

The background features a vibrant red and orange color palette. On the left side, there is a faint, circular, textured pattern resembling a flower or a shell. A solid white horizontal bar spans the width of the image, serving as a backdrop for the text.

americanas sa



agenda

1

1Q22 results

2

digital and physical platforms

3

Ame digital

4

new verticals

5

ESG and strategic vision

results

1



1Q22 operational highlights

active customers LTM

52 mm

+4 mm YoY

items sold LTM

1,607 mm

+272 mm YoY

sellers

132,000

+36,000 YoY

transactions LTM

431 mm

+62 mm YoY

assortment

136 mm

+37 mm YoY

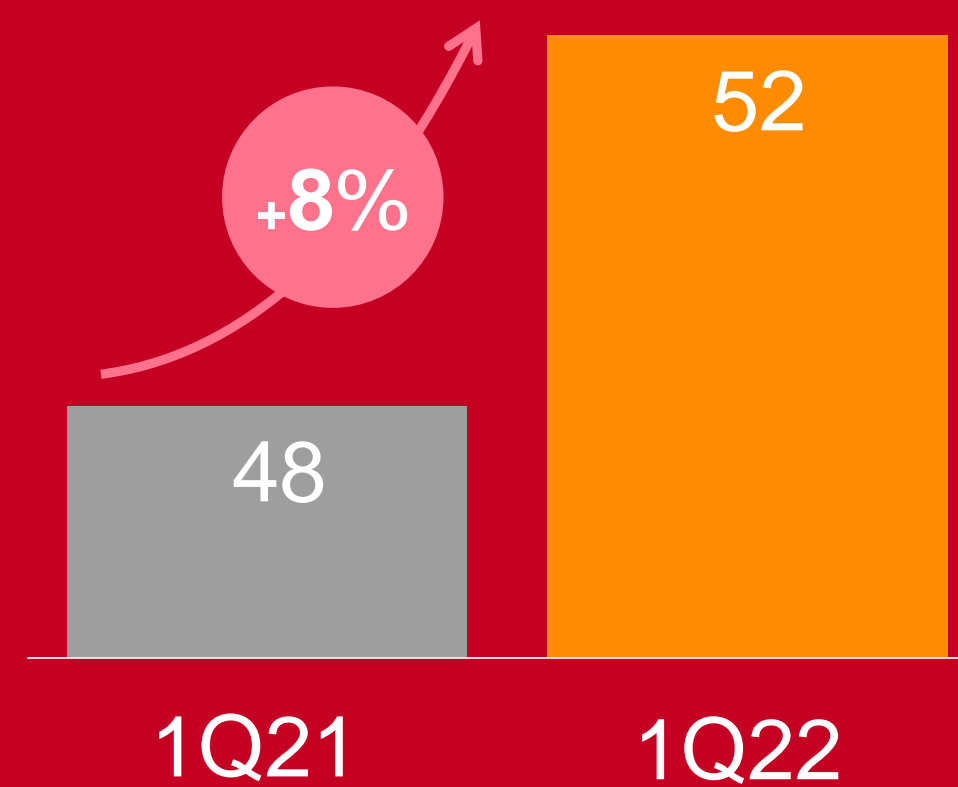
strategic priorities

strategy

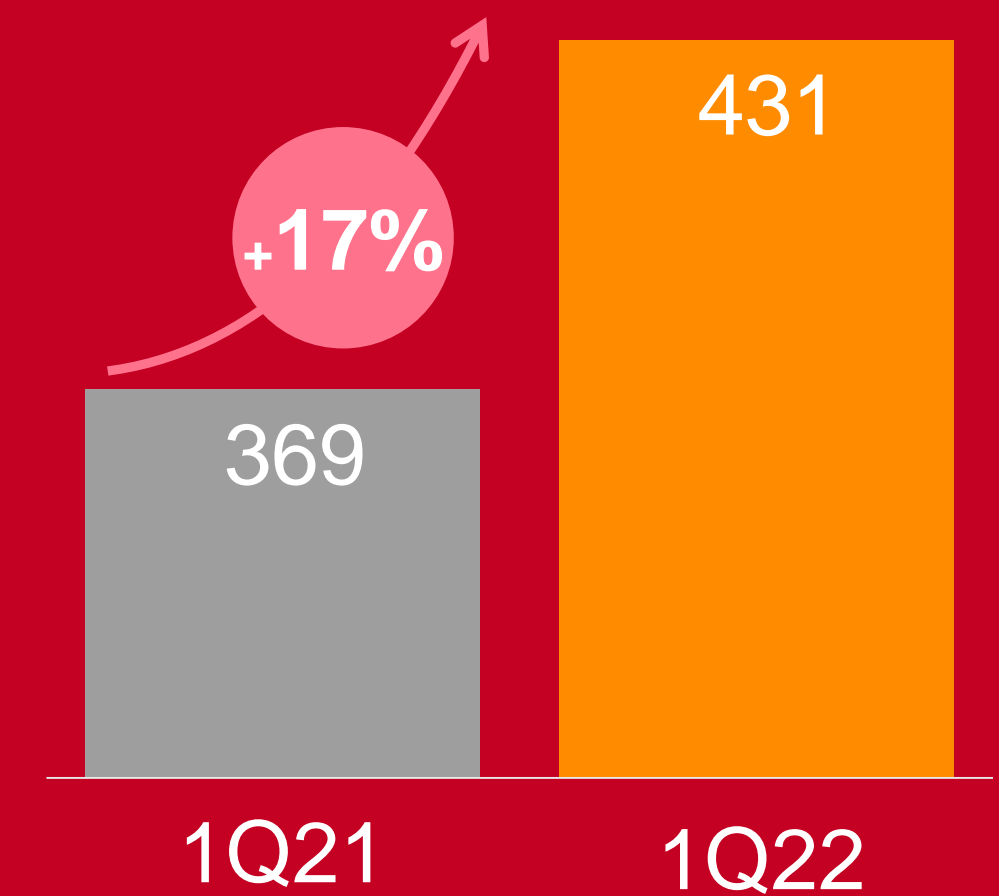
BE EVEN MORE
RELEVANT IN
THE DAY-TO-DAY
OF CUSTOMERS

increasingly engaged and frequent customers

active customer base
millions of customers



transactions
millions (LTM)



1Q22 financial highlights

total **GMV**

R\$ 14.2 bn

+21.7%

EBITDA

R\$ 659.8 mm

+57.9%

net **result**

-R\$ 137.3 mm

+38.8%

net **revenue**

R\$ 6.8 bn

+28.4%

EBITDA **Margin**

9.8%

+1.9 p.p.

cash generation – 6M¹

R\$ 198.1 mm

+53.1%

¹ cash generation in the last 6 months (4Q21 + 1Q22), to neutralize the effect of seasonality.

physical and digital platforms

2

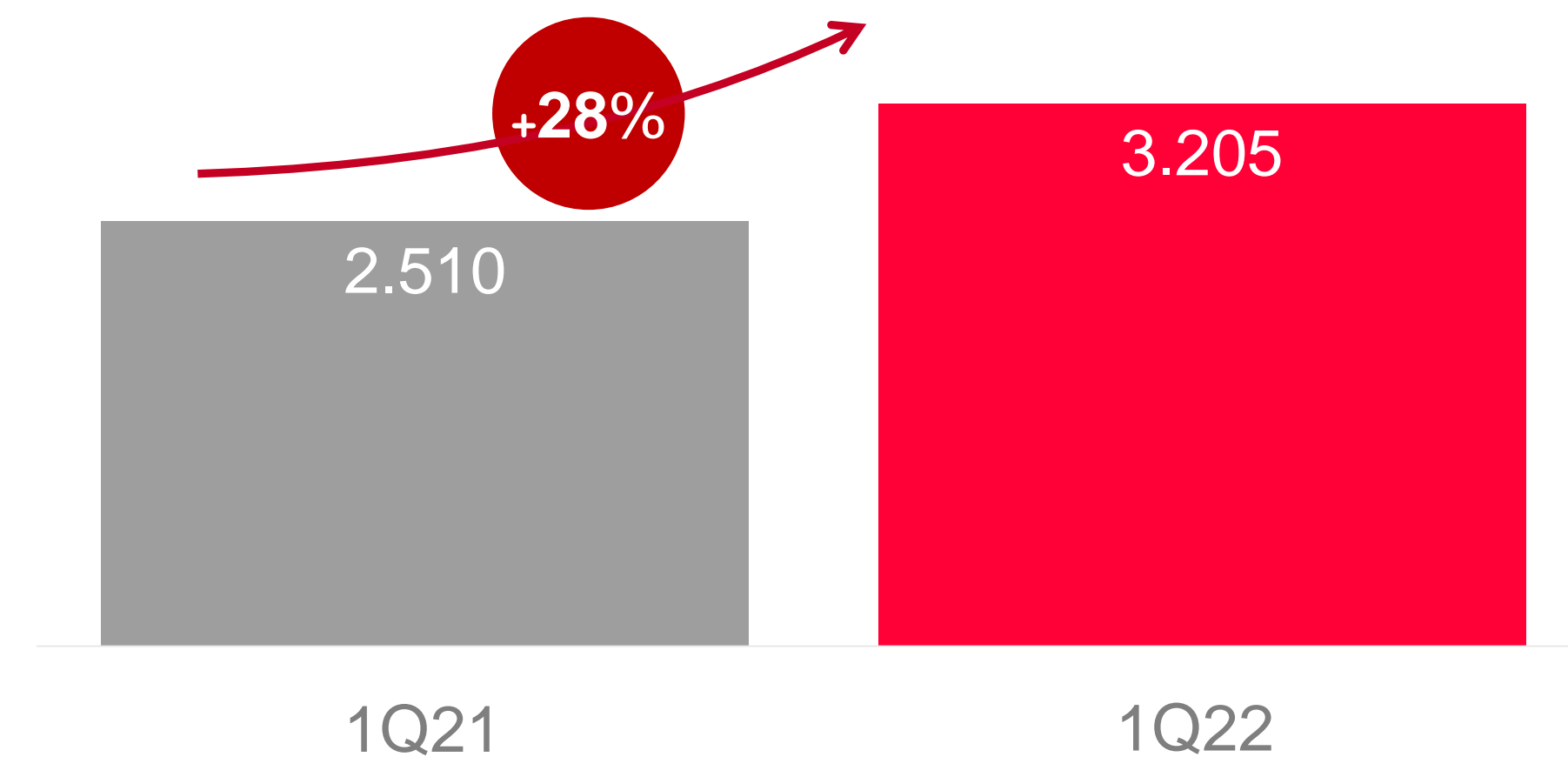
Physical platform

stores as a hub for experimentation

formats, assortment, services, communication, operation, layout...

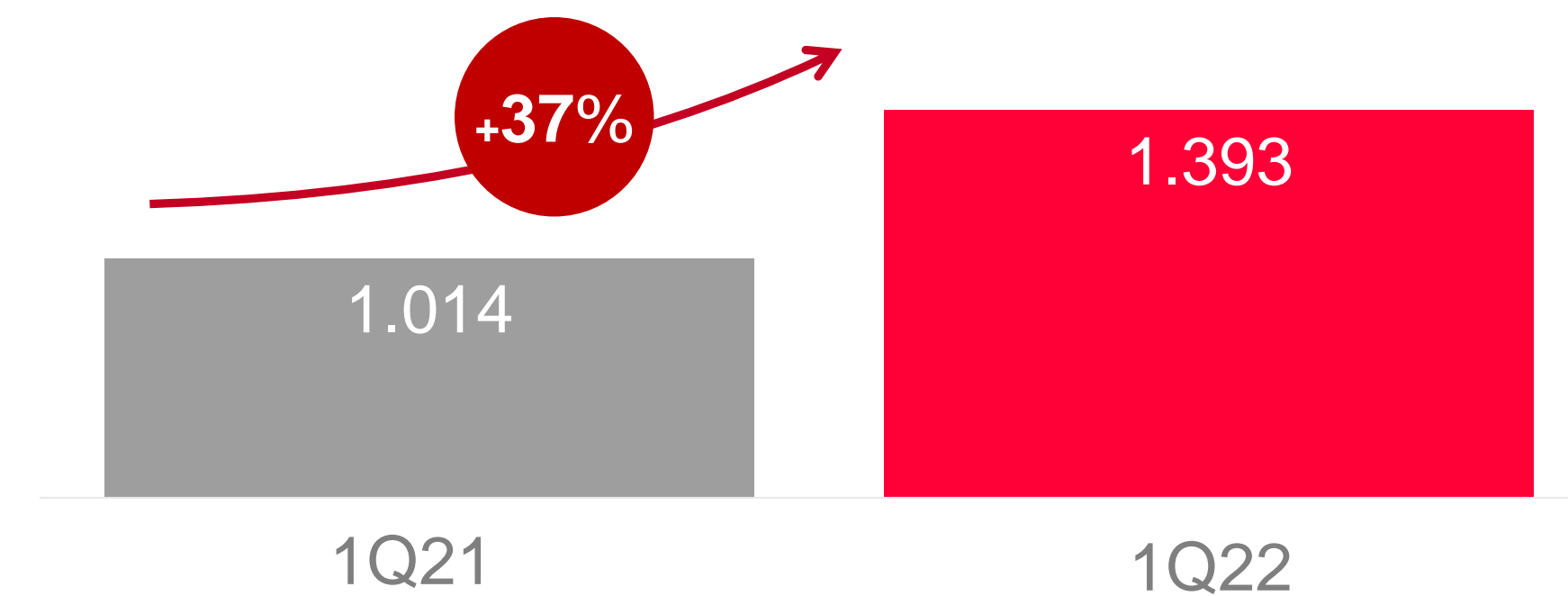
physical platform total sales

R\$ millions



O2O sales

R\$ millions



whatsapp

ship from store

store pick-up

Ame app


O2O

Ame card

insurance

Americanas app

expansion

	# Stores Opened	# Cities	# New Cities
<u>americanas</u>	9	9	4
  imaginarium	4	4	3
	3	2	1
 	12	11	-
Total	28	26	8

Fishing in our
own aquarium



+6.3 MM

americanas.com downloads
derived from stores in 1Q22



+1.4 MM

Ame downloads derived from
stores in 1Q22



unified multiplatform logistics network

900

cities with Ship from Store and
accelerated use of Dark Stores

allocation of
inventories in stores to
deliver faster (in
hours) and cheaper

35%

of deliveries completed
within 3hr in 1Q22

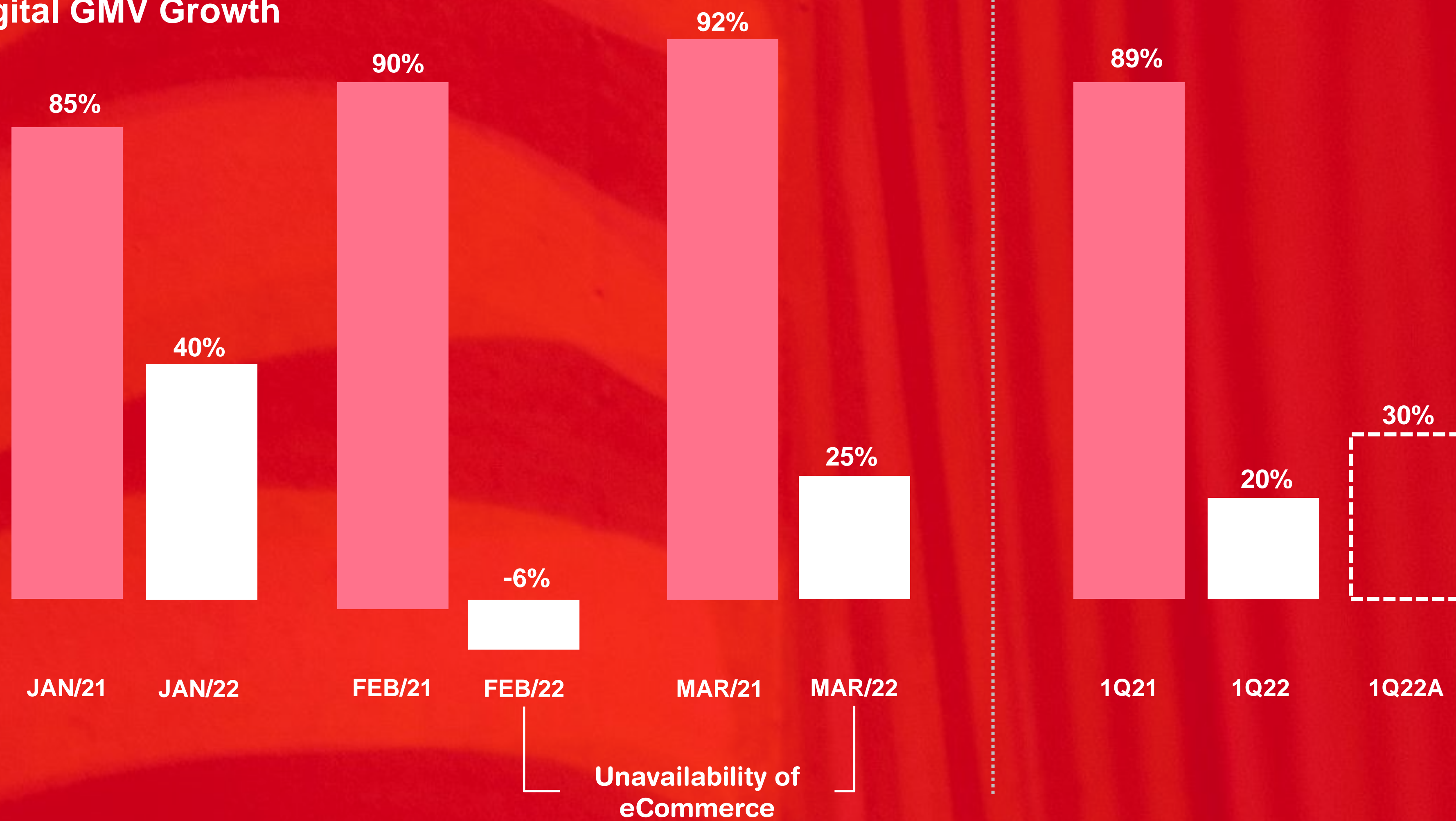
vs. 14% in 1Q21

59%

of deliveries completed
within 24hr in 1Q22

vs. 44% in 1Q21

Digital GMV Growth





ame digital

3



1Q22 same digital highlights

TPV LTM	downloads	super App
R\$ 28 bn +1.9x YoY	+ 32 mm	89 functionalities
profitability	monthly active users (MAU)	Marketplace of credit
+ 55% EBITDA vs. 1Q21	12 mm	+ 3.5x¹ vs. 1Q21

¹ 3.5x growth in the volume of credit granted

Ame: three pillars

engagement

loyalty program, digital wallet,
and **marketplace of financial
products and services** (super
app)

platform

platform of services
for retail:

Banking (Bank as a Service)
Credit (Credit as a Service)
Pix (Software as a Service)

credit

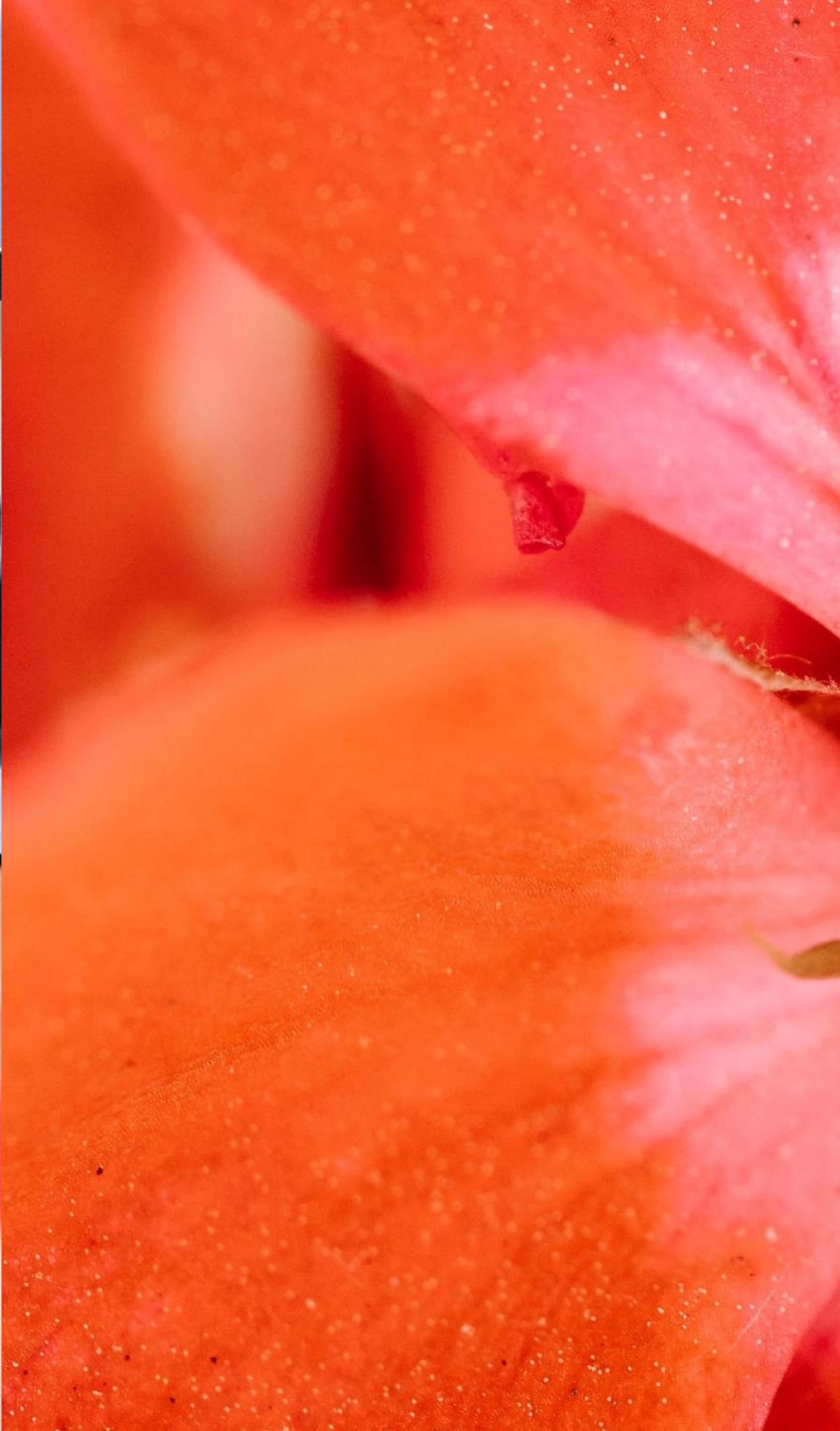
**1P of financial
services** for suppliers,
sellers, merchants,
franchises and
customers





new
verticals

4



americanas ads

1st party data

americanas

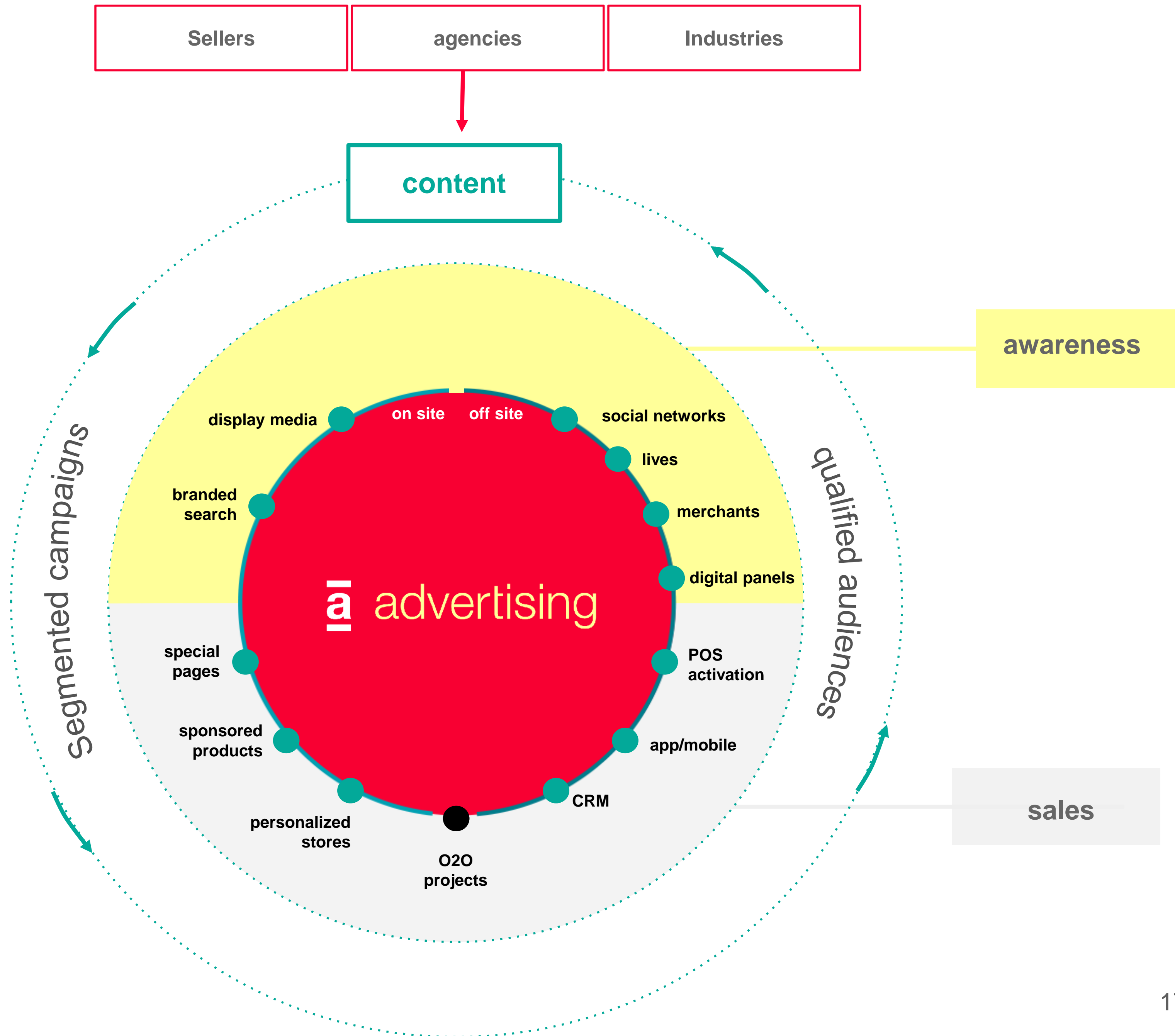
shoptime

Submarino

ame

a • empresas

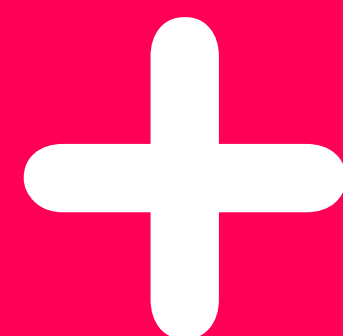
Advertising Placements



Vem
Conveniência



franchise expertise and
capillarity



americanas sa

excellence in physical and digital
retail operations

*two giants that came together with
complementary skills*



conveniência



ESG and strategic vision

5

ESG strategy

since 2015, our business strategy is aligned with the UN 2030 agenda for Sustainable Development Goals (SDGs)

Indexes:



Sustainability Award
Industry Mover 2022
S&P Global

Commitments:



environmental



- eco-efficient operation: largest bike operation in BR
- biggest electric fleet in retail
- carbon neutral operation

target: **net zero company by 2025**

- renewable energy usage in 35% of the company
- target: **100% of stores by 2030**
- reduce solid waste by 30% with recyclable packaging

social



- +66,000 people impacted by social projects
- amazônia: positively impacting +3,200 families
- americanas Favela: +295,000 deliveries since april 2021
- Gender equality: 51% of leadership is female

governance



- company listed on Novo Mercado
- UN Global Compact Principles
- 43% board independence
- 6 specialized committees:
audit, finance, nominating, digital & client, people & sustainability, and Ame

GPTW seal

For yet another year, we
were certified as one of the
best companies to work !

americanas sa

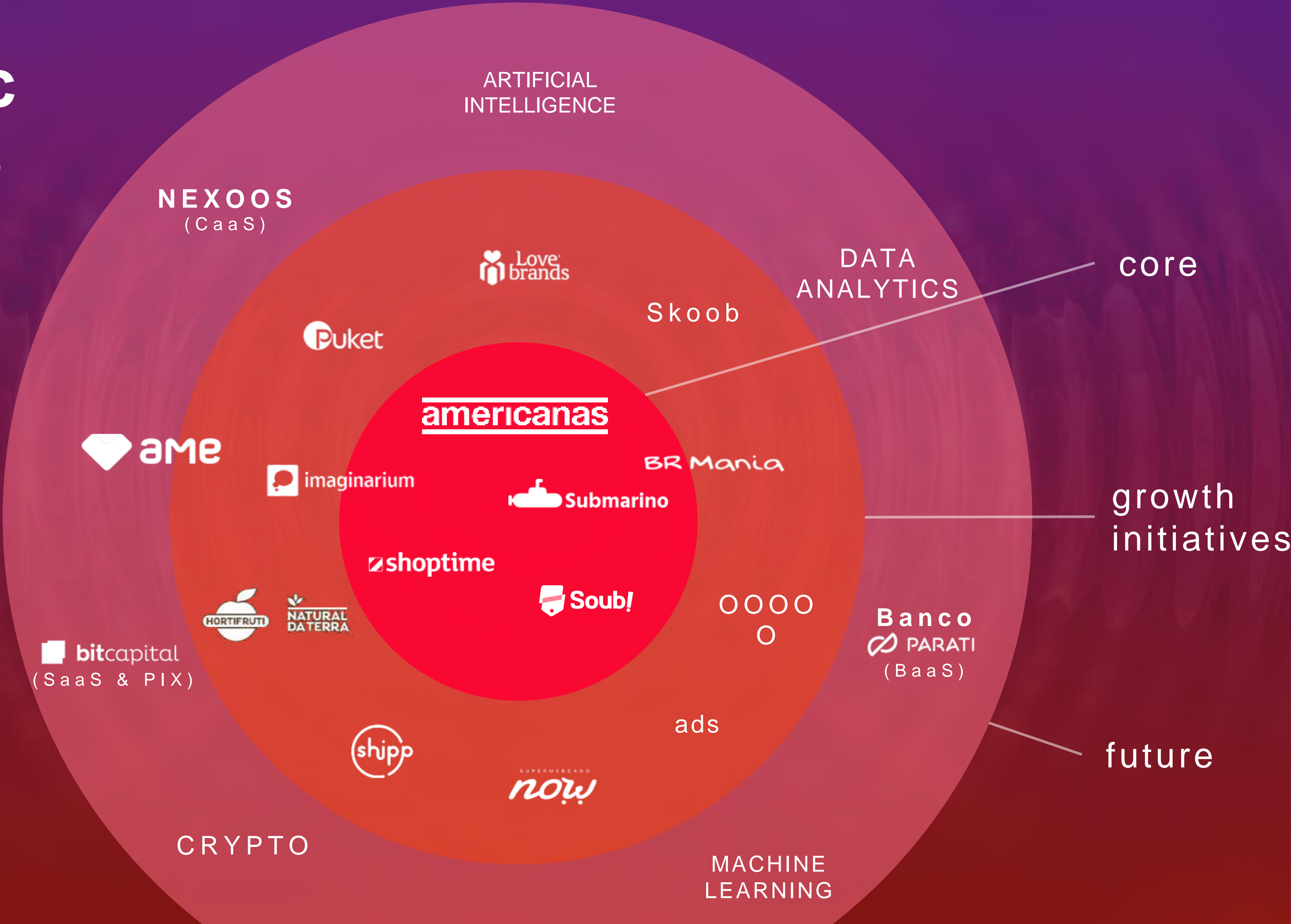


**We are the 5th most
influential brand in Brazil,
according to Ipsos**

1. Google
2. SAMSUNG
3. YouTube
4. NETFLIX
5. americanas

The
**Most
Influential
Brands**

strategic business vision



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It's time to combine