# Q1 2025 Results

GRUPO CARREFOUR BRASIL

## Solid performance at C&C; net income 5.5x Q1 24 result

**Consolidated Q1 25 Results**

- **Gross Sales: R$ 28.8 bn**
- ***Total YoY Growth: +3.6%***
- ***LfL (ex-cal, ex-petrol): +5.4%***
- **GMV: R$3.1bn (+28.9%)**
- **Adj EBITDA: R$ 1.5 bn (+3.7% Y/Y)**
- ***Mg: 5.6% (- 8 bps Y/Y)***
- **Adj. Net Income: R$ 282 MM *(+5.5x Y/Y)***

**ATACADÃO** (72% of Sales)

- **Gross Sales: R$ 20.7 bn**
- *LfL (ex-calendar): +6.9%*
- *Total YoY Growth: +7.3%*
- # of Stores: 380 *(+14 y/y)*
- **Adj EBITDA: R$ 1.3 bn**
- *Adj EBITDA Mg: 6.8% (+19 bps Y/Y)*

**Carrefour** (22% of Sales)

- **Gross Sales: R$ 6.4 bn**
- *LfL (ex-cal, ex-petrol): +2.6%*
- *Total YoY Growth: -6.3%*
- # of Hyper: 112 *(-11 y/y)*
- **Adj EBITDA: R$ 117 MM**
- *Adj EBITDA Mg: 2.0% (-17 bps Y/Y)*

**sam's club** (6% of Sales)

- **Gross Sales: R$ 1.7 bn**
- *LfL (ex-calendar): -3.8%*
- *Total YoY Growth: +1.9%*
- # of Stores: 58 *(+7 y/y)*
- **Adj EBITDA: R$ 13 MM**
- *Adj EBITDA Mg: 0.9% (-456 bps Y/Y)*

**Carrefour banco**

- **Billings: R$ 17.8 bn**
- *Total YoY Growth: +12.1%*
- *Credit portfolio: R$ 29.0 bn*
- *Total YoY Growth: +16.2%*
- **Adj EBITDA: R$ 228 MM (+11.8% Y/Y)**
- Delinquency*: Over30: 18.5% (+350 bps Y/Y); Over90: 14.6% (+270 bps Y/Y), with the increase mostly explained by new Bacen regulation 4966

### Message from Stephane Maquaire, CEO:

*"During the first quarter of 2025, we continued to experience an acceleration of food inflation. In such environment, it is more important than ever to minimize as much as possible the impact on our clients. Atacadão has once more offered a winning value proposition, growing sales more than the overall C&C market for the fifth consecutive quarter and capturing market share on a like-for-like basis. In the Retail segment, we continued to experience positive like-for-like growth with volume expansion, despite the shift of the Easter calendar from Q1 last year to Q2 in 2025. We were able to reach a bottom line result more than 5x than what we had in Q1 24, as we exercise cost discipline and manage our capital structure. Throughout the remainder of the year, we will press forward in our strategy execution, chasing profitable growth and remaining the #1 food retailer in Brazil for the 10th year.*

*It is also worth mentioning that, at the end of April, our shareholders approved an offer from Carrefour Group to acquire Grupo Carrefour Brasil's free float. This offer is emblematic of Carrefour's commitment to Brazil, a key market for the Group. As a privately held company, we hope to gain agility in decision-making and to further simplify our structure and processes. As we enter this new chapter of our 50-year history in Brazil, we take the opportunity to sincerely thank all our investors for the support, confidence and partnership throughout our almost 8 years as a publicly listed company."*

# Consolidated Results

| In R$ million | Consolidated | | | Cash & Carry | | | Retail | | | Club | | | Banco Carrefour | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Q1 25 | Q1 24 | Δ% | Q1 25 | Q1 24 | Δ% | Q1 25 | Q1 24 | Δ% | Q1 25 | Q1 24 | Δ% | Q1 25 | Q1 24 | Δ% |
| Gross sales | 28,786 | 27,788 | 3.6% | 20,680 | 19,280 | 7.3% | 6,430 | 6,864 | -6.3% | 1,676 | 1,644 | 1.9% | | | |
| **Net sales** | **26,105** | **24,830** | **5.1%** | **18,791** | **17,161** | **9.5%** | **5,828** | **6,219** | **-6.3%** | **1,486** | **1,450** | **2.4%** | | | |
| Other revenues [1] | 1,886 | 1,521 | 24.0% | 71 | 61 | 15.7% | 176 | 180 | -2.6% | 36 | 34 | 3.2% | 1,619 | 1,254 | 29.1% |
| **Total revenues** | **27,991** | **26,351** | **6.2%** | **18,862** | **17,222** | **9.5%** | **6,004** | **6,399** | **-6.2%** | **1,521** | **1,485** | **2.5%** | **1,619** | **1,254** | **29.1%** |
| **Gross profit** | **5,161** | **5,047** | **2.3%** | **3,013** | **2,746** | **9.7%** | **1,302** | **1,471** | **-11.5%** | **296** | **321** | **-7.7%** | **565** | **518** | **9.1%** |
| *Gross margin* | *19.8%* | *20.3%* | *-56 bps* | *16.0%* | *16.0%* | *3 bps* | *22.3%* | *23.7%* | *-132 bps* | *19.9%* | *22.1%* | *-219 bps* | | | |
| **SG&A expenses** [2] | **(3,709)** | **(3,649)** | **1.6%** | **(1,744)** | **(1,621)** | **7.6%** | **(1,196)** | **(1,350)** | **-11.4%** | **(286)** | **(244)** | **17.3%** | **(337)** | **(314)** | **7.3%** |
| *SG&A of net sales* | *14.2%* | *14.7%* | *-49 bps* | *9.3%* | *9.4%* | *-16 bps* | *20.5%* | *21.7%* | *-117 bps* | *19.3%* | *16.8%* | *243 bps* | | | |
| **Adj. EBITDA** [1] [2] | **1,470** | **1,418** | **3.7%** | **1,273** | **1,130** | **12.7%** | **117** | **136** | **-13.8%** | **13** | **79** | **-83.7%** | **228** | **204** | **11.8%** |
| *Adj. EBITDA margin* | *5.6%* | *5.7%* | *-8 bps* | *6.8%* | *6.6%* | *19 bps* | *2.0%* | *2.2%* | *-17 bps* | *0.9%* | *5.4%* | *-456 bps* | | | |
| **Net income, group share** | **225** | **39** | **476.9%** | | | | | | | | | | | | |
| *Net income margin* | *0.9%* | *0.2%* | *70 bps* | | | | | | | | | | | | |
| **Adj. net income, group share** | **282** | **52** | **446.6%** | | | | | | | | | | | | |
| *Adj. net income margin* | *1.1%* | *0.2%* | *87 bps* | | | | | | | | | | | | |

(1) Includes intragroup elimination of R$ 15 million and R$ 9 million between Banco Carrefour and Retail in Q1 25 and Q1 24, respectively; (2) Includes global functions expenses of R$ 146 million and R$ 121 million in Q1 25 and Q1 24, respectively

## Sales Performance

| | Q1 24 | Q1 25 | | | | |
|---|---|---|---|---|---|---|
| | LfL | Gross Sales (R$MM) | LfL ex. Calendar | LfL with Calendar and Works | Expansion | Total Growth |
| Cash and Carry | 1.8% | 20,680 | 6.9% | 4.6% | 2.7% | 7.3% |
| Retail (ex-petrol) | -1.4% | 5,476 | 2.6% | -0.8% | -8.7% | -9.5% |
| Petrol | -2.2% | 953 | 15.7% | 15.7% | 1.4% | 17.1% |
| Retail (inc petrol) | -1.5% | 6,430 | 4.4% | 1.4% | -7.7% | -6.3% |
| Club | 6.9% | 1,676 | -3.8% | -7.0% | 8.9% | 1.9% |
| **Consolidated (ex-petrol)** | **1.3%** | **27,832** | **5.4%** | **2.8%** | **0.4%** | **3.2%** |
| **Consolidated (inc petrol)** | **1.2%** | **28,786** | **5.7%** | **3.2%** | **0.4%** | **3.6%** |
| *Banco Carrefour Billings* | *n.a.* | *17,783* | *n.a.* | *n.a.* | *n.a.* | *12.1%* |

**Grupo Carrefour Brasil** consolidated sales totaled R$ 28.8 billion in Q1 25, +3.6% vs. Q1 24, with LfL sales growth of +6.9% at Atacadão,+2.6% ex-petrol at Carrefour Retail and -3.8% at Sam's Club.

**E-commerce GMV** reached R$ 3.1 billion in Q1 25 (11.2% of sales), increasing by 28.9% vs. the same period last year, boosted by +65.6% growth y/y in 1P food sales that reached R$ 1.9 billion during the quarter.

**Gross profit** was R$ 5.2 billion in Q1 25, +2.3% y/y, representing a gross margin of 19.8%, -56 bps lower than in Q1 24 mainly due to higher revenue contribution from Atacadão (which has lower gross margin vs. Retail and Sam's Club) and the negative Easter calendar effect which impacted the mix of products specially at Retail and Sam's Club.

**SG&A** expenses totaled R$ 3.7 billion in Q1 25, growing by only 1.6% as we focused on efficiency gains and cost discipline in all of our business lines, except Sam's Club, where we increased our store footprint y/y and are investing to expand membership base and capture network effects. SG&A as a % of net sales decreased by -49 bps in Q1 25.

**Adj. EBITDA** amounted to R$ 1.5 billion in Q1 25, +3.7% y/y, representing a 5.6% margin, in line with Q1 24 as margin gains at Atacadão were offset by lower margins at Banco Carrefour, impacted by the interest rate cap regulation implemented in Jan-24, and Sam's Club.

# Highlights by Business Segment

ATACADÃO (Cash & Carry – 72% of Sales)

| In R$ million | Cash & Carry | | |
|---|---|---|---|
| | Q1 25 | Q1 24 | Δ% |
| Gross sales | 20,680 | 19,280 | 7.3% |
| **Net sales** | **18,791** | **17,161** | **9.5%** |
| Total revenues | **18,862** | **17,222** | **9.5%** |
| **Gross profit** | **3,013** | **2,746** | **9.7%** |
| *Gross margin* | *16.0%* | *16.0%* | *3 bps* |
| **SG&A expenses** | **(1,744)** | **(1,621)** | **7.6%** |
| *SG&A of net sales* | *9.3%* | *9.4%* | *-16 bps* |
| **Adj. EBITDA** | **1,273** | **1,130** | **12.7%** |
| *Adj. EBITDA margin* | *6.8%* | *6.6%* | *19 bps* |

**Sales** amounted to R$ 20.7 billion, 7.3% higher than in Q1 24, driven by LfL sales growth of +6.9% y/y, above the overall C&C market growth for the fifth consecutive quarter, combined with +2.7% growth from footprint expansion, with the addition of 14 new Cash & Carry stores in the last 12 months (1 addition during Q1 25). As a subset of our LfL performance, former Grupo BIG stores converted into Atacadão stores, which account for 12% of the segment's sales, delivered a solid +15.1% LfL growth during the quarter, lapping on a strong Q1 24 performance of +20.9%, ramping up as expected and getting closer to reaching maturity.

Food inflation accelerated throughout the quarter, contributing to positive volumes in the B2B segment, as our clients tend to stock up during inflationary periods, despite the negative calendar effect (notably Easter sales concentrated in Q1 24 and leap year in 2024).

In line with our strategy to increase B2C traffic in our stores, we rolled out services (bakery, butchery and cold cuts deli meats) to 170 stores by end of March (+13 stores in the quarter). Digital channel represented 9.3% of Atacadão's sales in Q1 25, up +330 bps vs. last year (5.9% in Q1 24).

**Store footprint** In Q1 25, we opened 1 new Cash & Carry organic store and added 1 wholesale facility to our logistic network.

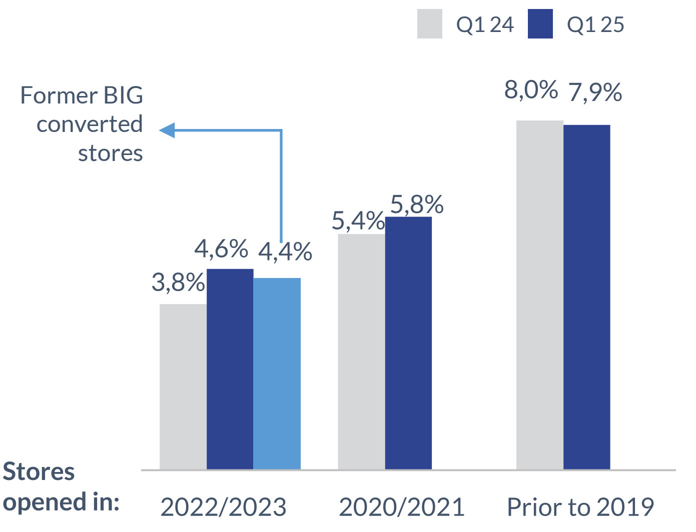
**Gross profit** reached R$ 3.0 billion in Q1 25, growing +9.7% vs. last year. Gross margin was 16.0%, in line with Q1 24, highlighting our ability to grow while maintaining healthy margins.

**SG&A** expenses totaled R$ 1.7 billion in the quarter, 7.6% higher than in Q1 24, reflecting the new stores opened in the last 12 months, the acceleration of the roll out of services in our stores and cost inflation. SG&A represented 9.3% of net revenues, 16 bps lower vs. Q1 24, thanks to the continuous ramp-up of new stores and efficiency gains.

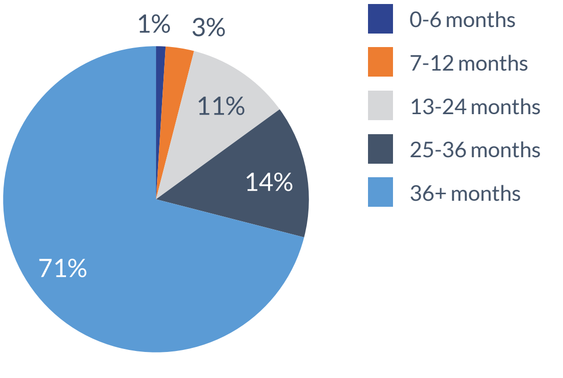
**Adj. EBITDA** was R$ 1.3 billion, +12.7% higher than in Q1 24, reflecting the ramp-up of converted stores. EBITDA margin was 6.8% in Q1 25, 19 bps higher vs. last year.

**Profitability at store level** remained strong. Converted former BIG stores continue to ramp-up, delivering 4.4% EBITDA margin in the quarter (vs. 4.0% in Q1 24).

**Atacadão stores' profitability | EBITDA margin at store level by maturity**
% of net sales




**Stores per vintage**



# Highlights by Business Segment

## Carrefour (Retail – 22% of Sales)

**Sales** stood at R$ 6.4 billion in Q1 25, -6.3% y/y, explained by +2.6% LfL growth ex-petrol (4.4% incl. petrol) and a 12% selling area reduction resulting from our portfolio optimization initiatives. LfL growth continued to be positive with volume expansion, demonstrating the assertiveness of the portfolio adjustments and the revised pricing strategy for Retail. Food LfL growth was 3.9% while non-food items delivered 0.8% LfL growth. Hypermarkets NPS expanded by 2.7 points vs. Dec. 24. Digital sales penetration in Retail achieved 19.6% of sales in the quarter (+220 bps y/y) (food sales ecommerce penetration was 10.6% (+210 bps y/y)).

| In R$ million | Retail | | |
|---|---|---|---|
| | Q1 25 | Q1 24 | Δ% |
| Gross sales | 6,430 | 6,864 | -6.3% |
| **Net sales** | **5,828** | **6,219** | **-6.3%** |
| Total revenues | **6,004** | **6,399** | **-6.2%** |
| **Gross profit** | **1,302** | **1,471** | **-11.5%** |
| *Gross margin* | *22.3%* | *23.7%* | *-132 bps* |
| **SG&A expenses** | **(1,196)** | **(1,350)** | **-11.4%** |
| *SG&A of net sales* | *20.5%* | *21.7%* | *-117 bps* |
| **Adj. EBITDA** | **117** | **136** | **-13.8%** |
| *Adj. EBITDA margin* | *2.0%* | *2.2%* | *-17 bps* |

**Store footprint** As part of our announced plan to optimize our asset portfolio allocation and simplify our banner structure, in the last 12 months, we converted 17 Retail stores (10 hypermarkets + 7 supermarkets) into Atacadão and Sam's Club stores and we closed 30 Retail stores (1 hypermarkets + 29 supermarkets), as well as we terminated a partnership in the state of Minas Gerais to operate 15 supermarkets.

**Gross profit** reached R$ 1.3 billion in Q1 25, representing a 22.3% gross margin, 132 bps lower than in Q1 24, explained by product mix effect due to Easter calendar shift (occurred in Q1 in 2024 and in Q2 in 2025).

**SG&A** expenses were R$ 1.2 billion, a reduction of -11.4% y/y. As % of net sales, SG&A was 20.5% in Q1 25, 117 bps lower y/y, reflecting the portfolio adjustments made throughout 2024 and cost control.

**Adj. EBITDA** stood at R$ 117 million, -13.8% y/y, representing a 2.0% margin, only 17 bps lower y/y despite the negative impact of the Easter calendar effect in sales mix and SG&A dilution.

## sam's club (Club – 6% of Sales)

**Sales** sales in Q1 25 reached R$1.7 billion, +1.9% vs. Q1 24, resulting from a combination of strong footprint expansion (+7 stores vs. Q1 24) and LfL of -3.8% y/y. LfL growth was impacted by the strong network expansion in the last 12 months and by local currency depreciation, which had a negative impact on prices of imported goods. Additionally, sales at the Club in Q1 25 were significantly impacted by the seasonal Easter sales, which were mostly concentrated in Q1 in 2024 vs. in Q2 in 2025. Private label sales penetration was broadly in line y/y at 20.1% (vs. 20.4% in Q1 24). Digital sales at Sam's Club represented 5.8% of the format's total sales, +20 bps vs. last year.

| In R$ million | Club | | |
|---|---|---|---|
| | Q1 25 | Q1 24 | Δ% |
| Gross sales | 1,676 | 1,644 | 1.9% |
| **Net sales** | **1,486** | **1,450** | **2.4%** |
| Total revenues | **1,521** | **1,485** | **2.5%** |
| **Gross profit** | **296** | **321** | **-7.7%** |
| *Gross margin* | *19.9%* | *22.1%* | *-219 bps* |
| **SG&A expenses** | **(286)** | **(244)** | **17.3%** |
| *SG&A of net sales* | *19.3%* | *16.8%* | *243 bps* |
| **Adj. EBITDA** | **13** | **79** | **-83.7%** |
| *Adj. EBITDA margin* | *0.9%* | *5.4%* | *-456 bps* |

**Gross profit** reached R$ 296 million in Q1 25, representing a 19.9% gross margin, with a 219 bps decrease vs. Q1 24 mostly explained by (i) the negative Easter calendar effect, which had a negative impact on product mix from a profitability stand-point, (ii) the local currency depreciation, with higher prices of imported goods that were not fully passed through to consumers, and (iii) our promotional efforts in the recent stores openings.

**SG&A** expenses were R$ 286 million, +17.3% y/y, mostly explained by footprint expansion (+11.4% y/y) and cost inflation. As % of net sales, SG&A was 19.3% in Q1 25, 243 bps higher y/y , as new stores, that are still ramping-up, represent a higher % of selling area this year.

**Adj. EBITDA** stood at R$ 13 million, with EBITDA margin at 0.9%.

# Highlights by Business Segment

## Carrefour banco

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| Billings Carrefour credit card | 9,900 | 9,086 | 9.0% |
| Billings Atacadão credit card | 6,756 | 5,896 | 14.6% |
| Billings Sam's Club credit card | 661 | 440 | 50.4% |
| Other products[(1)] | 466 | 445 | 4.6% |
| **Total Billings** | **17,783** | **15,867** | **12.1%** |
| Total Credit Portfolio | 29,030 | 24,976 | 16.2% |

(1) Other products include payroll loans ("consignado"), personal loans and payment of bills using the card.

**Billings** totaled R$ 17.8 billion in Q1 25, +12.1% y/y, driven by 14.6% growth in Atacadão credit card billings and 9.0% growth in Carrefour credit card billings. Sam's Club credit card continued to ramp-up and billings grew by 50.4% y/y, reaching R$ 661 million. On-us billings decreased by -2.1% y/y in Q1 25, reflecting Retail store closures and conversions (newly converted stores into Atacadão and Sam's Club formats are still ramping-up). Off-us sales grew by 16.2% y/y in the quarter. We continue to develop and promote other financial products, which grew by 4.6% y/y mainly driven by personal loans.

The total credit portfolio stood at R$ 29.0 billion (IFRS9), +16.2% y/y, reflecting our ability to capture new clients at recently converted stores and to expand principality with our good credit quality clients.

**Adjustments resulting from new Bacen 4966 regulation:** since January 1st, 2025, Banco Carrefour is operating under the new Regulation 4966. This new regulation changed the interest charging criteria from 60 to 90 days overdue, consequently impacting revenue (increase in the portfolio that accrues interest) and risk charges (increase in the period of time the customer remains in the portfolio) from overdue credits.

**Delinquency:** NPL ratios in Q1 25 reflected the adjustments made due to the new regulation 4966 and expected seasonal effects, increasing both sequentially and on a y/y basis. The Over 30 (BACEN) ratio reached 18.5% in Q1 25, 350 bps higher y/y and 430 bps higher q/q. The Over 90 (BACEN) ratio increased 270 bps y/y and 300 bps q/q, reaching 14.6% in Q1 25.

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| Net operating revenues | 1,619 | 1,254 | 29.1% |
| Risk charges | (1,054) | (736) | 43.2% |
| **Gross profit** | **565** | **518** | **9.1%** |
| SG&A expenses | (337) | (314) | 7.3% |
| **Adj. EBITDA** | **228** | **204** | **11.8%** |
| Depreciation and amortization expenses | (19) | (23) | -17.4% |
| **Adj. EBIT** | **209** | **181** | **15.5%** |
| **Net income (100%)** | **124** | **112** | **10.7%** |

**Net operating revenue** totaled R$ 1.6 billion in Q1 25, +29.1% y/y, reflecting our credit portfolio growth and the increase in the portfolio interest accrual due to the new Bacen Regulation 4966, as mentioned above.

**Risk charge** totaled R$ 1.0 billion in Q1 25, increasing 43.2% vs. Q1 24, driven by: (i) portfolio growth; (ii) the deterioration of the macroeconomic scenario and (iii) the above mentioned effect of the Regulation 4966.

**Financial margin** was 34.9% in Q1 25, 6.4 p.p. lower than in Q1 24, mostly reflecting the impact of the new interest rate cap regulation which was partially offset by product diversification.

**SG&A** expenses increased by 7.3% y/y to R$ 337 million in Q1 25, due to portfolio growth and higher cost with credit and collection. Banco Carrefour presents a best-in-class efficiency ratio of 24.9% (29.0% in Q1 24), lower than the largest banks and fintechs in Brazil.

**Adj. EBITDA** reached R$ 228 million in the quarter, increasing by 11.8% y/y.

**Net income** stood at R$ 124 million in the quarter, delivering an annualized ROAE of 13.3%.

# Consolidated Financial Results

(Below Adj. EBITDA)

GRUPO CARREFOUR BRASIL

## Other operational income and expenses

| In R$ million | Q1 25 | Q1 24 | Δ R$ million |
|---|---|---|---|
| Restructuring costs | (1) | (32) | 31 |
| Net gains or losses on asset sale | 49 | (37) | 86 |
| Income and expenses related to litigations | (36) | 29 | (65) |
| Others | (3) | 38 | (41) |
| **Other operational income and expenses** | **9** | **(2)** | **11** |

Other operational expenses totaled R$ 9 million in Q1 25 explained by:

(i) R$ 1 million in expenses related to restructuring costs as we continue to streamline our operations;

(ii) R$ 49 million in net gains from asset sales, out of which:

a) R$ 109 million gain from sale of assets in connection with our portfolio optimization initiatives;

b) R$ 60 million expenses related to assets write offs;

(iii) R$ 36 million in materialized contingencies expenses (civil, tax and labor).

## Net Financial Result

Net financial result was R$ (593) million, R$ 107 million lower y/y. Cost of bank debt was 4.4% lower vs. Q1 24 as lower intercompany loan rates offset the increase in expense from higher floating rate debt cost and balance. Cost of discounted credit card receivables increased in line with the amount outstanding at the end of the quarter. Lease expenses increased 10.1% y/y as a result of the sale and leaseback transaction executed in Q4 24. Financial revenues were broadly in line y/y. Net interest on provisions and judicial deposits as well as other expenses netted a R$ 30 million income, mainly explained by a monetary adjustments on tax credits.

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| Cost of bank debt, gross (net of derivatives) | (547) | (572) | -4.4% |
| Cost of discounted credit card receivables | (39) | (26) | 50.0% |
| Financial revenue | 137 | 134 | 2.2% |
| **Cost of Debt, Net (incl. discounted receivables)** | **(449)** | **(464)** | **-3.2%** |
| Interest expenses on leases (IFRS 16) | (174) | (158) | 10.1% |
| **Cost of Debt, Net (incl. Lease debt and discounted receivables)** | **(623)** | **(622)** | **0.2%** |
| Net interest on provisions and judicial deposits and others | 30 | (78) | -138.5% |
| **Net financial result** | **(593)** | **(700)** | **-15.3%** |

## Income tax

Income and social contribution tax expense for Q1 25 was R$ 149 million (vs. R$ 146 million expense in Q1 24). It is worth mentioning that, since June 2024, we started to amortize the goodwill from Grupo BIG merger, generating a positive R$ 68 million cash impact in the quarter. Adjusting for the impact of non-recurring items (other income/expenses) and deferred taxes in the context of goodwill amortization, tax expense was R$ 82 million.

## Net Income and Adjusted Net Income, Group Share

Adjusted net income provides a clearer view of recurring net income. It is calculated as net income less other operational income and expenses (non-recurring) and their corresponding financial and income tax effect. Q1 25 adjusted net income was R$ 282 million, 5.5x higher than last year. Non-recurring expenses totaled R$ 9 million and the respective adjustment related to income taxes was R$ 1 million, since part of the gains were incurred in legal entities that did not have positive earnings before taxes during the quarter. Taxes were also adjusted by the cash impact of goodwill amortization (R$ 68 million).

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| **Net income, Group share** | **225** | **39** | **476.9%** |
| (+/-) Other income (expenses) | (9) | 2 | n.m. |
| (+/-) Financial results (non recurring) | (1) | (6) | -83.3% |
| (+/-) Tax income on other income (expenses) items | 67 | 17 | 303.9% |
| **Adjusted net income, Group share** | **282** | **52** | **446.6%** |
| *Net margin* | 1.1% | 0.2% | 87 bps |

(1) Adds back taxes on non-recurring income (expenses) and deferred taxes in the context of goodwill tax amortization (Note 17 of financial statements)

# Cash Flow Highlights

## Operating Working Capital

Working capital before receivables represented a net resource of R$ 1.0 billion, or 4 days, 8 days lower than Q1 24. Inventory levels at the end of the quarter increased by 4 days due to inventory built for Easter sales, which occurred in Q2 25 (vs. Q1 in 2024), and an expected stronger Dia A (Atacadão anniversary campaign which takes place in April). Accounts payable at the end of March-25 were 4 days less than in March-24, as purchases at Atacadão happened earlier in the quarter when compared to last year. Accounts receivable (after discounted receivables) totaled R$ 4.5 billion or 19 days in the quarter.

| | Q1 25 | | Q4 24 | | Q3 24 | | Q2 24 | | Q1 24 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | R$ million | Days | R$ million | Days | R$ million | Days | R$ million | Days | R$ million | Days |
| (+) Inventories | 16,012 | 66 | 12,292 | 49 | 13,188 | 54 | 12,413 | 51 | 14,324 | 62 |
| (-) Suppliers [1] | (17,034) | (70) | (19,394) | (78) | (13,937) | (57) | (14,124) | (58) | (17,066) | (74) |
| **(=) Working Capital before Receivables** | **(1,022)** | **(4)** | **(7,101)** | **(28)** | **(749)** | **(3)** | **(1,712)** | **(7)** | **(2,742)** | **(12)** |
| (+) Accounts Receivable [2] | 4,542 | 19 | 1,985 | 8 | 2,542 | 10 | 2,332 | 10 | 4,846 | 21 |
| **(=) Working Capital including receivables** | **3,520** | **15** | **(5,117)** | **(20)** | **1,793** | **7** | **621** | **3** | **2,104** | **9** |

Working capital ratios above are calculated using COGS; (1) suppliers related to business, excluding suppliers of tangible and intangible assets, and net from discounts to be received from suppliers; (2) commercial receivables excluding receivables from property and from suppliers net from suppliers debt

## Investments

Total capex amounted to R$ 359 million in Q1 25. Expansion investments were R$ 157 million in Q1 25 and relate to store openings and the roll out of services and self-checkouts at Atacadão stores.

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| Expansion | 157 | 148 | 5.6% |
| Maintenance, IT and Others | 202 | 163 | 24.4% |
| **Total Capex** | **359** | **311** | **15.4%** |

## Free Cash Flow

In the last 12 months ended Mar-25, Grupo Carrefour Brasil unlevered free cash flow was R$ 2.7 billion, R$ 2.5 billion lower than in in the last 12 months ended Mar-24, impacted by investments in working capital in part due to the Easter calendar shift this year (from Q1 in 2024 to Q2 in 2025). Cash flow from investing activities includes R$ 2.2 billion outflow from capital expenditures and R$ 1.5 billion inflow from asset sales, including sales of stores and sale-lease back transactions. Net financial debt increase was R$ 584 million for the period.

| In R$ million | LTM March 25 | LTM March 24 | Δ% |
|---|---|---|---|
| Gross cash flow from operating activities after taxes | 6,052 | 5,095 | 18.8% |
| Change in working capital [1] | (2,621) | 614 | -526.9% |
| Net cash generated by operating activities | 3,431 | 5,709 | -39.9% |
| Net cash generated by investing activities (including M&A)[2] | (716) | (491) | 45.8% |
| **Unlevered free cash flow** | **2,715** | **5,218** | **-48.0%** |
| Debt addition (payments)[3] | (3,127) | (1,176) | 165.9% |
| Capital raises (dividends)[4] | (172) | (405) | -57.5% |
| **Levered free cash flow** | **(584)** | **3,637** | **-116.1%** |

(1) Includes R$ 1,415 million outflow from change in merchandise working capital, R$ 869 million outflow from changes in other assets and liabilities and R$ 336 million outflow from consumer credit business; (2) in LTM Q1 25, includes R$ 2,247 million outflow from capex and R$ 1,531 million inflow from asset sales, including sales of stores and sale-lease back transactions. In LTM Q1 24, includes R$ 2,951 million outflow from capex and R$ 2,460 million inflow from asset sales, including sales of remedies stores, sale-lease backs and price adjustment from BIG acquisition; (3) includes debt issuances (amortizations), cash net interest expenses and lease expenses; (4) includes dividends paid by Banco Carrefour to minority shareholders and dividends and interest on own capital paid by the Company

# Net Debt

Gross financial debt net of derivatives for coverage stood at R$ 19.6 billion at the end of Q1 25. Cash position reduced by R$ 584 million y/y, as a result of working capital requirements due to Easter calendar shift from Q1 in 2024 to Q2 in 2025. Discounted receivables increased by R$ 1.2 billion y/y, mostly related to the overall increase in sales, changes in mix of payment methods (higher % of credit card sales) and the offer of installment sales at Atacadão (installment sales as % of total sales was in line with Q2 24, Q3 24 and Q4 24 level). Net debt reached R$ 13.2 billion, or R$ 15.6 billion including leases and discounted receivables, + R$ 2.1 billion y/y. Net debt to adjusted EBITDA (including discounted receivables) was 2.4x in Q1 25, 0.15x higher y/y.

| In R$ million | Mar. 25 | Mar. 24 | Δ |
|---|---|---|---|
| Gross financial debt (net of derivatives) | (19,647) | (19,333) | (314) |
| Cash and cash equivalents | 5,510 | 6,094 | (584) |
| Marketable securities - Banco Carrefour | 935 | 937 | (2) |
| **(Net Debt) Net Cash** | **(13,202)** | **(12,302)** | **(900)** |
| Discounted receivables | (2,449) | (1,244) | (1,206) |
| **(Net Debt) Net Cash (incl. discounted receivables)** | **(15,651)** | **(13,546)** | **(2,106)** |
| Lease debt (IFRS 16) | (5,209) | (4,857) | (352) |
| **(Net Debt) Net Cash (incl. lease and discounted receivables)** | **(20,860)** | **(18,403)** | **(2,458)** |
| *(Net Debt) Net Cash / Adj. EBITDA LTM* | *-2.02x* | *-2.04x* | *0.02 x* |
| *(Net Debt) Net Cash (incl. discounted receivables)/Adj. EBITDA LTM* | *-2.40x* | *-2.24x* | *- 0.15x* |
| *(Net Debt) Net Cash (incl. lease debt and discounted receivables)/Adj. EBITDA LTM* | *-3.19x* | *-3.05x* | *- 0.14x* |

# Advances in ESG

Grupo Carrefour Brasil, as of May 2025, became part of the Corporate Sustainability Index of the Brazilian Stock Exchange (ISE B3) for the second consecutive year. The Company was ranked among the Top 10, achieving 9th position in a portfolio that includes 82 companies from 40 different sectors, all recognized for their commitment to corporate sustainability.

In April 2025, the Group published its 2024 Annual Sustainability report providing details about the Company's ESG strategy and advances last year. Click here to access the complete document.

Among Q1 25 initiatives we highlight:

**Fight against hunger and inequalities:** Donation of 1,824 tons of food in Q1 25, +111% vs. the same period of last year.

**Diversity and inclusion:** In Q1 25, 950 women participated in 4 meetings of the recently launched "Mulheridades" program, which aims to empower women and develop the Group's female employees. The program will last up to 7 months per class, and will have 13 meetings through the year.

In March 2025, we launched the "PODER Mulheres" program, to develop and strengthen the leading role of women who identify as black in the company. The initiative, which will offer 150 vacancies to female employees, is part of the commitment to reduce inequalities and value diversity, offering a journey of learning and connection to boost careers.

Regarding our DEI goals, we ended Q1 25 with the following results:

**(i)** **Gender equity:** currently, we have 32.8% of women in leadership positions (+20 bps vs. FY24) and 22.2% of women in executive positions (+60 bps vs. FY24) at Grupo Carrefour Brasil;

**(ii)** **Racial equity:** currently, we have 35.2% of black people in leadership positions (+10 bps vs. FY24) and 15.6% of black people in executive positions (+120 bps vs. FY24) at Grupo Carrefour Brasil.

**Protection of the planet and biodiversity:**

**Climate change and biodiversity:** we made strides in our decarbonization strategy, reducing emissions by 56% in scope 1 and 2 in Q1 25, 16 p.p. more than the year's goal. This result was driven by structured initiatives, mainly in refrigeration systems and energy efficiency, and is in line with long-term commitments to reduce emissions by 50% by 2030 and 70% by 2040, in scopes 1 and 2.

**Fight against deforestation:** At the end of Q1 25, 100% of meatpacker suppliers were in compliance with our policy, with meat monitoring carried out and each batch sent to the Group double-checked. This quarter, 15,773,108.63 hectares in 16,673 farms were analyzed (+8% vs. Q1 24). We ended the quarter with 11 blocked slaughterhouses because they do not meet the Group's purchasing criteria. Additional information by biome and the list of active vendors are available in our meat transparency platform.

# Store Network

In Q1 25, we opened **1 new Cash & Carry** organic store in the state of Rio de Janeiro and **1 new wholesale facility** in the state of São Paulo.

**We now operate 1,000 stores for total sales area of 3,139,918 sqm.**

| Number of stores | Dec. 24 | Openings | Closures | Mar. 25 |
|---|---|---|---|---|
| Cash & Carry | 379 | 1 | | 380 |
| Wholesale | 33 | 1 | | 34 |
| Sam's Club | 58 | | | 58 |
| Hypermarkets | 112 | | | 112 |
| Supermarkets | 80 | | (8) | 72 |
| Convenience Stores | 143 | | | 143 |
| Drugstores | 99 | | (1) | 98 |
| Gas Stations | 103 | | | 103 |
| **Group** | **1,007** | **2** | **(9)** | **1,000** |

| Sales area (sqm) | Dec. 24 | Mar. 25 | Δ (%) |
|---|---|---|---|
| Cash & Carry | 1,875,962 | 1,880,223 | 0.2% |
| Sam's Club | 321,822 | 321,822 | 0.0% |
| Hypermarkets | 753,377 | 753,377 | 0.0% |
| Supermarkets | 121,175 | 109,550 | -9.6% |
| Convenience Stores | 28,090 | 28,090 | 0.0% |
| Drugstores | 6,448 | 6,375 | -1.1% |
| Gas Stations | 40,482 | 40,482 | 0.0% |
| **Total sales area** | **3,147,355** | **3,139,918** | **-0.2%** |

# Results Video Conference Information

## Video Streaming

May 7, 2025
(Wednesday)

English

Portuguese

10:00 am – Brasília

09:00 am – New York

02:00 pm – London

03:00 pm – Paris

## Investor relations information

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# APPENDIX I

## Consolidated Income Statement

| *In R$ Million* | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| Gross sales | 28,786 | 27,788 | 3.6% |
| Net sales | 26,105 | 24,830 | 5.1% |
| Other revenues | 1,886 | 1,521 | 24.0% |
| **Net operating revenue** | **27,991** | **26,351** | **6.2%** |
| Cost of goods sold, service and financial operations | (22,830) | (21,304) | 7.2% |
| **Gross Profit** | **5,161** | **5,047** | 2.3% |
| Gross Margin | 19.8% | 20.3% | -56 bps |
| SG&A expenses | (3,709) | (3,649) | 1.6% |
| **Adjusted EBITDA** | **1,470** | **1,418** | **3.7%** |
| Adjusted EBITDA Margin | 5.6% | 5.7% | -8 bps |
| Depreciation and amortization | (433) | (456) | -5.0% |
| Net income from equity accounted company | - | (1) | -100.0% |
| Other income (expenses) | 9 | (2) | -550.0% |
| **EBITDA** | **1,479** | **1,416** | **4.4%** |
| EBITDA Margin | 5.7% | 5.7% | -4 bps |
| **EBIT** | **1,028** | **939** | **9.5%** |
| Net financial expenses | (593) | (700) | -15.3% |
| Income before income tax and social contribution | 435 | 239 | 82.0% |
| Income Tax | (149) | (146) | 2.1% |
| **Net income** | **286** | **93** | **207.5%** |
| **Net income, Group share** | **225** | **39** | **476.9%** |
| Net Income - Non-controlling interests (NCI) | 61 | 54 | 13.0% |

## EBITDA Reconciliation

| In R$ Million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| **Net income** | **286** | **93** | **207.5%** |
| Income Tax | (149) | (146) | 2.1% |
| Net financial expenses | (593) | (700) | -15.3% |
| Depreciation and amortization | (433) | (456) | -5.0% |
| Depreciation and amortization in COGS | (18) | (20) | -10.0% |
| Net income from equity accounted company | - | (1) | n.a. |
| **EBITDA** | **1,479** | **1,416** | **4.4%** |
| (-) Other income (expenses) | 9 | (2) | -550.0% |
| Adjusted EBITDA | 1,470 | 1,418 | 3.7% |

# APPENDIX II

## Consolidated Balance Sheet – Assets

| In R$ Million | Mar. 25 | Dec. 24 |
|---|---|---|
| **Assets** | | |
| Cash and cash equivalents | 5,510 | 15,207 |
| Marketable securities | 0 | 1 |
| Accounts receivable | 5,602 | 2,626 |
| Consumer credit granted by our financial solutions company | 17,846 | 17,782 |
| Inventories | 16,312 | 12,592 |
| Tax receivables | 1,067 | 1,024 |
| Income tax and social contribution recoverable | 229 | 230 |
| Derivative financial instruments | 308 | 524 |
| Upfront payment | 529 | 347 |
| Other accounts receivable | 465 | 512 |
| Assets held for sale | 220 | 365 |
| **Current assets** | **48,088** | **51,210** |
| Accounts receivable | 6 | 7 |
| Consumer credit granted by our financial solutions | 978 | 1,007 |
| Derivative financial instruments | 0 | 3 |
| Marketable securities | 935 | 934 |
| Tax receivables | 4,644 | 4,564 |
| Income tax receivables | 142 | 138 |
| Deferred tax assets | 2,097 | 1,749 |
| Prepaid expenses | 114 | 117 |
| Judicial deposits and collateral | 2,948 | 2,914 |
| Other accounts receivable | 140 | 140 |
| Inventories | 0 | 0 |
| Investment properties | 577 | 580 |
| Investments in equity accounted companies | 1 | 0 |
| Property and equipment | 30,133 | 30,063 |
| Intangible assets and goodwill | 6,730 | 6,762 |
| **Non-current assets** | **49,445** | **48,978** |
| Total assets | 97,533 | 100,188 |

# APPENDIX II

## Consolidated Balance Sheet – Liabilities

| In R$ Million | Mar. 25 | Dec. 24 |
|---|---|---|
| **Liabilities** | | |
| Suppliers | 17,630 | 20,101 |
| Borrowings | 12,698 | 11,968 |
| Derivative financial instruments | 24 | 0 |
| Lease debt | 243 | 253 |
| Consumer credit financing | 13,744 | 15,576 |
| Tax payable | 557 | 731 |
| Income tax and social contribution payables | 300 | 73 |
| Payroll, vacation and related charges | 1,273 | 1,206 |
| Dividends payable | 2 | 174 |
| Deferred income | 639 | 253 |
| Credit rights investment fund | 0 | 0 |
| Other accounts payable | 971 | 936 |
| **Current liabilities** | **48,081** | **51,271** |
| Liabilities held for sale | 0 | 0 |
| Borrowings | 7,168 | 7,895 |
| Derivative financial instruments | 74 | 3 |
| Lease debt | 4,966 | 4,849 |
| Consumer credit financing | 1,576 | 957 |
| Deferred tax liabilities | 753 | 737 |
| Provisions | 11,920 | 11,769 |
| Deferred income | 31 | 30 |
| Other accounts payable | 55 | 63 |
| **Non-current liabilities** | **26,543** | **26,303** |
| Share capital | 9,960 | 9,960 |
| Capital reserve | 2,153 | 2,156 |
| Income reserve | 8,958 | 8,946 |
| Net effect of acquisition of minority interest | (282) | (282) |
| Period Result | 225 | 0 |
| Equity evaluation adjustment | 28 | 28 |
| **Shareholders' equity, Group share** | **21,042** | **20,808** |
| **Non-controlling interests** | **1,867** | **1,806** |
| **Total liabilities and shareholders' equity** | **97,533** | **100,188** |

# APPENDIX III

## Banco Carrefour

Under local accounting standards (BACEN GAAP), provisioning methodology is purely based on the ageing of receivables and greater impacts in P&L are directly associated with higher delinquency ratios.

On the other hand, IFRS9 implies the constitution of provisions not only for past due loans, but it also adds material impacts according to the expected losses associated with the credit risk – even for loans with payments on time. As this calculation relies on many indicators and expectations, it might add greater volatility to the results and impacts in indicators and capital requirements.

## Simplified P&L

### BACEN Methodology

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| **Net operating revenues** | **1,660** | **1,290** | **28.7%** |
| Risk Charges | (1,028) | (672) | 53.0% |
| **Gross profit** | **632** | **618** | **2.3%** |
| SG&A expenses | (378) | (352) | 7.4% |
| **Adjusted EBITDA** | **254** | **266** | **-4.5%** |
| **Net income (100%)** | **130** | **135** | **-3.7%** |

### IFRS9 Methodology

| In R$ million | Q1 25 | Q1 24 | Δ% |
|---|---|---|---|
| **Net operating revenues** | **1,619** | **1,254** | **29.1%** |
| Risk Charges | (1,054) | (736) | 43.2% |
| **Gross profit** | **565** | **518** | **9.1%** |
| SG&A expenses | (337) | (314) | 7.3% |
| **Adjusted EBITDA** | **228** | **204** | **11.8%** |
| **Net income (100%)** | **32** | **95** | **-66.3%** |

## Overdue Portfolio Analysis

### BACEN Methodology

| In R$ million | March 25 | | December 24 | | September 24 | | June 2024 | | March 2024 | |
|---|---|---|---|---|---|---|---|---|---|---|
| Total Portfolio | 22,715 | 100.0% | 21,561 | 100.0% | 19,885 | 100.0% | 19,425 | 100.0% | 19,066 | 100.0% |
| On time payments | 18,316 | 80.6% | 18,346 | 85.1% | 16,770 | 84.3% | 16,408 | 84.5% | 16,056 | 84.2% |
| Over 30 days | 4,200 | 18.5% | 3,071 | 14.2% | 2,966 | 14.9% | 2,868 | 14.8% | 2,868 | 15.0% |
| Over 90 days | 3,308 | 14.6% | 2,496 | 11.6% | 2,425 | 12.2% | 2,334 | 12.0% | 2,262 | 11.9% |
| **Provisions for loan losses** | **5,718** | **25.2%** | **3,379** | **15.7%** | **3,177** | **16.0%** | **3,070** | **15.8%** | **2,951** | **15.5%** |
| **Provisions for loan losses / over 90 days** | **172.8%** | | **135.4%** | | **131.0%** | | **131.5%** | | **130.5%** | |

### IFRS 9

| In R$ million | March 25 | | December 24 | | September 24 | | June 2024 | | March 2024 | |
|---|---|---|---|---|---|---|---|---|---|---|
| Total Portfolio | 29,030 | 100.0% | 28,376 | 100.0% | 26,428 | 100.0% | 25,629 | 100.0% | 24,976 | 100.0% |
| On time payments | 17,477 | 60.2% | 17,781 | 62.7% | 16,194 | 61.3% | 15,862 | 61.9% | 15,480 | 62.0% |
| Over 30 days | 11,011 | 37.9% | 10,152 | 35.8% | 9,756 | 36.9% | 9,311 | 36.3% | 9,045 | 36.2% |
| Over 90 days | 9,777 | 33.7% | 9,235 | 32.5% | 8,867 | 33.6% | 8,449 | 33.0% | 8,053 | 32.2% |
| Portfolio until 360 days | | | | | | | | | | |
| Over 30 days | 4,133 | 18.7% | 3,593 | 16.5% | 3,462 | 17.2% | 3,348 | 17.0% | 3,356 | 17.4% |
| Over 90 days | 2,898 | 13.1% | 2,676 | 12.3% | 2,572 | 12.8% | 2,486 | 12.6% | 2,365 | 12.3% |
| **Provisions for loan losses** | **10,654** | **36.7%** | **10,022** | **35.3%** | **9,558** | **36.2%** | **9,147** | **35.7%** | **8,751** | **35.0%** |
| **Provisions for loan losses / over 90 days** | | **109.0%** | | **108.5%** | **107.8%** | | **108.3%** | | **108.7%** | |

# Glossary

### Adjusted EBITDA

EBITDA adjusted for the income statement line item "other income and expenses" (comprising losses on disposals of assets, restructuring costs, income & expenses related to litigations, tax credits recovered related to prior periods and other non-recurring income and expenses).

### Adjusted EBITDA Margin

Adjusted EBITDA divided by net sales for the relevant period, expressed as a percentage.

### Adjusted Net income

Net Income, excluding Other Income and Expenses and the corresponding financial and income tax effect.

### Banco Carrefour Billings

Represents the total amount related to an operation transacted by credit card.

### EBITDA

Net income (for the year or for the period) adjusted for "financial result, net", "income tax and social contribution", "equity income" and "depreciation and amortization". EBITDA, Adjusted EBITDA and Adjusted EBITDA margin are not measures of financial performance under Brazilian GAAP or IFRS, and should not be considered as alternatives to net income or as measures of operating performance, operating cash flows or liquidity. EBITDA, Adjusted EBITDA and Adjusted EBITDA margin have no standardized meaning, and our definitions may not be comparable with those used by other companies.

### Free Cash Flow

Net cash provided by our operating activities, plus cash used in changes in judicial deposits and judicial freeze of deposits (and opposite), less cash provided from the disposal of non-operational assets, less cash used in additions to property and equipment, less cash used in additions to intangible assets. Does not include divestment of remedy stores and Grupo BIG acquisition.

### FMCG

Fast-moving consumer goods.

### Global Functions

Central costs in relation to our central functions and headquarters. These comprise the activities of (i) the cost of our holding divisions, (ii) certain expenses incurred in relation to certain support functions of our parent company which are allocated to the various segments proportionately to their sales, and (iii) cost allocations from our parent company, which are not specific to any segment.

### GMV

Gross Merchandise Volume refers to all online sales (own sales + marketplace sales) as well freight revenues. It excludes marketplace commissions, but includes sales taxes.

### Gross Profit Margin

Gross profit divided by net sales for the relevant period, expressed as percentage.

### Gross Sales

Total revenues from our customers at the Group's stores, gas stations, drugstores and on our e-commerce platform.

### Like for Like

LfL sales compare gross sales in the relevant period with those in the immediately preceding period, based on gross sales provided by comparable stores, which are defined as stores that have been open and operating for a period of at least twelve consecutive months and that were not subject to closure or renovation within such period. As petrol sales are very sensitive to market prices, they are excluded from the LfL computation. Other retail companies may calculate LfL sales differently from us, and therefore, our historical and future LfL sales performance may not be comparable with other similar metrics used by other companies.

### Net Income Margin

Net income for the year divided by net sales for the relevant period, expressed as a percentage.

### Net Sales

Gross sales adjusted for taxes levied on sales (in particular PIS/COFINS and ICMS).

### Other Revenue

Comprises revenue from our Financial Solutions segment (including bank card fees and interest from consumer credit activities), shopping mall rents and commissions related to other services provided in the stores, fast cash and handling fees.

## Disclaimer