



EARNINGS PRESENTATION 2Q22

July 28, 2022



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. Those 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.





1

New GPA

New GPA Brazil – First 100 days

Focus on sustainable growth for the New GPA



01 TOP LINE
Work to design the ideal assortment for each format of the group and reduce breakage/disruption

02 NPS
Increased of approximately 15% in all formats vs 4Q21

03 DIGITAL
GMV reached R\$407 million in 2Q22 with a 15% growth¹

04 EXPANSION
Opening of new stores
• 1 Minuto Pão de Açúcar
Stores Conversions
• 3 Pão de Açúcar
• 7 Mercado Extra
• 2 Compre Bem

Operational improvements with more assortment, more availability of deliveries schedules and new sales channels

05 PROFITABILITY
Persistent reduction of SG&A expenses

06 ESG & CULTURE
GPA was certified, for the second consecutive year, with the “Great Place to Work” seal, elected as an excellent place to work



Each Pillar has a DIREX as a Sponsor, who will follow its development and contribute to its evolution.

1 – Does not consider the sales from hypermarkets in 2Q21



2

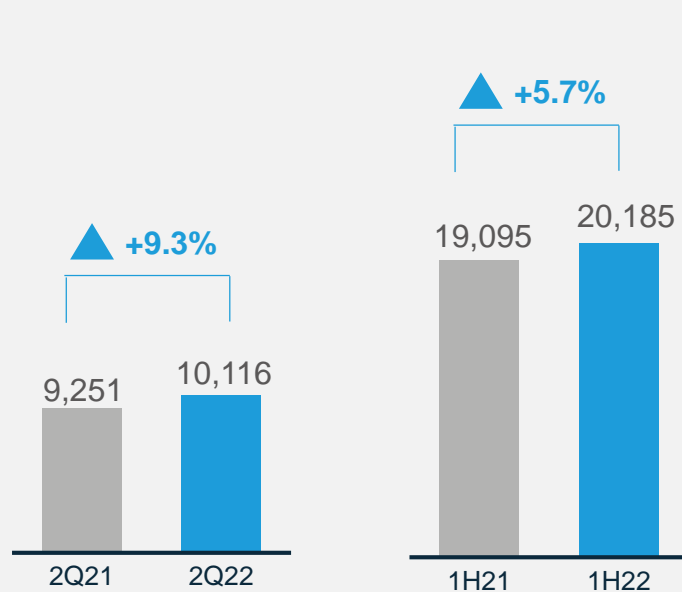
Financial Performance

Consolidated Financial Performance



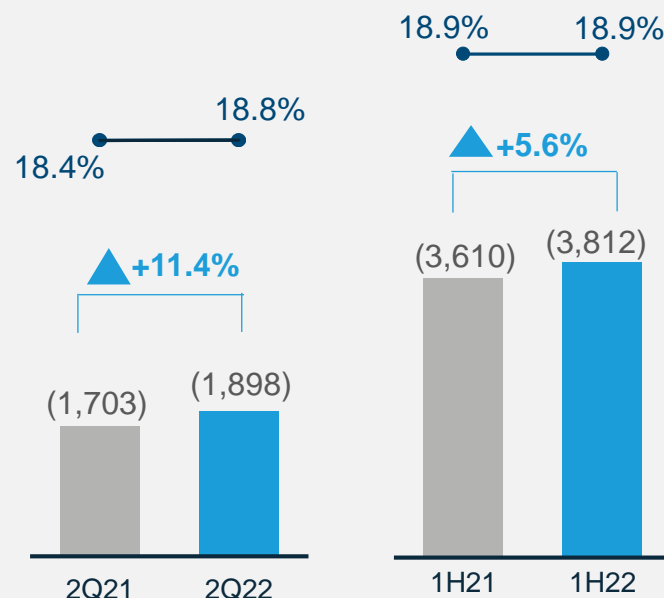
Net Revenue

Amounts in R\$ MM



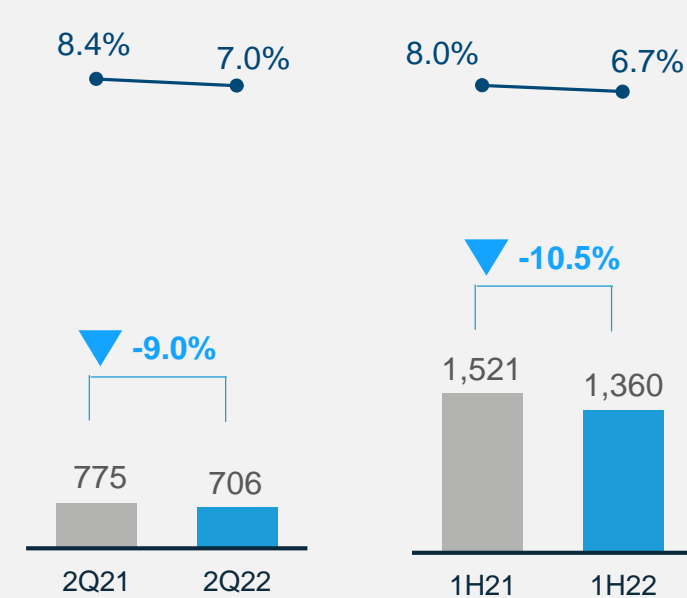
Selling, General and Administrative Expenses

Amounts in R\$ MM



Adjusted EBITDA¹

Amounts in R\$ MM



— Net Revenue %

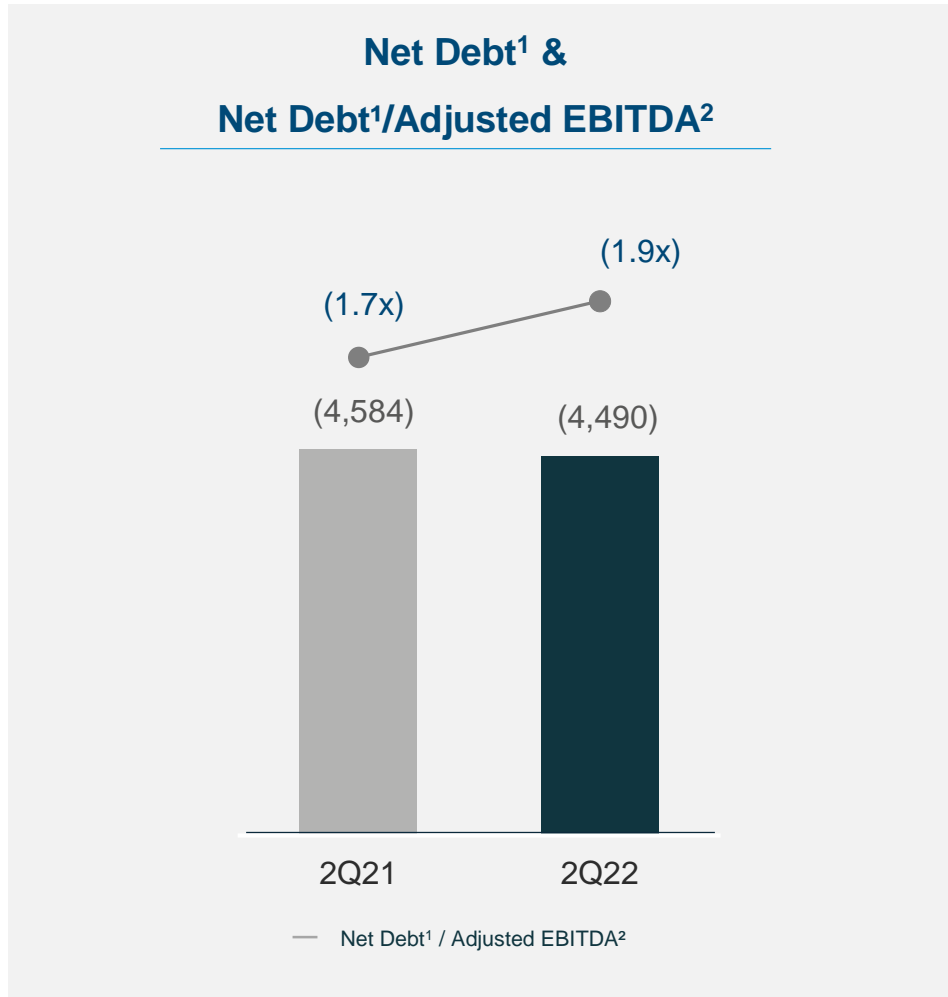
— Adjusted EBITDA Margin

- Consolidated financial performance considers all of GPA Brazil operations + Grupo Éxito
- The group's consolidated net sales revenue totaled R\$10.1 billion in 2Q22 (+9.3% YoY). Brazil represented 41.4%, Colombia 44.1%, Uruguay 9.7% and Argentina 4.8%

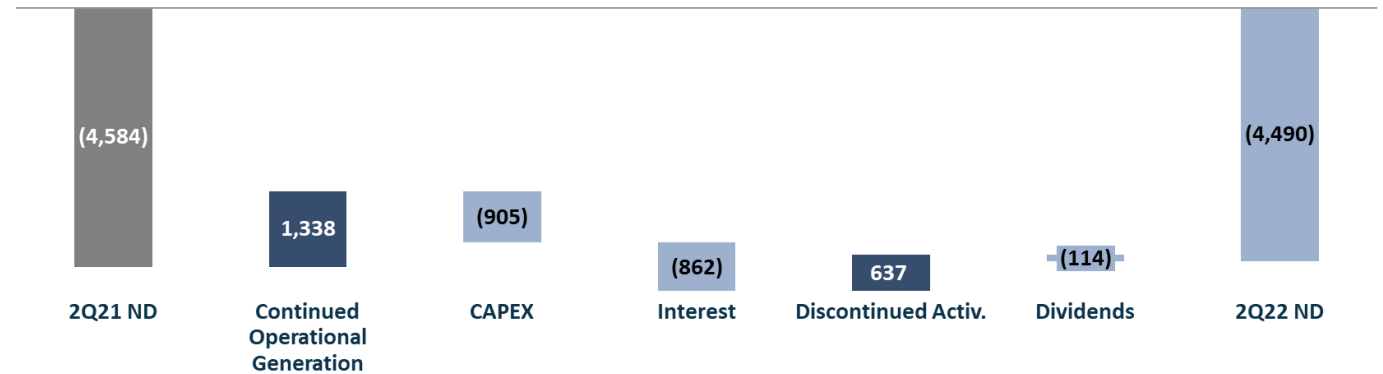
- In the quarter, we recorded an Adjusted EBITDA Margin of 7.0% with a decrease of 140 bps vs 2Q21, mainly explained by the increase of inflation and impacts on the commercial margin in Brazil, partially offset by the improvement in the indicator at Grupo Éxito
- Selling, General and Administrative Expenses reached 18.8% of net revenue in 2Q22, in line with 1Q22

¹ - Earnings before interest, taxes, depreciation and amortization adjusted by Other Operating Income and Expenses

Maintaining the low leverage level – Consolidated



Evolution of Net Debt – Pro Forma (R\$ million)



Low leverage level: Net debt¹/Adjusted EBITDA² of 1.9x in 2Q22

Solid cash position of R\$3.9 billion

Extra Hiper Transaction: expected cash entry of R\$2.9 billion until 2024

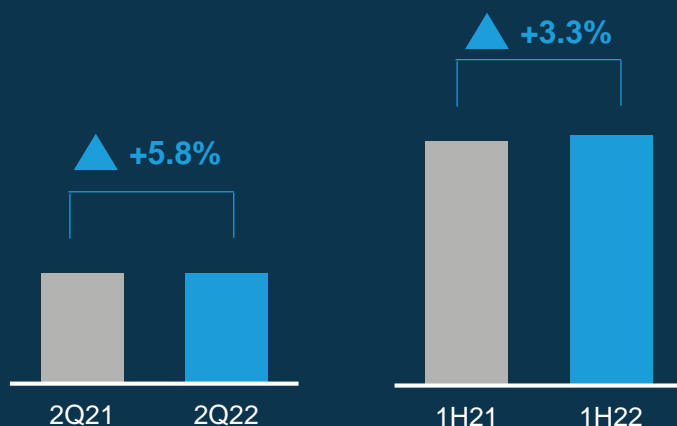
Operating Cash Flow of R\$1.3 billion in the perimeter of New GPA Consolidated³

Financial Performance New GPA Brazil¹ Pro Forma



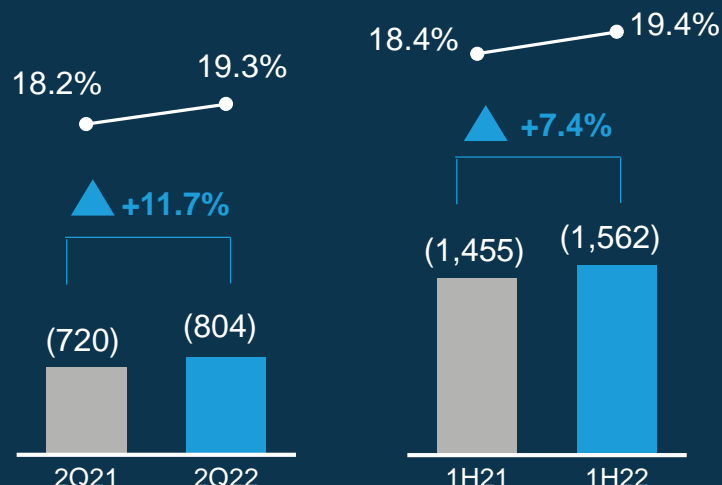
Same-Store Sales

GPA Brazil (ex-gas stations, hypermarkets and drugstores)



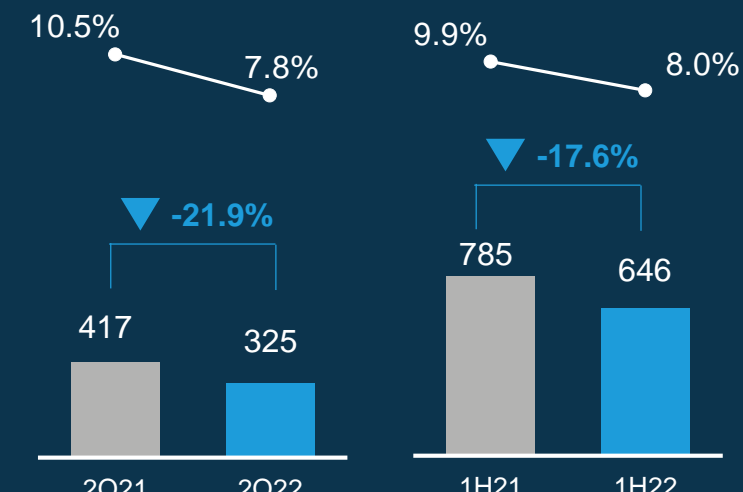
Selling, General and Administrative Expenses

Amounts in R\$ MM



Adjusted EBITDA²

Amounts in R\$ MM



— Net Revenue %

— Adjusted EBITDA Margin

- The **total sales of GPA Brasil¹** totaled **R\$4.4 billion in 2Q22**, with same-store basis 5.8% higher than 2Q21, excluding gas stations
- **Selling, General and Administrative Expenses** had an increase of 11.7% vs 2Q21. In 2Q22 VG&A represented 19.3% of net revenue, 20bps better vs 1Q22

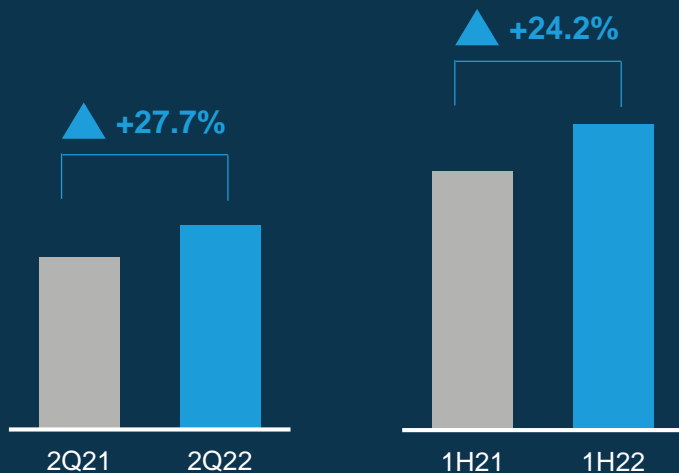
- **Adjusted EBITDA totaled R\$325 million** in 2Q22, 21.9% lower compared to 2Q21, with a margin of 7.8% (-270 bps YoY). With a **bigger focus on the most profitable formats and our expansion and conversion plan**, we expect a dilution of fixed costs in the coming quarters and consequently an **evolution in our profitability margin**

Financial Performance Grupo Éxito



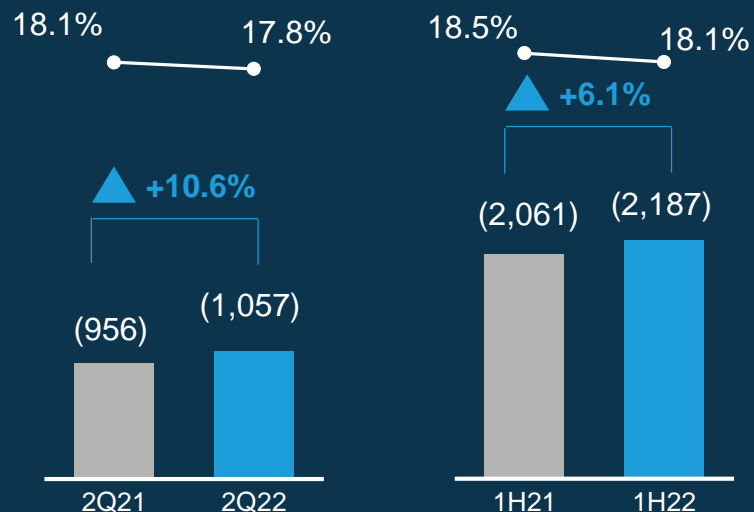
Same-Store Sales

Grupo Éxito
Amounts in constant currency



Selling, General and Administrative Expenses

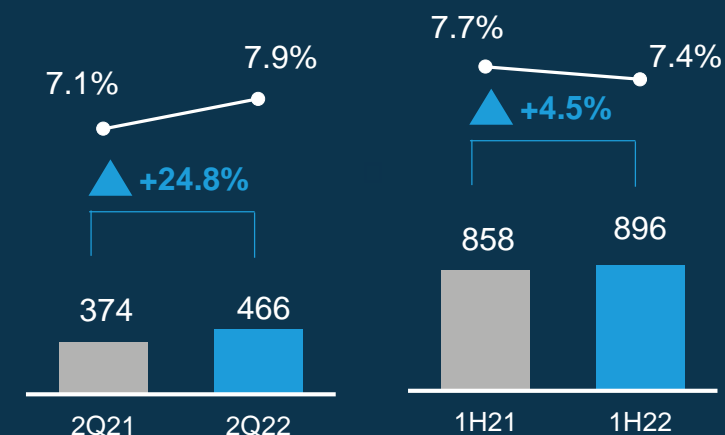
Amounts in R\$ MM



— Net Revenue %

Adjusted EBITDA¹

Amounts in R\$ MM



— Adjusted EBITDA Margin

- The **total sales of Éxito** totaled **R\$6.6 billion in 2Q22**, increase of **12.5%** compared to 2Q21. **Same-store sales growth was 27.7%** vs 2Q21 (in constant currency)
- **Significant growth in Colombia** explained by the gain in volume and better performance of innovative and complementary formats. **In Uruguay, gain in omnichannel participation and growth in Argentina above inflation** driven by an increase in traffic and greater contribution from the real estate business

- Gross Merchandise Volume (GMV) reached **R\$651 million in 2Q22** (+24.4% YoY in constant currency), with online penetration of 9.9% of sales
- The **Adjusted EBITDA of 2Q22 totaled R\$466 million** with a margin of 7.9%, 80 bps higher vs 2Q21, driven by a consistent strategy, focusing on innovation, omnichannel and business ecosystem development



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ESG

2Q22 Sustainability Agenda



GPA Brazil

Fight against climate change



Sustainability Week discussed topics such as climate change, food waste, sustainable supply chains, ethics and compliance in **7 events** with the participation of **more than 1,800 employees**

Promotion of diversity and inclusion



Conclusion of the **Development Program for Blacks**, with the participation of **130 employees** and the beginning of a new training program **exclusively for Black Women, with 70 employees**. As a result, we ended 2Q22 with **54% of Black employees and 39.3% Black in leadership positions**

Social impact



Fundraising of **R\$2 million** in partnership with **Movimento Arredondar**, benefiting 11 social institutions that work in the causes of food and education for people in social vulnerability

Grupo Éxito

Fight against climate change



408 tons of post-consumer waste recycled by 2Q22, 39% more than in the same period of 2021. This waste, in addition to being recycled, is a **source of funds for Fundación Éxito projects**

Promotion of diversity and inclusion



Grupo Éxito celebrated the LGBTQIA+ Pride Month for the second year and in this month 3 training programs were held: i) ABC of sexual diversity; ii) legal protection for the LGBTQIA+ community; and iii) training associated to the fight against micro-aggressions. **Around 1,700 people were impacted by these programs**

Social impact



36,184 children benefited until June/2022 in the Fundación Éxito program associated to the **fight against chronic child malnutrition** in children up to 5 years old. The number of beneficiaries **increased by 51% compared to 1Q22** and it is in line with the year's target of reaching 60,000 children by the end of 2022



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**Final
Messages**

Company's Priorities

GPA Brazil

- **Structural growth of the top line** with a focus on assortment, breakage and disruption (On-shelf Availability - OSA)
- Structured advance in **NPS**
- **Expanding our multichannel model** across all flags
- **Expansion plan and conversion of stores**
- **Improvement of the business** and follow-up **profitability model**
- **ESG with greater focus on market commitments**

Grupo Éxito

- Growth through **innovation, omnichannel participation and complementary businesses**
- **ESG with greater focus** and follow-up **on market commitments**





Q&A

www.gpari.com.br

