



1Q24

Results





SOS rio grande do sul



together, we embrace
those who need it most

Highlights 1Q24

Adjusted EBITDA reaches R\$180.5 million,
+125% vs. 1Q23

+22.2%

Apparel net revenue
vs. 1Q23

+21.9%

Apparel same store sales¹
vs. 1Q23

54.1%

Apparel gross margin
+1.0p.p. vs. 1Q23

12.4%

Adjusted EBITDA margin³
vs. 1Q23

-1.8 p.p.

Operating expenses², as a
percentage of net revenue vs.
1Q23

1.5x

Leverage⁴ in 1Q24,
decreasing from 4.0x in
1Q23

(1) SSS: Same Store Sale - It is made up of the sales of stores that have been active for more than 13 months compared to the same period of the previous year, including ecommerce and all its sales and delivery modalities (100% online, direct sales, Ship from Store and Click and Collect). (2) Considers only selling, general and administrative expenses for analysis purposes. (3) 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. (4) Includes commitment to Bradescard



Performance management

Increase in sales per square meter

Performance in high-end and concept stores

Growth in volume sold

In-store flow and conversion increase

Collection precision with high freshness

Evolution of the Business Intelligence Hub

Margin growth for the 9th consecutive quarter

C&A energy strategy



category



dispersion



journey



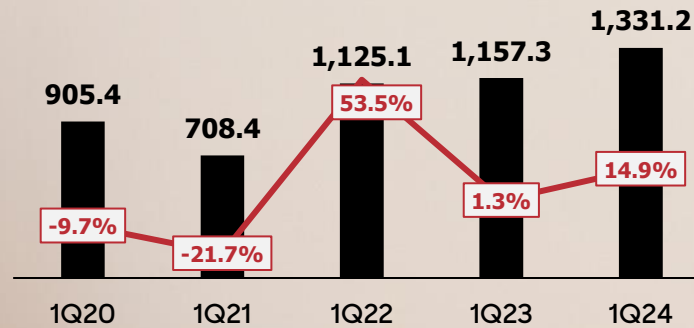
refactoring

Merchandise Sales

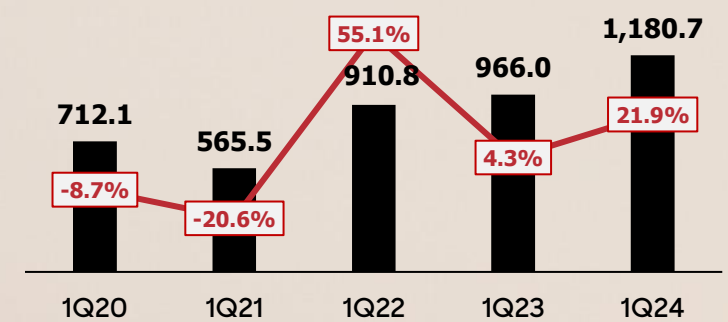
R\$ Million and %

Revenue growth due to strong performance in apparel.
Increase in revenue in all divisions, with the Women's division being the main highlight

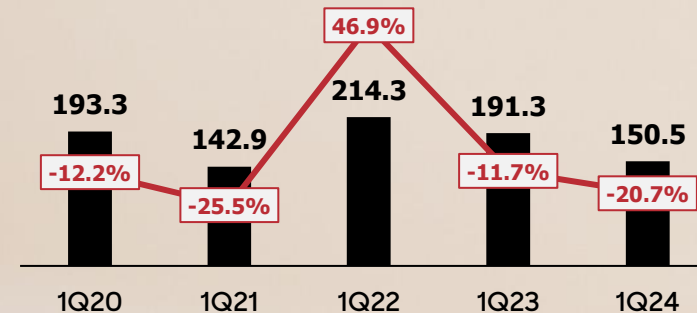
Merchandise



Apparel



Electronics & Beauty



■ Net Revenue

— Same-store sales

1Q24 Results

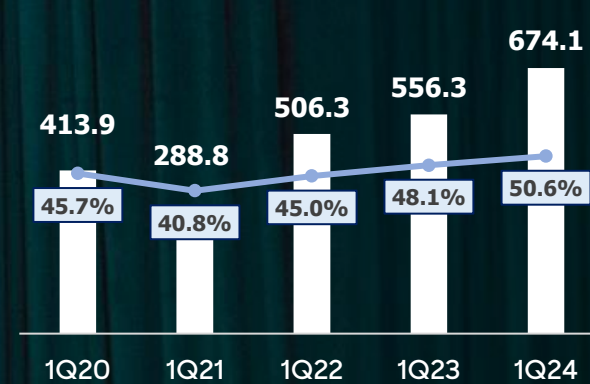
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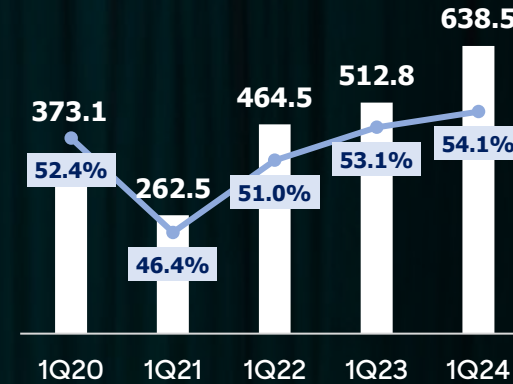
Merchandise Gross Margin

R\$ Million and %

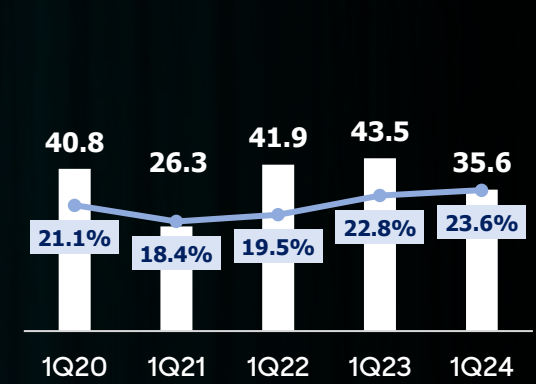
9th consecutive quarter with an expansion in apparel gross margin (YoY), driven by collection assertiveness, push & pull and dynamic pricing



Merchandise



Apparel

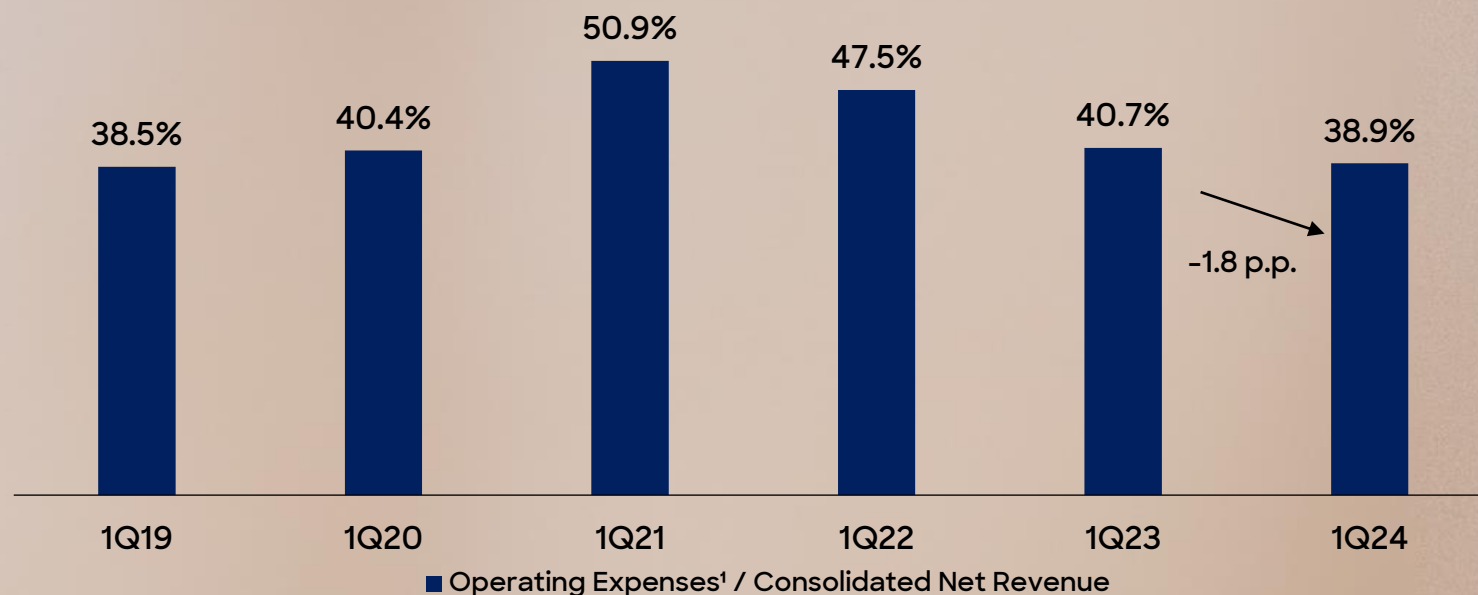


Electronics & Beauty

■ Gross profit — Gross Margin

Operating Expenses Dilution¹

R\$ Million and %



	1Q19	1Q20	1Q21	1Q22	1Q23	1Q24	1Q24 x 1Q23
Operating Expenses: Selling, G&A expenses	400.8	394.3	394.7	568.9	504.7	565.7	+12.1%

1- Expenses consider the impact of the payment of the lease, according to the IFRS16 accounting standard. However, it does not take 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

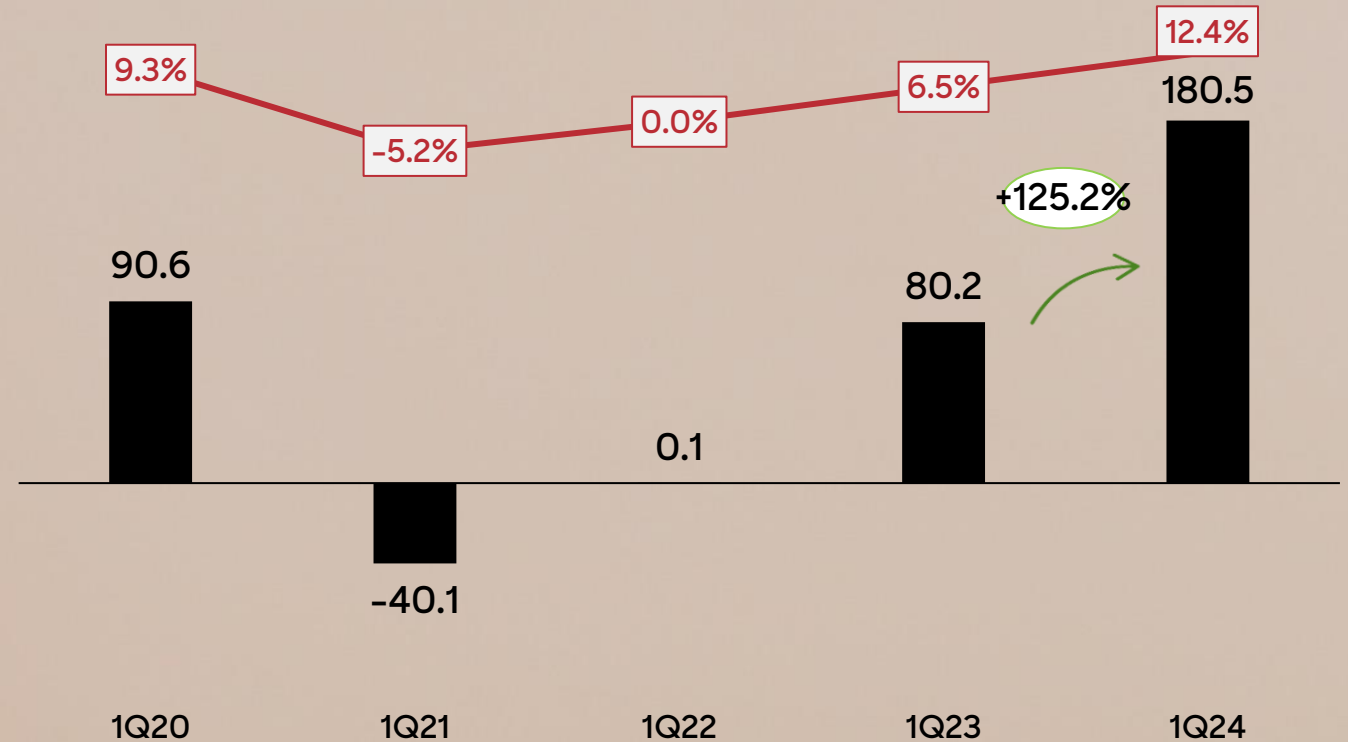


Growth of Adjusted EBITDA

(post-IFRS16)

■ Adjusted EBITDA (post IFRS16)¹ — Adjusted EBITDA margin (post IFRS16)

Strong operational performance resulting in record EBITDA in a first quarter



(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.



R\$110.1M

58.8% increase
in net revenue

R\$889M

Portfolio at the end of 1Q24

5.5M

of cards issued
(~500k in 1Q24)

25%

Share of retail sales

R\$17.5M

C&A Pay results

4.6%

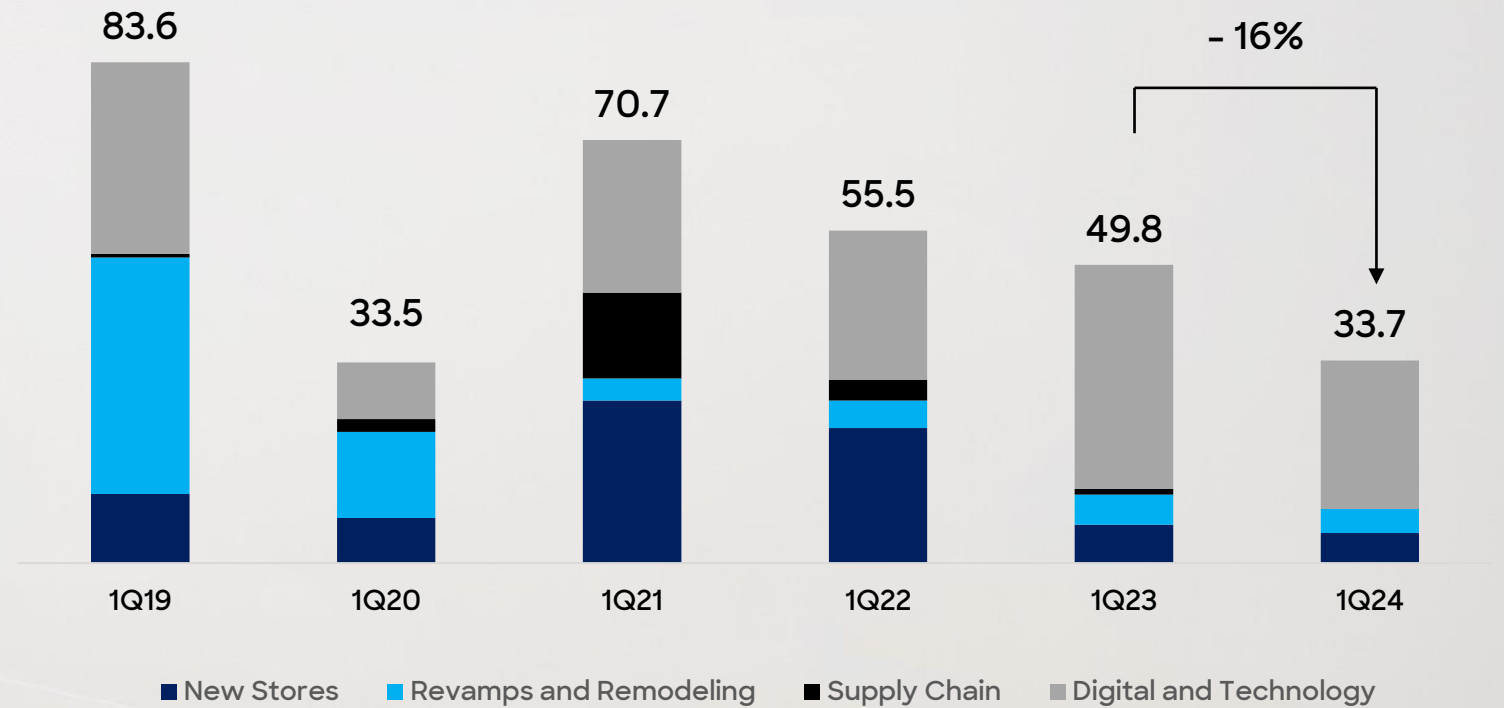
Net losses on
the average portfolio



Investment Plan

R\$ Million

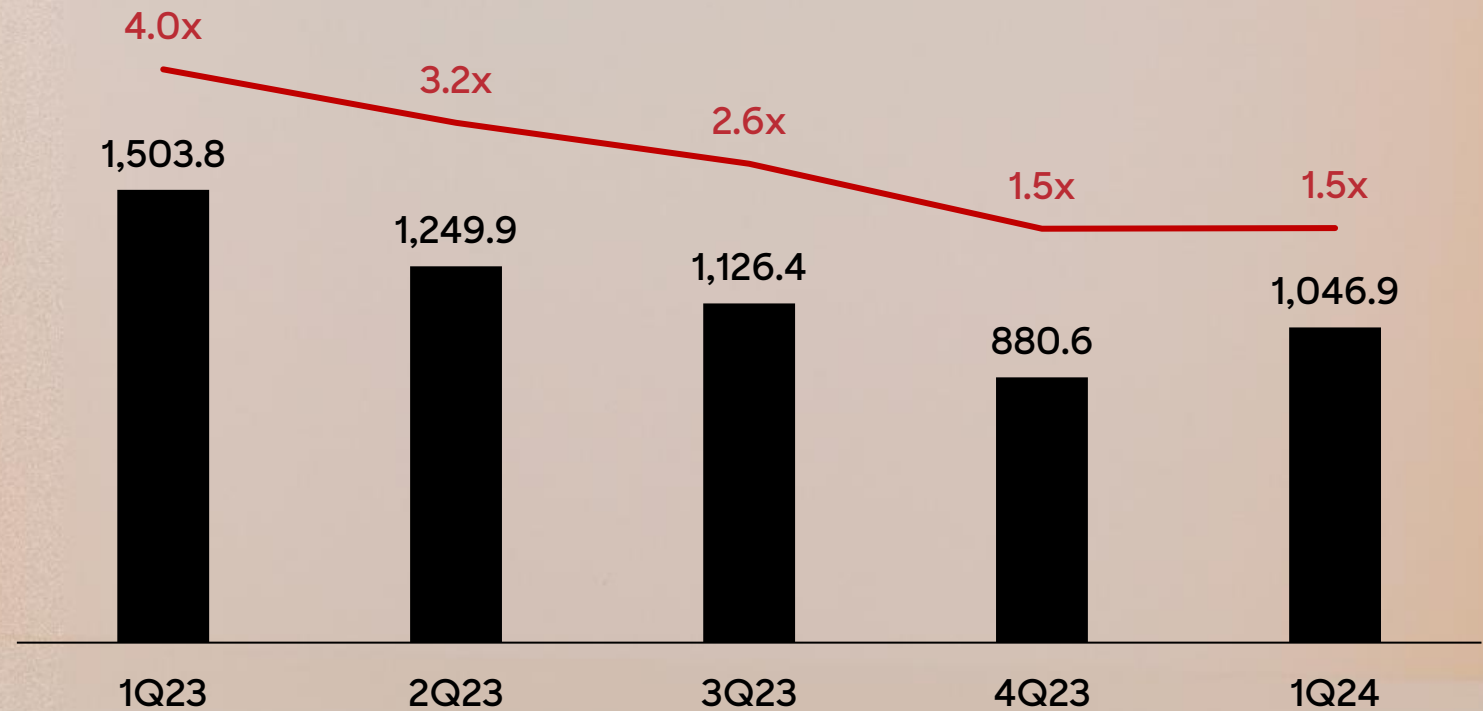
Investments for the C&A Energy strategy
accelerating from 2Q24 onwards





Leverage Reduction

R\$ Million



Note: Cash and cash equivalents excludes the effect of the advance of receivables in 1Q23. C&A had no advance of receivables in 1Q24. For leverage purposes, the Adjusted EBITDA of the last 12 months pre-IFRS 16 is considered, and the net debt includes the payment commitment with Bradescard.



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.





1Q24

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