



2024

Results



2Q24 Highlights

10° consecutive quarter of gross margin expansion, reaching 54.4%,
2.4 pp over 2Q23

+13.0%

Apparel SSS¹
vs. 2Q23

57.7%

Apparel gross
margin

R\$58.1Mn

Adjusted net income, an
impressive increase over 2Q23

+28.8%

Adjusted EBITDA post IFRS-16
vs. 2Q23, reaching R\$359.5 Mn

19.6%

Adjusted EBITDA margin²
+2.6 p.p. vs. 2Q23

1.4x

Leverage³ in 2Q24, reducing
from 3.8x in 2Q23

(1) SSS: Same Store Sale Growth; (2) Adjustments include: (i) Other net operating income (expense); (ii) Financial revenues from suppliers; (iii) Recovery of tax credits; (iv) Long-term incentive paid to C&A employees.;(3) Includes commitment to Bradescard





Operational highlights in the quarter

Agility and adaptability speed

Effectiveness in distribution and replacing products

Highlight for the year-round collection

Progress in the execution of C&A Energy strategy

What is changing with the energia **C&A**



Products

New product assortment in the Beauty category, generating a 59% growth over 2Q23



Dispersão Project

Growth of 20%-30% in sales per square meter in stores of wave 1



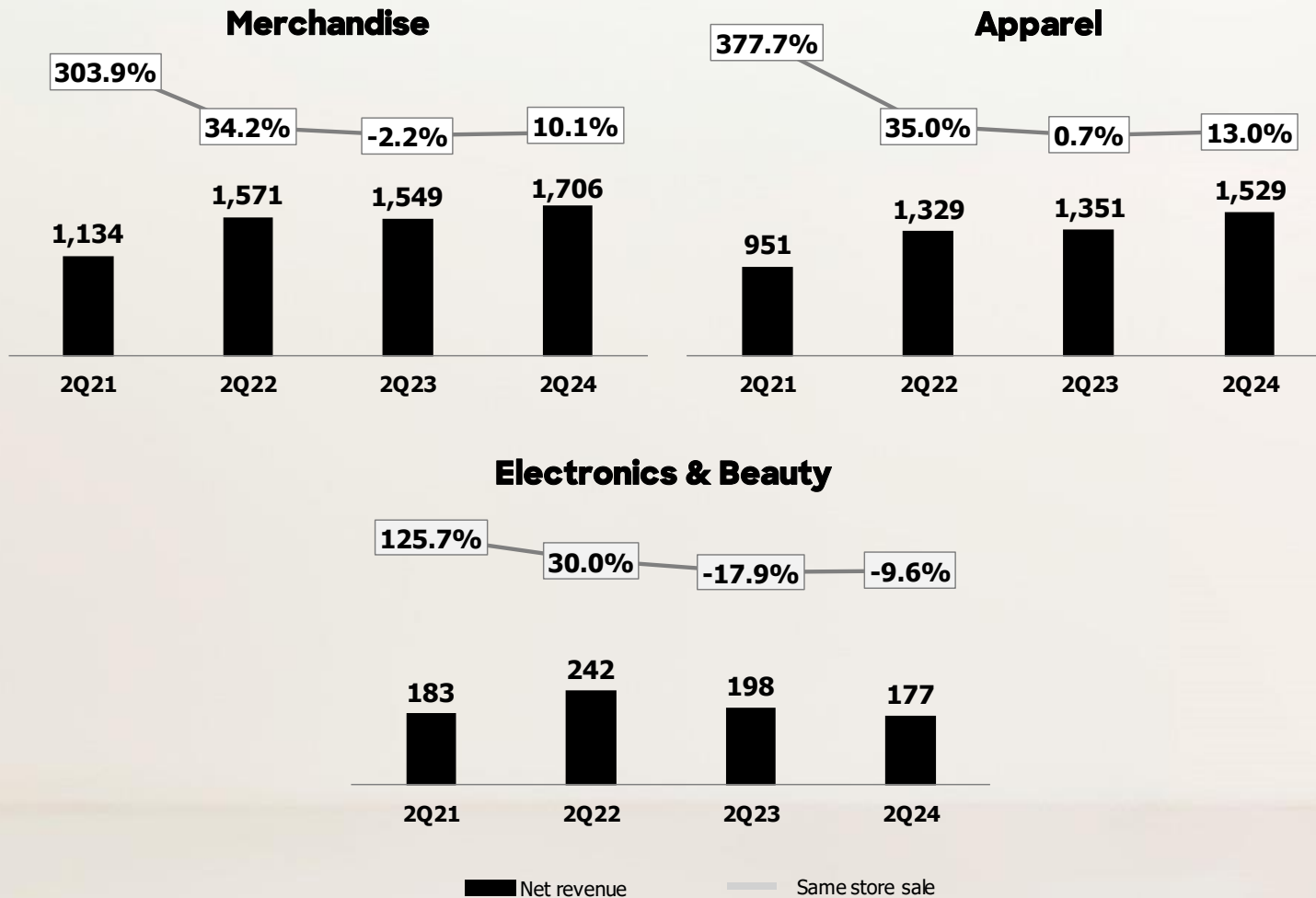
Revamps

Reopening of the Iguatemi Store in Porto Alegre

Merchandise net revenue

R\$ Million and %

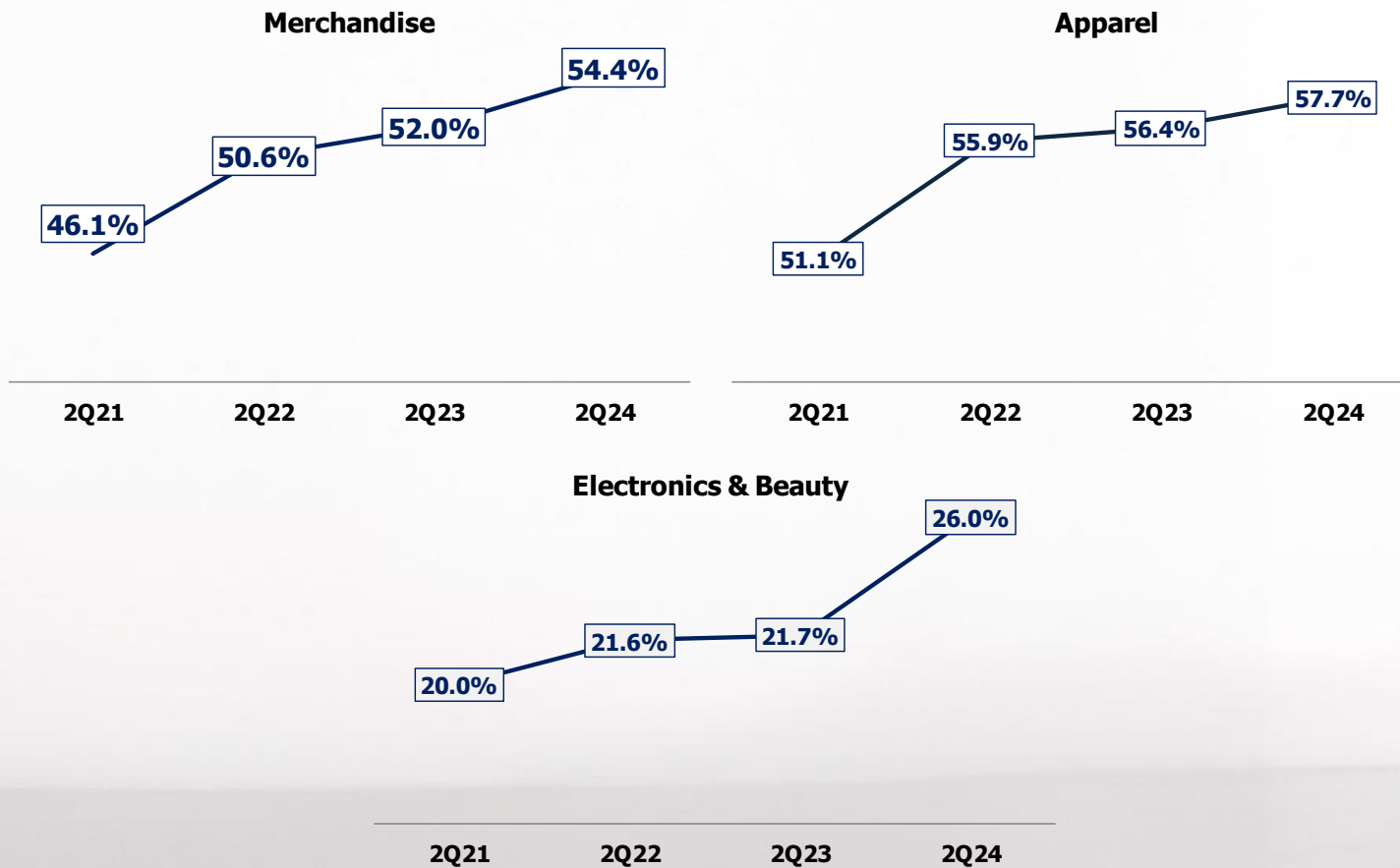
Highlight to the year-round and mid-season products



Merchandise gross margin

R\$ Million and %

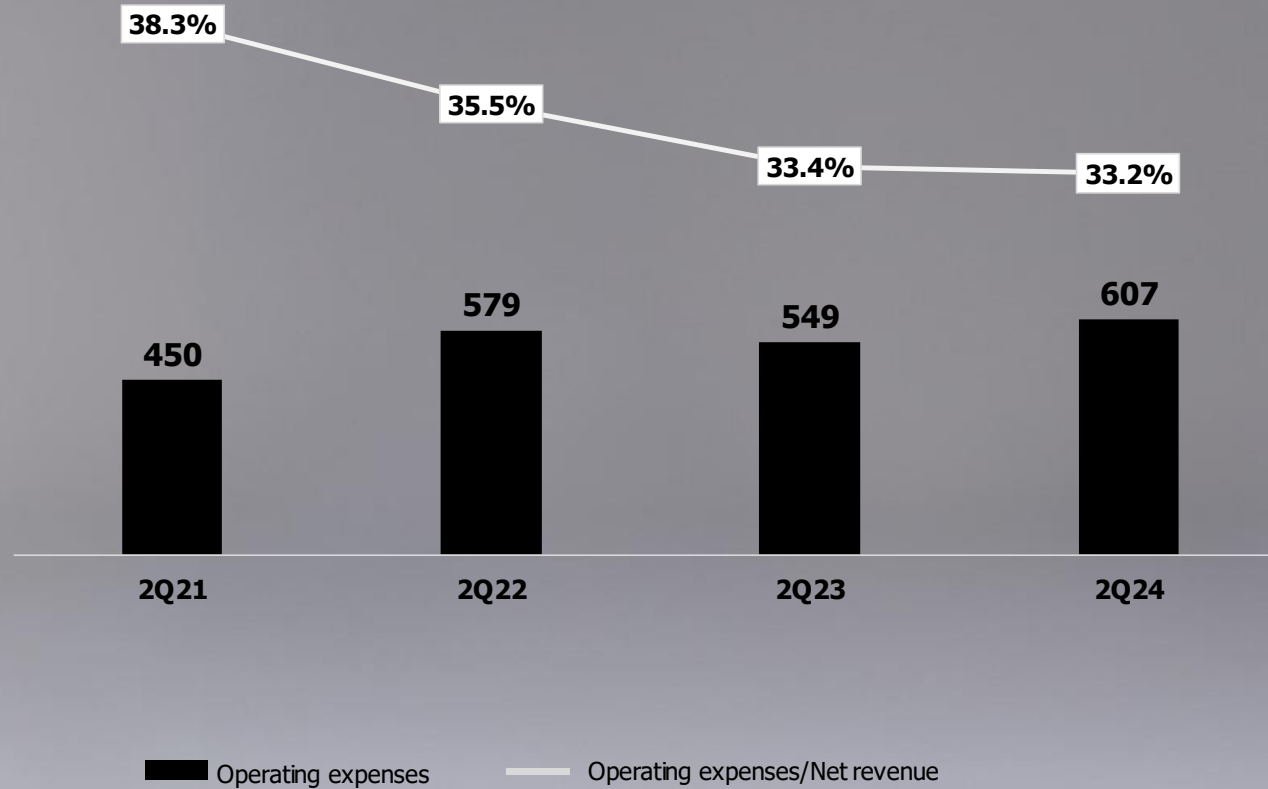
10th consecutive quarter of merchandise gross margin expansion
Agility in management and quick adaptation of stores to customer demand





Controlled operating expenses¹

R\$ Million and %



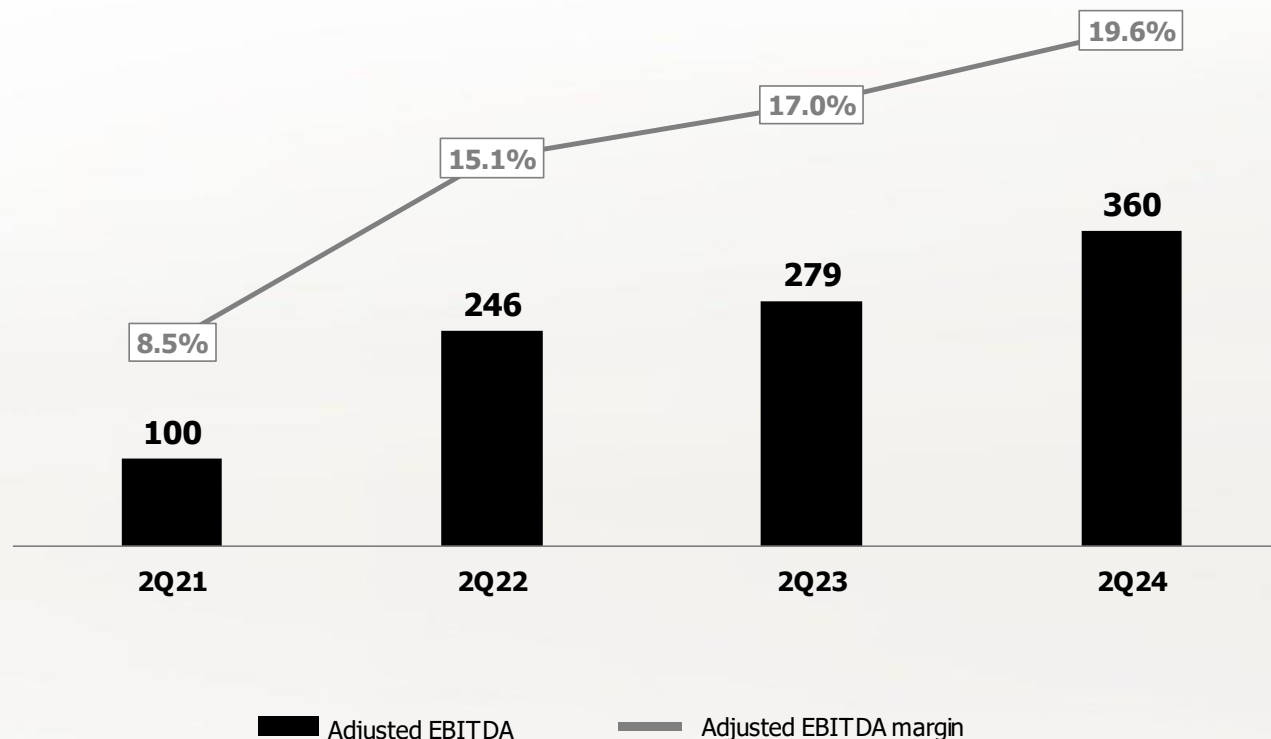
Strict expense control generating operational leverage

(1) Expenses consider the impact of the payment of the lease, according to the IFRS16 accounting standard. However, it does not reflect into account the expenses of Depreciation and Amortization and the Depreciation of Right of Use (Lease), in addition to the expenses with credit losses, net and other (expenses) operating revenues.



Adjusted EBITDA evolution¹ post -IFRS16

R\$ Million and %



(1) EBITDA considers the impact of the lease payment, according to IFRS16 accounting standard and is adjusted by: (i) other net operating revenues (expenses); (ii) financial income from suppliers; (iii) recovery of tax credits and (iv) long-term incentive program.



6.1 Mn

Cards issued
(~584,000 in 2Q24)

R\$1.0 Bn

Portfolio at the end of 2Q24
+30% growth considering active portfolio
up to 360 days vs. 2Q23

~27%

Share in retail sail,
+7pp vs. 2Q23

+86.1%

Growth in net revenue,
totaling R\$114.8 Mn

-R\$6,1 Mn

C&A Pay
results in 2Q24

+R\$11.5 Mn

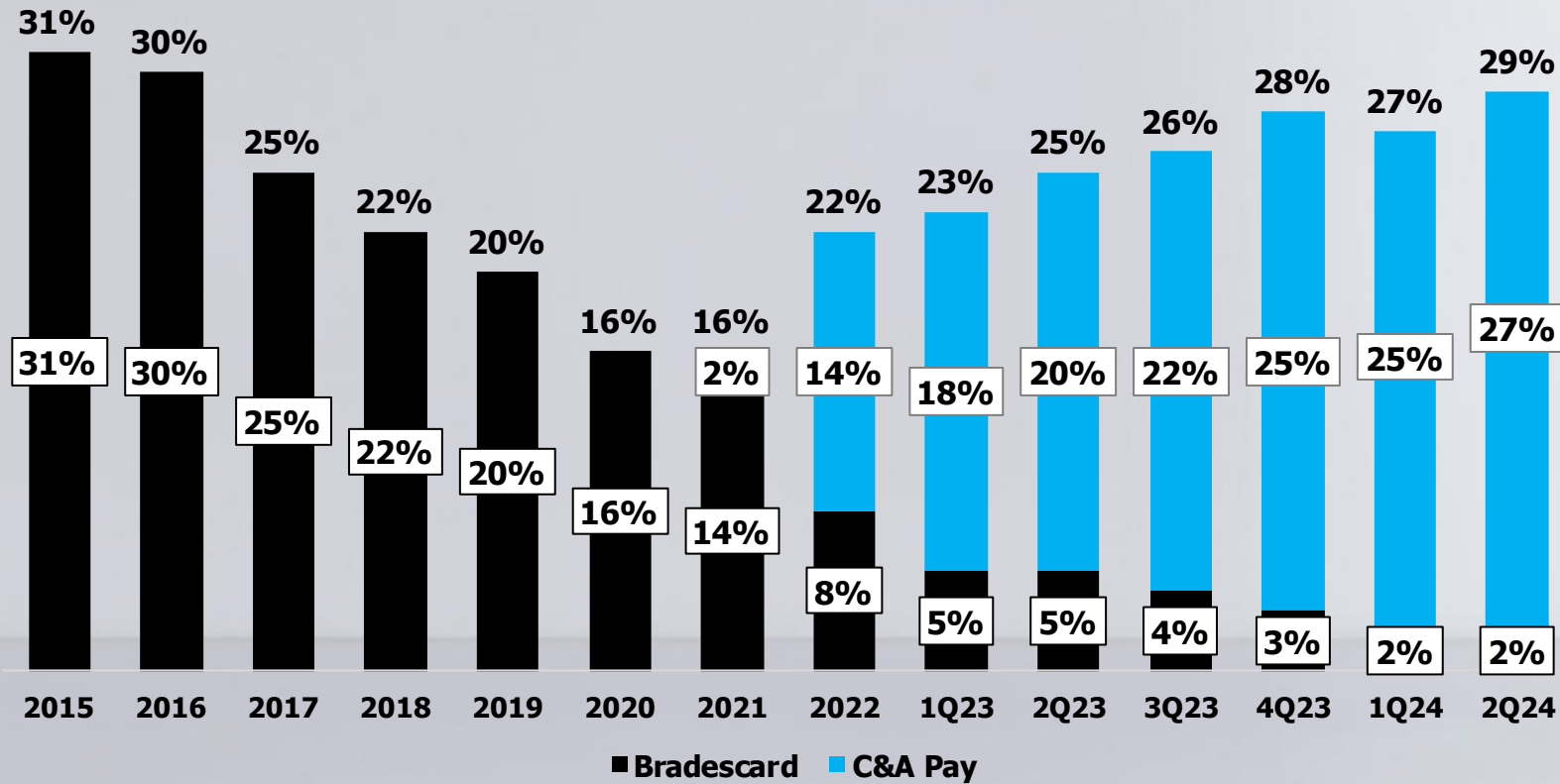
C&A Pay
results in 1H24

97%

Over90 coverage index
Up to 720 days

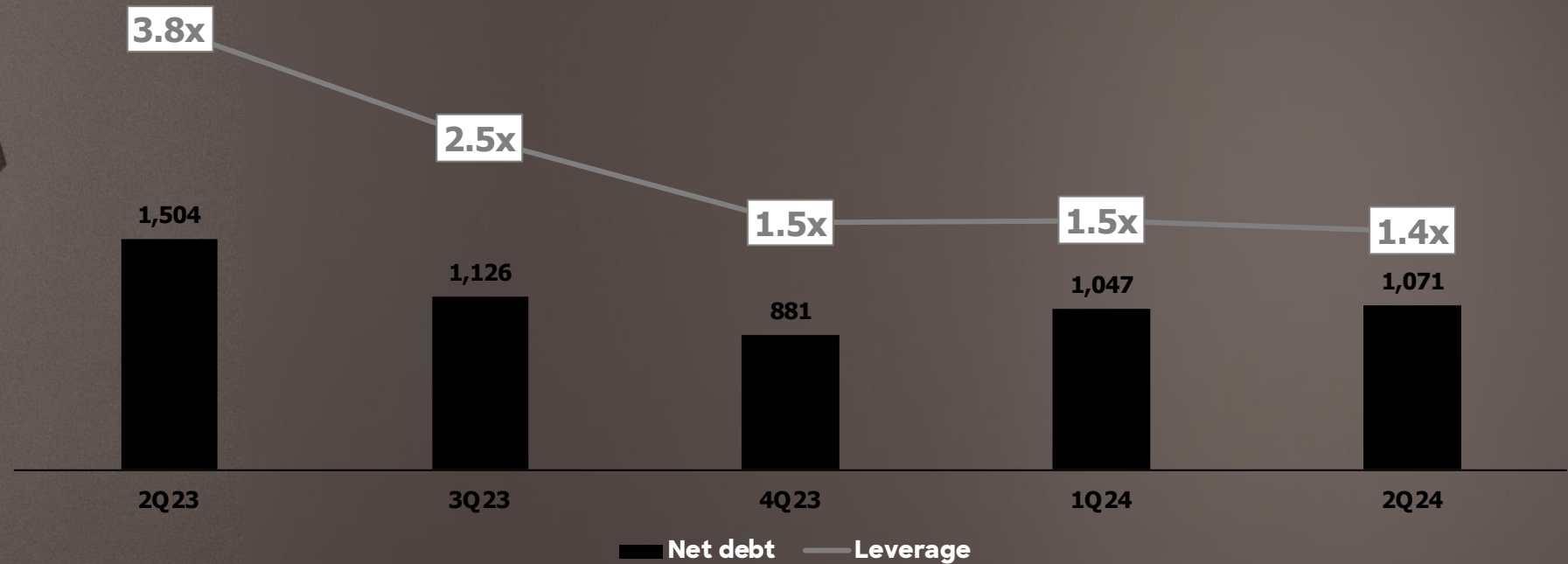


Share of credit in retail sales



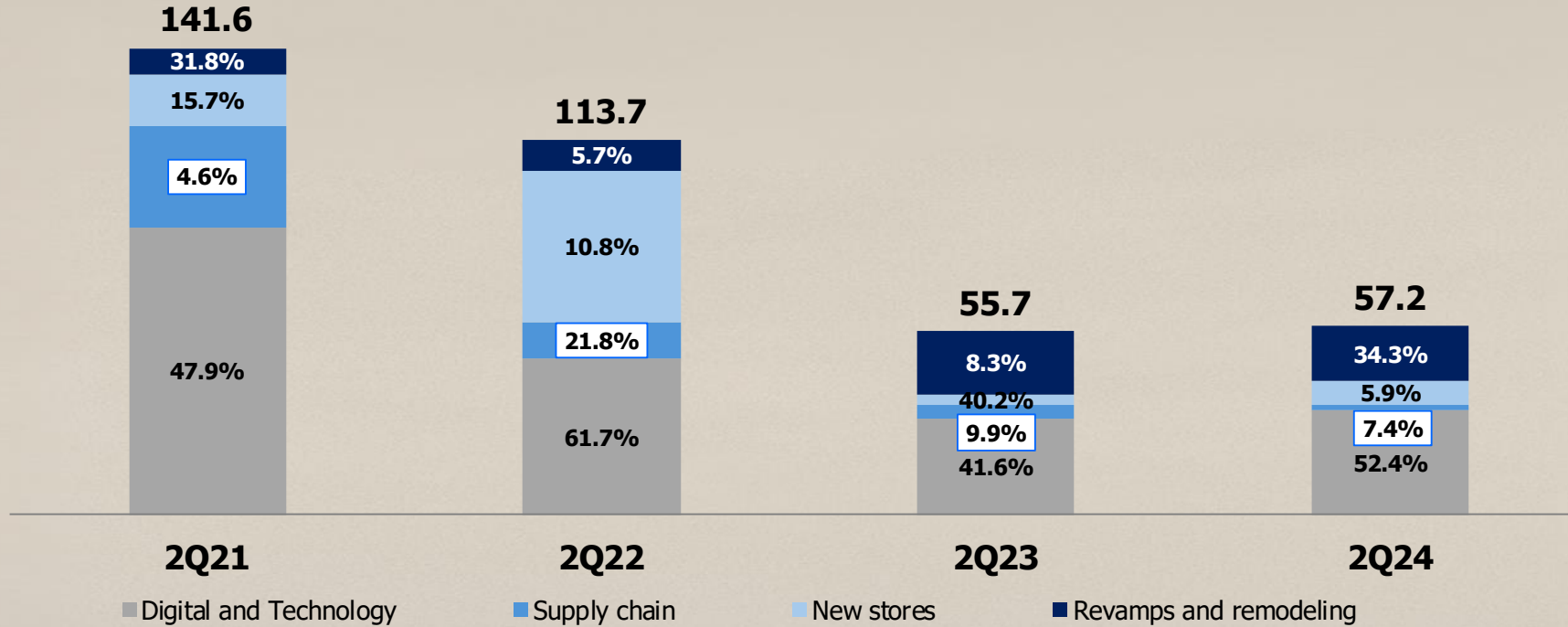
Debt profile

R\$ million



Investments

R\$ Million



Consistency

Merchandise Gross Margin Expansion for the 10th
Consecutive Quarter

Volume-based Sales Growth

Increased Brand Preference

Active Customer Base Growth

Control and Discipline in Expenses

Credit Granting Discipline

Increased Sales per Square Meter





Questions and Answers

If you want to ask a **live question via audio**, please **raise your hand to join the queue**. Once you are announced, a request to activate your mike will appear on your screen. Activate the mike to ask your question. Please ask all your questions at the same time.

If you would prefer, **write your question directly into the Q&A** icon on the lower part of your screen.





2Q24

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Disclaimer:

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