

Earnings Release

# 4Q24



C&A

**Results Videoconference:**

Date: 02/27/2025 (Portuguese/English)

Brasília: 11:00 a.m. | New York: 09:00 a.m. | London: 2:00 p.m.

webcast: [ri.cea.com.br](http://ri.cea.com.br)

**CEAB**  
B3 LISTED NM

**IGCT B3**

**IGC-NM B3**

**IGC B3**

**ISE B3**

**IDIVERSA B3**

**SMLL B3**

**IBRA B3**

**ITAG B3**

**ICON B3**

**IGPTWB3**

**IbRX 100 B3**

**ICO2 B3**

# Highlights

**C&A continues to experience robust growth in Apparel  
+14.4% in 4Q24 and +16.4% for the year**

**Record adjusted net income of R\$250.1 million in 4Q24**



**Apparel SSS<sup>1</sup>** were up **16.4%** in 4Q24, and sales per m<sup>2</sup> increased **14.2%** in the period



**Apparel gross margin** was **56.6%**, a **0.1 p.p.** increase over 4Q23 and a 1.4% increase in the gross margin of merchandise



**Adjusted EBITDA margin<sup>2</sup>** post-IFRS16, was **23.3%**



**Adjusted net income<sup>3</sup>** of **R\$250.1 million**



**Leverage<sup>4</sup>** reduced to **0.5x**, vs. 1.5x in 4Q23, and the Company ended the quarter with a robust position of **R\$1.6 bn in cash** and cash equivalents



**45.4%** increase over 4Q23 in net income from the **site and app**



Improved **C&A pay** default indicators



The NPS increased by **6.8 points** in 2024 vs 2023



Accepted into the **B3 ICO2** and **IBRX100 B3** portfolios



**The customer base** increased **7.6%** in 2024 compared to 2023



**Pre-IFRS-16 adjusted EBITDA** reached a record **R\$975.9 million** in the year, **61.1% higher than in 2023**



**CAPEX** investments in 2024 totaled **R\$359.7 million**, a 67.1% increase compared to 2023,

(1) SSS: Same Store Sales - increase in same store sales This is comprised of sales in stores in activity for more than 13 months compared to the same period in the previous year. It includes e-commerce and all types of sales and deliveries (100% online, direct sales, ship-from-store, and click-and-pick-up).

(2) Adjustments include: (i) Other Net Operating Income (Expenses) Net; (ii) Supplier Finance Income; (iii) Recovery of tax credits; and (iv) the long-term incentive program.

(3) Adjustments include: (i) Other Net Operating Income (Expenses) Net; (ii) Recovery of tax credits; and (iii) the long-term incentive program, net of taxes.

(4) Includes the Bradescard commitment.

# Highlights 4Q24

## Consolidated Earnings

KPI's (R\$ Million)	4Q24	4Q23	%	2024	2023	%
Consolidated net revenue	2,552.1	2,293.1	11.3%	7,636.5	6,719.3	13.7%
Apparel net revenue	2,239.1	1,957.6	14.4%	6,462.9	5,551.6	16.4%
Same store sales - apparel (SSS) <sup>1</sup> (%)	14.4%	18.5%	-4.1 p.p.	16.4%	9.9%	6.5 p.p.
Same store sales - merchandise (SSS) <sup>1</sup> (%)	12.3%	15.8%	-3.5 p.p.	13.1%	6.7%	6.4 p.p.

(R\$ Million)	4Q24	4Q23	%	2024	2023	%
Consolidated gross profit	1,401.9	1,221.2	14.8%	4,176.6	3,522.3	18.6%
Consolidated gross margin (%)	54.9%	53.3%	1.7 p.p.	54.7%	52.4%	2.3 p.p.
Apparel gross margin (%)	56.6%	56.5%	0.1 p.p.	56.0%	55.3%	0.7 p.p.
Gross merchandise margin (%)	54.7%	53.2%	1.4 p.p.	53.4%	51.3%	2.1 p.p.
Operating expenses <sup>2</sup>	(759.4)	(656.9)	15.6%	(2,566.8)	(2,251.1)	14.0%

(R\$ Million)	4Q24	4Q23	%	2024	2023	%
Adjusted EBITDA <sup>3</sup> (post-IFRS16)	593.4	526.7	12.7%	1,449.5	1,089.5	33.0%
Adjusted EBITDA margin (post-IFRS16) (%)	23.3%	23.0%	0.3 p.p.	19.0%	16.2%	2.8 p.p.
Adjusted EBITDA <sup>3</sup> (pre-IFRS16)	468.7	395.8	18.4%	975.9	605.6	61.1%
Adjusted EBITDA margin (pre-IFRS16) (%)	18.4%	17.3%	1.1 p.p.	12.8%	9.0%	3.8 p.p.

(R\$ Million)	4Q24	4Q23	%	2024	2023	%
Net income (loss) <sup>4</sup>	254.9	159.5	59.8%	452.5	(6.8)	-
Adjusted net income (loss)	250.1	142.4	75.6%	298.9	(37.2)	-
Investments	187.6	63.0	197.8%	359.7	215.3	67.1%

(1) SSS: Same Store Sales - increase in same store sales This is comprised of sales in stores in activity for more than 13 months compared to the same period in the previous year. It includes e-commerce and all types of sales and deliveries (100% online, direct sales, ship-from-store, and click-and-pick-up).

(2) The analysis considers only sales, general, and administrative expenses;

(3) Adjustments include: (i) Other Net Operating Income (Expenses); (ii) Supplier Finance Income ; (iii) Recovery of tax credits; and (iv) the long-term incentive program.

(4) Adjustments include: (i) Other Net Operating Income (Expenses) Net; (ii) Recovery of tax credits; and (iii) the long-term incentive program, net of taxes.

Note: As per explanatory note 2.4 of the Financial Statements, during the course of 2024, Management found it needed to resubmit certain values of its financial statements, and that there was an opportunity to improve how they are submitted. To comply with the principle of comparability introduced by CPC 23 Accounting Policies, Changes in Estimates, and Error Correction, reflected these adjustments on the balances on December 31, 2023.

The Company reviewed all of the information in its lease agreement control database, comparing it to what had been agreed in the respective lease agreements. After finding discrepancies related to incremental rates, payment terms, and rent, suitable adjustments to the balances were calculated to comply with applicable accounting standards. As a result, some agreements had to be taken back to the start of their terms. Thus, values entered for right of use, lease liabilities, amortization expenses, interest, and rent expenses were corrected. Therefore, the adjustments affecting the results are related to IFRS-16.

# Message from Management

C&A recovered its shine in 2024. It was a milestone in the Company's history, the best fiscal period since it went public in 2019. We consistently advanced in capturing market share, with 16% growth in apparel sales delivering a 15% CAGR in the past three years.

Our gross merchandise from merchandise was up 2.1 p.p. as a result of more accurate and efficient collections that were very well accepted by customers. All of this was achieved with a disciplined and control expense structure. We reinforced the strategic areas and made investments in line with Energia C&A, ensuring operating efficiency and pragmatic capital allocation, diluting our operating expenses by 0.9 p.p.<sup>1</sup>.

With this, we achieve a major milestone: R\$975.9 million in pre-IFRS 16 adjusted EBITDA, with R\$452.5 million in net profit for the year. Robust cash generation and operating efficiency allowed us to bring down our leverage, which is the ratio between EBITDA and net debt, down to 0.5x.

The first year of Energia C&A was executed with precision. Our strategic plan, focused on our products, journey, and relationships made major advances. We deliver a superior value proposition, and a more seamless and intuitive buying experience. This is only possible due to a collaborative environment among our teams, continuous dialog with customers, and enhanced agility in our operations.

Accelerated advances in new technologies have generated opportunities while at the same time bringing challenges in terms of prioritization. Energia C&A's strategic plan ensures diligent and objective capital allocation, ensuring our investments focus on initiatives that yield real impact and concrete results.

The recognition of our customers reflects this transformation. Our NPS went up 6.8 p.p., consolidating our leadership position in brand preference surveys. Furthermore, store traffic, conversion, and average tickets also increased, resulting in 14% higher sales per square meter compared to the previous year, again a direct reflection of our store productivity strategy.

We continue to advance in digital. Strong growth in the number of app downloads and sales via our app, since its relaunch with new functionalities, reinforces our commitment to innovation. We made it easier to navigate, strengthened the fashion content, and enhanced the omni journey, integrating inventory checks and personalized recommendations with B&M stores.

C&A Pay continues its strategic journey to strengthen our relationship with our customers. By 2024 we had issued over 7 million digital cards, supported by a high-quality, stable credit portfolio. Our timely management has resulted in progressive decreases in the default rate, resulting in better baskets and rollovers.

In the people dimension, we have invested to capture talent from outside the organization and in developing our own staff. We also improved our performance management and target system, ensuring complete alignment with Energia's strategic initiatives. Furthermore, C&A received the GPTW seal, and for the first time was among the 20 largest companies recognized as Great Places to Work, being the best qualified among fashion retailers. Our commitment to continuous development is reflected in all areas of the Company, including the responsible action area.

An important achievement in 2024 was being admitted to the ICO2 portfolio, which recognizes the companies with the best practices in efficiency and emissions generation, reinforcing our commitment to a low-carbon economy.

We started 2025 with great energy, confident that our strategy, combined with a consistent management model, the competence of our teams, and a strong organizational culture, will continue to drive our growth and enhance C&A's shine and value in the fashion retail sector in Brazil.

## The Management of C&A Modas S.A.

Note 1: Operating expenses pre IFRS-16.



# Financial Performance

# Net Revenue

Net revenue (R\$ Million)	4Q24	4Q23	%	2024	2023	%
Apparel	2,239.1	1,957.6	14.4%	6,462.9	5,551.6	16.4%
Electronics and Beauty	205.5	222.3	-7.6%	695.8	785.1	-11.4%
<b>Merchandise net revenue</b>	<b>2,444.7</b>	<b>2,179.9</b>	<b>12.1%</b>	<b>7,158.7</b>	<b>6,336.7</b>	<b>13.0%</b>
Other revenues <sup>1</sup>	10.6	9.9	6.5%	36.9	26.0	41.7%
Financial services revenues <sup>2</sup>	96.9	103.3	-6.2%	441.0	356.6	23.7%
<b>Consolidated net revenue</b>	<b>2,552.1</b>	<b>2,293.1</b>	<b>11.3%</b>	<b>7,636.5</b>	<b>6,719.3</b>	<b>13.7%</b>

Same store sales performance <sup>2</sup> (%)	4Q24	4Q23	%	2024	2023	%
Apparel	14.4%	18.5%	-4.1 p.p.	16.4%	9.9%	6.5 p.p.
Electronics and Beauty	-6.2%	-3.7%	-2.5 p.p.	-10.2%	-11.1%	0.9 p.p.
<b>Same store sales - merchandise (SSS)<sup>3</sup> (%)</b>	<b>12.3%</b>	<b>15.8%</b>	<b>-3.5 p.p.</b>	<b>13.1%</b>	<b>6.7%</b>	<b>6.4 p.p.</b>

(1) Consists primarily of shipping of merchandise sold via the site and app, marketplace commissions, and rental income.

(2) Excludes acquirer fees C&A Pay receives from C&A Modas, which is considered intercompany revenue for accounting purposes.

(3) SSS: Growth in same store sales. This is comprised of sales in stores in activity for more than 13 months compared to the same period in the previous year. It includes e-commerce and all types of sales and deliveries (100% online, direct sales, ship-from-store, and click-and pick-up).



# Net Revenue

## Apparel

Apparel net revenue in 4Q24 was R\$ 2,239.1 million, a significant 14.4% growth compared to the same period last year, driven by higher prices and increased volume. This performance reflects the accuracy of Energia's strategic levers and the continuous progress of the Company's fashion and product value propositions.

The quarter was driven by strong customer engagement with the collections, especially in the Women's, Men's, and Lingerie lines, as well as in stores targeting customers with greater purchasing power and differentiated consumption. We highlight the PetBo Collection and the special collections for year-end festivities, launched as the Christmas campaign, which had a positive impact on sales. The Company also experienced record digital sales during Black Friday, further consolidating C&A's omni strategy.

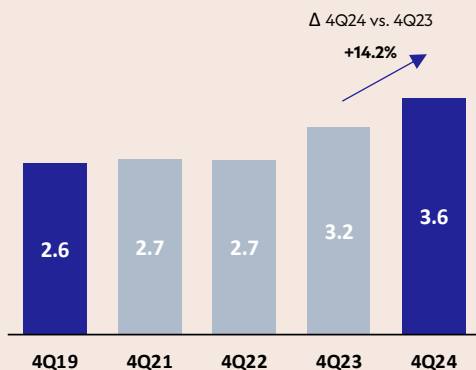
Adherence to the collections reinforces the Company's increasing ability to predict and respond to customer needs, leveraged by expansion of the Test & Learn approach that continues to evolve. This, together with increasingly dynamic sourcing planning, the improved perception of quality of the products offered, and a better buying journey further enhance the customer experience at the point of sale.

The Commercial Intelligence Hub (CIH) also played a strategic role in the period. Integrating product allocation intelligence - from the management of continuous purchases through Push & Pull distribution and dynamic pricing enabled more accurate inventory management and higher sales. This optimized approach ensured agile responses to market demands, reinforcing operating efficiency.

Our Dispersion project also continues to advance. So far three waves have been implemented in 75 stores, delivering double-digit growth over the Company average. This initiative allowed C&A to expand the products offered in each store, contributing to increased sales per square meter, contributing to consistent results and consolidating another year of robust growth. SSS increased 18.5% in 4Q23, and 14.4% in 4Q24, demonstrating constant expansion over a solid base.

### Apparel Net Revenue per m<sup>2</sup>

(R\$ thousand)<sup>1</sup>



**+14.4%**  
increase in revenue from  
apparel compared to 4Q23  
CAGR 21-24: 15.4%

(1) 3Q20 was excluded from the analyses due to the impact of the Pandemic in the period.



# Net Revenue

## Electronics and Beauty

In line with the Company's strategy to focus on fashion items, 70 telephony kiosks were demobilized in 4Q24, bringing the total of such kiosks down to 113 units that will be gradually discontinued. As a result, net revenue from this category dropped 34.4% compared to 4Q23.

However, part of this impact was offset by significant growth in the Beauty category, that once again delivered a robust 74.3% increase in net revenue compared to the same period last year. This category is now an integral part of the C&A customer buying journey. The increased presence and larger assortment of Beauty products, together with the synergy between the commercial and operating teams, delivering strong execution, drive the performance of this category.

## Merchandise

Net revenue from merchandise was R\$2,444.7 million, 12.1% over 4Q23.

Same-store sales increased 12.3% in 4Q24, following 15.8% growth in 4Q23.

## Other revenue

Other revenue amounted to R\$10.6 million in the quarter, primarily due to shipping charged on e-commerce sales, the sale of insurance, and cell-phone top-ups, among others.





# Net Revenue

## Financial Services

Net revenue from financial services, the commission C&A PAY receives from C&A Modas, was R\$ 96.9 million in the quarter, a slight 6.2% reduction compared to 4Q23. During this period, 24.3% of retail les were paid for via C&A Pay, C&A's private label credit operation. Stable credit penetration reflects more selective credit concession, the result of timely adjustments in approval ranges following changes in the macroeconomic indicators that comprise the Company's credit model. The better performance of stores targeting a higher purchasing power audience contributed to this result.

## Site & App

Site & App (R\$ Million)	4Q24	4Q23	%	2024	2023	%
Merchandise net revenue (site + app)	129.7	89.2	45.4%	380.6	283.6	34.2%
<b>Merchandise net revenue (site + app) / merchandise net revenue (%)</b>	<b>5.3%</b>	<b>4.1%</b>	<b>1.2 p.p.</b>	<b>5.3%</b>	<b>4.5%</b>	<b>0.8 p.p.</b>

In 4Q24 net revenue from merchandise sales via C&A website and app increased a significant 45.4% compared to 4Q23, reaching R\$ 129.7 million. The share of app and website sales increased 1.2 p.p. and now account for 5.3% of sales.

The quarter was also marked by a record Black Friday, exceeding 2020 sales. This performance was driven by a more user-friendly app that focuses on making it easier to find fashion items and content, helping engage customers and drive sales.

In December the C&A App reached 4.3 million MAU, an increase of 93% compared to 2023. This increase shows greater engagement of C&A customers and the digital channel, and a better buying experience. As a result, our NPS reached a record level, increasing 6 p.p. over 2023, demonstrating the increase in perceived value over the buying journey.



# Gross Profit and Margin

Gross profit & gross margin (R\$ Million & %)	4Q24	4Q23	%	2024	2023	%
Apparel	1,266.9	1,105.2	14.6%	3,621.4	3,071.3	17.9%
Gross margin (%)	56.6%	56.5%	0.1 p.p.	56.0%	55.3%	0.7 p.p.
Electronics and Beauty	70.1	55.4	26.5%	201.3	181.8	10.7%
Gross margin (%)	34.1%	24.9%	9.2 p.p.	28.9%	23.2%	5.8 p.p.
<b>Merchandise gross profit</b>	<b>1,337.0</b>	<b>1,160.6</b>	<b>15.2%</b>	<b>3,822.6</b>	<b>3,253.1</b>	<b>17.5%</b>
<b>Merchandise gross margin (%)</b>	<b>54.7%</b>	<b>53.2%</b>	<b>1.4 p.p.</b>	<b>53.4%</b>	<b>51.3%</b>	<b>2.1 p.p.</b>
Other <sup>1</sup>	(31.8)	(42.5)	-25.0%	(86.5)	(86.3)	0.2%
Financial services	96.8	103.0	-6.1%	440.4	355.5	23.9%
<b>Consolidated gross profit</b>	<b>1,401.9</b>	<b>1,221.2</b>	<b>14.8%</b>	<b>4,176.6</b>	<b>3,522.3</b>	<b>18.6%</b>
<b>Consolidated gross margin (%)</b>	<b>54.9%</b>	<b>53.3%</b>	<b>1.7 p.p.</b>	<b>54.7%</b>	<b>52.4%</b>	<b>2.3 p.p.</b>

(1) Consists primarily of shipping of merchandise sold via the site and app, marketplace commissions, and rental income.

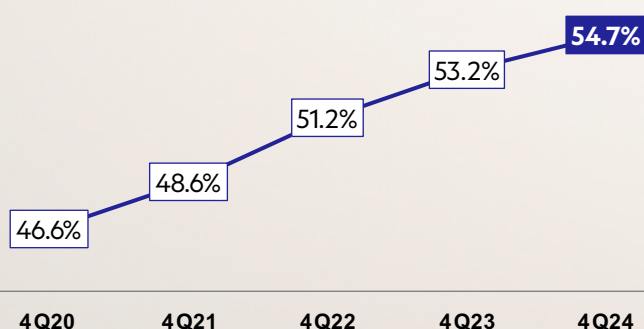
Apparel gross profit in 4Q24 was R\$ 1,266.9 million in 4Q24, a significant 14.6% growth compared to the same period last year. Gross Margin increased 0.1 p.p. to 56.6%.

This was the 14th consecutive quarter of higher margins, driven by more accurate collections and good acceptance of our goods by C&A customers. Dynamic pricing, effective management of continuous purchases, and the continuously evolving product range contributed to this growth.

Gross profits from Electronics and Beauty totaled R\$ 70.1 million, a significant 26.5% increase compared to 4Q23. Gross margin from these categories increased 9.2 p.p. to 34.1% due to the larger share of Beauty products, which have higher margins than Electronics.

Even with the increase in the ICMS rate in some states, the Company recorded an expansion of 1.4 p.p. to 54.7%. Apparel gross profit in 4Q24 was R\$ 1,337 million in 4Q24, a significant 14.8% growth compared to the same period last year. Consolidated gross margin increased 1.7 p.p. to 54.9%. The strong performance of Apparel and larger share of the Beauty category in the quarter were critical for this growth.

## Improved gross margin From merchandise (in %)



# Operating expenses

Operating expenses (R\$ Million)	4Q24	4Q23	%	2024	2023	%
Selling expenses	(563.2)	(500.9)	12.4%	(1,918.2)	(1,719.5)	11.6%
General and administrative expenses	(196.2)	(155.9)	25.8%	(648.6)	(531.7)	22.0%
Operating expenses <sup>1</sup>	(759.4)	(656.9)	15.6%	(2,566.8)	(2,251.1)	14.0%
Other operating income (expenses)	(20.7)	40.2	-	77.4	66.1	17.1%
Total operating expenses <sup>2</sup>	(780.1)	(616.7)	26.5%	(2,489.3)	(2,185.0)	13.9%
%	4Q24	4Q23	%	2024	2023	%
Selling expenses / consolidated net revenue	22.1%	21.8%	0.2 p.p.	25.1%	25.6%	-0.5 p.p.
General and administrative expenses / net revenue	7.7%	6.8%	0.9 p.p.	8.5%	7.9%	0.6 p.p.
<b>Operating expenses<sup>3</sup> / consolidated net revenue</b>	<b>29.8%</b>	<b>28.6%</b>	<b>1.2 p.p.</b>	<b>33.6%</b>	<b>33.5%</b>	<b>0.1 p.p.</b>
<b>Operating expenses pre-IFRS 16<sup>3</sup> / consolidated net revenue</b>	<b>34.6%</b>	<b>34.4%</b>	<b>0.3 p.p.</b>	<b>39.8%</b>	<b>40.7%</b>	<b>-0.9 p.p.</b>

(1) Excludes depreciation and amortization, including right-of-use (lease) depreciation, PDD and other operating revenue (expenses) to facilitate the analysis. This information, excluding IFRS16, is available in the fundamentals spreadsheet on C&A's IR site - <https://ri.cea.com.br>.

(2) Includes other operating income (expenses)

(3) Excludes depreciation and amortization, including right-of-use (lease) depreciation, PDD and other operating revenue (expenses).

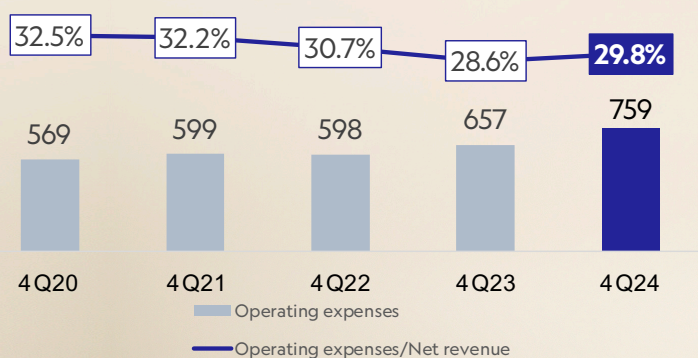
In 4Q24 operating expenses were R\$ 759.4 million, a 15.6% increase over 4Q23. As a percent of net October, it increased 0.2 p.p. Pre-IFRS 16 operating expenses increased 12.2%, remaining stable as a percent of net revenue.

Sales expenses amounted to R\$ 563.2 million, a 12.4% y-o-y increase, driven by investments in marketing in line with the Energia C&A strategy. In October, the "A gente se encontra na C&A" (let's meet at C&A) campaign was launched, including internal communication activities, and activities on social networks, TV, and among influencers. These investments strengthened brand preference, reflecting directly in preference indicators and consolidating C&A as the industry leader. Sales expenses as a percent of net revenue increased 0.2 p.p.

General and administrative expenses in 4Q24 totaled R\$ 196.2 million, a 25.8% increase over 4Q23; This increase primarily reflects the strengthening of the Company's organizational structure within Energia C&A. The increase in processed apparel SKUs and the expansion of Push & Pull, which now accounts for 50% of the product mix, required an increase in operating capacity. The Company also increased its provisions for short-term incentives (STI), in line with its operating advances.

Other operating revenue (expenses) were an expense of R\$20.7 million, related to the establishment of a provision for social security charges of R\$ 58 million, partially offset by gains of R\$51 million due to the recognition of a legal claim that excluded ICMS-ST from the basis for calculating PIS/COFINS. There were also expenses associated with asset write-offs due to discontinued business lines such as telephony, and the closure of two stores.

## Operating Expenses (R\$ and % net revenue)



# Financial Services

R\$ Million	C&A Pay <sup>Δ</sup>			Bradescard Partnership <sup>Δ</sup>			Serviços Financeiros <sup>Δ</sup>		
	4T24	4T23	%	4T24	4T23	%	4T24	4T23	%
Net revenue from taxes	101.1	103.3	-2.1%	11.8	7.2	64.0%	112.9	110.5	2.2%
Cost of financing elimination	(8.0)	0.0	-	(0.1)	(0.3)	-44.1%	(8.1)	(0.3)	3138.7%
<b>Gross profit</b>	<b>93.1</b>	<b>103.3</b>	<b>-9.9%</b>	<b>11.6</b>	<b>6.9</b>	<b>67.9%</b>	<b>104.7</b>	<b>110.3</b>	<b>-5.0%</b>
Selling expenses	(39.7)	(46.7)	-14.9%	(5.0)	(9.5)	-47.4%	(44.7)	(56.2)	-20.4%
General & administrative expenses	(4.9)	(7.4)	-33.6%	(0.0)	(0.1)	-48.8%	(4.9)	(7.4)	-33.7%
Credit losses, net of recoveries	(49.5)	(56.6)	-12.6%	0.0	0.0	-	(49.5)	(56.6)	-12.6%
Other operating income (expenses)	(0.2)	0.0	-	0.0	0.0	-	(0.2)	0.0	-
<b>Financial services results</b>	<b>(1.2)</b>	<b>(7.4)</b>	<b>-83.6%</b>	<b>6.6</b>	<b>(2.6)</b>	<b>-</b>	<b>5.4</b>	<b>(9.9)</b>	<b>-</b>

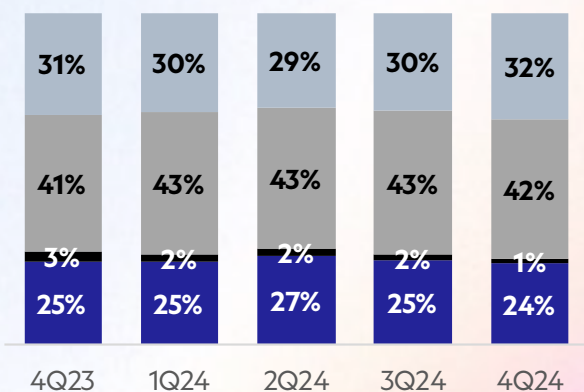
In 4Q24, net revenue from C&A Pay, C&A's private label operations, was R\$ 101.1 million, a slight 2.1% drop compared to the same period last year. This is a reflection of the company's conservative credit strategy in the second half of the year, and a timely response of the credit model to externalities. In addition, increases C&A has been achieving in stores targeting a higher purchasing power audience, with less demand for credit and financial services, contributed to this result. Regarding the partnership, this operation will be concluded by July 2025.

Because C&A Pay is fully digital, its sales expenses, i.e. personnel, credit & collection, and customer service totaled R\$ 39.7 million, a significant drop of 14.9%. General and administrative expenses improved 33.6% in the same period.

Credit losses, which include provisions for estimated losses, credit recovery, commercial agreements, and write-offs totaled R\$ 49.5 million, a 12.6% improvement over the same period last year, reaching 5.1% of the average portfolio, a 1.9 p.p. drop compared to 4Q23. This improvement is the result of continuous enhancements of the credit concession model, yielding a high-quality credit portfolio. New baskets and rollovers continue to improve.

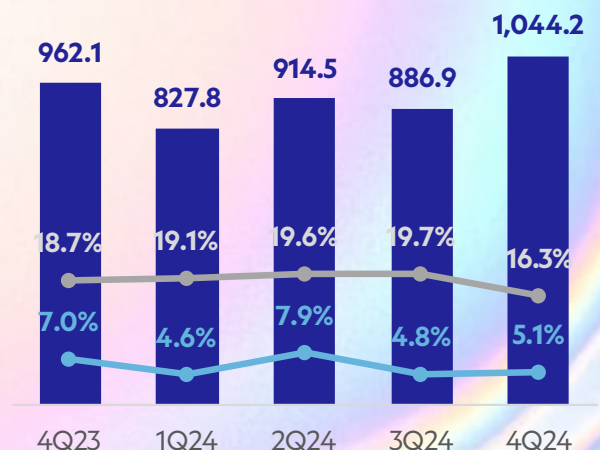
Finally, in 2024 C&A Pay operations ended the year with a positive result of R\$28 million, and 6.4% margin, showing it's continuous development. As a result the Company broke even, consolidating a healthy base.

## Payment methods



■ C&A Pay ■ Bradescard ■ Third party cards ■ Cash

## C&A Pay < 360 day portfolio



■ Portfolio  
 — Past due 90-360 days (NPL)  
 — Net losses over avg. portfolio



# Financial Services

C&A Pay continues to be strategic for the Company to drive retail sales and strengthen its relationship with its customers. By 4Q24, having completed its third year of operations, it accounted for 24.3% of sales, a 0.3 p.p. drop compared to 4Q23, and 1.0 p.p. compared to 3Q24.

In the quarter it issued 615.6 thousand new cards, 25.8% fewer than in 4Q23. This primarily due to a focus on recurrent sales and increased customer spending, together with a conservative credit concession policy. Additionally, the better performance of stores serving a higher purchasing power audience, and consequently with lower demand for credit, contributed to this result. C&A PAY ended 4Q24 with a customer base of over 7.2 million.

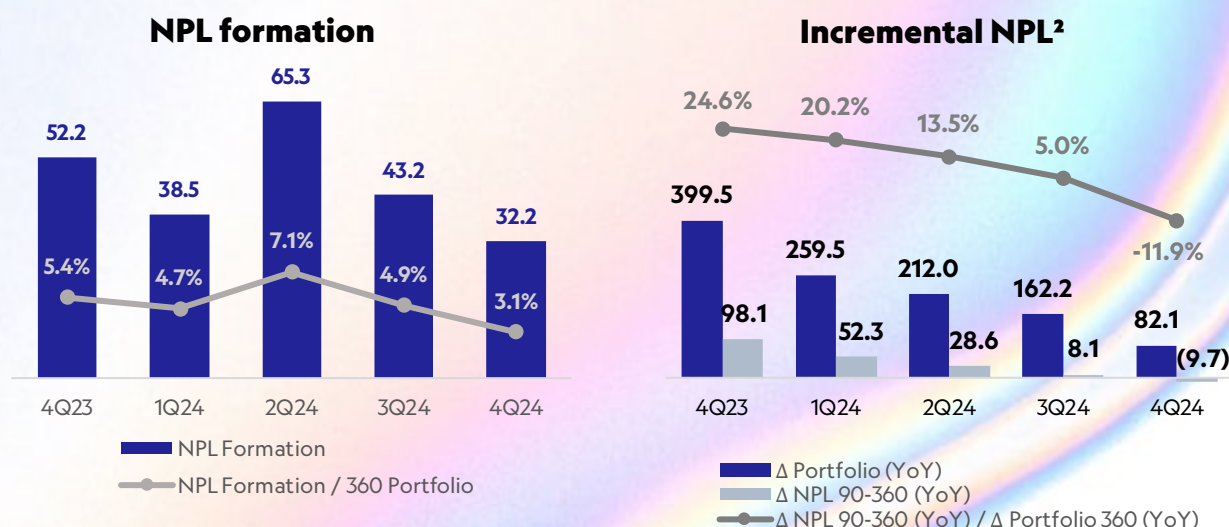
C&A Pay	4Q24	4Q23	%
Portfolio 720	1,225.7	963.0	27.3%
Portfolio 360	1,044.2	962.1	8.5%
<b>Share on retail sales</b>	<b>24.3%</b>	<b>24.6%</b>	<b>-0.3 p.p.</b>
New digital cards ('000)	615.6	830.0	-25.8%
Total digital cards ('000)	7,194.1	5,012.0	43.5%
<b>Coverage index<sup>1</sup></b>			
over past due > 90 - 720 days	103.8%	99.3%	4.5 p.p.
over past due > 90 - 360 days	110.1%	99.3%	10.7 p.p.

(1) Considers the portfolio past-due portfolio by stage (IFRS-9).

The active portfolio up to 360 days reached R\$1,044.2, an 8.5% increase compared to 4Q23. The portfolio increased 17.7% compared to the previous quarter due to the large volume of year-end sales.

The Company has provisions above the total required by Bacen resolution 4,966. However, the company realigned this to ensure coverage above the required minimum for all ranges. As a result, coverage of 90 to 360 dpd accounts was 110.1%, a 10.7 p.p. increase over 4Q23; It is important to reiterate that provisions for the 360 to 720 dpd portfolio provided 97.6% coverage (+2.4 p.p. compared to 4Q24). This balance of provisions results is part of net losses for the period.

Finally, there was an improvement in the balance of 90 to 360 dpd accounts (NPL), which accounted to 16.3% of the portfolio up to 360 days, totaling 3.3 p.p. compared to 3Q24, and 2.4 p.p. compared to 4Q23. NPL formation showed a record low of 3.1%, compared to 4.9% in 3Q24 and 5.4% in 4Q23. This improvement reflects the better performance of the portfolio in general, including better baskets and rollovers. The incremental NPL<sup>2</sup> continues to drop, reaching -11.9% due to improved rollovers.



(2) increase (decrease) in the portfolio (YoY) vs. increase (decrease) in the 91 to 360 days formation (YoY)

# Adjusted EBITDA

(Post IFRS-16)

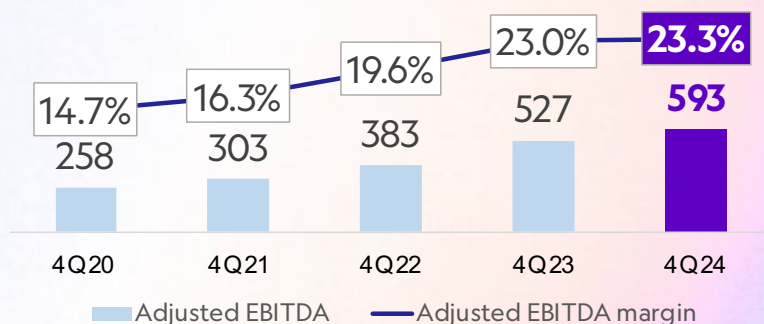
## Consolidated adjusted EBITDA (post IFRS-16)

R\$ Million & %	4Q24	4Q23	%	2024	2023	%
<b>Net income (losses)</b>	<b>254.9</b>	<b>159.5</b>	<b>59.8%</b>	<b>452.5</b>	<b>(6.8)</b>	<b>-</b>
(+) Income taxes	51.2	72.0	-28.9%	60.4	(41.3)	-
(+/-) Financial results, net	98.8	130.3	-24.2%	296.3	446.8	-33.7%
(+) Depreciation & amortization	167.4	186.1	-10.0%	675.5	714.7	-5.5%
<b>EBITDA (post-IFRS 16)</b>	<b>572.3</b>	<b>547.9</b>	<b>4.5%</b>	<b>1,484.8</b>	<b>1,113.3</b>	<b>33.4%</b>
(+) Other operating income (expenses)	72.3	6.0	1109.4%	47.0	10.2	359.5%
(+) Financial income from suppliers	2.9	4.8	-39.8%	15.0	11.7	28.0%
(-) Recovery of tax credits	(51.6)	(46.2)	11.8%	(124.4)	(76.3)	63.0%
(+) Long term incentive	(2.5)	14.2	-	27.1	30.5	-11.1%
<b>Adjusted EBITDA (post-IFRS 16)</b>	<b>593.4</b>	<b>526.7</b>	<b>12.7%</b>	<b>1,449.5</b>	<b>1,089.5</b>	<b>33.0%</b>
Adjusted EBITDA margin (post-IFRS 16) (%)	23.3%	23.0%	0.3 p.p.	19.0%	16.2%	2.8 p.p.
<b>EBITDA (pré-IFRS 16)</b>	<b>438.4</b>	<b>412.9</b>	<b>6.2%</b>	<b>1,012.0</b>	<b>621.3</b>	<b>62.9%</b>
<b>Adjusted EBITDA (pré-IFRS 16)</b>	<b>468.7</b>	<b>395.8</b>	<b>18.4%</b>	<b>975.9</b>	<b>605.6</b>	<b>61.1%</b>
Adjusted EBITDA margin (pré-IFRS 16) (%)	18.4%	17.3%	1.1 p.p.	12.8%	9.0%	3.8 p.p.

Adjusted EBITDA after IFRS-16 was R\$593.4 million, a 12.7% increase compared to 4Q23. This excludes R\$2.5 million in provisions for labor charges related to the Company's long-term incentive program, which fluctuated due to the drop in the price of C&A shares in the period, R\$51.6 in recovered tax credits. Adjusted EBITDA margin after IFRS-16 was 23.3%, 0.3 p.p. over 4Q23.

Pre IFRS-16 EBITDA in the year was a record R\$975.9 million.

### EBITDA, Adjusted EBITDA and Adjusted EBITDA Margin (R\$ and %)



## Adjusted EBITDA from Retail Operations (after IFRS16)

R\$ Million & %	4Q24	4Q23	%	2024	2023	%
<b>Adjusted EBITDA (post-IFRS 16)</b>	<b>593.4</b>	<b>526.7</b>	<b>12.7%</b>	<b>1,449.5</b>	<b>1,089.5</b>	<b>33.0%</b>
(+/-) Financial services results <sup>1</sup>	(13.6)	9.9	-	(89.5)	80.2	-
Retail Adjusted EBITDA (post-IFRS 16)	579.8	536.7	8.0%	1,359.9	1,169.6	16.3%
<b>Retail Adjusted EBITDA margin (post-IFRS 16)</b>	<b>23.7%</b>	<b>24.6%</b>	<b>-0.9 p.p.</b>	<b>19.0%</b>	<b>18.5%</b>	<b>0.5 p.p.</b>

(1) Excludes revenue from commissions between C&A Moda and C&A Pay, as well as the financial operation's capture costs as this does not impact the Company's consolidated earnings but is considered a cost by C&A pay.

Adjusted EBITDA from Retail Operations (post-IFRS16) in the quarter was R\$579.8 million, with a 23.7% margin, 0.9 p.p. less than in 4Q23.

# Finance results

R\$ Million	4Q24	4Q23	%	2024	2023	%
<b>Exchange rate variation</b>	<b>(3.8)</b>	<b>0.8</b>	<b>-</b>	<b>(13.3)</b>	<b>2.0</b>	<b>-</b>
Loans	(2.7)	0.0	-	(3.1)	0.0	-
Purchases	(1.0)	0.8	-	(10.2)	2.0	-
<b>Financial expenses</b>	<b>(153.1)</b>	<b>(172.9)</b>	<b>-11.4%</b>	<b>(555.0)</b>	<b>(654.6)</b>	<b>-15.2%</b>
Interest expenses	(45.0)	(57.6)	-21.8%	(187.8)	(255.4)	-26.5%
Leasing interest expenses	(60.9)	(60.0)	1.5%	(170.9)	(178.2)	-4.1%
PVA on suppliers	(21.2)	(31.5)	-32.8%	(95.9)	(116.3)	-17.5%
Interest expenses over suppliers - Bradescard	(18.8)	(17.0)	10.6%	(69.2)	(70.6)	-2.0%
Interest expenses on taxes and contingencies	(4.5)	(5.5)	-19.5%	(21.7)	(22.2)	-2.3%
Early receivables charges	0.0	0.0	-	0.0	(4.1)	-
Other financial expenses	(2.8)	(1.2)	125.2%	(9.6)	(7.8)	23.5%
<b>Financial income</b>	<b>54.9</b>	<b>37.8</b>	<b>45.2%</b>	<b>263.6</b>	<b>198.7</b>	<b>32.6%</b>
Interest income	27.7	10.5	163.5%	164.2	82.0	100.2%
Interest on financial investments	24.3	22.4	8.4%	84.4	105.0	-19.6%
Interest income over suppliers	2.9	4.8	-39.8%	15.0	11.7	28.0%
Other financial income	0.0	0.0	-98.1%	0.0	0.0	-90.5%
<b>Earnings from Bonds and Securities</b>	<b>3.2</b>	<b>4.0</b>	<b>-18.5%</b>	<b>8.4</b>	<b>7.1</b>	<b>19.3%</b>
<b>Financial results, net</b>	<b>(98.8)</b>	<b>(130.3)</b>	<b>-24.2%</b>	<b>(296.3)</b>	<b>(446.8)</b>	<b>-33.7%</b>

In 4Q24 finance expenses were an expense of R\$98.8 million, a 24.2% improvement compared to the same period last year.

Finance expenses totaled R\$153.1 million, 11.4% less than in 4Q23, in particular interest on loans, which improved 21.8% in the period, given the 12.7% reduction in gross debt, while finance income was R\$54.9 million, driven by a 163.5% increase interest revenue.

## Net Income

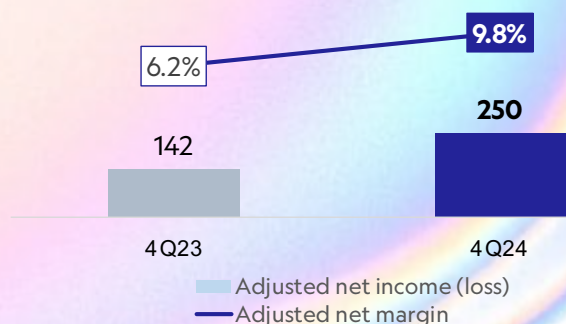
Net income (loss) (R\$ Million)	4Q24	4Q23	%	2024	2023	%
<b>Net income (loss)</b>	<b>254.9</b>	<b>159.5</b>	<b>59.8%</b>	<b>452.5</b>	<b>(6.8)</b>	<b>-</b>
Net margin (%)	10.0%	7.0%	3.0 p.p.	5.9%	-0.1%	-
Adjusted net income (loss)	250.1	142.4	75.6%	298.9	(37.2)	-
Adjusted net margin (%)	9.8%	6.2%	3.6 p.p.	3.9%	-0.6%	-

(1) Adjustments include: (i) Other net operating revenue (expenses); (ii) Supplier financial revenue; (iii) Recovery of tax credits; (iv) social charges re the long-term incentive program

In 4Q24, reported net income was R\$254.9 million, 59.8% over what was reported in 4Q23. Net margin was 10%, a 3.0 p.p. growth.

Excluding the primary effect of long term incentives (LTI) of around R\$2.5 million, adjusted net income was R\$ 250.1 million, a significant increase compared to 4Q23, a significant 3.6 p.p. increase in adjusted net margin, which amounted to 9.8%.

Finally, in December 2024 the company disclosed the payment of Interest on Equity in the amount of R\$105 million, or a gross amount per common share of R\$ 0,34469068. This will be paid in fiscal 2025, on a date by be defined by the Shareholder's Meeting.



# Indebtedness

R\$ Million	4Q24	4Q23	%
Short-term debt	438.6	512.1	-14.4%
Long-term debt	1,034.9	1,176.4	-12.0%
<b>Gross debt</b>	<b>1,473.5</b>	<b>1,688.5</b>	<b>-12.7%</b>
Buying back the right to offer credit products and financial services (Bradescard)	608.6	539.9	12.7%
<b>Total gross debt</b>	<b>2,082.1</b>	<b>2,228.4</b>	<b>-6.6%</b>
<b>(-) Cash, cash equivalents &amp; short-term investments<sup>4</sup></b>	<b>1,572.5</b>	<b>1,347.2</b>	<b>16.7%</b>
<b>(=) Net cash (debt)</b>	<b>(509.6)</b>	<b>(881.2)</b>	<b>-42.2%</b>
LTM Adjusted EBITDA pre-IFRS16	975.9	605.6	61.1%
<b>Leverage<sup>2</sup></b>	<b>0.5x</b>	<b>1.5x</b>	<b>-0.9x</b>

(1) There were no prepayments of receivables in 4Q23. The last time this happened was in 3Q23

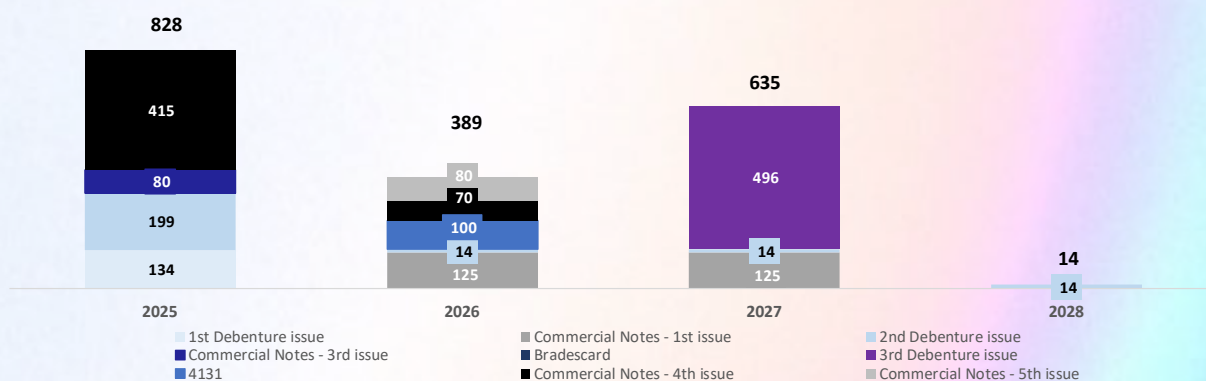
(2) As net debt/EBITDA

Because of robust cash generation, by late 4Q24 the Company's total debt, including its commitment to Bradescard, totaled R\$ 509.6 million, 42.2% below the same period in 2023.

The company ended the year with a cash position 1.5 times higher than its short-term debt, including its commitment to Bradescard.

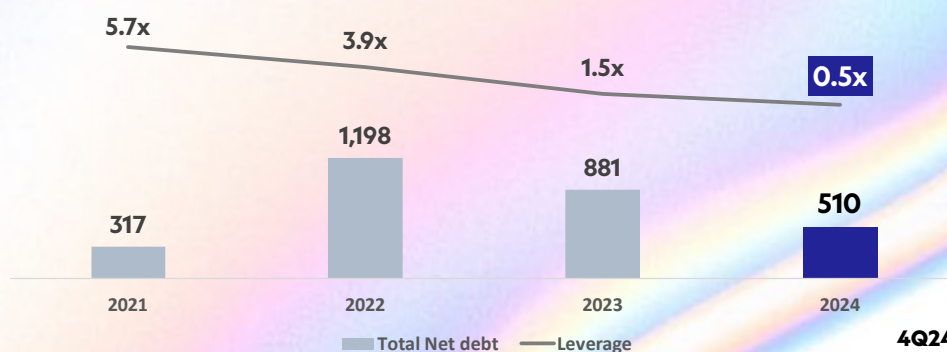
The Company's leverage (net debt/Adjusted EBITDA after IFRS-16) in the past 12 months reached the significant milestone of 0.5x.

## Debt Amortization Schedule (R\$ million)



The amortization schedule refers to the principal only, and excludes interest.

## Total net debt and leverage (R\$ million)





# Cash Flow

## Adjusted Free Cash Flow

R\$ Million	4Q24	4Q23	%
<b>Pre-IFRS16 net income (losses) before Income Taxes and Social Contribution</b>	<b>313.0</b>	<b>248.1</b>	<b>26.2%</b>
Depreciation and amortization	87.4	94.5	-7.5%
(+/-) Other	120.3	173.5	-30.7%
<b>Adjustments with no impact on cash</b>	<b>207.7</b>	<b>268.0</b>	<b>-22.5%</b>
<b>Income Tax and Social Contribution paid</b>	<b>(6.1)</b>	<b>(2.5)</b>	<b>144.2%</b>
<b>Working capital</b>	<b>20.3</b>	<b>(147.4)</b>	<b>-</b>
Accounts receivable	(574.0)	(837.9)	-31.5%
Inventory	97.6	110.3	-11.6%
Suppliers	157.2	336.4	-53.3%
Other	339.6	243.8	39.3%
<b>Cash from (used in) operating activities</b>	<b>534.9</b>	<b>366.2</b>	<b>46.1%</b>
<b>Cash flow from investing activities</b>	<b>(119.8)</b>	<b>(53.4)</b>	<b>124.1%</b>
<b>(=) Adjusted free cash flow</b>	<b>415.1</b>	<b>312.8</b>	<b>32.7%</b>

In 4Q24 operating cash flow was R\$534.9 million, 46.1% more than in the same period last year. It is worth mentioning that in September 2023, R\$200 million in receivables were prepaid, increasing the variation in 4Q23 accounts receivable. Excluding this effect, accounts receivable would have shown a 10% drop, compared to the 31.5% actual variation in the period.

The cash conversion cycle in the quarter increased 12 days, influenced by an increase in the share of imported merchandise, with shorter payment terms, and the Company's strategy to prepay merchandise receivables to meet the demand of year-end sales and start of the year supplies. In spite of this, the average cash cycle remained stable over the year.

Cash flow used for investments amounted to R\$119.8 million, 124.1% more than in the same period last year, and in line with the Energia C&A Strategy.

Thus, adjusted free cash flow was R\$415.1 million, 32.7% over 4Q23.

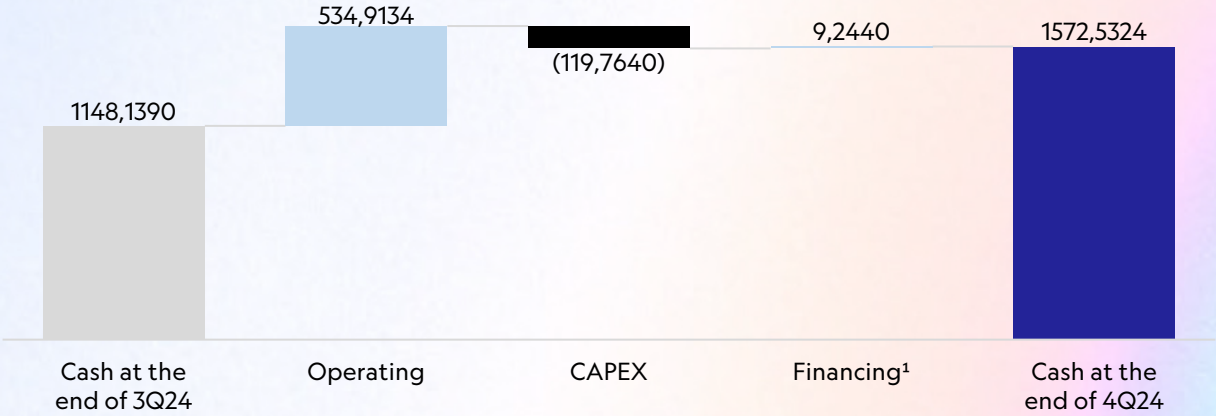
# Cash Flow

## Changes in Cash Position (R\$ million)

The balance of cash and cash equivalents at the end of the quarter was R\$424.4 million more than in September 2024.

Operating activities generated R\$534.9 million in cash, and R\$119.8 million were invested. Investment activities brought in R\$9.2 million due to new loans and financing.

With this, C&A had R\$ 1,572.5 million in cash and cash equivalents at the end of 4Q24.



(1) Includes amortization of the debt principal and interest.



# Investments

Investments (R\$ Million)	4Q24	4Q23	%	2024	2023	%
New stores	15.9	3.3	380.4%	32.0	30.0	6.8%
Revamps and remodeling	88.3	16.9	422.5%	150.4	33.6	347.6%
Supply chain	6.8	2.7	152.6%	11.8	18.3	-35.3%
Digital and technology	76.6	40.1	91.1%	165.4	133.4	24.0%
<b>Total</b>	<b>187.6</b>	<b>63.0</b>	<b>197.8%</b>	<b>359.7</b>	<b>215.3</b>	<b>67.1%</b>

(1) Investments for the period include investments made but not necessarily paid. The amount paid (cash outlay) is included in the cash flow statement for investment activities.

In line with Energia C&A's strategy, in n4Q24 investments amounted to R\$ 187.6 million, 197.8% more than in 4Q23. Of this, digital and technology amounted to R\$ 76.6 million, in particular the initiatives in our Commercial Intelligence Hub (CIH, such as dynamic assortment, which created AI based algorithms, and expanding the pilot to four categories. We also expanded RFID, which now covers all Company stores, and the continuous development of the new app and website, and the member app.

Revamps and refurbishings totaled R\$88.3 million, a significant increase compared to the previous year, driven by the continued store revamp program, and two store openings, one in Rio das Ostras/RJ, and the other in Cascavel/PR. Four signaling stores also reopened in the following malls: Norte Shopping/RJ, Minas Shopping/MG, Shopping Rio Mar/PE and Iguatemi Campinas/SP, bringing the total number of signaling stores at year end to seven. Throughout the year, the Company opened four stores and closed six, ending the period with 332 stores.



# Annex



# Adjusted EBITDA

(Pre-IFRS 16)

R\$ Million & %	4Q24	4Q23	%	2024	2023	%
<b>Net income (losses)</b>	<b>259.5</b>	<b>169.2</b>	<b>53.4%</b>	<b>468.7</b>	<b>14.7</b>	<b>3097.8%</b>
(+/-) Income taxes	53.5	77.6	-31.0%	68.8	(29.6)	-
(+/-) Financial results, net	37.9	70.3	-46.0%	125.4	268.6	-53.3%
(+) Depreciation & amortization	87.5	95.9	-8.7%	349.1	367.7	-5.0%
<b>EBITDA (pré-IFRS 16)</b>	<b>438.4</b>	<b>412.9</b>	<b>6.2%</b>	<b>1,012.0</b>	<b>621.3</b>	<b>62.9%</b>
(+) Other operating income (expenses)	81.5	10.0	715.8%	46.2	18.4	150.8%
(+) Financial income from suppliers	2.9	4.8	-39.8%	15.0	11.7	28.0%
(-) Recovery of tax credits	(51.6)	(46.2)	11.8%	(124.4)	(76.3)	63.0%
(+) Long term incentives	(2.5)	14.2	-	27.1	30.5	-11.1%
<b>Adjusted EBITDA (pré-IFRS 16)</b>	<b>468.7</b>	<b>395.8</b>	<b>18.4%</b>	<b>975.9</b>	<b>605.6</b>	<b>61.1%</b>
Adjusted EBITDA margin (pré-IFRS 16) (%)	18.4%	17.3%	1.1 p.p.	12.8%	9.0%	3.8 p.p.



# Balance Sheet

R\$ million	4Q24	4Q23
<b>Total assets</b>	<b>10,053.9</b>	<b>9,725.6</b>
<b>Current assets</b>	<b>4,993.4</b>	<b>4,441.8</b>
Cash and cash equivalents	1,403.2	1,155.6
Bonds and securities	169.3	191.6
Trade receivables	1,862.8	1,778.5
Inventory	1,032.2	875.2
Taxes recoverable	470.4	388.5
Derivatives	18.3	0.7
Other Assets	37.2	51.9
<b>Non-Current Assets</b>	<b>5,060.5</b>	<b>5,283.7</b>
Taxes recoverable	1,127.7	1,197.8
Deferred taxes	530.1	547.1
Judicial deposits	144.9	151.4
Derivatives - LT	6.6	0.0
Other assets	4.8	3.2
Properties and equipment	823.7	763.4
Right-of-use assets - leases	1,529.9	1,656.0
Intangible assets	892.8	964.8
<b>Total liabilities and shareholder's equity</b>	<b>10,053.9</b>	<b>9,725.5</b>
<b>Current liabilities</b>	<b>3,850.3</b>	<b>3,035.2</b>
Lease liabilities	352.7	337.5
Suppliers	1,280.7	1,261.0
Dividends and IOC	101.9	0.0
Drawee risk liabilities	350.0	364.7
Suppliers buying back the right to offer credit (Bradescard)	608.6	0.0
Loans	456.5	511.4
Derivatives	0.3	1.4
Labor liabilities	279.8	231.4
Taxes payable	375.9	287.2
Other liabilities	43.7	40.7
<b>Non-current liabilities</b>	<b>2,895.1</b>	<b>3,699.2</b>
Lease liabilities	1,474.1	1,607.0
Suppliers	0.2	11.4
Suppliers buying back the right to offer credit (Bradescard)	0.0	539.9
Loans	1,041.5	1,176.4
Labor liabilities	20.3	18.7
Provisions for tax, civil, and labor risks	293.1	288.7
Taxes payable	15.4	12.4
Other liabilities	50.6	44.6
<b>Shareholder's equity</b>	<b>3,308.5</b>	<b>2,991.1</b>
Share capital	1,847.2	1,847.2
Shares in Treasury	(34.4)	(8.5)
Capital reserve	49.3	49.9
Profit reserve	1,439.1	1,103.1
Other comprehensive income	7.3	(0.6)

Note: As per explanatory note 2.4 of the Financial Statements, during the course of 2024, Management found it needed to resubmit certain values of its financial statements, and that there was an opportunity to improve how they are submitted. To comply with the principle of comparability introduced by CPC 23 Accounting Policies, Changes in Estimates, and Error Correction, reflected these adjustments on the balances on December 31, 2023.

The Company reviewed all of the information in its lease agreement control database, comparing it to what had been agreed in the respective lease agreements. After finding discrepancies related to incremental rates, payment terms, and rent, suitable adjustments to the balances were calculated to comply with applicable accounting standards. As a result, some agreements had to be taken back to the start of their terms. Thus, values entered for right of use, lease liabilities, amortization expenses, interest, and rent expenses were corrected. Therefore, the adjustments affecting the results are related to IFRS-16.

# Income Statement

R\$ Million	4Q24	4Q23	%
<b>Net operating revenue</b>	<b>2,552.1</b>	<b>2,293.1</b>	<b>11.3%</b>
Apparel	2,239.1	1,957.6	14.4%
Fashiontronics and Beauty	205.5	222.3	-7.6%
Net revenue from goods	2,444.7	2,179.9	12.1%
Other revenue	10.6	9.9	6.5%
Retail revenue	2,455.2	2,189.8	12.1%
Financial services	96.9	103.3	-6.2%
<b>Cost of goods/services</b>	<b>(1,150.2)</b>	<b>(1,071.9)</b>	<b>7.3%</b>
<b>Gross profit</b>	<b>1,401.9</b>	<b>1,221.2</b>	<b>14.8%</b>
Apparel	1,266.9	1,105.2	14.6%
Fashiontronics and Beauty	70.1	55.4	26.5%
Gross profit from goods	1,337.0	1,160.6	15.2%
Other gross profit	(31.8)	(42.5)	-25.0%
Gross profit from retail	1,305.1	1,118.1	16.7%
Gross profit from financial services	96.8	103.0	-6.1%
<b>Operating (expenses) and revenue</b>	<b>(997.0)</b>	<b>(859.4)</b>	<b>16.0%</b>
General and administrative	(196.2)	(155.9)	25.8%
Selling expenses	(563.2)	(500.9)	12.4%
Depreciation and amortization	(167.4)	(186.1)	-10.0%
Other net operating income (expenses)	(20.7)	40.2	-151.5%
Net credit losses	(49.5)	(56.6)	-12.6%
<b>Profit before Financial Revenue and Expenses</b>	<b>404.9</b>	<b>361.8</b>	<b>11.9%</b>
<b>Finance results</b>	<b>(98.8)</b>	<b>(130.3)</b>	<b>-24.2%</b>
Exchange variation	(3.8)	0.8	-546.5%
Finance expenses	(153.1)	(172.9)	-11.4%
Finance income	54.9	37.8	45.2%
Earnings from bonds and securities	3.2	4.0	-18.5%
<b>Profit before taxes</b>	<b>306.1</b>	<b>231.5</b>	<b>32.2%</b>
Income taxes	(51.2)	(72.0)	-28.9%
<b>Net income (losses) for the period</b>	<b>254.9</b>	<b>159.5</b>	<b>59.8%</b>

Note: As per explanatory note 2.4 of the Financial Statements, during the course of 2024, Management found it needed to resubmit certain values of its financial statements, and that there was an opportunity to improve how they are submitted. To comply with the principle of comparability introduced by CPC 23 Accounting Policies, Changes in Estimates, and Error Correction, reflected these adjustments on the balances on December 31, 2023.

The Company reviewed all of the information in its lease agreement control database, comparing it to what had been agreed in the respective lease agreements. After finding discrepancies related to incremental rates, payment terms, and rent, suitable adjustments to the balances were calculated to comply with applicable accounting standards. As a result, some agreements had to be taken back to the start of their terms. Thus, values entered for right of use, lease liabilities, amortization expenses, interest, and rent expenses were corrected. Therefore, the adjustments affecting the results are related to IFRS-16.

# Cash Flow Statements

R\$ Million	2024	2023
<b>Operating activities</b>		
Allowance (reversal) for expected credit losses	512.9	(48.1)
<b>Adjustments to reconcile income before income taxes to net cash flows:</b>		
Allowance (reversal) for expected credit losses	198.7	233.5
Adjustment to present value of accounts receivables and suppliers	(2.3)	(3.8)
Expenses with stock-based compensation	13.4	12.2
Provisions for inventory losses	95.4	78.0
Gains/Recognition of tax claims, including monetary correction	(284.9)	(67.8)
Depreciation and amortization	349.0	366.3
Impairment (Reversal) of provisions for property and equipment, intangibles, and right-of-use assets	21.9	(2.5)
Losses from the sale or disposal of property and equipment and intangible assets	12.1	9.4
Right-of-use amortization	358.6	381.0
Lease liabilities	(14.7)	(9.0)
Interest on leases	185.1	191.7
Expenses with loans and debentures	204.1	260.6
Interest on suppliers	69.2	70.6
Provisions (reversal) for tax, civil and labor risks	39.1	28.2
Derivatives	(12.8)	0.0
Update of judicial deposits	(9.5)	(9.6)
Yield from investments in bonds and securities	(18.3)	1.3
<b>Variations in assets and liabilities:</b>		
Trade receivables	(282.8)	(725.9)
Inventory	(250.4)	(106.0)
Taxes recoverable	273.2	318.3
Other credits	13.2	(13.2)
Bonds and securities	40.6	(184.1)
Judicial deposits	16.0	15.6
Suppliers	(60.5)	227.5
Drawee risk liabilities	(14.7)	(21.6)
Labor liabilities	43.8	44.0
Other liabilities	(3.5)	(21.0)
Provisions for tax, civil and labor risks	(34.8)	(18.4)
Taxes payable	87.5	(13.0)
Income Tax and Social Contribution paid	(59.3)	(27.5)
<b>Cash flow originating (invested in) operating activities</b>	<b>1,485.0</b>	<b>966.7</b>
Purchase of property and equipment	(155.5)	(74.2)
Purchase of intangible assets	(136.3)	(161.8)
Receivables from the sale of property and equipment	0.1	1.5
<b>Cash flow used in investment activities</b>	<b>(291.8)</b>	<b>(234.4)</b>
New loans and debentures issued	746.0	381.4
Loan/debenture transaction costs	(8.7)	(5.0)
Repayment of loans (principal)	(955.4)	(745.4)
Interest paid on loans	(175.8)	(354.5)
Repayments and interest paid on leases	(519.3)	(525.5)
Share buy-back	(32.4)	(1.7)
<b>Net cash flows originating from (used by) financing activities</b>	<b>(945.6)</b>	<b>(1,250.8)</b>
Net increase (decrease) in cash and cash equivalents	247.6	(518.5)

Note: As per explanatory note 2.4 of the Financial Statements, during the course of 2024, Management found it needed to resubmit certain values of its financial statements, and that there was an opportunity to improve how they are submitted. To comply with the principle of comparability introduced by CPC 23 Accounting Policies, Changes in Estimates, and Error Correction, reflected these adjustments on the balances on December 31, 2023.

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# Glossary

Expression	Meaning
1P	Merchandise in our own inventory marketed by our e-commerce
3P	Third-party (seller) goods marketed by our e-commerce
CAC:	Customer Acquisition Costs
Click and Pick-up	A solution whereby customers can buy online and pick-up their goods in one of our B&M stores
Fashiontronics	Electronics and other related goods such as smartphones, tablets, watches and accessories. This includes earphones/pods and chargers. More recently beauty items and cosmetics were added to the category
Galeria C&A:	C&A Marketplace
GMV	Total transactions on our e-commerce site in Reals (R\$). Includes 1P and 3P
Lead time:	This is the time it takes for raw materials or goods to be delivered to C&A from the supplier once they are ordered
MAU	Monthly Active Users measures how many users used our app for any action in the past 30 days
Mindse7	Launched in November 2018, Mindse7 is a digital native project that presents weekly collections inspired on the main conversations and trends on the streets and on social networks, using a co-creation model between a multidisciplinary team comprised of C&A and its suppliers. Focusing on versatile, timeless items aligned to the desires of Brazilian women, it has already launched some 200 collections, always focusing on innovative offerings of diverse and inclusive fashion for all styles, bodies and ages
NPL 90	Non-performing loan, a term that refers to granted credits that are in default (overdue) for more than 90 days
NPL Formation 90	Net increase in overdue balance within the range of 90 to 360 days
NPL Incremental	Portfolio evolution (YoY) vs. Evolution of NPL Formation 90 (YoY)
Push and pull:	A supply model that consists in replacing individual SKUs of different models, sizes and colors in our B&M stores according to demand, making service to the demand for our fashion items more efficient
RFID:	RFID (Radio-Frequency Identification): enables identifying and locating each SKU in both stores and Distribution Centers
Seller:	Partner sellers who offer their goods on our marketplace
Ship from Store	transforms B&M stores into distribution centers, shipping goods purchased on our e-commerce directly to customers
SKU	Stock keeping unit
Social selling:	A process whereby relationships are developed. and sales made using social networks
Sorter	Individual sorting/picking equipment
SSS	Growth in same store sales. This is comprised of sales in stores in activity for more than 13 months compared to the same period in the previous year. It includes all forms of e-commerce sales and deliveries (100% online, ship-from-store and click-and pick-up)
Supply:	Supply chain
WhatsApp sales:	A type of online sale where C&A associates interact with customers using WhatsApp
WMS	Warehouse management system, an inventory management tool



# About C&A

C&A was established in 1841 by Dutch brothers Clemens and August, whose initials gave rise to the name and brand. C&A was a pioneer in ready-to-use fashion, and is now one of the leading fashion retail chains in the world.

The C&A Brand has been available in Brazil since 1976, when it opened its first store in Shopping Ibirapuera, in São Paulo.

Currently there are 332 C&A stores in Brazil, with a total sales floor of over 615 thousand square meters, plus its e-commerce.

The Company has been listed on the Brazilian B3 exchange since October 2019, and continues its path of consistent growth, offering fashion proposals to its customers both online and offline.

With some 15 mil employees across the country, C&A stands out for offering fashion products perceived as high value by customers. In December 2021 the Company launched C&A PAY, a direct credit offering for customers.