

3Q24 EARNINGS

PRESENTATION

November 6th, 2024





DISCLAIMER

Statements contained in this release regarding the Company's business outlook, projections of operating / financial profit and loss, the Company's growth potential, and related to market and macroeconomic estimates constitute mere forecasts and were based on the beliefs, intentions, and expectations of the Management regarding the future of the Company. These estimates are highly dependent on changes in the market, the general economic performance of Brazil, the industry, and international markets and, therefore, are subject to change

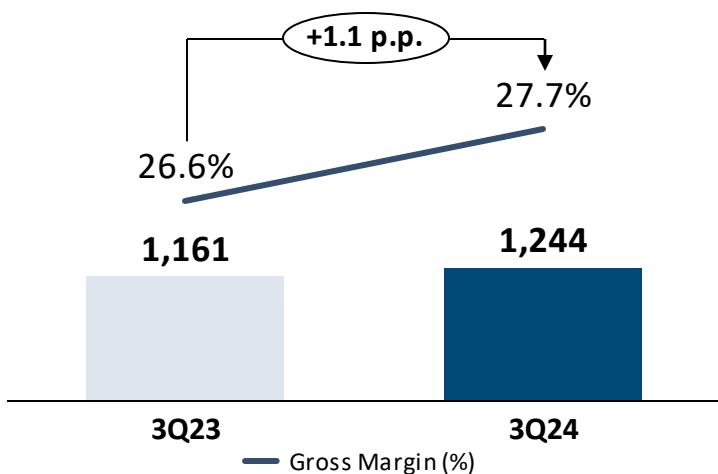


3Q24

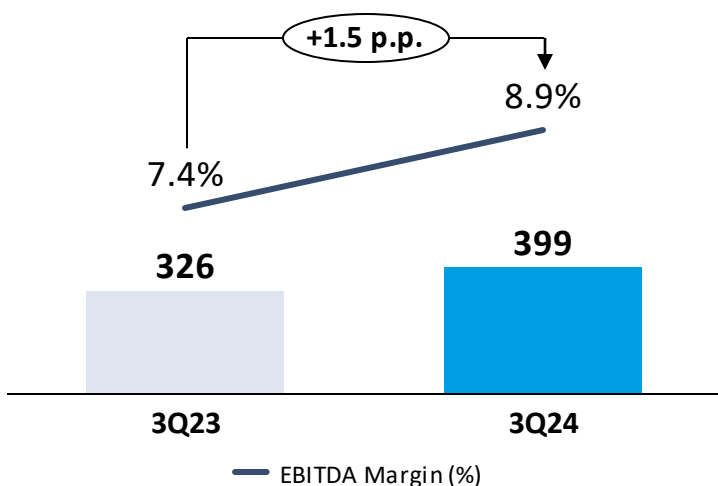
HIGHLIGHTS

Marcelo Pimentel, CEO

Gross Profit and Margin



Adjusted EBITDA and Margin



3Q24 HIGHLIGHTS

Adjusted EBITDA margin reached 8.9%, the highest level since 2021, marking eight consecutive quarters of growth

- **Gross Margin reached 27.7%**, a progress of **1.1 p.p.** vs. 3Q23, supported by commercial negotiations and operational improvements;
- **Record adjusted EBITDA margin⁽¹⁾ of 8.9%**, an increase of **1.5 p.p.** vs. 3Q23, and **adjusted EBITDA growth of 22.6%** vs. 3Q23;
- **R\$ 366 million of Operational Free Cash Flow⁽²⁾** in the last 12 months, an **improvement of R\$ 216 million** vs. last 12 months ended in 3Q23, driven by increased profitability;
- **Same-store sales grew by 5.0%** vs. 3Q23, with acceleration compared to 2Q24 (+3.4%)
 - Extra Mercado banner grew by 5.8%, improving vs. 2Q24 (+3.4%);
 - Pão de Açúcar banner increased by 4.6%, with accelerating vs. 2Q24 (+2.7%);
 - Proximity format grew by 4.6%;
- **E-commerce grew by 17.2%** continuing its strong expansion trajectory for another quarter;
- **Reduction in pre-IFRS 16⁽³⁾ financial leverage reaching 2.9x**, compared to 8.8x in 3Q23.

(1) Adjusted Earnings before interest, taxes, depreciation & amortization and other operating revenues & expenses; (2) Adjusted EBITDA pre-IFRS 16, excluding equity income, minus variation in working capital, minus Capex; (3) Net Debt divided by GPA Brasil Adjusted EBITDA pre-IFRS 16 LTM

3Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS



01 TOP LINE

- Acceleration of growth in same-store sales compared to 2Q23, supported by Pão de Açúcar and Extra Mercado banners
- Proximity format with a 13,7% growth, driven by expansion (43 stores in the last 12 months) and consistency in same-store sales growth
- Proximity format gains 1.5 p.p. of market share⁽¹⁾ vs. small supermarkets in Greater São Paulo area vs. 3Q23

02 Clients

- NPS reached 82 points with continuous improvement in service quality
 - An increase of 7 points vs. 3Q23 and an impressive increase of 20 points vs. 3Q22
- Share of wallet of premium customers increase by 5 p.p. over the last 12 months
- Launch of the campaign “Você Feliz É Tudo de Pão”
- New value proposition for the Extra Mercado banner, with store conversions and operational improvements

03 DIGITAL

Leader⁽²⁾ in food E-commerce in 1P and 3P channels

- Strong growth of 17.2% in revenue
- Penetration of total sales increased by 1.4 p.p., reaching 12.5%
- Perishables reached 35.4% penetration in e-commerce, with a 2.1 p.p. increase
- Contribution margin on the rise, positively contributing to the improvement of gross margin

(1) Internal analysis based on Nielsen disclosed data; (2) Internal analysis considering public and internal data

3Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS



04 EXPANSION

12 stores opened in 3Q24

- 11 Proximity stores: 7 Minuto Pão de Açúcar and 4 Mini Extra
- 1 store of Pão de Açúcar Fresh

43 stores opened in the last 12 months

- 41 Proximity stores: 30 Minuto Pão de Açúcar and 11 Mini Extra
- 2 Pão de Açúcar stores

R\$ 694 million of incremental sales in the quarter, generated by stores opened since 2022

05 PROFITABILITY

Evolution of Gross Margin, which reached 27.7%

- Improvement of 1.1 p.p. when compared to 3Q23

EBITDA Margin, consolidating the steady progress of the turnaround

- Adjusted EBITDA margin reached 8.9%, 1.5 p.p. higher than 3Q23

Retail Media

- In 9M24, we doubled the result achieved in the same period of 2023



3Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS

05 PROFITABILITY: RETAIL MEDIA Result doubled in 9M24

Phase 1: Building solid foundations with significant advances in monetization, primarily of in-store assets (2023 - 2025)

- Monetization of digital and in-store assets, with clear incremental value contribution
- Expansion of omnichannel and regionalized offerings through strategic partnerships
- Building deep relationships with brands.
- Development of a technological ecosystem to support operations

Phase 2: Scaling Omnichannel and Segmentation (2025 - 2026)

- Expansion of physical and digital assets
- Maximization of omnichannel in campaigns
- Enhancement of customer insights to provide more relevant and impactful interactions
- Scaling of operations



3Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS

06 ESG & CULTURE



Social impact and promotion of opportunities

We launched the “Mãos na Massa” program, training 20 people over 40 years old in retail, in partnership with the “Projeto Arrastão”. Additionally, we donated 272.6 tons of food through the “Parceria Contra o Desperdício” program, with 122.7 tons collected monthly at Pão de Açúcar and Extra Mercado stores.



Waste Management

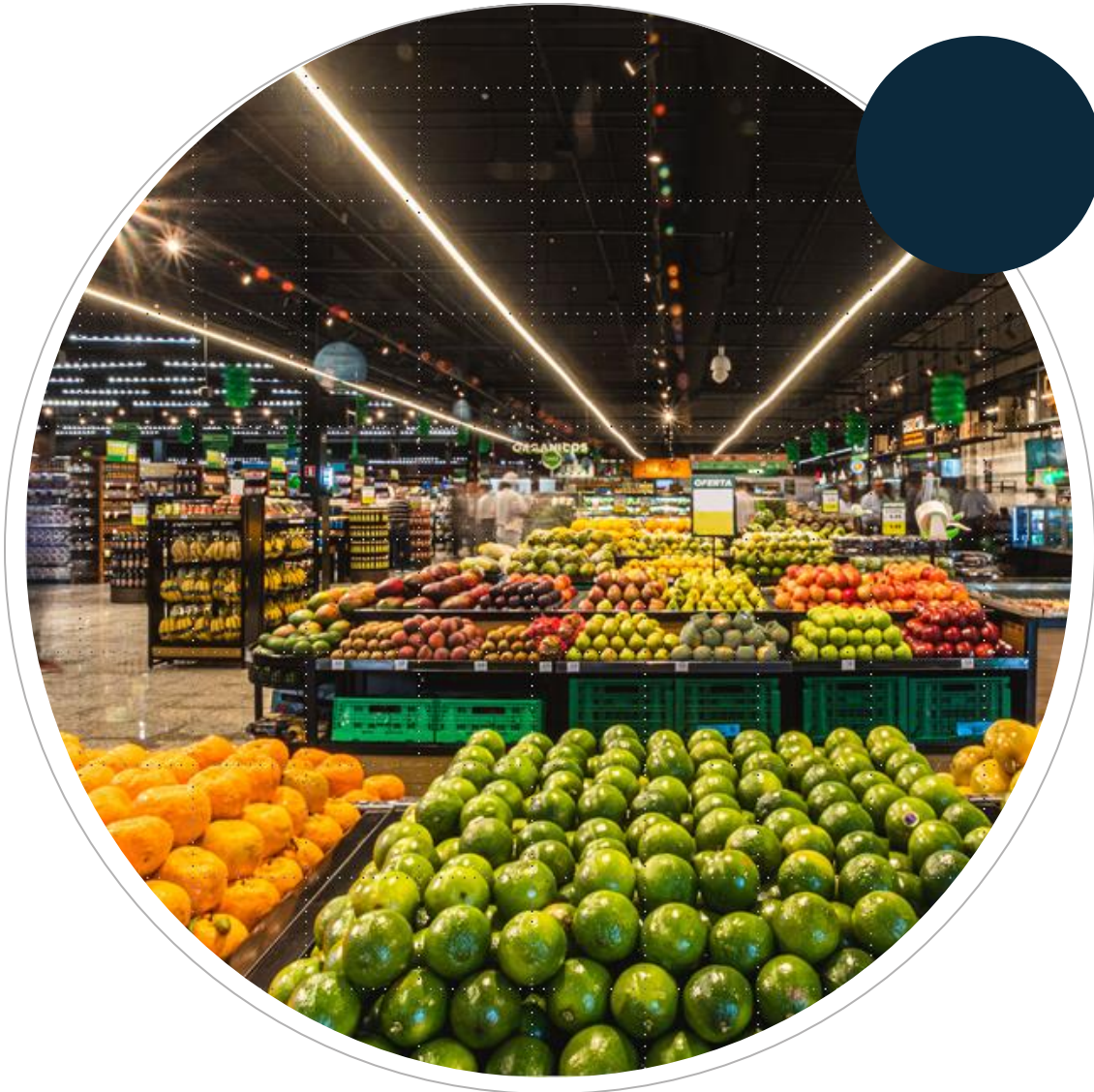
In partnership with the Food To Save app, the goal is to prevent the waste of 1.5 tons of food by the end of the year, with a successful pilot in five stores in 3Q24 and more than 200 Pão de Açúcar and Extra stores implemented in October 2024.



Promotion of Diversity and Inclusion

GPA has strengthened its commitment to diversity and inclusion by joining the “Vozes Entrelaçadas” campaign to combat violence against women and girls. Aiming for 50% female representation in leadership by 2025, it has expanded affirmative actions in recruitment processes.





FINANCIAL PERFORMANCE

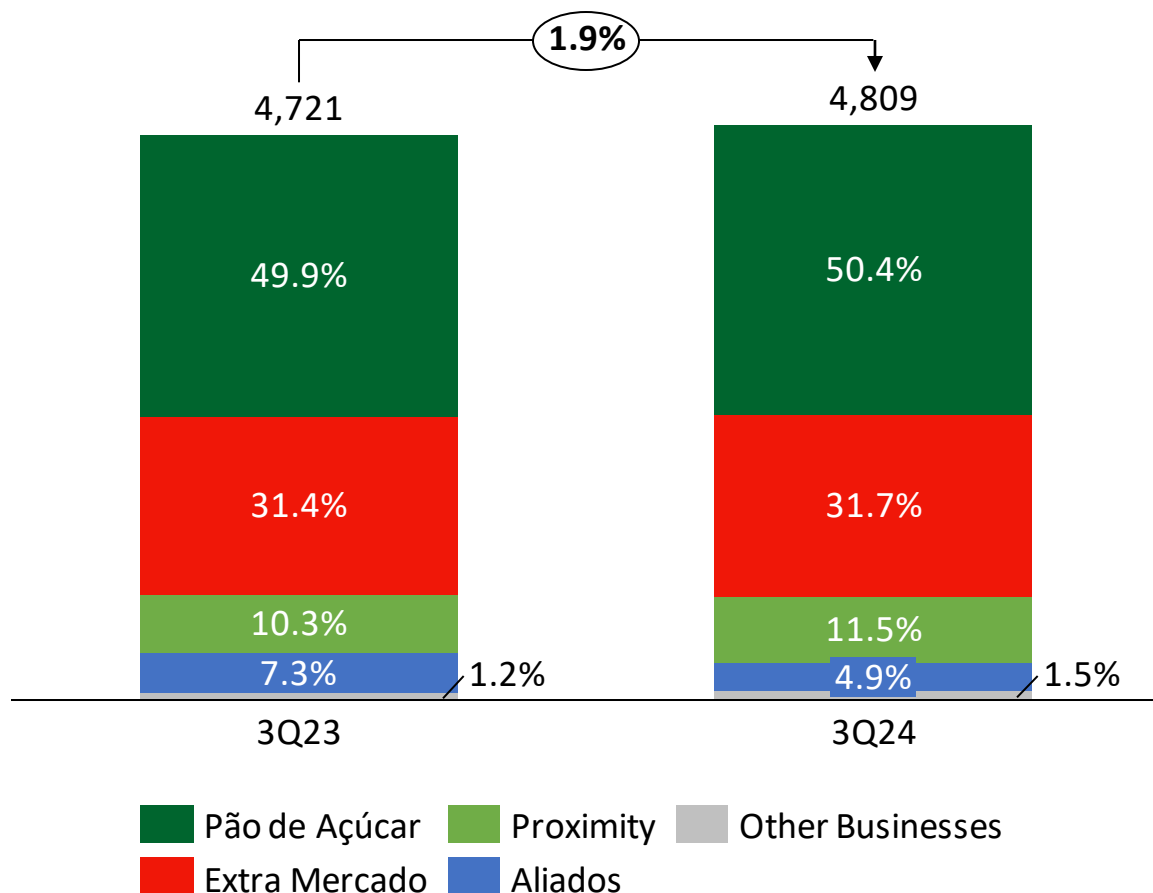
Rafael Russowsky, CFO

FINANCIAL PERFORMANCE

TOTAL SALES

(R\$ million)

+5,0% SAME STORE SALES



GPA Total Sales totaled **R\$ 4.8 billion** in **3Q24** with an increase of **1.9%**, excluding the Aliados format, revenue was **R\$ 4.6 billion**, reflecting a growth of **4.5%**

Same-Store Sales growth of **5.0%⁽¹⁾** compared to 3Q23

In **e-commerce**, **Gross Sales** grew by **17.2%** (R\$ 551 million) in **3Q24** and **online penetration** reached **12.5%** (+1.4 p.p. vs. 3Q23)

Same-Store Sale



+4.6%⁽¹⁾ in Pão de Açúcar banner, driven by both the increase in sales volume and the average price. Highlight for the perishable categories.



+4.6%⁽¹⁾ with significant contributions from stores opened since 2022. **A notable gain of 1.5 p.p. in market share** vs. small supermarkets in Greater São Paulo.



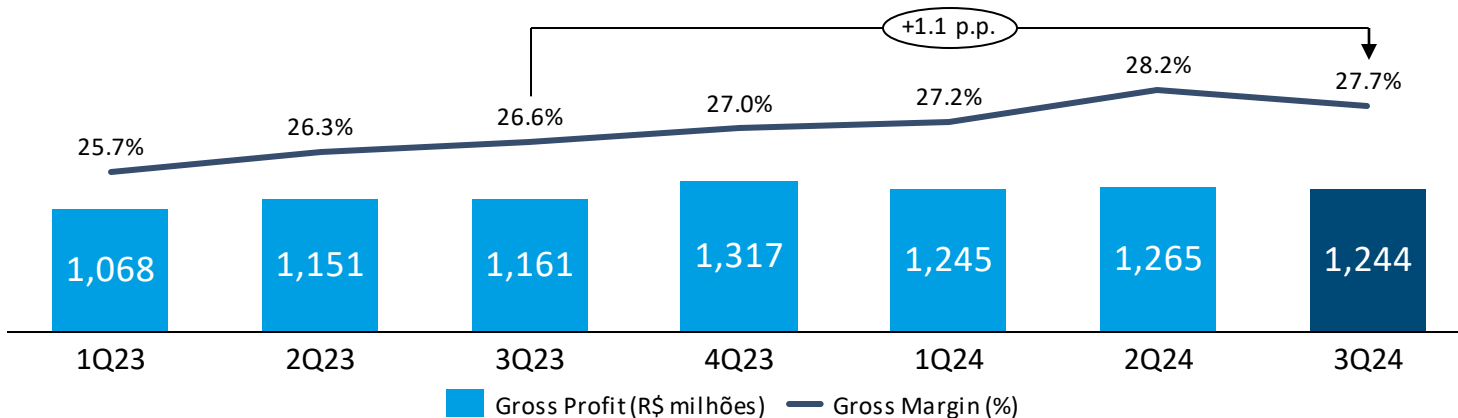
+5.8%⁽¹⁾ in Extra Mercado, the highest growth in the historical series that began in 1Q22. Highlights include perishable categories and beverages.

(1) Excluding calendar effect of +0,6%

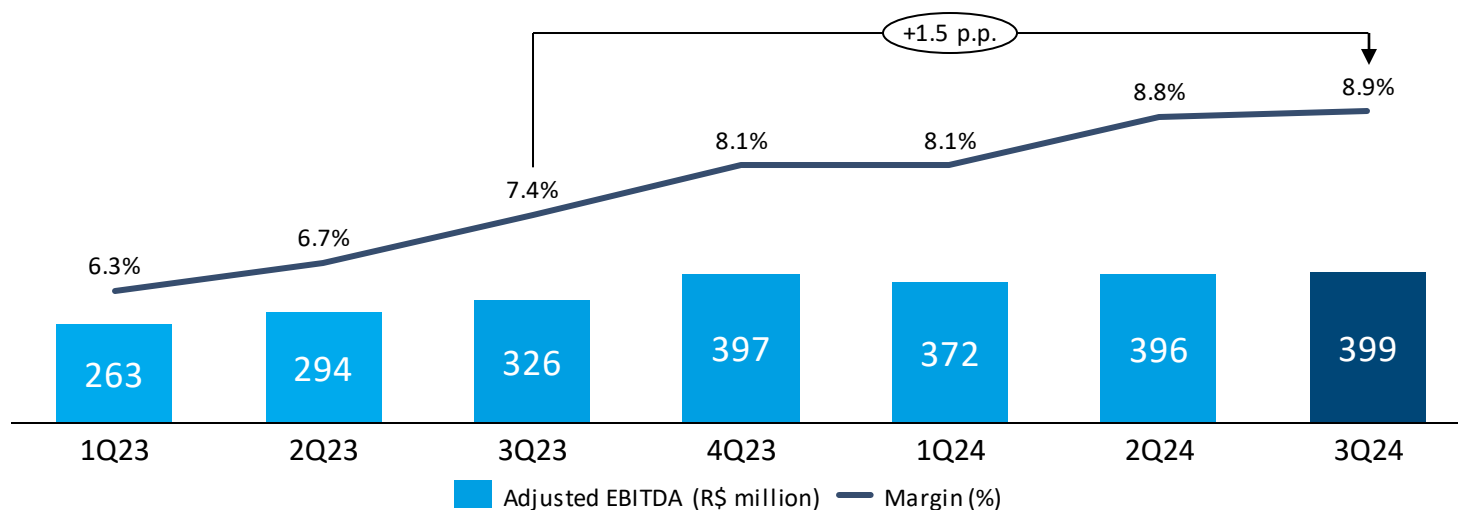
FINANCIAL PERFORMANCE

PROFITABILITY

GROSS PROFIT (R\$ million) & MARGIN (%)



ADJUSTED EBITDA⁽¹⁾ (R\$ million) & MARGIN (%)



Gross Margin increase, as a result of (i) acceleration of gains in commercial negotiations; (ii) operational adjustments in our banners and formats; (iii) growth in retail media revenues; (iv) reduction in logistics costs, partly due to the zero base budget project

Sales, General and Administrative Expenses showed **efficiency gains of 0.3 p.p. compared to 3Q23**, mainly due to savings in operational expenses and the dilution of G&A, which remained stable in nominal terms compared to 3Q23

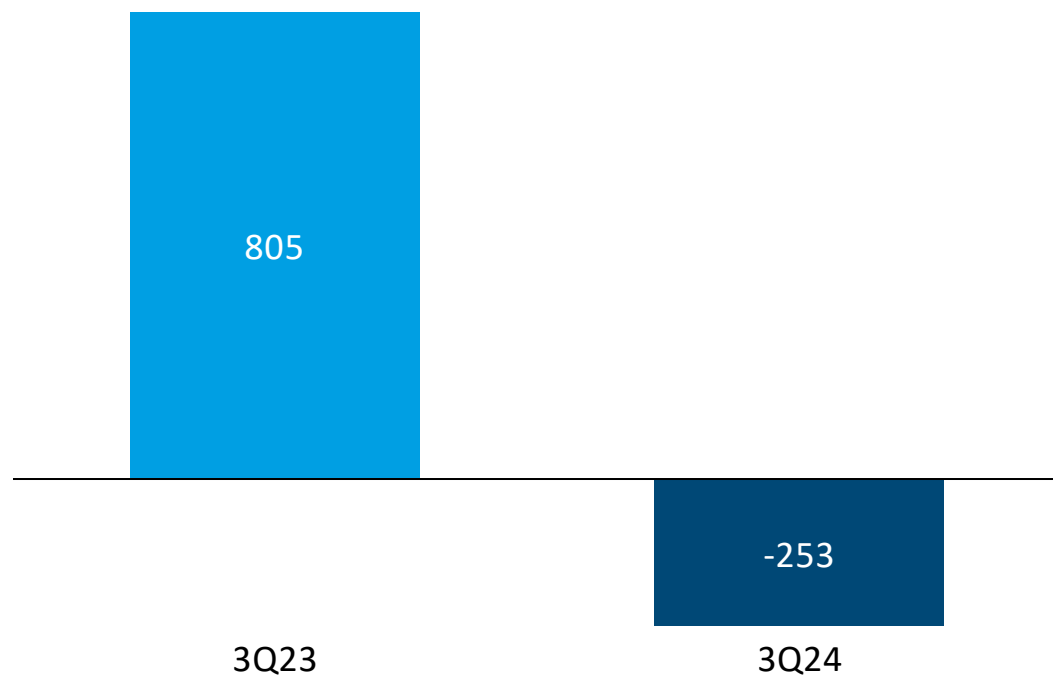
Adjusted EBITDA of R\$ 399 million, **a growth of 23% vs. 3Q23**, Adjusted EBITDA margin of 8.9%, **an improvement of 1.5 p.p. vs. 3Q23**

(1) Adjusted Earnings before interest, taxes, depreciation and amortization by other operating revenues and expenses

FINANCIAL PERFORMANCE

NET INCOME

NET INCOME/LOSS¹
CONTINUED OPERATIONS
(R\$ million)



Net Loss from continued operations was R\$ (253) million.

In 3Q23, Net Income from continued operations of R\$ 805 million, impacted by positive and non-recurring effects, which totaled R\$ 1.1 billion. These effects include: (i) R\$ 804 million related to the reversal of losses from Cnova; (ii) R\$ 163 million related to the segregation of Éxito; and (iii) R\$ 133 million from the monetary update of tax credits

Net Loss from discontinued operations totaled R\$ (58) million, primarily due to labor contingencies related to Extra Hipermercados

(1) Controlling Shareholders

FINANCIAL PERFORMANCE

MANAGERIAL CASH FLOW – NET DEBT VARIATION

| | LTM 3Q24 | LTM 3Q23 | Δ R\$ |
|---|--------------|--------------|------------|
| Adjusted EBITDA GPA Brazil pre-IFRS 16 | 694 | 339 | 354 |
| (-) Equity Income (Brazil) | (64) | (46) | (18) |
| Working Capital of Goods Variation | 71 | 288 | (217) |
| Other Operational Asset and Liabilities Variation | 326 | 420 | (93) |
| Adjusted Capex by BTS ⁽¹⁾ | (660) | (852) | 191 |
| Operational Free Cash Flow | 366 | 150 | 216 |
| Other Operating Income and Expenses | (801) | (1,044) | 242 |
| Dividends | 124 | 250 | (126) |
| Sale of Assets ⁽²⁾ | 1,920 | 1,912 | 8 |
| Cash Flow after Sale of Assets | 1,609 | 1,268 | 341 |
| Net Financial Cost ⁽³⁾ | (612) | (760) | 148 |
| Net Debt Variation | 997 | 508 | 489 |

LTM Operational Free Cash Flow of R\$ 366 million in 3Q24, a significant improvement of R\$ 216 million vs. LTM 3Q23, resulting from the increase in pre-IFRS 16 EBITDA and the reduction in Capex

Cash Flow after asset sales of R\$ 1.6 billion in the LTM, impacted by the sale of non-core assets and FON, which totaled R\$ 1.9 billion, and an improvement of R\$ 242 million in Other Operating Income and Expenses

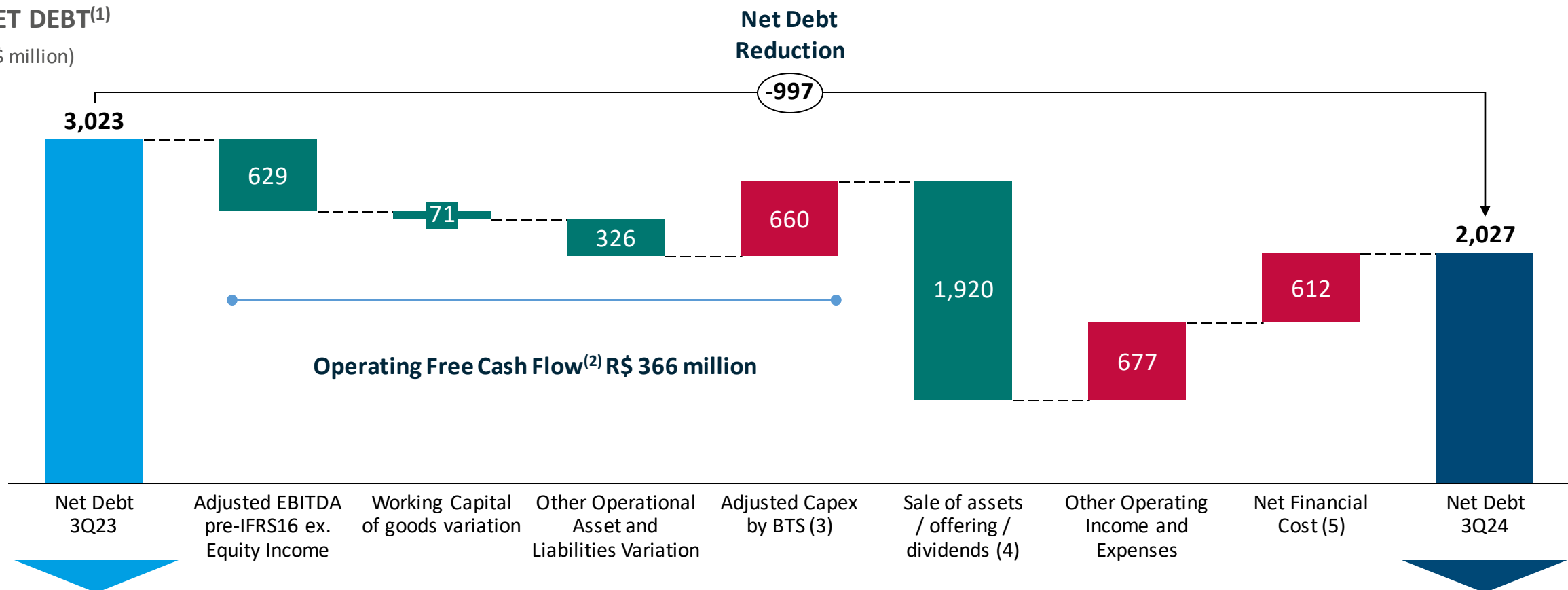
Net Financial Cost of R\$ (612) million LTM, an improvement of R\$ 148 million vs. 3Q23, due to the reduction in debt during the period

(1) Net from the financing of built to suit (BTS) format to the new stores of Pão de Açúcar; (2) it includes revenues of asset sales and strategic projects, such Follow-on, sale of Extra Hiper stores and the sale of participation in Éxito; (3) It includes interest of gross debt, cash profitability, cost with banks guarantees and cost with discount of receivables.

FINANCIAL PERFORMANCE

NET DEBT⁽¹⁾

(R\$ million)



| | |
|--|--------------|
| Net Debt 3Q23 Before IFRS 16 | 3,023 |
| On Balance Credit Card Receivables non-discounted | (54) |
| Net Debt incl. Credit Card Receivables non-discounted | 2,969 |
| Adjusted EBITDA LTM pre-IFRS 16 | 339 |
| Net Debt before IFRS 16 / Adjusted EBITDA LTM pre-IFRS 16 | 8.8x |

| | |
|--|--------------|
| Net Debt 3Q24 Before IFRS 16 | 2,027 |
| On Balance Credit Card Receivables non-discounted | (24) |
| Net Debt incl. Credit Card Receivables non-discounted | 2,003 |
| Adjusted EBITDA LTM pre-IFRS 16 | 694 |
| Net Debt before IFRS 16 / Adjusted EBITDA LTM pre-IFRS 16 | 2.9x |

(1) Net Debt = Bank Gross Debt minus Cash and Equivalents. Leverage calculation considers Adjusted EBITDA pre-IFRS-16 of the last 12 months; (2) Managerial operational Cash Flow after capex; (3) Net from financing in built to suit (BTS) format for new Pão de Açúcar stores; (4) It includes income of non-core assets sales; (5) It includes interest of gross debt, cash profitability and other financial costs



Q&A

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FINAL MESSAGES

Marcelo Pimentel, CEO

FINAL MESSAGES

STRATEGIC PILLARS

