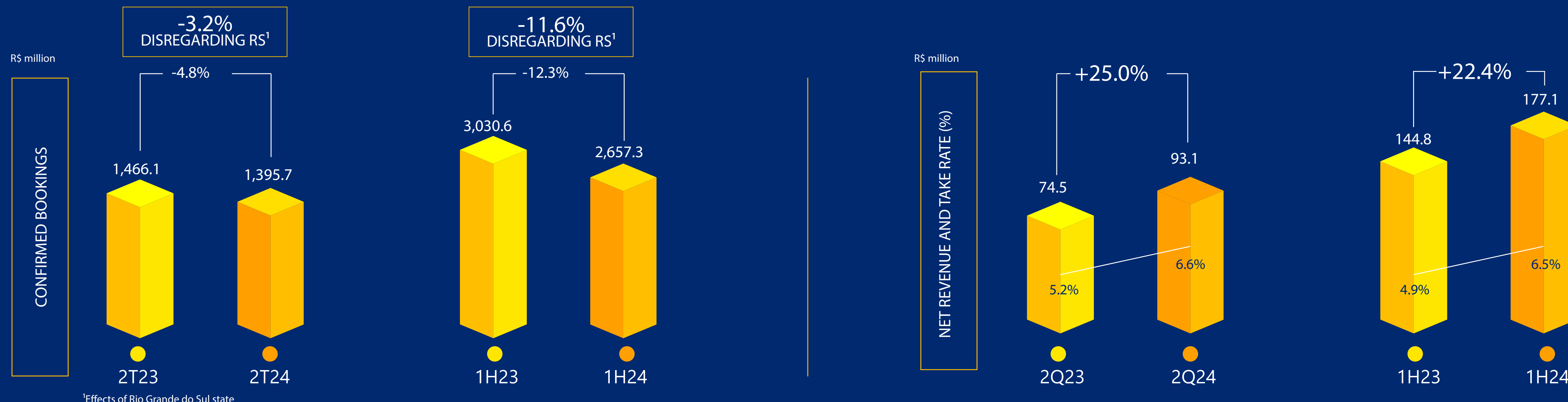


**Pricing - focus in profitability**  
**(Revenue Management room kick-off)**



**Impact from Rio Grande do Sul state:**  
**R\$ 57 million in Sales**  
**and R\$ 8 million in Net Revenue**

**B2B: STRONG GROWTH OF 25% IN NET REVENUE, TAKE RATE REACHED 6.6%, GROWTH OF 1.4 P.P. MAINTAINING FOCUS ON PROFITABILITY**



**HIGHLIGHTS 2Q24**



**+25% in net revenue and an increasing of 1.4 p.p. Consistent growth in recent quarters**



**+2.6% in June sales without effect of mileage program confirming trend of growth**



**Favorable payment terms for working capital**



**State of Rio Grande do Sul impact: R\$ 24 million in sales and R\$ 2 million in net revenue**

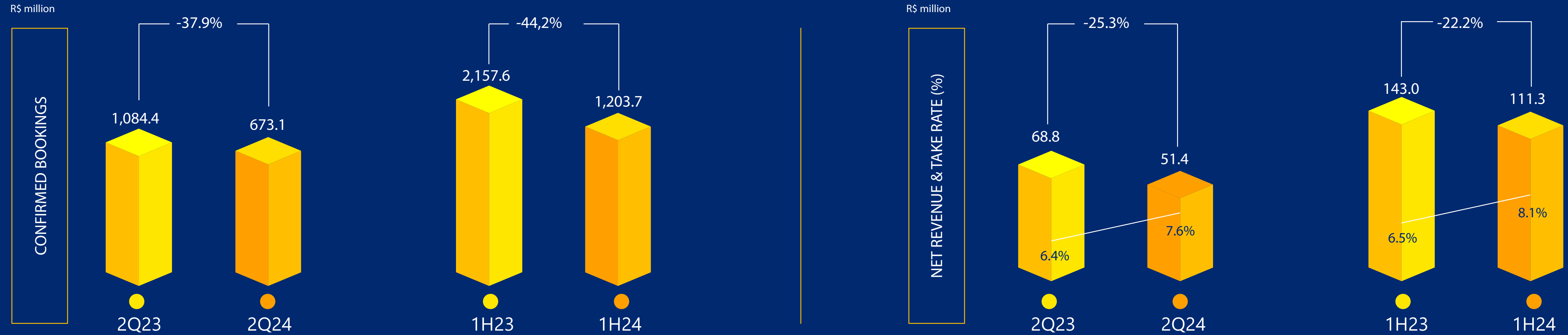


**Focus on profitability (Commercial Agreements Reviews)**



**Growth of 8X in EBITDA of the segment in 1H24 vs 1H23**





## HIGHLIGHTS 2Q24



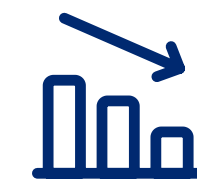
Despite the decline in the population's purchasing power, we have noticed a significant improvement in the business environment in the past months



Despite the declines in revenue and EBITDA in the first half of 2024, net income increased by approximately R\$30 million, reaching R\$25 million



6 new stores in Q2 2024 and 11 new stores in the first half of 2024, totaling 125 active stores, evidencing the entrepreneur's confidence in the future of the economy

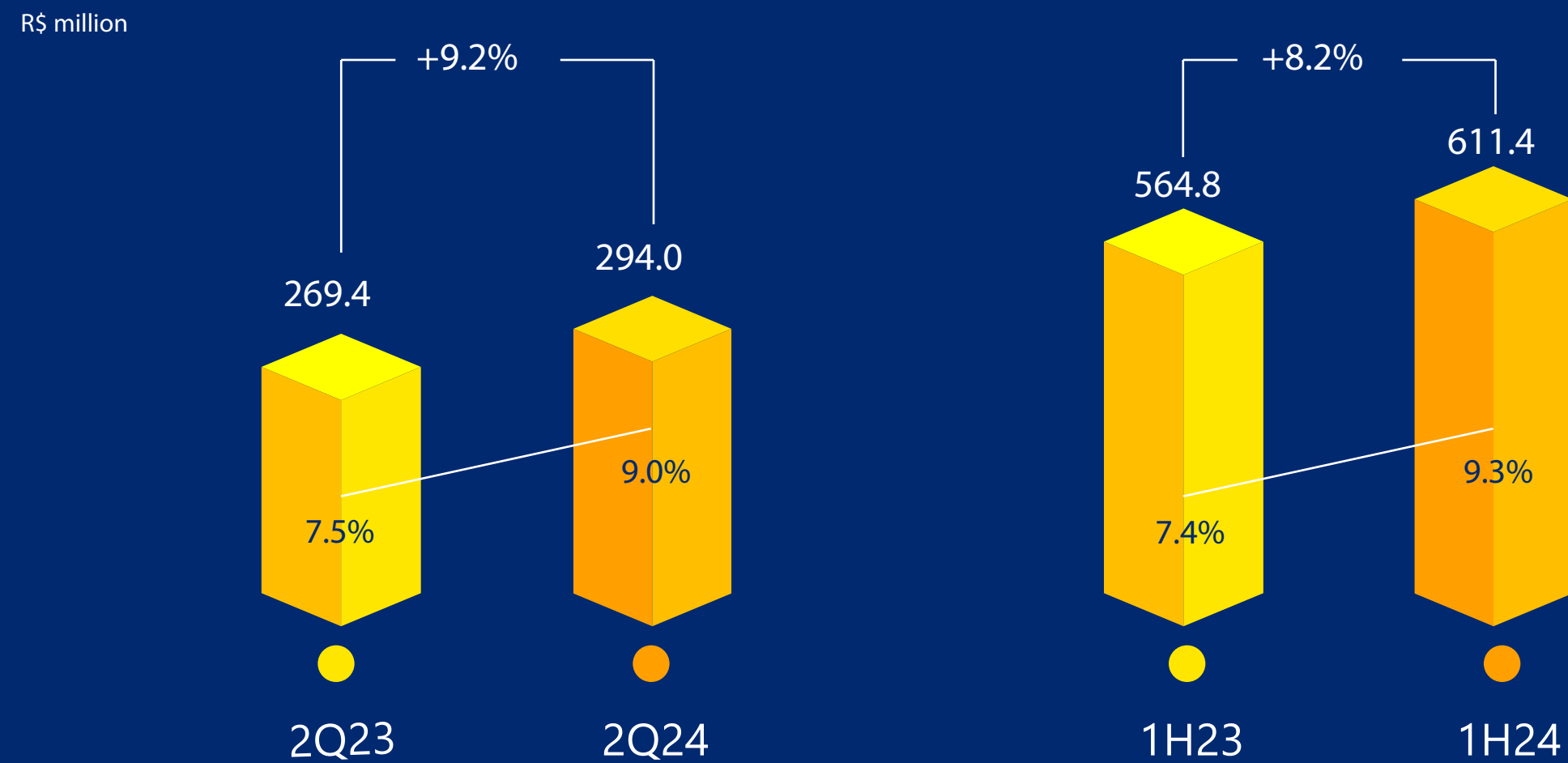


Sales decline lower than the market average, reflecting an increase in market share in recent months

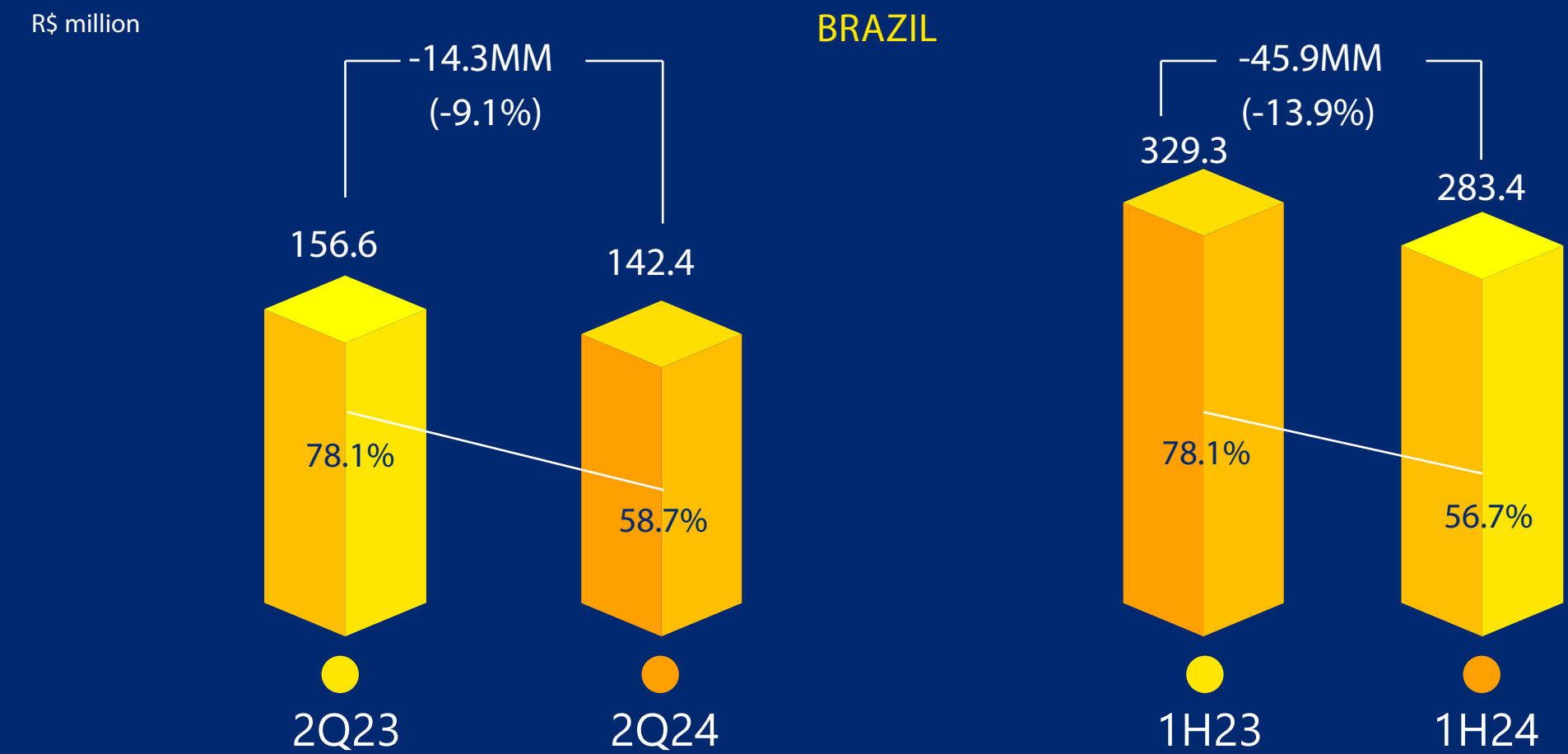
**CVC CORP: PROFITABILITY OF THE PRODUCT PORTFOLIO AND RATIONALIZATION OF COSTS AND EXPENSES**  
**INCREASED EBITDA BY R\$ 87 MILLION IN 2Q24**



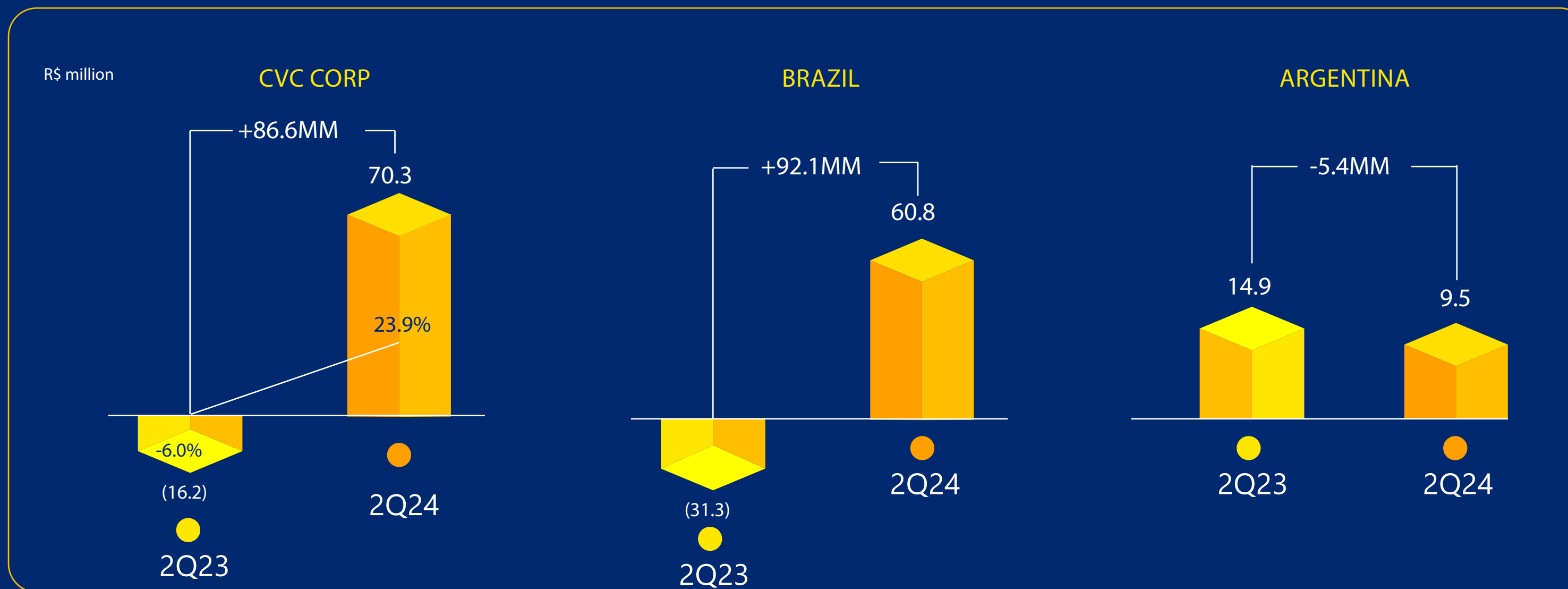
**NET REVENUE AND TAKE RATE %**



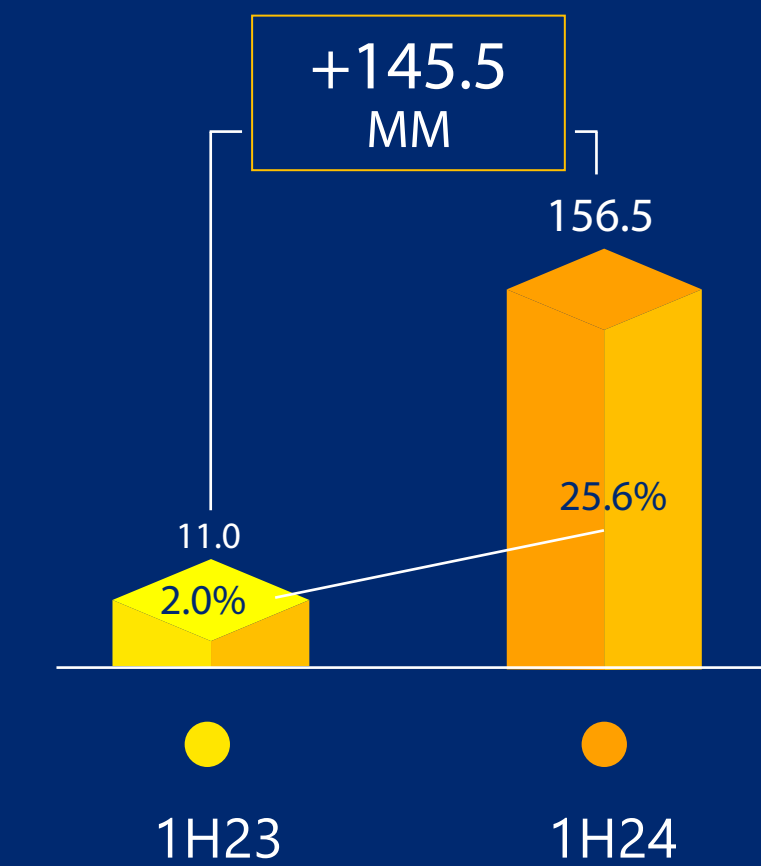
**G&A EXPENSES / NET REVENUE**  
**BRAZIL**



**QUARTELY ADJUSTED EBITDA**



**ADJUSTED EBITDA 1H24**



CASH FLOW

OVERALL INDEBTEDNESS

R\$ MILLION	2Q23	2Q24
OPENING BALANCE OF CASH	426.2	440.2
<b>OPERATIONAL CASH FLOW</b>	<b>(92.5)</b>	<b>34.7</b>
<b>CASH FLOW FROM FINANCING</b>	<b>316.5</b>	<b>(239.6)</b>
<b>OTHER</b>	<b>4.1</b>	<b>8.9</b>
CLOSING BALANCE OF CASH	646.1	244.2

R\$ MILLION	2Q23	2Q24	Δ (R\$)
GROSS DEBT	(891.9)	(799.2)	92.7
<b>CASH AND EQUIVALENTS</b>	<b>646.1</b>	<b>244.2</b>	<b>(402.0)</b>
NET DEBT	(245.7)	(555.0)	(309.3)
AVAILABLE RECEIVABLES	116.4	497.3	380.9
FACTORED RECEIVABLES	(1,051.8)	(778.6)	273.2
<b>NET DEBT + RECEIVABLES STAKES</b> <sup>1</sup>	<b>(1,181.2)</b>	<b>(836.3)</b>	<b>344.8</b>

<sup>1</sup> Regarding net stake between Available and Factored Receivables

**The best operational cash flow since 3Q19 (18 quarters)**

**Reduction of R\$345 million on overall indebtedness**

**Management of receivables**



# Q&A



Coliseu - Italy  
Circuito CVC Me Leva - Brasileiros nas Maravilhas da Itália

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#cvccorpcomvc

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