



# ATACADÃO S.A.

Publicly Held Company
Corporate Taxpayer's ID (CNPJ/ME): 75.315.333/0001-09

#### **MATERIAL FACT**

**ATACADÃO S.A.** (B3: CRFB3) ("Grupo Carrefour Brasil" or "Company"), in compliance with the provisions of article 157, paragraph 4 of Law n° 6,404/76, and of Ruling n° 358/2002 issued by the Brazilian Securities Commission ("CVM"), and further to the Material Facts disclosed on February 16, November 11 and 30, December 03, 16 and 22, 2020 as well as the Notice to Market disclosed on September 17, 2020, hereby announces to its shareholders and to the market in general that all stores acquired from Makro Atacadista S.A. have been fully converted to the Atacadão banner and that on June 1, 2021, it has concluded the opening of all stores, with the sole exception of a leased store located in São Gonçalo/RJ (and its respective petrol station), which was excluded from the transaction due to negotiation issues with its landlord.

The Company will have paid out a total amount of R\$ 1,957,996,971.51, subject to certain additional adjustments, in relation to the acquisition of the 22 owned stores<sup>1</sup>, 7 leased stores (totalling 29 new stores) and 13 petrol stations announced in the Material Fact on February 16, 2020, following the definitive transfer of the final two owned stores, currently in final stage of registration with the respective real estate registry offices (Maceió/AL and Teresina/PI).

### Efficient and rapid conversion of Makro stores to the Atacadão banner...

The Company acknowledges the efficient and rapid conversion of the new operations to the Atacadão banner led by its Chief Operating Officer, Marco Oliveira, resulting in the reopening of 28 acquired stores (one of the 29 stores was converted to a wholesale operation by Atacadão). Results were extremely satisfactory and significantly above initial estimates:

- 1. Conversion and opening in only 6 months, versus the previous estimate of 12 to 15 months.
- 2. Sales in the first months of operations indicate that our initial maturation target will be achieved by the end of 2021, meaning that the monthly sales expected in the fourth year will be achieved in the sixth month of the full operation.

<sup>&</sup>lt;sup>1</sup> For 2 owned stores located in Palmas/TO and Volta Redonda/RJ, the parties' definitive documents describe the sale and use of those respective real estate assets by the Company, however, due to specific discussions foregoing, those assets are still legally owned by Makro Atacadista S.A., awaiting the conclusion of such negotiations for the transfer to the Company. Therefore, the total value paid may be adjusted when such effective real estate transfers of stores in Palmas/TO and Volta Redonda/RJ are made to the Company.

### ...resulting in an upwards revision of expected synergies

- 3. As a result of the accelerated maturation of the stores, the expected revenue growth after 4 years compared to the levels prior to the acquisition were revised upward to 100% versus the previous 60% target, which translates into an expectation of R\$5.4bn in gross revenues (R\$4.9 bn in net revenues) in 4 years for the 28 stores.
- 4. EBITDA of the 28 stores is expected to reach breakeven in the next 6 months, further increasing during the stores' future maturation period, contributing over R\$ 1 billion on a cumulative basis over the next 4 years.
- 5. The Company estimates that in 4 years these stores will add R\$ 350 million annually to its EBITDA, an important contribution to Atacadão's EBITDA, which totaled R\$3.6 billion in 2020.

The completion of this important step ratifies Grupo Carrefour Brasil's assertive growth strategy with its Atacadão banner over the last years, as well as the unique execution capabilities of its expansion teams. From 2018 to 2020, Atacadão has built and launched 20 new stores per year. Since the start of 2021, 28 new stores and 1 wholesale operation have been launched, including both organic expansion and reopening of the acquired stores. Currently, Atacadão operates 233 stores and 30 wholesale operations totaling 263 assets and still has a robust expansion plan for the future. In particular, Atacadão plans to open a further 16 stores and 3 wholesale operations in 2021, thus reaching 249 stores and 33 wholesale operations at the end of this year.

Noel Prioux, CEO of Grupo Carrefour Brasil, declared: "We are delighted to have achieved the full integration of the Makro stores we acquired significantly ahead of the planned timetable. I would like to congratulate Marco Oliveira, COO of Atacadão, for the leadership he displayed on this project. The rapid conversion of the Makro stores will result in us delivering the promised results ahead of schedule, demonstrating our ability to successfully integrate acquisitions and rapidly achieve the targets we have set."

Grupo Carrefour Brasil, which recently announced the acquisition of Grupo BIG, reinforces its commitment to the objectives relating to its latest acquisitions as well as its focus on the delivery of consistent and sustainable results to its shareholders.

São Paulo, June 24, 2021

# Atacadão S.A.

Sébastien Durchon

Chief Financial Executive Officer and Investor Relations Officer

Grupo Carrefour Brasil