



A gente se  
encontra na



**Earnings presentation**

3Q24

# 3Q24 Highlights

Accelerated growth and record gross margin in the quarter

**+16.7%**

Net revenue,  
Totaling R\$1.8 Bn

**+18.9%**

Apparel SSS

**54.4%**

Consolidated gross margin,  
*the highest in a 3Q*

**55.1%**

Apparel gross margin,  
a record for the period

**17.6%**

Adjusted EBITDA margin,  
+4.4 p.p. vs 3Q23

**R\$ 52M**

Adjusted net income

**1.0x**

Leverage,  
reducing from 2.9x in 3Q23



# **Operational** *Highlights*

Commercial planning of **winter inventories**

Product **assertiveness**

Operational **agility**

**KPIs & NPS** evolution

**Omni** journey

**Increase** in average ticket



**Strategy**  
**Energia C&A**  
Evolution

# energia C&A

*Brand & customer relationship*

## **New brand positioning**

*“we meet at C&A”*

Commitment to being the most beloved fashion brand in Brazil

## **Rock in Rio**

4th most mentioned brand during the event

Increased foot traffic and sales

## **CRM Initiatives**

Contributing to the increase in traffic and conversion both in physical stores and online



# energia C&A

## Product

### Category strengthening

Jeans

+ 70 stores

+20% in sales vs.  
control

Beauty

Higher assortment and  
Distinctive service  
provided in 11 stores,  
expanding to 88

**+64% in sales vs.  
3Q23**

### Push & Pull Expansion

Achievement of the 2024  
goal to source 50% of the  
assortment through the  
Push & Pull supply model

### Dynamic Sourcing

Pilot in  
3 categories



# energia C&A

## *Omni Journey*

### **Site & App**

+120% in MAU

+50% in sales vs. 3Q23

### **Store remodeling**

3 full remodels completed

4 more scheduled by year-end,

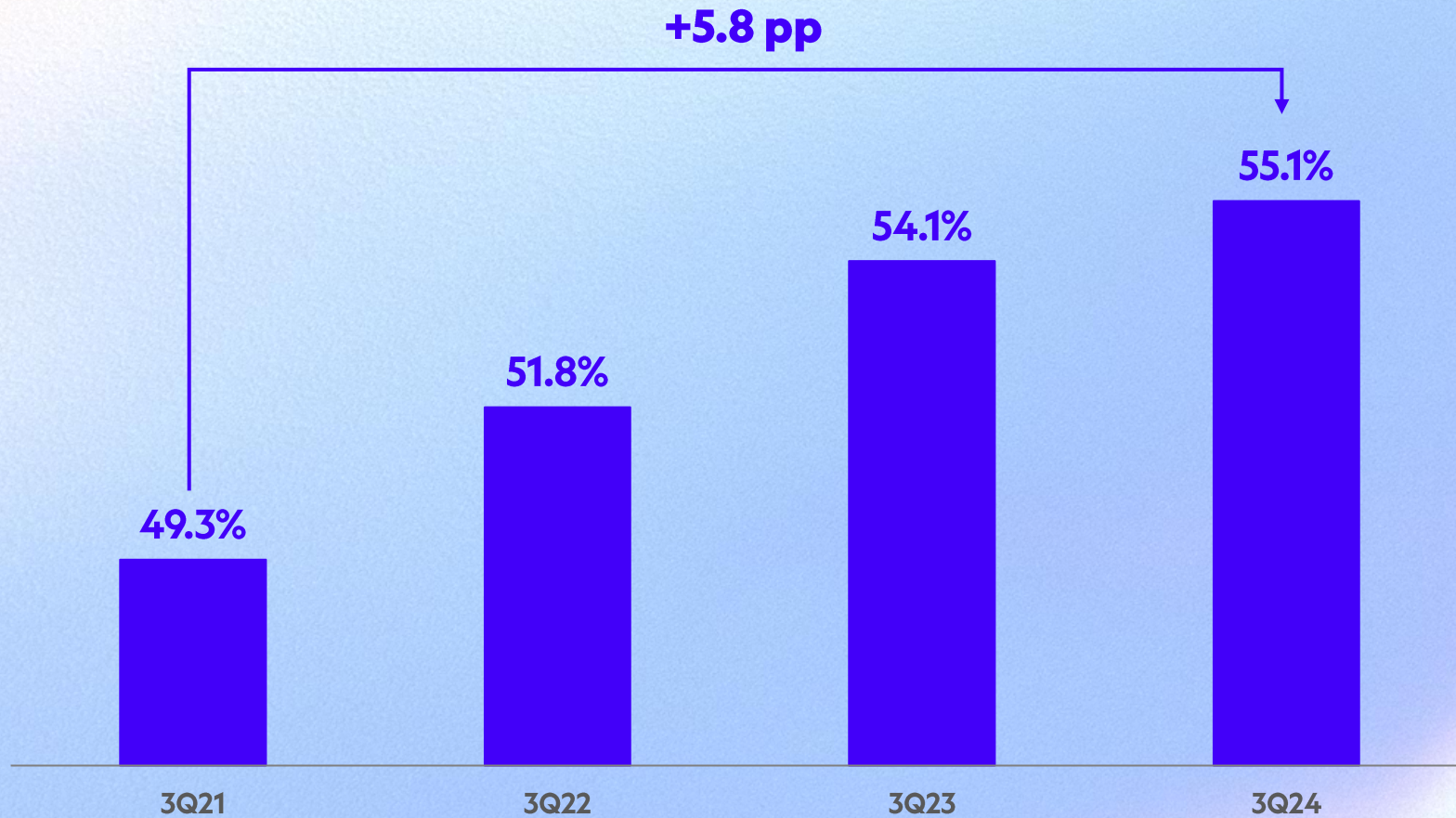
+200 stores with minor renovations

### **Dispersion**

Double-digit sales growth in the first wave of stores impacted by the project, higher than the average growth of other stores



# The highest gross margin for apparel ever registered in a 3Q



**130**  
consecutive  
quarter with  
expansion

Team's talent  
and experience

Management  
tools



# Recognitions

**IDIVERSA B3**  
Diversity index



**GPTW**  
175 best companies to  
work in Brazil



**Brand preference**  
Increase of 3 p.p. in  
brand preference



**Eglobal for Business - Most  
Loved Brand by Brazilians**  
Apparel Store Category - 1st  
Place in the Ranking



**NPS C&A**  
Increase of 5.0 p.p. in  
C&A general NPS

We meet  
at





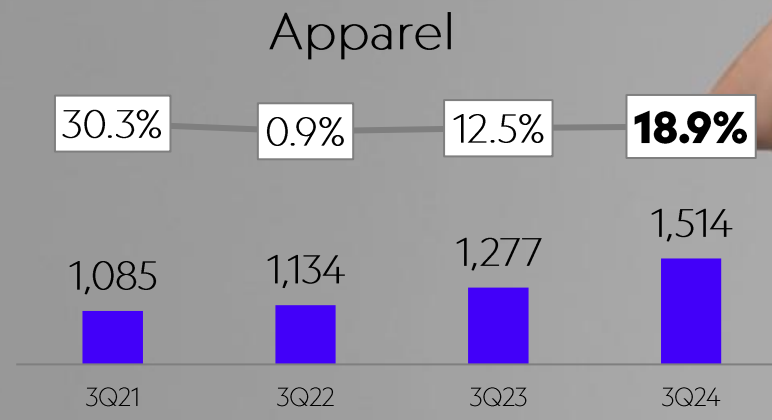
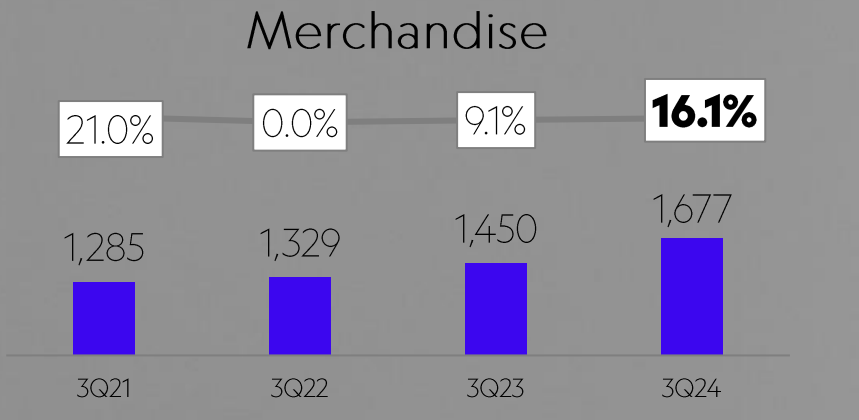
**Financial**  
*Performance*



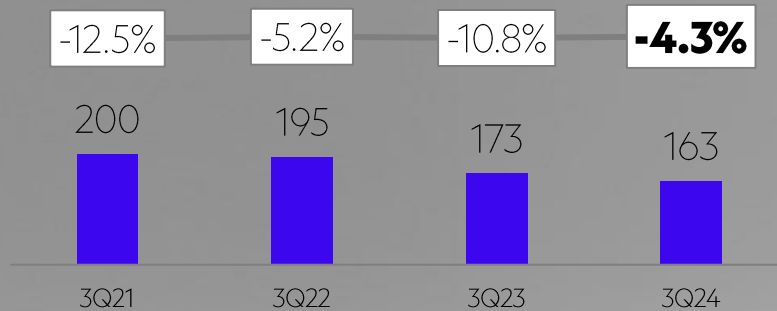
# Merchandise net revenue

R\$ Million & %

Revenue growth driven by strong apparel performance, with highlights in sales from high-end and concept stores



### Electronics & Beauty



Net revenue  
Same store sales

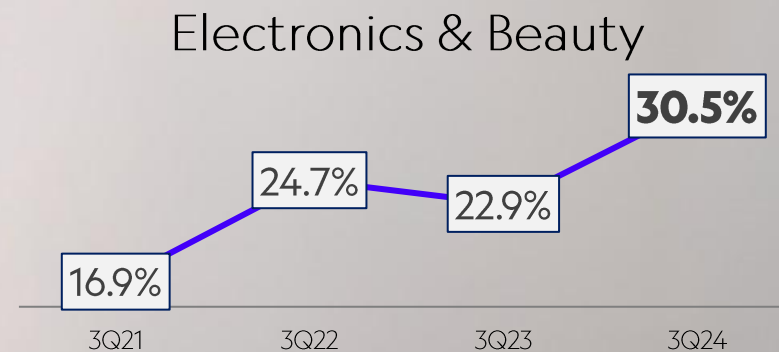
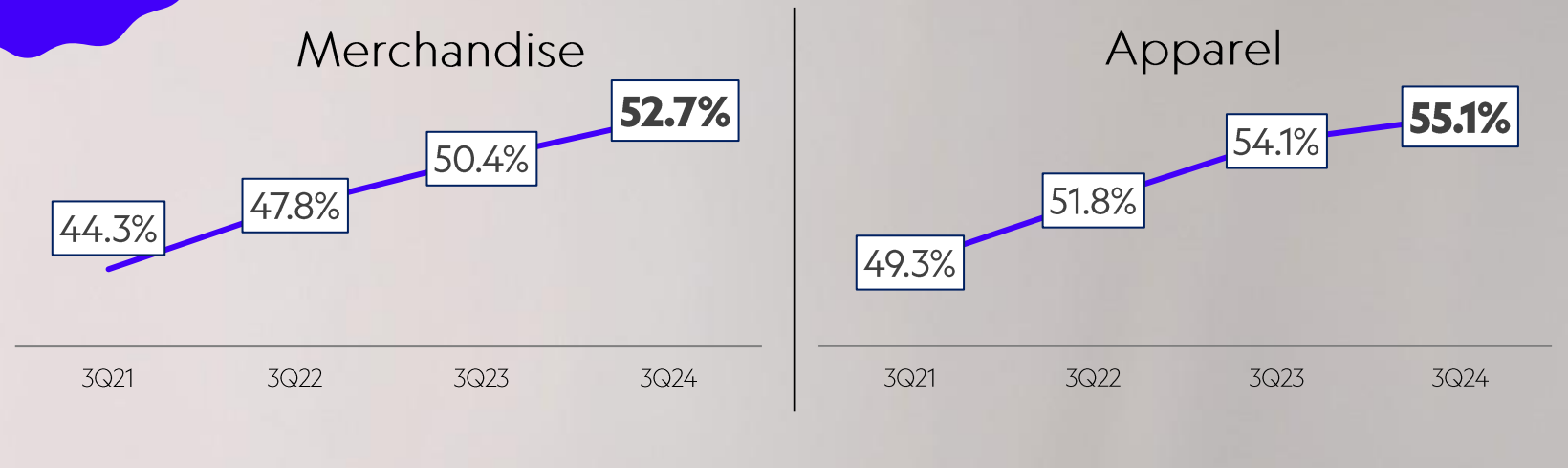


# Merchandise *gross margin*

R\$ Million & %

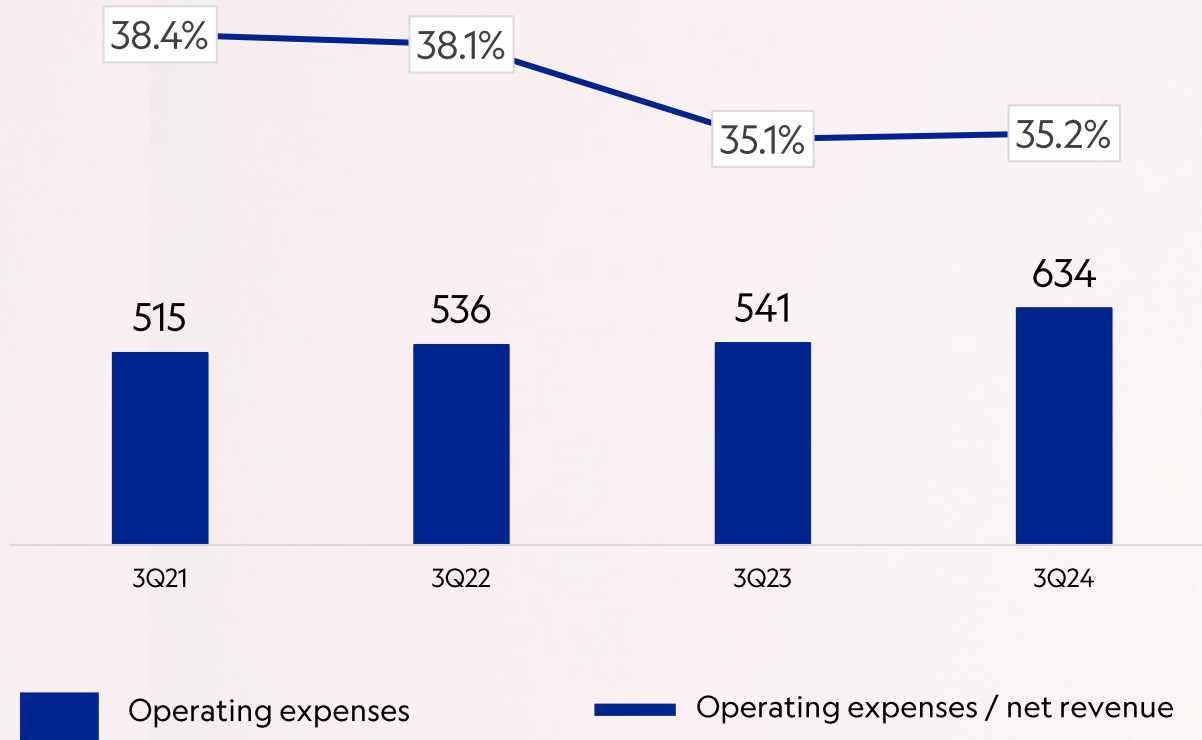
13<sup>o</sup> consecutive quarter with gross margin expansion

driven by increased sales of full-price products, as a result of greater accuracy in collections



# Discipline in managing operating expenses<sup>1</sup>

R\$ Million & %



(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.





R\$887Mn

Portfolio at the end of 3Q24

~25%

Share in retail sales,  
+3 p.p. vs. 3Q23

R\$114.4Mn

Net revenue<sup>1</sup>,  
+32% vs. 3Q23

33.2%

Reduction in losses  
net of recoveries

R\$17.8Mn

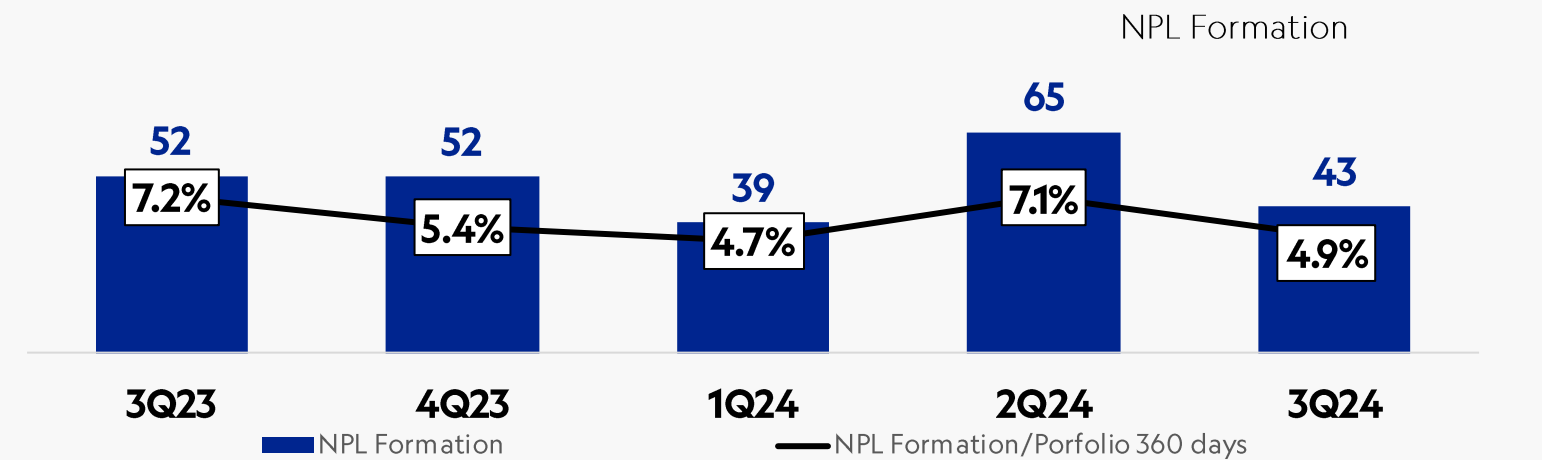
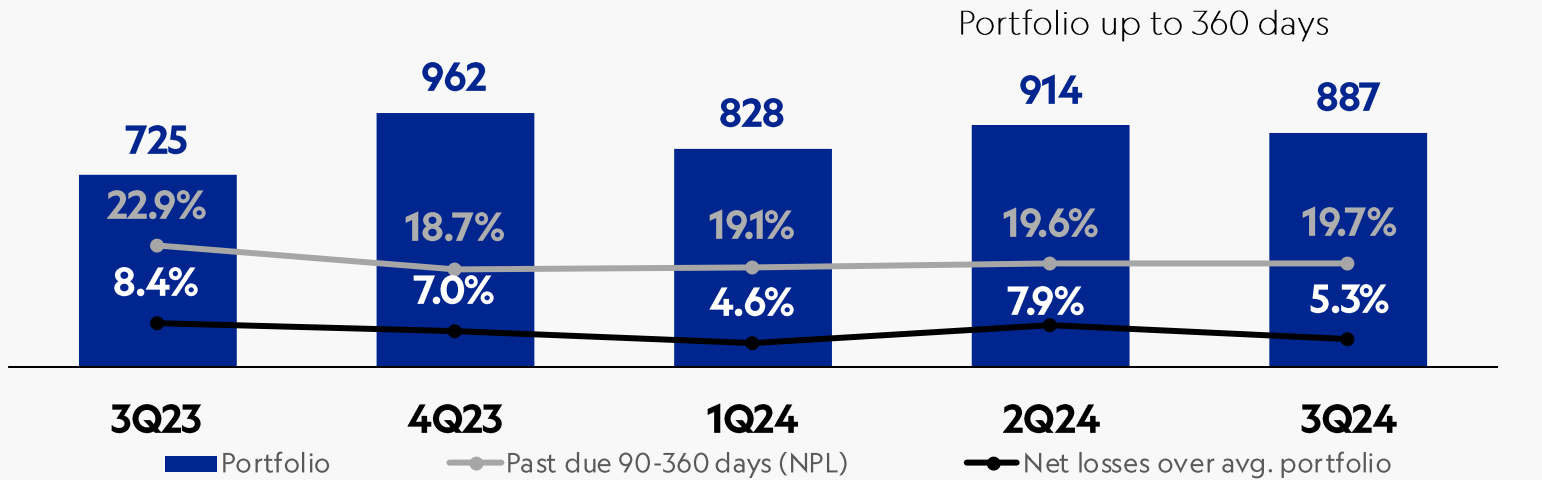
Operational  
results



(1) Net revenue excluding cost of funding.



# Portfolio evolution and NPL formation

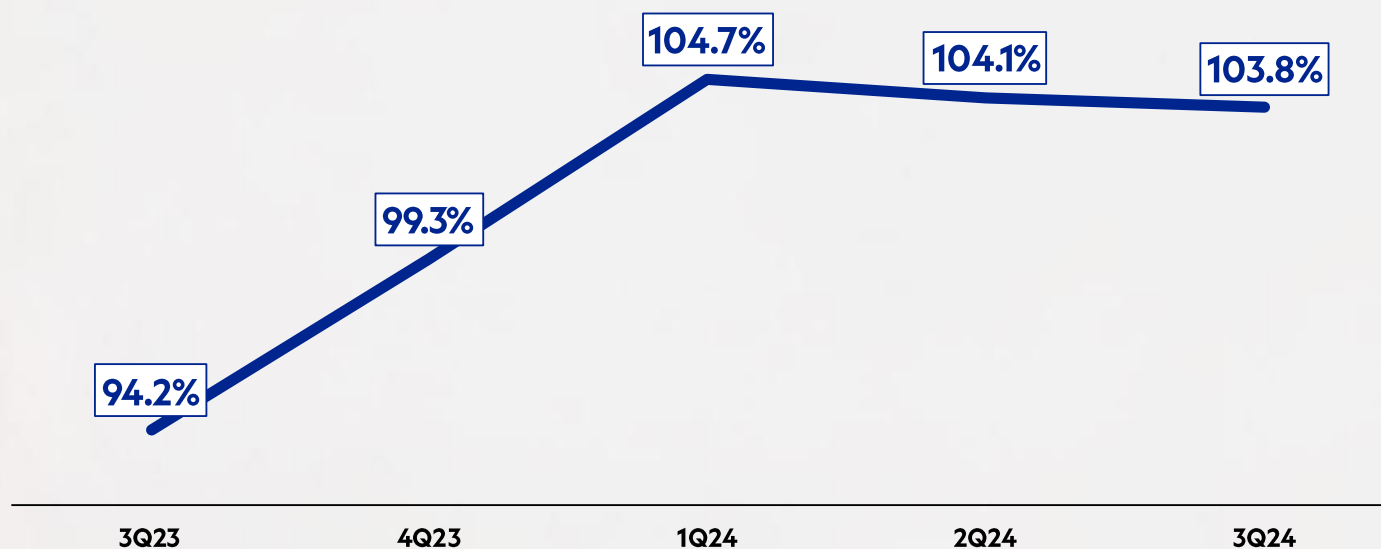


(1) NPL formation considers the variation in overdue amounts between 90-360 days.





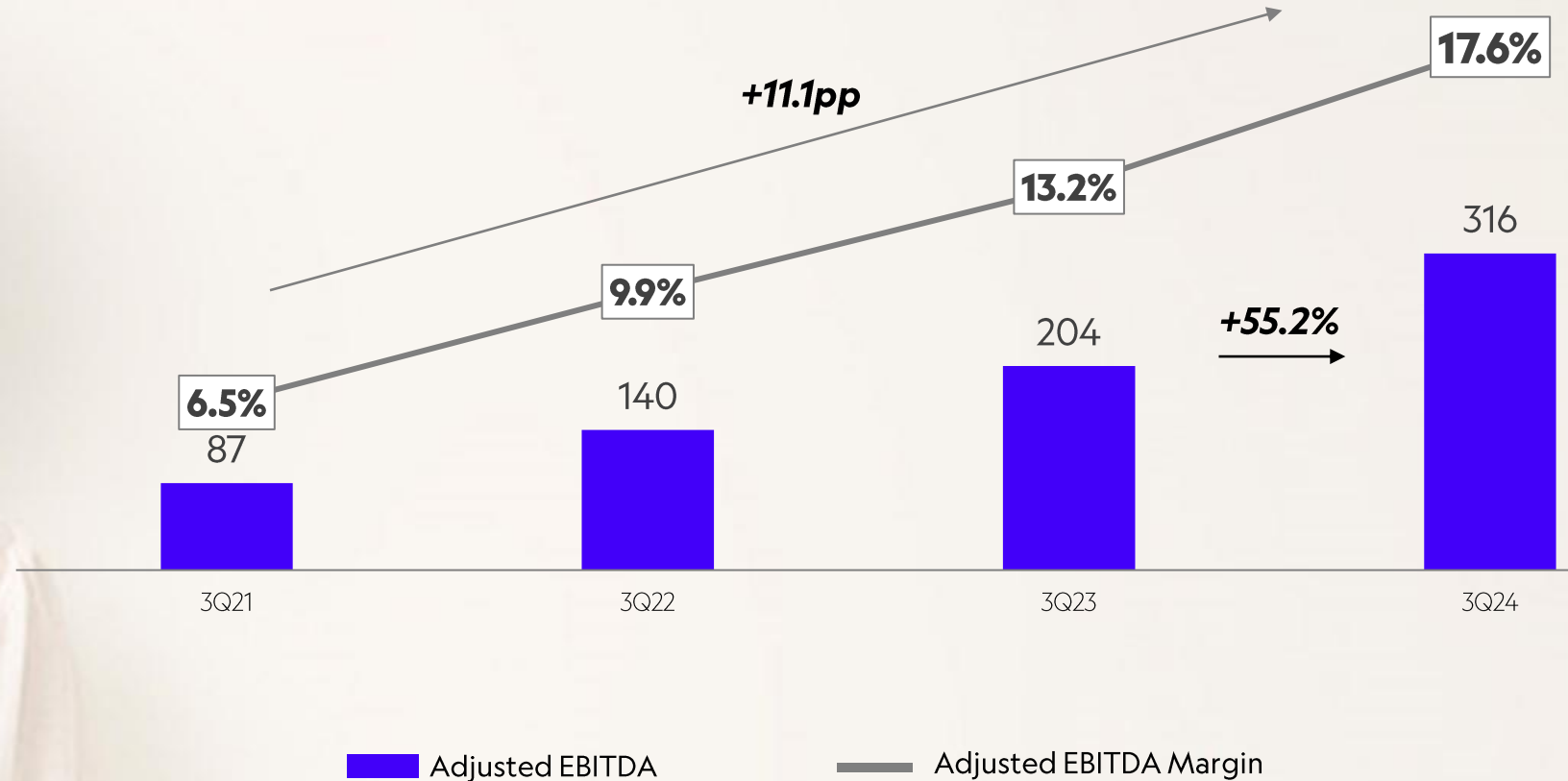
# Coverage index over overdue portfolio 360 (>90 days)



(1) Coverage is calculated as the ratio between the total estimated loss and the overdue portfolio (IFRS-9) of stage 3, over 90 days.

# Rising Adjusted EBITDA, with **margin expansion**

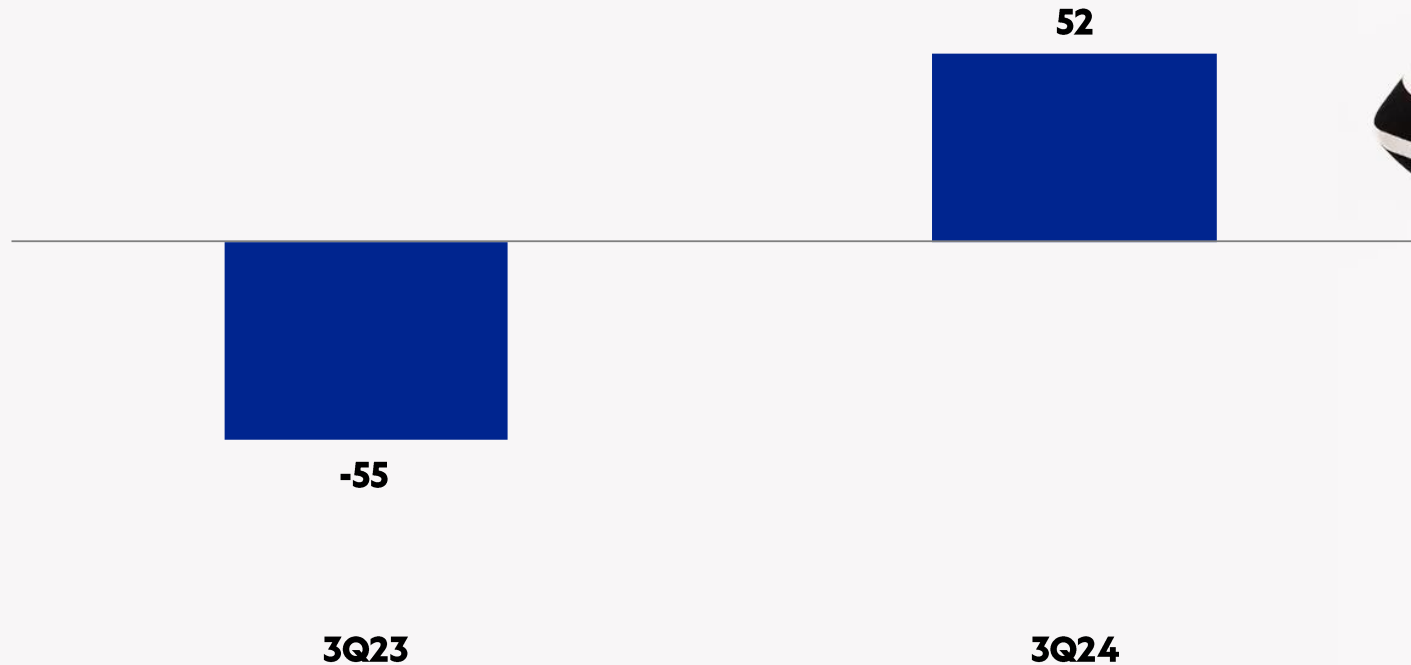
R\$ Million & %



(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.

# **Adjusted net income<sup>1</sup>**

*Strong reversal vs. 3Q23*

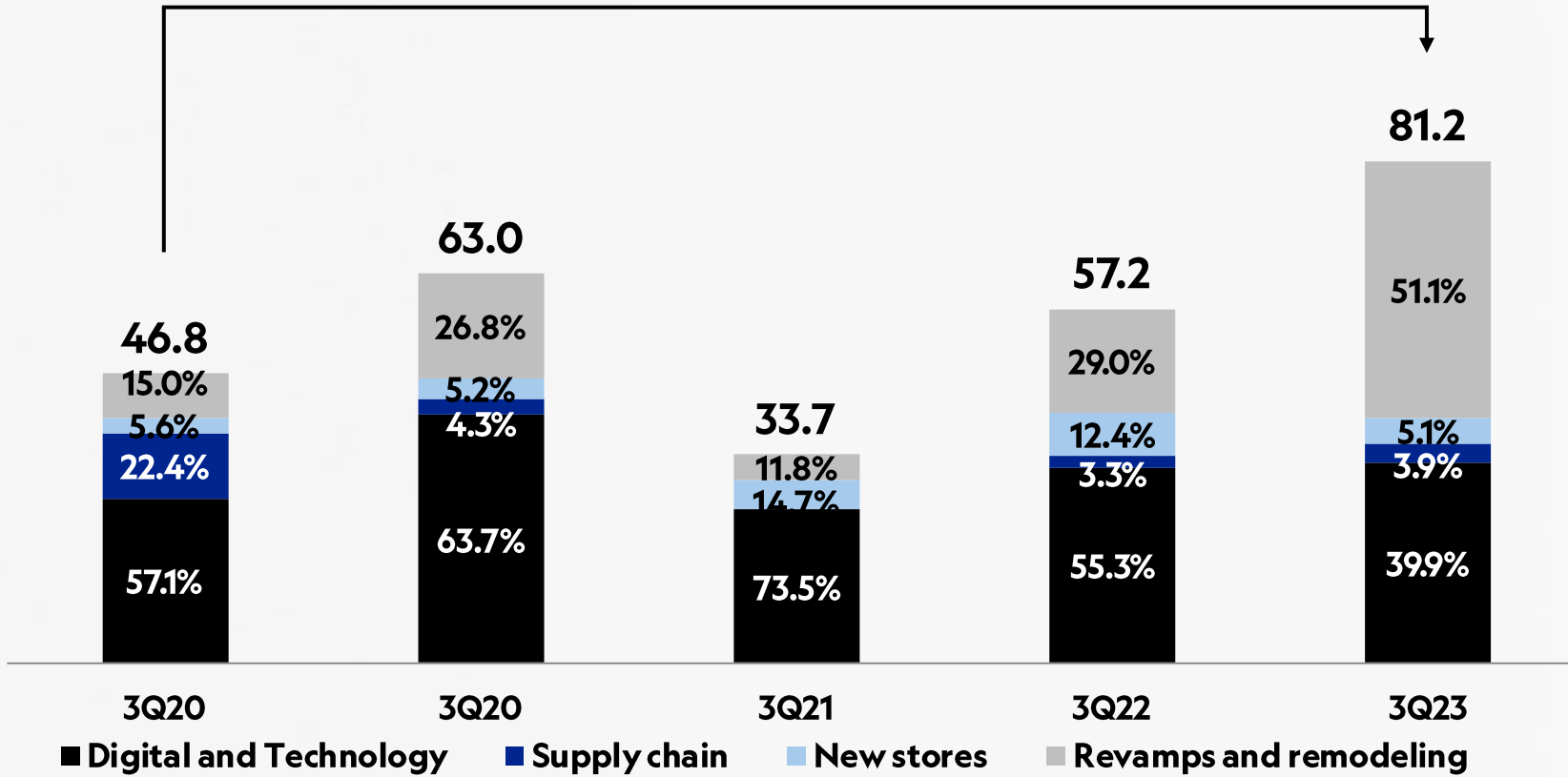


(1) Adjustments include: (i) other net operating revenue (expenses), (ii) trade financial revenue, (iii) recovery of tax credits and (iv) long-term incentives charges for employees.

# CAPEX

R\$ Million

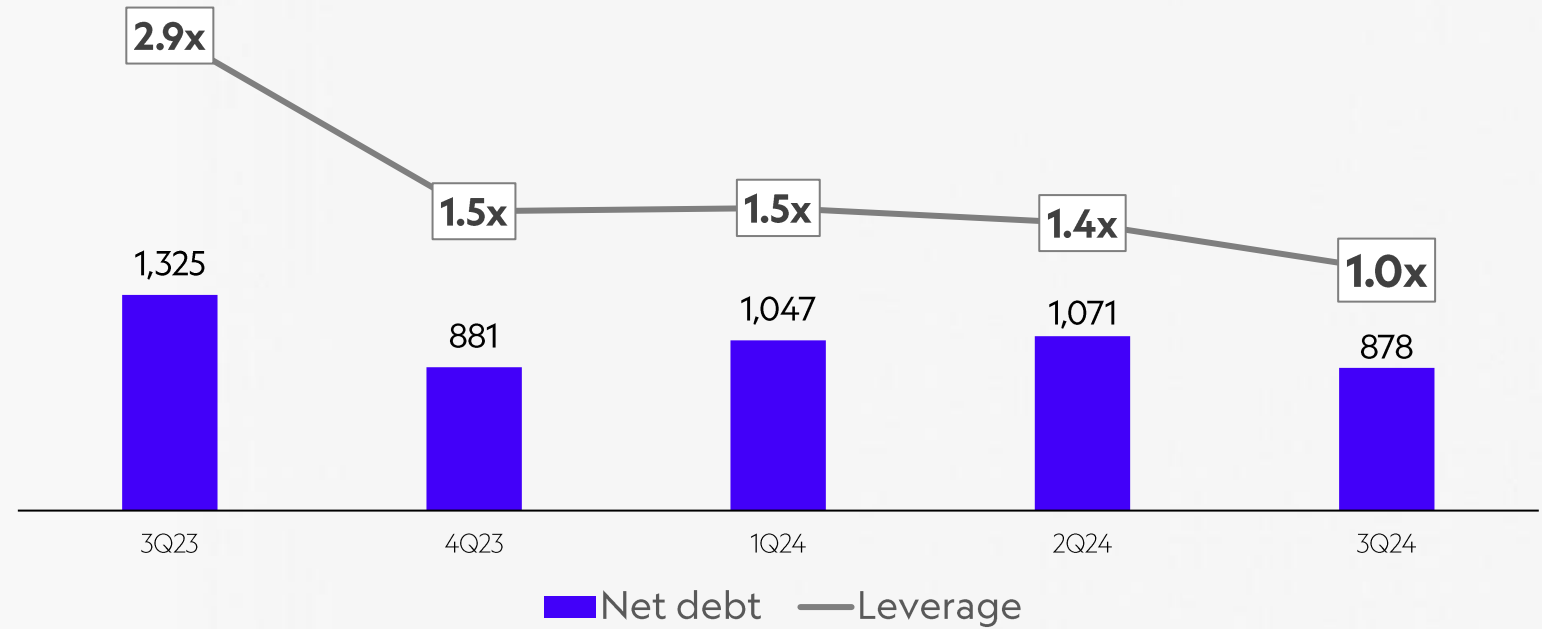
**+73.5%**





# Indebtedness

R\$ Milion



**Leverage of 1.0x at the end of the quarter, a reduction of 1.9x considering the payment commitment with Bradescard**

We meet  
at



# Questions & **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.





Earnings release

3Q24

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