



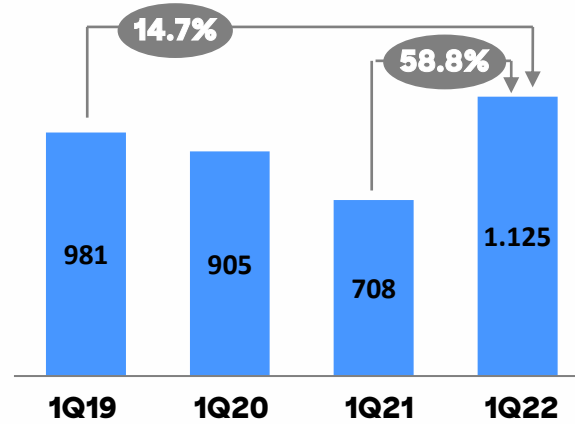
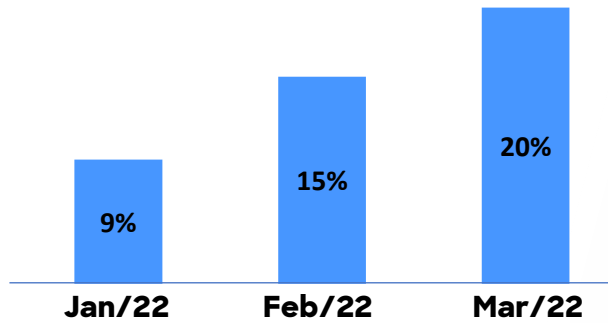
Earnings 1Q22



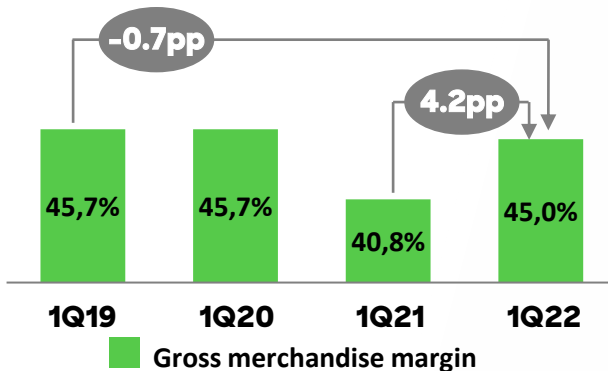
1Q22 Highlights.

- Operating scenario: start of quarter still **impacted by Covid-19** recovery as cases dropped and restrictions were lifted
- **Revenue from merchandise:** → **Apparel: +61.1% vs. 1Q21 and +18.7% vs. 1Q19;**
→ **Fashiontronics: +50.0% vs. 1Q21 and +0.3% vs. 1Q19;**

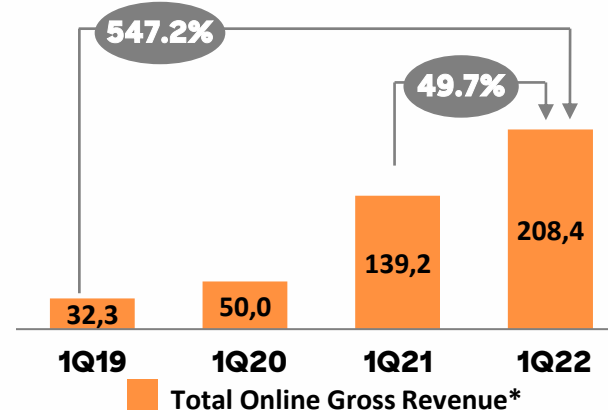
Comparison of the growth in merchandise revenue in 1Q22 compared to 2019



- **Gross Merchandise Margin:**



- **Total Online Gross Revenue*:**

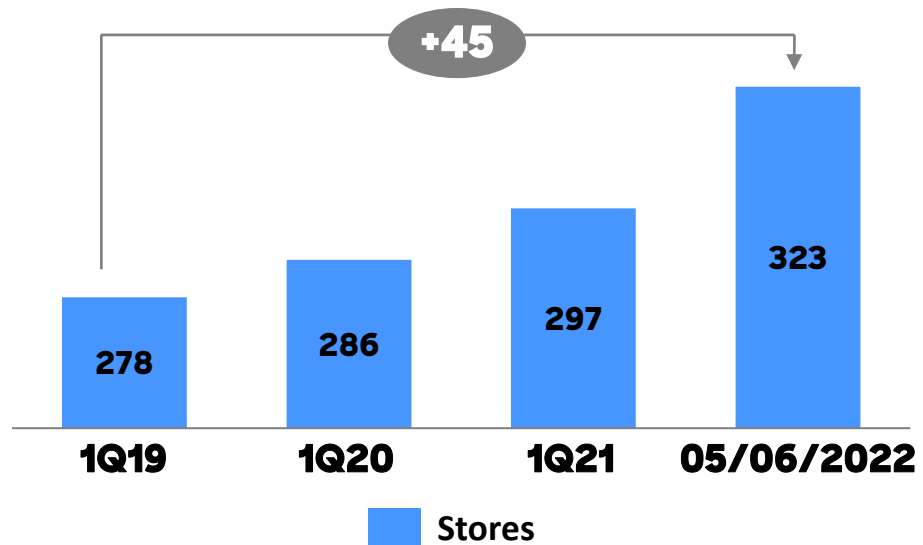


*Gross Merchandise Volume 1P – first-party relationship or direct sales, 3P – third-party relationship or marketplace sales



New stores and formats:

- 2 new stores in 1Q22
- Total of **319** stores at the end of 1Q22
- **323** stores in mid 2Q22
- In **May/22** we opened a double-door **ACE** store in **Anália Franco Shopping Mall** in SP
- 2 street stores closed in the quarter (Natal and Botafogo, RJ)





Digital transformation :

- **Total online gross revenue*** was **49,7%** higher than in 1Q21, reaching **R\$208 million**
- Continued **focus** on **improving customer relations**
- **10% growth** in active **eCommerce customer** base (LTM) and **multichannel customers** growing **~80%** and reaching 9% of the total customer base in 1Q22
- The **C&A&VC** Relationship Program had **20.8 million** customers by late 1Q22
- Evolution in relationship **social channels**, with WhatsApp customers **increasing spending** by **14%** vs. 1T21

**Gross Merchandise Volume 1P – first-party relationship ou vendas diretas, 3P – third-party relationship ou vendas do marketplace*

Modernizing the Supply Chain operating model:

Store Distribution

- Our push-pull operation **reduced stockouts** of items within the scope by **50%** (primarily denim and knits)
- **RFID** implemented in **214 stores**, covering **80% of our sales**, with **over 95% accuracy**, well within the benchmark

Customer Deliveries

- Our e-commerce CDs are fully operational, improving service levels
 - **2-day** delivery within Brazil : **53%** of the orders
 - **2-day** delivery in **São Paulo**: **91%** % of the orders
 - Start of **2-hour deliveries**





C&A pay
temos
1 milhão
de motivos para
comemorar

Increased credit offering

- **1 million** digital cards in **May 2022**
- **3.5% default** and established governance
- Average credit limit of **R\$ 650**
- Average **C&A Pay** ticket:
 - First purchases are about **60%** larger
 - Other purchases are about **25%** larger
- In 1Q22, our credit product offering included a **digital private label card**, “protected pocket-book” insurance, and emergency withdrawals
- The combined credit offering of **C&A pay + the Bradesco partnership** accounted for **20%** of sales 1Q22

vestiu. partiu. **dia das mães.**

presentear com muita vantagem.

Aproveite e peça já o seu **C&A Pay**¹.



é cartão, é digital,
é só vantagem!

Website



vestiu. partiu. dia das mães.

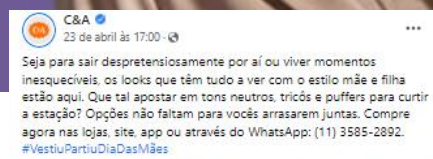
presentear com muita vantagem.
para pagar
em 8x fixas



APP

achadinhos
para presentear
a partir de

Facebook



Twitter



Instagram

1Q22 Highlights - ESG

2030 goals



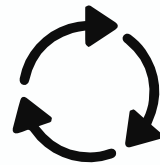
Lead the industry in the use of **SUSTAINABLE RAW MATERIALS**

80% of the main raw materials must be sourced sustainably (cotton, viscose, and polyester)



Promote **DIVERSITY AND EQUITY**

Have at least **60%** women managers, and increase the number of Indigenous, Blacks and Browns in management positions by **50%** to ensure a diversified team, and develop them to take on executive leadership positions



Promote **CIRCULARITY**

Include the principles of circularity in the design, manufacturing, and reuse of **50%** of the products.



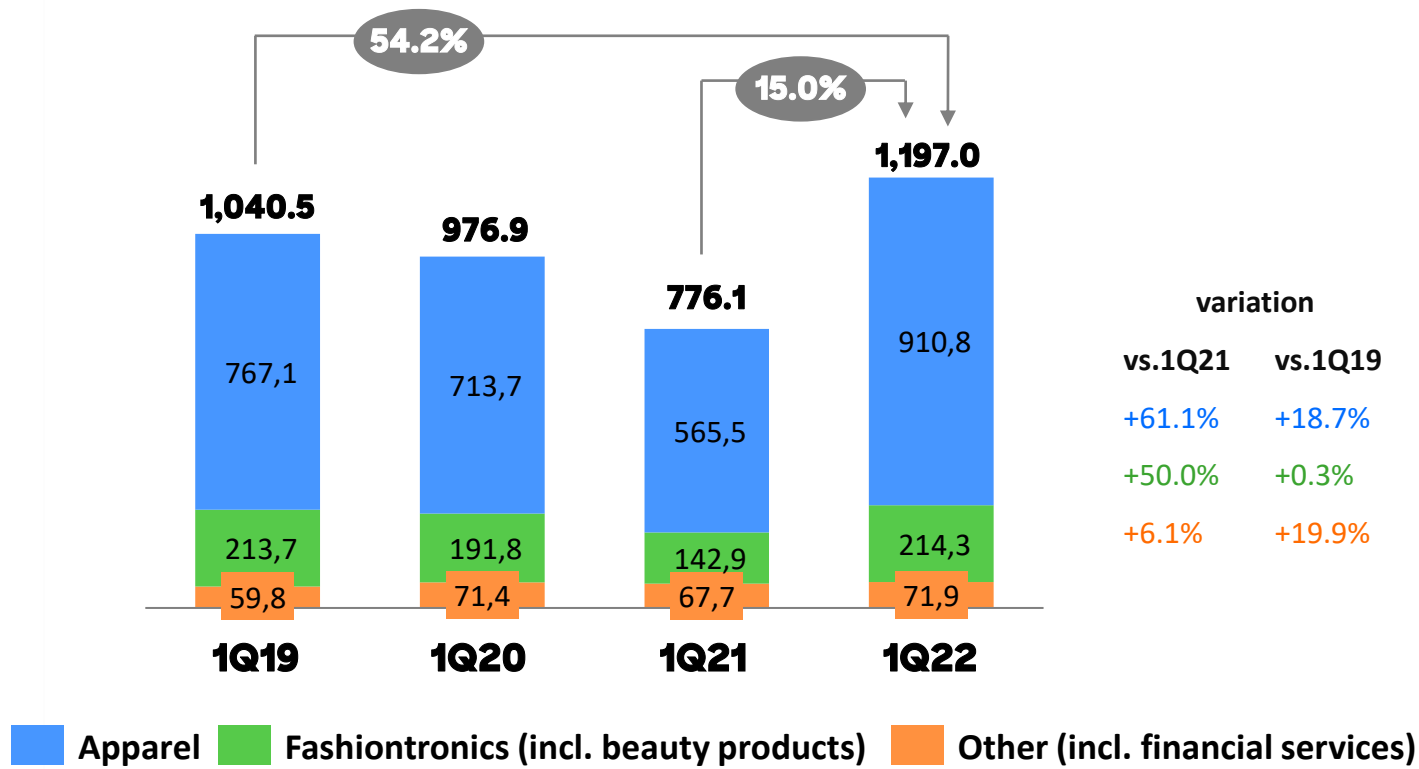
Reduce **PLASTIC** pollution

Replace **50%** of all single-use plastic with more sustainable alternatives



Net Revenue and Same Store Sale

(R\$ million)



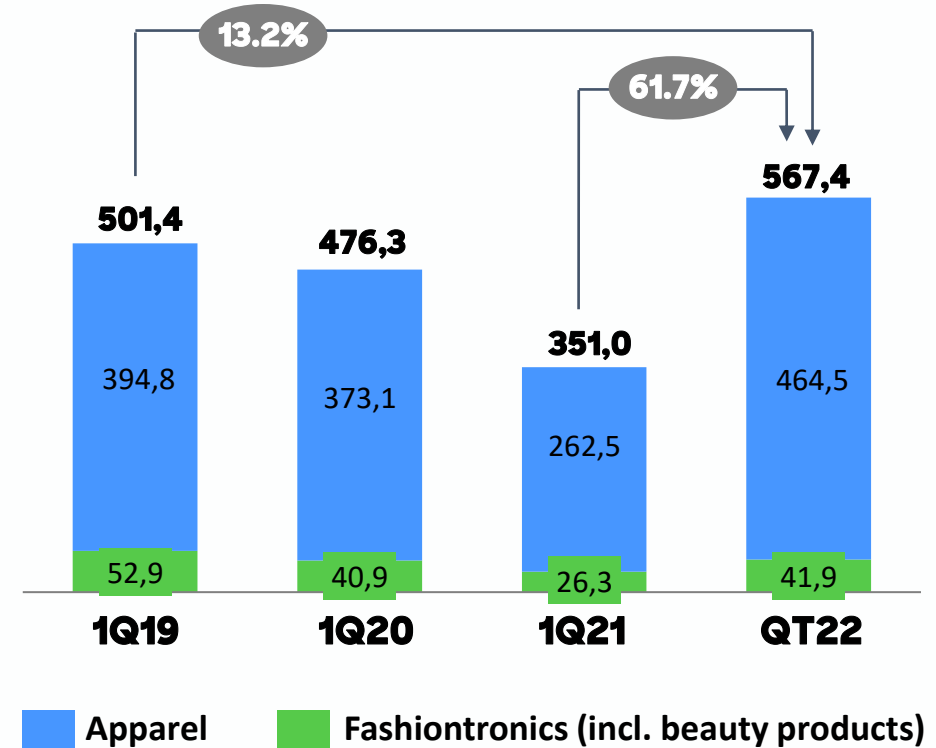
muito eu



Gross Profit from Merchandises Sales and Gross Merchandise Margin

(R\$ million and %)

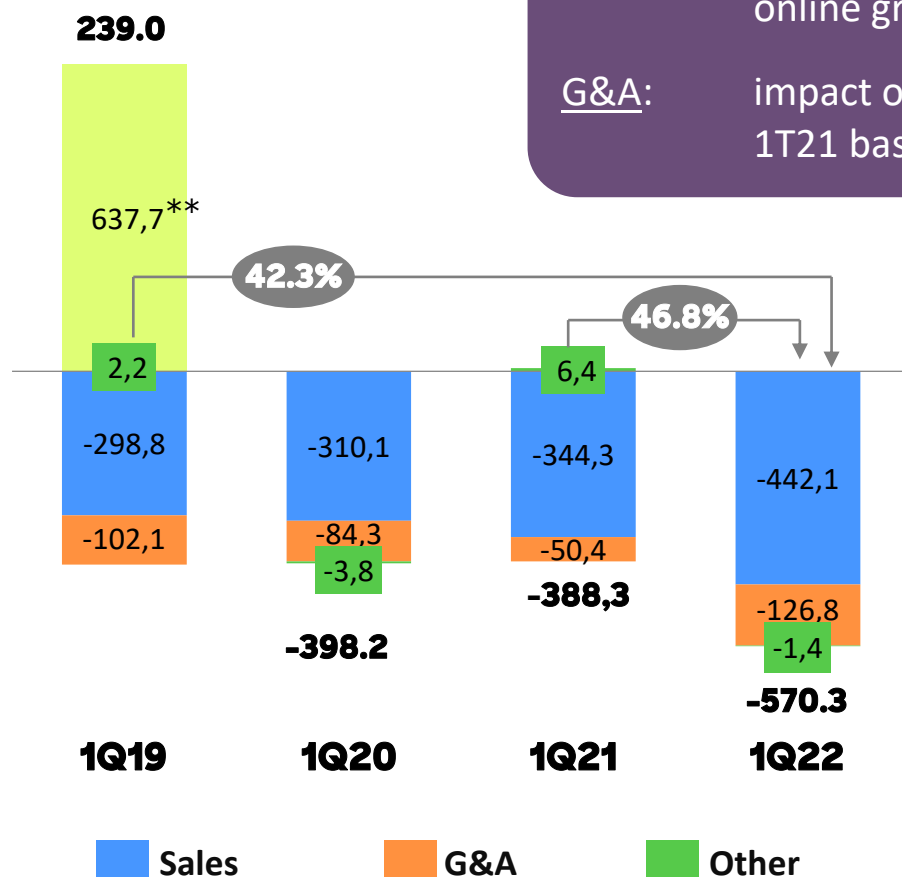
variation
vs.1Q21 vs.1Q19
+76.9% +17.6%
+59.1% -20.9%



Gross Profit	1Q19	1Q20	1Q21	1Q22	Var.1Q21	Var.1Q19
Merchandise	45.7%	45.7%	40.8%	45.0%	+4.2p.p.	-0.7p.p.
Apparel	51.5%	52.3%	46.4%	51.0%	+4.6p.p.	-0.5p.p.
Fashiontronics (incl. beauty products)	24.8%	21.3%	18.4%	19.5%	+1.1p.p.	-5.3p.p.

Operating expenses*

(R\$ million)



Sales: expansion with +22 new stores, online growth, and inflation

G&A: impact of a R\$41M reversal in the 1T21 base, + R\$ 9.6 Mn for C&A Pay

Operating expenses/net revenue = 47.6 %
improvement of 2.4 pp vs. 1Q21



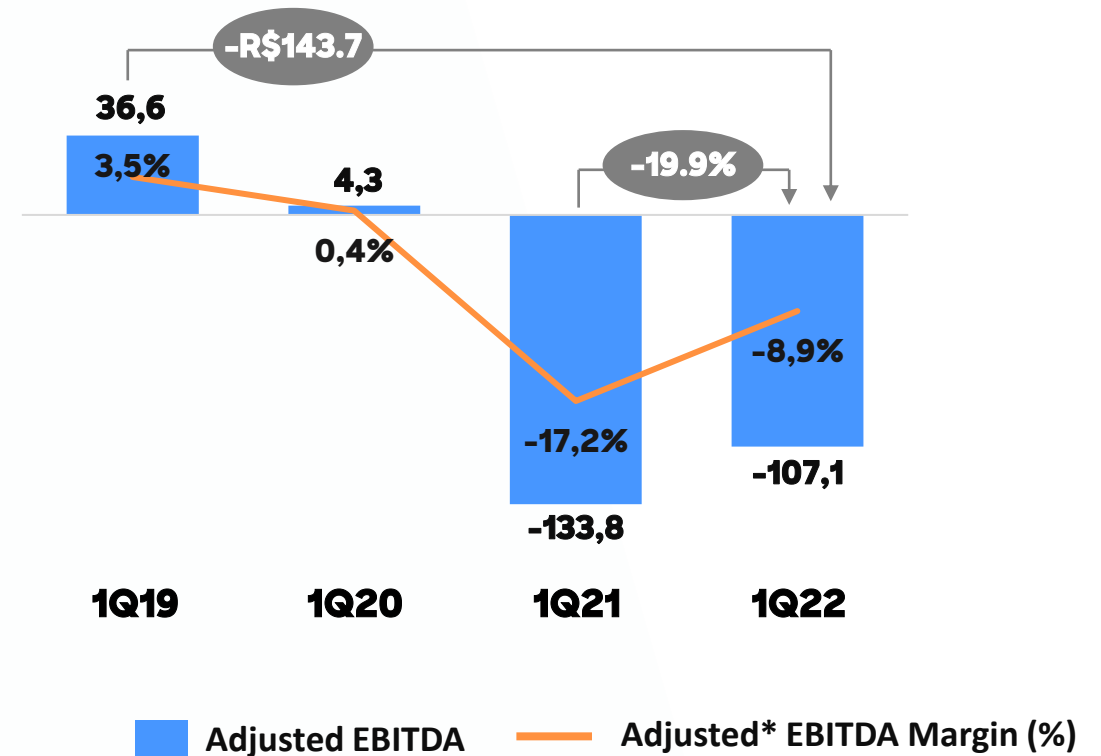
*Expenses include the impact of payment of leases, as per accounting standard IFRS16. Exclude depreciation and amortization, including depreciation of Right of Use (Leases) to facilitate the analysis.

**As reported. R\$ 637.7 million was recorded as tax credit gains due to the exclusion of ICMS from the basis for calculating PIS/COFINS, booked on 02/28/2019.



Adjusted* EBITDA and Adjusted* EBITDA Margin

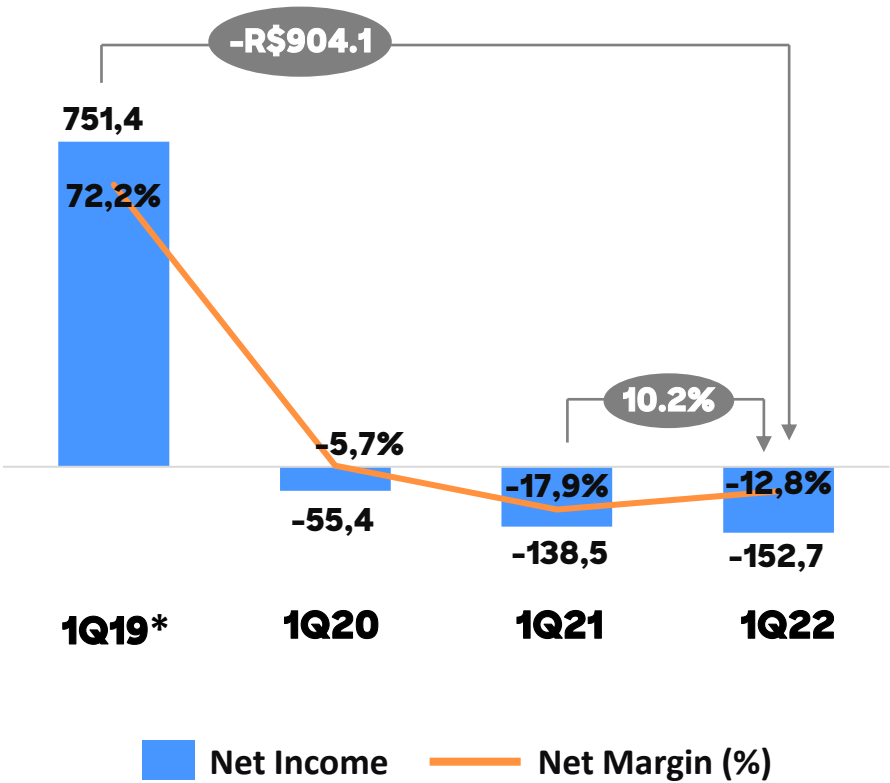
(R\$ million and %)



*Adjusted EBITDA aims to provide information which best reflects the gross operational cash generation from its activities. The EBITDA is adjusted by: (i) Other net operating income (expenses); (ii) Financial Income of Supplier; (iii) Tax Credit Recovery; and (iv) Commercial Lease Payments (IFRS16).

Net Income and Net Margin

(R\$ million and %)



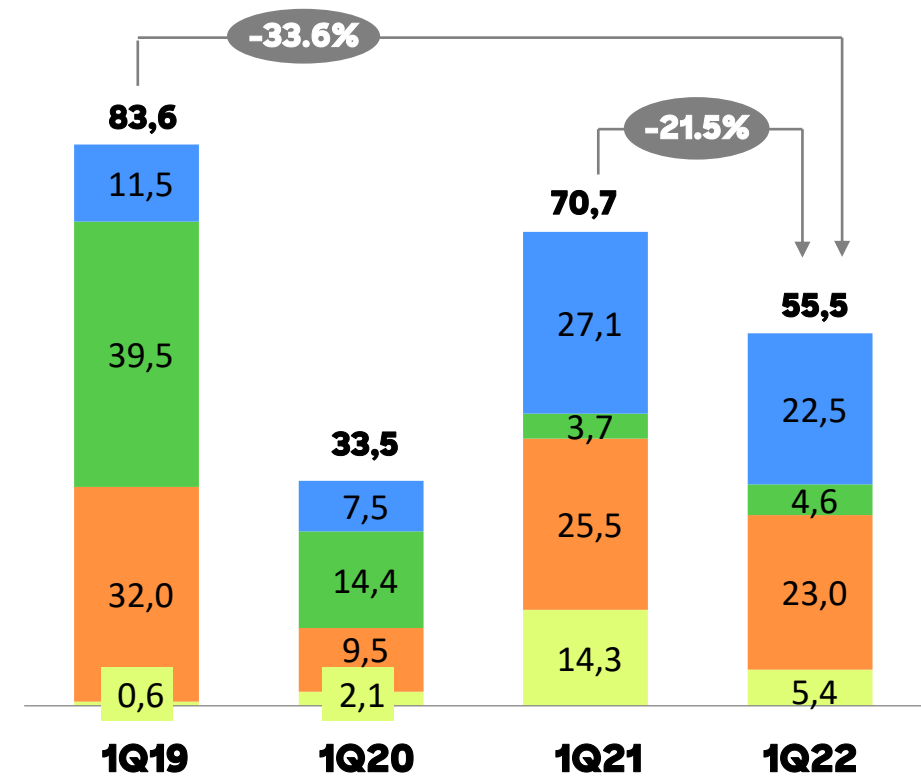
*As reported. It considers the impact of tax credit gains from excluding ICMS from the basis for calculating PIS/Cofins on 02/28/2019 in the amount of R\$658.7million and R\$586.2 million of interest and monetary correction



Investments

(R\$ million)

variation	
vs.1Q21	vs.1Q19
-17.1%	+95.7%
25.4%	-88.4%
-2.5%	-22.2%
-75.5%	483.3%



New Stores Revamps /Remodeling
Digital e Technology Supply Chain

Earnings 1Q22

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Disclaimer:

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