



# EARNINGS RELEASE

## 4Q22

February 27, 2023

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# RELEASE OF EARNINGS 4Q22



Conference call about  
the 4Q22 Earnings

São Paulo, February 27, 2023

GPA [B3: PCAR3; NYSE: CBD] announces the results for the 4th quarter of 2022 (4Q22).

As a result of the process of discontinuing hypermarket activities, as disclosed in the material facts or notice to the market on October 14 and December 16, 2021, February 24, and April 13, 2022, the activities of Extra hypermarkets are treated as discontinued activities. Additionally, as of 4Q22, as a result of the process of segregating the businesses of GPA and Almacenes Éxito S.A. (“Éxito”), as disclosed in the material facts on August 10, September 5, and December 30, 2022, and January 9, 2023, Éxito’s activities are now treated as discontinued activities.

Hence, net sales as well as the other result items were retrospectively adjusted, as established by IFRS 5/CPC 31, approved by CVM Resolution No. 598/09 – Noncurrent assets held for sale and discontinued operations.

The comments below concern the result of ongoing operations. Comparisons are with the same period in 2021 unless stated otherwise. The results include the effects of IFRS 16/CPC 06 (R2) unless stated otherwise.

In the tables and comments below, we will highlight, as indicated, the information on Éxito excluding the effects of IFRS 5/CPC 31 (“Éxito before IFRS 5”) on a managerial basis, with the aim of favoring the comparison with the previous periods of 2022 and 2021.

## Consolidated result<sup>1</sup>

- **Total consolidated gross revenue<sup>1</sup>** from operations reached **R\$ 13.1 billion in 4Q22**, remaining in line with 4Q21. In 2022, total gross sales were R\$ 46.9 billion;
- **Consolidated Adjusted EBITDA<sup>1</sup>** totaled **R\$ 835 million in 4Q22 with an Adjusted EBITDA margin of 7.0%**. In 2022, Consolidated Adjusted EBITDA reached R\$ 2.9 billion;
- **Consolidated Net Profit (Loss)<sup>1</sup>** from operations **R\$ (1.1) billion** in 4Q22, impacted by R\$ (956) million of exceptional elements, adjusted by these elements, **consolidated normalized Net Profit (Loss) was R\$ (146) million**.

## In Brazil, sequential improvement in same-store sales growth versus 3Q in addition to expansion acceleration

- GPA Brazil’s gross revenue in the continued perimeter, excluding gas stations, totaled **R\$ 4.9 billion in 4Q22**, a 16.8% and 7.3% growth on the same-store concept versus the same period in 2021, as a result of the continuous focus on the six strategic pillars targeting on “do the basics well” and on store openings in the period. **Same-store growth showed improvement in the Pão de Açúcar, Mercado Extra, Compre Bem banners** and maintained **strong double-digit growth in Proximity** compared to 3Q22. **E-commerce sales totaled R\$ 448 million in 4Q22, a 7.0% growth versus 4Q21**, excluding sales from discontinued hypermarkets in 2021. Therefore, the online sales penetration was 10.5%;
- The **pro forma<sup>2</sup> Adjusted EBITDA margin was 6.1%**, explained by the impact of higher food inflation on gross profit, despite good control of expenses with a reduction of 220 bps in % of net revenue. In 2022, the pro forma Adjusted EBITDA margin was 7.0%;
- Solid financial leverage, with net debt<sup>3</sup> / LTM EBITDA<sup>3</sup> of 2.3x at the end of the quarter, with a cash position of R\$ 3.8 billion, corresponding to 3.7x the Company’s short-term debt.

<sup>1</sup> The consolidated income considers profit and loss of the operations of GPA Brazil, the operations of Grupo Éxito Pre IFRS 5 (Colombia, Uruguay, and Argentina), other businesses (Stix Fidelidade, Cheftime, and James Delivery), and the equity income of Cdiscount.

<sup>2</sup> Pro forma results do not include results from other businesses (Stix Fidelidade, Cheftime and James Delivery) and EBITDA margin adjusted by Other Operating Income and Expenses.

<sup>3</sup> Net Debt / EBITDA post-IFRS-16.

Tuesday  
**February 28, 2023**  
10:00 a.m. (Brasília)  
08:00 a.m. (NY)  
01:00 p.m. (London)

 **Portuguese (original language)**  
Videoconference: [www.gpari.com.br](http://www.gpari.com.br)

 **English (simultaneous translation)**  
Videoconference: [www.gpari.com.br/en/](http://www.gpari.com.br/en/)

Replay: [www.gpari.com.br](http://www.gpari.com.br)

- GPA Brazil continues its profitability recovery process focused on three main lines of results: commercial margin, breakages and expenses. The process has been evolved satisfactorily and our goal is to reach an adjusted EBITDA margin between 8% and 9% in 2024.

### Continuous growth internationally

- Grupo Éxito recorded **strong double-digit same-store sales growth of 16.3% versus 4Q21** (in constant currency), growing in the 3 countries in which it operates, which is due to an increase of in-store traffic and the satisfactory performance of innovative formats. Omnichannel sales represented 9.5% of the total sales in 4Q22;
- **Grupo Éxito achieved an Adjusted EBITDA margin of 8.6% in 4Q22**, a decrease of 200bps compared to 4Q21. In addition to the strong comparison base with 4Q21, benefiting from one more special dates (non-VAT days) compared to 4Q22, the margin retraction was impacted by: (i) lower level of revenue in the group's other businesses (mainly Tuya finance); (ii) higher level of inflation in the regions, impacting the SG&A dilution (loss of efficiency) in the quarter; and (iii) approximately 100 bps explained by non-recurring effect, with the adjustment of the inventory balance.

## Consolidated GPA

### Accelerated sales growth in Brazil

In order to facilitate the comparison with the previous periods of 2022 and 2021, in the tables below we indicate the income of the consolidated operation and, in the highlighted columns, the adjustments for the consolidated income with Grupo Éxito before IFRS 5. As of 4Q22, the consolidated income will consider Grupo Éxito in discontinued operations (IFRS 5/CPC 31).

R\$ million, except when indicated	GPA Consolidated <sup>(1)</sup>			GPA Consolidated <sup>(1)</sup>			GPA Consolidated <sup>(1)</sup>	
	4Q22	Éxito Before IFRS 5	Adjusted 4Q22	4Q21	Éxito Before IFRS 5	Adjusted 4Q21	Δ	Adjusted Δ
Gross Revenue	5,295	7,846	13,141	4,725	8,419	13,144	12.1%	0.0%
Net Revenue	4,900	6,959	11,859	4,424	7,541	11,966	10.7%	-0.9%
Gross Profit	1,107	1,770	2,876	1,202	2,001	3,203	-7.9%	-10.2%
Gross Margin	22.6%	25.4%	24.3%	27.2%	26.5%	26.8%	-4.6 p.p.	-2.5 p.p.
Selling, General, and Administrative Expenses	(852)	(1,189)	(2,041)	(915)	(1,216)	(2,131)	-6.8%	-4.2%
% of Net Revenue	17.4%	17.1%	17.2%	20.7%	16.1%	17.8%	-3.3 p.p.	-0.6 p.p.
Other Operating Revenue (Expenses)	(315)	(171)	(486)	(29)	(78)	(107)	994.3%	355.3%
Adjusted EBITDA <sup>(2)</sup>	236	599	835	316	802	1,118	-25.2%	-25.3%
Adjusted EBITDA Margin <sup>(2)</sup>	4.8%	8.6%	7.0%	7.1%	10.6%	9.3%	-2.3 p.p.	-2.3 p.p.
Net Income Controlling Shareholders - Continued Operations	(272)	(307)	(579)	282	153	435	-196.6%	-233.1%
Net Margin Controlling Shareholders - Continued Operations	-5.6%	-4.4%	-4.9%	6.4%	2.0%	3.6%	-12.0 p.p.	-8.5 p.p.
Net Income Controlling Shareholders - Discontinued Operations <sup>(3)</sup>	(830)	307	(523)	495	(153)	341	-267.8%	-253.2%
Net Income Controlling Shareholders Consolidated	(1,102)	0	(1,102)	777	(0)	777	-241.9%	-241.9%

(1) The consolidated considers profit and loss of the continued operations of GPA Brazil, Éxito Group before IFRS 5, other businesses (Stix Fidelidade, Cheftime, and James Delivery), and the equity income of Cdiscount

(2) Operating income before interest, taxes, depreciation, and amortization. Adjusted for Other Operating Revenue (Expenses)

(3) Includes the results from hypermarkets and Grupo Éxito operations (Colombia, Uruguay, and Argentina)

R\$ million, except when indicated	GPA Consolidated <sup>(1)</sup>						GPA Consolidated <sup>(1)</sup>	
	2022	Éxito Before IFRS 5	Adjusted 2022	2021	Éxito Before IFRS 5	Adjusted 2021	Δ	Adjusted Δ
Gross Revenue	18,531	28,337	46,868	17,398	27,264	44,662	6.5%	4.9%
Net Revenue	17,321	25,176	42,496	16,298	24,357	40,655	6.3%	4.5%
Gross Profit	4,302	6,387	10,689	4,356	6,291	10,648	-1.3%	0.4%
Gross Margin	24.8%	25.4%	25.2%	26.7%	25.8%	26.2%	-1.9 p.p.	-1.0 p.p.
Selling, General, and Administrative Expenses	(3,296)	(4,493)	(7,789)	(3,268)	(4,263)	(7,531)	0.9%	3.4%
% of Net Revenue	19.0%	17.8%	18.3%	20.1%	17.5%	18.5%	-1.1 p.p.	-0.2 p.p.
Other Operating Revenue (Expenses)	(435)	(172)	(607)	(169)	(136)	(305)	157.1%	99.1%
Adjusted EBITDA <sup>(2)</sup>	897	1,959	2,856	1,162	2,153	3,315	-22.8%	-13.9%
Adjusted EBITDA Margin <sup>(2)</sup>	5.2%	7.8%	6.7%	7.1%	8.8%	8.2%	-1.9 p.p.	-1.5 p.p.
Net Income Controlling Shareholders - Continued Operations	(863)	(174)	(1,036)	158	371	529	-646.1%	-295.9%
Net Margin Controlling Shareholders - Continued Operations	-5.0%	-0.7%	-2.4%	1.0%	1.5%	1.3%	-6.0 p.p.	-3.7 p.p.
Net Income Controlling Shareholders - Discontinued Operations <sup>(3)</sup>	691	174	864	644	(371)	274	7.2%	216.0%
Net Income Controlling Shareholders Consolidated	(172)	0	(172)	802	(0)	802	-121.4%	-121.4%

(1) The consolidated considers profit and loss of the continued operations of GPA Brazil, Éxito Group before IFRS 5, other businesses (Stix Fidelidade, Cheftime, and James Delivery), and the equity income of Cdiscount

(2) Operating income before interest, taxes, depreciation, and amortization. Adjusted for Other Operating Revenue (Expenses)

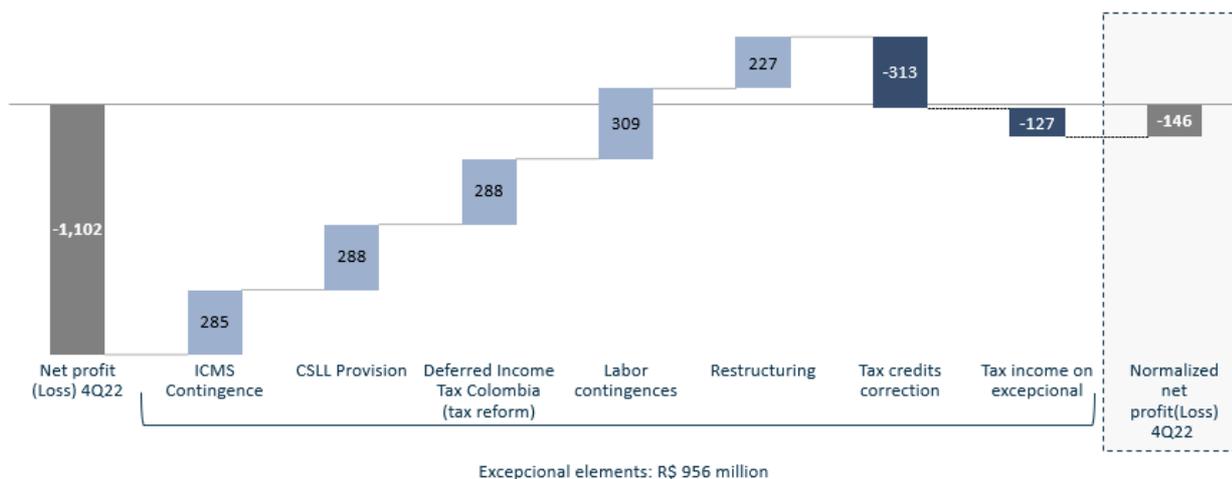
(3) Includes the results from hypermarkets and Grupo Éxito operations (Colombia, Uruguay, and Argentina)

## Exceptional elements in 4Q22

In 4Q22, there was the recognition of exceptional elements that impacted the consolidated net income from continued and discontinued operations by R\$ (956) million. The consolidated normalized Net Profit (Loss), excluding these exceptional elements is R\$ (146) million in continued and discontinued operations, and R\$ (19) million only in continued operations. Below the exceptional elements detail:

- R\$ (285) million related to the reassessment of possible ICMS (State Goods and Services Tax) contingencies.** In October 2022, the STF (Brazilian Supreme Court) did not receive an appeal discussing the right to ICMS credit on electric power from essential and productive sectors of the operation. After this decision, the Company reassessed the cases in which the same topic is being discussed;
- R\$ (309) million refers to the complement of the balance of labor contingencies,** with the update of the assumptions considering the amount of the most recent convictions. Additionally, we emphasize that, despite the complementation of the balance, a downward trend in new labor claims has been observed since July/22 as a decrease in the balance of labor portfolio since 3Q22.
- R\$ (227) million related to restructuring expenses,** as follows: (i) expenses with the restructuring and resizing project of the headquarters and stores; (ii) Éxito's expenses with restructuring and pain off project (discontinued); and (iii) restructuring, terminations, and demobilizations in hypermarket operations (discontinued);
- R\$ 313 million impact on financial income** related to monetary correction on tax credits;
- R\$ (161) million impact on income tax,** of which: (i) R\$ 127 million are related to a 25% income tax rate on items (a), (b), (c), and (d) above; and (ii) R\$ (288) refer to the impact of the tax reform in Colombia, with an increase in the tax rate related to occasional gains (*ganancia ocasional*) from 10% to 15% and, consequently, an impact on the deferred income tax of Grupo Éxito's operation;
- R\$ (288) million related to Social Contribution on profits provision (CSLL)** after STF decision for limiting the res judicata and modulated its effects to reach the triggering events from September 2007. The provision value considers the previous five years (2018-2022) as the period between 2007 and 2017. The provision value of R\$ 288 million considers: (i) R\$ (600) million as principal, penalty and interest; and (ii) less R\$ 312 million of credits related to negative base reassessment, temporary differences and taxes over foreign profit.

The following bridge shows the impacts of the exceptional elements that occurred in 4Q22 on net income consolidated:



## Message from the CEO

The year 2022 was a year of consolidation of the guidelines for the “New GPA”, a company that emerged as a result of the decision to close the hypermarket model, now focusing on premium supermarket operations, proximity stores, and multichannel. It was a year dedicated to revisiting our strategy, reviewing internal structures and processes, and initiating a turnaround work, which is still ongoing, with the aim of resuming our position as a reference in the premium segment of national food retail, with a profitable and sustainable operation.

Based on the guideline of having the customer at the center of our decisions and being where he/she is – the business strategy was defined based on six pillars: Top line, or structured increase in our revenues; Service excellence, measured by the NPS (Net Promote Score); Digital, with advances in multichannel; Store expansion and conversion; Profitability, taking care of breakages, expenses, and margins; and ESG and Culture, with the delivery of environmental, social, and governance commitments, valuing diversity, and having culture as the great foundation of an entire work of transformation.

2022 was marked by the resumption of organic store growth: there were 18 new Pão de Açúcar units already in the Generation 7 format, focused on improving the shopping experience of trade receivables; and other 44 Proximity stores were opened. We ended the year with a record opening of 72 units (between new and converted), as part of our goal of opening 300 new stores in three years.

The process to resume our brands’ strengths, such as musicality and well-being for Pão de Açúcar, was also an important milestone of the period, with the resumption of sports and cultural actions that rescue the brand’s visibility and the emotional bond with consumers.

During the year, we also made important advances in innovation and digitalization, with the evolution of the Pão de Açúcar and Clube Extra apps to become the main contact hub for our trade receivables; the incorporation of James’ logistics engine into e-commerce, which allowed us to increase the percentage of deliveries performed on the same day from 40 to 70%; our progress with express deliveries in up to 30 minutes from proximity stores, in addition to working with our own channels, to be the best partner and the best purchase option at all points of contact with our trade receivables.

Another milestone in 2022 was the partnership with Google Cloud, the largest cloud journey project in Brazilian retail, ensuring faster integration of our processes and programs.

2022 was also marked by the strengthening of our commitments and different initiatives that encompass environmental, social, and governance aspects, fundamental for keeping a sustainable, diverse, and inclusive business. Even in a year of transition, with reflections on the profitability of the business, GPA Brazil proforma reached a net revenue of 17.3 billion and an adjusted EBITDA margin of 7%, expected to reach 8 to 9% in 2024. This demonstrates that we are on the way to consolidating an increasingly healthy business with sustainable results.

The year 2023 looks promising, considering the work we have already done. We know that we still have important obstacles to overcome in order to achieve excellence in service, win back the premium customers, and expand our results in a profitable and sustainable manner. We remain firm in our mission to reconnect with our essence and our commitment to the purpose of nurturing dreams and lives!

**Marcelo Pimentel**  
GPA’s CEO

**Notice/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.

# Sales Performance

## GPA BRAZIL

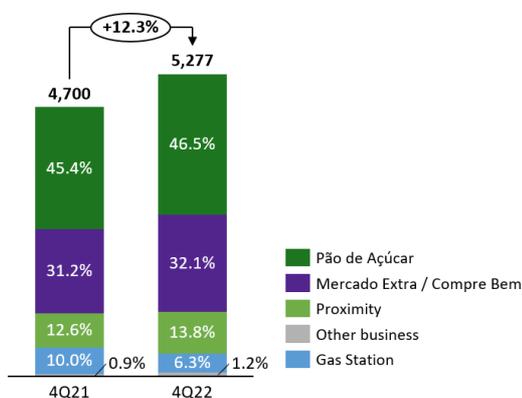
Same-store sales growth with evolution in the number of trade receivables and increased traffic in stores

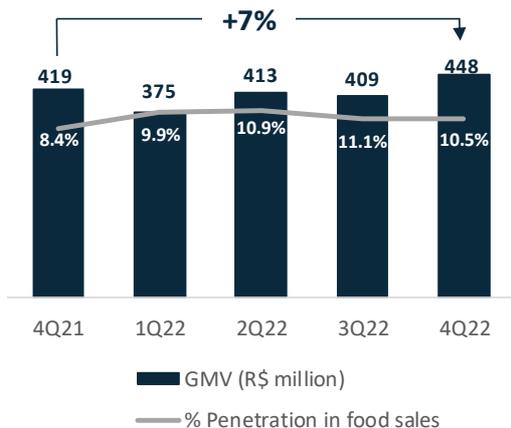
GROSS REVENUE (R\$ million)	4Q22/4Q21		
	Total Sales	% Total Stores	Same-Store Sales <sup>(3)</sup>
Pão de Açúcar	2,455	15.0%	6.7%
Mercado Extra / Compre Bem	1,694	15.5%	4.1%
Proximity	729	23.5%	17.3%
Other businesses <sup>(1)</sup>	65	62.3%	n.d.
<b>New GPA Brazil, excluding Gas Stations</b>	<b>4,943</b>	<b>16.8%</b>	<b>7.3%</b>
Gas Stations	333	-28.8%	-28.4%
<b>New GPA Brazil</b>	<b>5,277</b>	<b>12.3%</b>	<b>3.7%</b>
Other businesses <sup>(1)</sup> - Discontinued Operation	38	-17.7%	n.d.
<b>GPA Brazil<sup>(2)</sup></b>	<b>5,315</b>	<b>-33.0%</b>	<b>3.7%</b>

(1) Revenue mainly from the lease of commercial centers  
 (2) GPA Brazil does not include the results of Stix Fidelidade, Cheftime, and James Delivery  
 (3) To reflect the calendar effect, 60bps were reduced in 4Q22

Total sales of New GPA Brazil reached **R\$ 5.3 billion in 4Q22** and, excluding gas stations, R\$ 4.9 billion, resulting in a growth of 16.8%, driven by the converted hypermarket stores and the consistent resumption of customer flow in stores in recent quarters. In same-store sales, growth was 7.3% versus 4Q21, that also shows a sequential improvement versus 3Q22, which recorded same-store sales of 6.6%. **At the Pão de Açúcar banner**, same-store sales reached 6.7% in 4Q22 (versus 5.5% in 3Q22), boosted by the progress made in the strategy to increase penetration of perishables, as well as the strong growth in basic grocery items. **In the Proximity model**, we continued with double-digit same-store growth of 17.3%, explained by the increase in the flow of transit stores and a greater number of stores serving last miles partners. In the mainstream banners, **Mercado Extra and Compre Bem**, same-store sales growth was 4.1%, with an improvement over the previous quarter (+2.0% YoY), given the evolution in the growth of the Mercado Extra banner. In 4Q22, we still had a negative impact on same-store sales of **gas stations** due to the conversion of stores to cash and carry after the transaction with Assaí and the consequent reduction in the customer flow in the period that the stores remained closed for refurbishments, in addition to the 25% drop in fuel prices in 4Q22 versus 4Q21.

Sales from proximity format corresponded increased its participation in 120 bps versus 4Q21 (13,8% of the total gross sales), followed by Pão de Açúcar banner with +110 bps vs. 4Q21 (46,5% of total sales):





In e-commerce, the GMV was R\$ 448 million in 4Q22, growth of 7.0% versus 4Q21, excluding sales from hypermarkets in 4Q21. This growth is explained by a series of improvements, among them the increase in orders with same-day delivery, and the expansion of partnerships with external platforms, in addition to initiatives to gain efficiency in the operation and better customer experience.

## The six strategic pillars of the New GPA Brazil

Based on the company's six strategic pillars, below are the highlights for 4Q22. The Profitability and ESG pillars are described within their respective sections.

### Top-line: the roll-out of the new strategic guidelines in terms of assortment, pricing, and stockout reduction

In 2022, we had relevant advances in indicators that will support the acceleration of growth, and in the first half of 2023, we expect more benefits for the operation with the progress of the assortment review projects, store clustering, pricing, and category and inventory management.

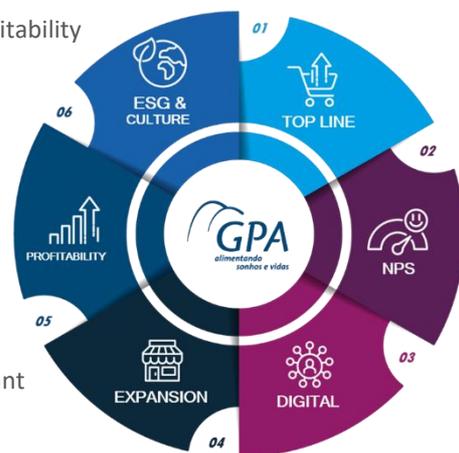
In line with the work already in progress, we observed improvements in some important indicators in the quarter:

- 60% of Pão de Açúcar stores were remodeled for the G7 concept;
- Reduction of our stockout level by 110bps compared to 4Q21;
- An increase of 290bps in the share of perishables in total sales versus 4Q21. At the Pão de Açúcar banner, an increase of 420bps versus 4Q21, reaching a share of 47.9% in 2022.

In the first half of 2023, we will move forward with the roll-out of the assortment review, store clustering, pricing, and category and inventory management projects. In the pilots carried out during 4Q22, we achieved promising results and renewed our confidence in the potential for accelerating same-store growth, improving stockouts and losses, and, above all, benefiting our customer experience.

Also in this quarter, we continued the development of the refresh project, which aims to improve the value proposition of perishables by re-reading the flow of goods and display of products in stores, bringing greater quality, variety, freshness, availability of products on display to the customer and improvement in profitability with the reduction of breakages. This project also includes: i) the readjustment of the assortment (one-third of this readjustment has already been completed, with the conclusion expected by the end of 1Q23); and ii) in-store employee training – in progress and expected to be completed in 1Q23. As a result, we expect to achieve our goal of increasing our share of the perishables category in total sales, reaching 53%.

We also highlight Stix, GPA's loyalty coalition platform in partnership with Raia Drogasil, that brings together the brands Pão de Açúcar, Extra, Droga Raia and Drogasil. The partnership ended 2022 with four million customers and the entry of two new brands: Sodimac and Polishop. In 2022, 91% of customers activated the program, with



62% of customers used it with two or more partners. There were 18.1 billion points redeemed, of which 75% in GPA. It should be noted that 85% of the points redeemed at GPA were used as a form of payment (“Stix no caixa”) in stores, demonstrating the platform's strong loyalty potential.

### **NPS: maximize customer satisfaction**

**Trade receivables responded positively to the advances in our strategic plan, resulting in a relevant improvement of 20 points in the global NPS of our banners when comparing 4Q22 to 1Q22.**

To mitigate the detractors of our NPS and improve the experience of our trade receivables in our stores, we initiated a complete action plan to improve our NPS, including a stockout reduction plan, polyvalence training, and the implementation of self-checkout. In the quarter we implemented self-checkouts in 48 stores and at the end of 4Q22, we had self-checkouts in 82% of supermarket stores and 32% of proximity stores.

With these initiatives, we observed an **evolution of 20 points in our NPS** in comparison with the beginning of 2022, with significant gains being observed in the two main supermarket banners of the group: Pão de Açúcar and Mercado Extra.

### **Digital: to be the best shopping experience on our own channels and to be the best partner and the best purchase option on marketplaces**

**In 2022, e-commerce grew by 15% versus 2021, with significant improvements in the level of service**

We are leaders in food delivery in Brazil, with R\$ 1.7 billion in sales in 2022, 50% of which are made through our own e-commerce (1P). We have more than 600 stores with digital operations, more than 130 start-ups working in the GPA ecosystem, and approximately 30 million trade receivables registered in our base. In addition, 85% of our sales are identified and approximately 70% of our sales are delivered on the same day (same-day delivery).

To sustain our digital growth we are focused: i) on increasing assortment, especially in perishables; ii) on greater availability of delivery times; and iii) on fast delivery. In line with these initiatives, in 4Q22 we had as a highlight:

- Delivery from 60 minutes on (“Pra Já”) available in 200 stores;
- Improved same-day delivery from 40% to 70% of orders in 2022;
- Acceleration of the express delivery operation (up to 30 minutes) in 62 of the proximity stores in partnership with Ifood;
- Expansion of the partnership with Magazine Luiza and entry into operations with Shopee and iFood Shopping;
- Increase of 274 thousand monthly active users on the App between 4Q22 and 3Q22, reaching 1.2 million monthly active users.

### **Expansion: 300 new stores focused on increasing the capillarity of proximity banners**

**In 2022, we opened 72 stores, with 39 new stores in 4Q22. For 2023, we expect to open more than 110 stores**

For the Minuto Pão de Açúcar banner, which already has a mature format with greater capillarity potential, our expansion plan foresees the densification of the city of São Paulo and the metropolitan region in more verticalized regions. They are high-quality points, with rapid maturation and performance, in addition to being focused on the A/B public.

At the Pão de Açúcar banner, our expansion strategy captures cities with high unused premium potential, in addition to prioritizing regions with a strong brand presence, focusing on capturing potential in large centers in the countryside of the state of São Paulo and in some centers of the Northeast region (Nordeste). Our expansion plan provides for the opening of 300 new stores by 2024, 50 of which are in the supermarket format and 250 in the proximity format.

**In 4Q22, we opened 29 new stores under the Minuto Pão de Açúcar banner and 4 under the Pão de Açúcar banner, in addition to 6 openings under the Mini Extra banner, totaling 39 new stores in the quarter, ending 2022 with 72**

new stores. For 2023, we already have 55 folders approved (approximately 50% of the forecast pipeline for the year) and another 58 in the approval phase.

Regarding the Pão de Açúcar refurbishment for the G7 model, we **refurbished 24 stores in 4Q22**. Of the current store network, we have 60% under the G7 model and, given the greater share of perishables in this model, these stores have higher sales and margins than the non-renovated stores. The forecast is that by the end of the 2023, we will have 100% of the park refurbished.

The new Pão de Açúcar stores are created with the G7 concept, with a completely revitalized consumer experience and customer flow, based on four pillars: Experimental, Exclusive, Social, and Fluid. G7 stores value digital integration into the purchase process, upon the commitment to be increasingly multichannel, offering the customer the choice to buy wherever and however they prefer, whether in stores, on the website, or on the Pão de Açúcar Mais app, which offers exclusive and personalized discounts, which can be used at the time of purchase.

The new Minuto Pão de Açúcar stores were created to be an extension of our trade receivables pantry and are notable for the premium shopping experience, which adapts the assortment of the neighborhoods where the units are located, attending to the clients's needs and wishes anytime, through stores or digital channels. The model enhance the human relations within affinity link with our customers.

## GRUPO ÉXITO

Sixth consecutive quarter of double-digit growth with strong sales performance in all three countries of operation

GROSS REVENUE (R\$ million)	4Q22/4Q21			
	Total Sales	% Total Stores	% Total Stores Constant Currency	Same-Store Sales <sup>(1)</sup> Constant Currency
Grupo Éxito	7,846	-6.8%	17.9%	16.3%
Colombia	5,621	-12.2%	12.7%	12.1%
Uruguay	1,558	21.2%	14.8%	13.7%
Argentina	668	-8.9%	113.0%	95.0%

(1) Same-store concept performance considering growth at constant exchange rates. To reflect the calendar effect, in 4Q22 -30bps was added in Grupo Éxito (-50bps in Colombia, -40bps in Uruguay and 110bps in Argentina)

Grupo Éxito showed a solid sales performance in 4Q22, reaching the sixth consecutive quarter with double-digit growth in same-store sales at constant exchange rates, reaching 16.3% in 4Q22. Gross revenue, after conversion into Reais, totaled R\$ 7.8 billion in the quarter and showed a decrease in **total stores of -6.8% YoY**, explained by the strong impact of the depreciation of the Colombian peso versus the real in the period (-22%).

### COLOMBIA

Despite the strong comparison base with 4Q21, which was benefited by one extra special dates (non-VAT days) vs. 4Q22, the growth above inflation in the quarter was mainly driven by the positive trend in the food category. **In same-store sales, growth was 12.1%** versus the same period of the previous year. Emphasis on the solid performance of the cash & carry business in the quarter. The **share of omnichannel sales in the country grew by 50bps** versus 4Q21 and remained in line versus 3Q22, reaching 11.9%.

### URUGUAY

Significant growth of Fresh Market stores (+17.2% YoY), with a high share of sales (52.9%). **Same-store sales grew 13.7%** in the quarter.

### ARGENTINA

**Sales growth above inflation** (which was approximately 76% in the quarter) reflects the increase in-store traffic, satisfactory performance of commercial centers, and consolidation of the real estate business in the country.

For further information on the results of Grupo Éxito, please find below the link to the released earnings: <https://www.grupoexito.com.co/en/financial-information>

## Financial Performance

### GPA BRAZIL

We have two views for GPA Brazil's result, for a better analysis of our businesses: the accounting view and the pro forma view. In applying IFRS5/CPC 31 "Noncurrent Assets Held for Sale and Discontinued Operations", related to the operation of hypermarkets, certain expenses recorded in the Gross Profit, Selling, General, and Administrative Expenses cannot be reclassified to net income of the discontinued operations in accounting since they are only partially related to discontinued operations. Hence, this proration was made for "pro-forma" purposes only and must cease as the expenses reach their new recurring level.

R\$ million, except when indicated	GPA Brazil <sup>(1)</sup>					
	4Q22	4Q21	Δ	2022	2021	Δ
Gross Revenue	5,277	4,700	12.3%	18,452	17,317	6.6%
Net Revenue	4,883	4,401	10.9%	17,250	16,228	6.3%
Gross Profit	1,090	1,179	-7.5%	4,228	4,297	-1.6%
Gross Margin	22.3%	26.8%	-450 bps	24.5%	26.5%	-200 bps
Selling, General, and Administrative Expenses	(830)	(887)	-6.5%	(3,208)	(3,126)	2.6%
% of Net Revenue	17.0%	20.2%	-320 bps	18.6%	19.3%	-70 bps
Equity Income	10	6	48.6%	44	47	-7.6%
Adjusted EBITDA <sup>(2)</sup>	296	325	-8.9%	1,160	1,350	-14.1%
Adjusted EBITDA Margin <sup>(2)</sup>	6.1%	7.4%	-130 bps	6.7%	8.3%	-160 bps

(1) GPA Brazil does not include results from other businesses (Stix Fidelidade, Cheftime, and James Delivery)

(2) Earnings before interest, taxes, depreciation, and amortization. Adjusted for Other Operating Revenue (Expenses)

### GPA BRAZIL – PRO-FORMA

R\$ million, except when indicated	GPA Brazil <sup>(1)</sup>					
	4Q22	4Q21	Δ	2022	2021	Δ
Gross Revenue	5,277	4,700	12.3%	18,452	17,317	6.6%
Net Revenue	4,883	4,401	10.9%	17,250	16,228	6.3%
Gross Profit	1,090	1,178	-7.5%	4,247	4,291	-1.0%
Gross Margin	22.3%	26.8%	-450 bps	24.6%	26.4%	-180 bps
Selling, General, and Administrative Expenses	(830)	(845)	-1.8%	(3,192)	(3,049)	4.7%
% of Net Revenue	17.0%	19.2%	-220 bps	18.5%	18.8%	-30 bps
Equity Income	10	6	48.6%	44	47	-7.6%
Adjusted EBITDA <sup>(2)</sup>	297	368	-19.4%	1,200	1,427	-15.9%
Adjusted EBITDA Margin <sup>(2)</sup>	6.1%	8.4%	-230 bps	7.0%	8.8%	-180 bps

(1) GPA Brazil does not include results from other businesses (Stix Fidelidade, Cheftime, and James Delivery)

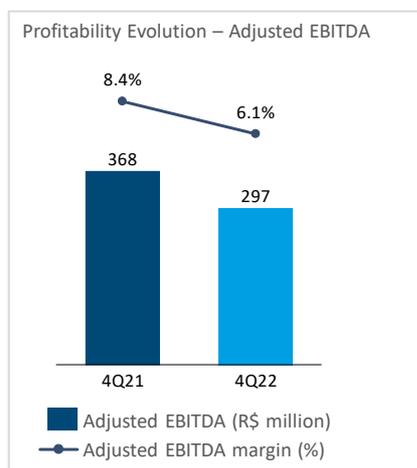
(2) Earnings before interest, taxes, depreciation, and amortization. Adjusted for Other Operating Revenue (Expenses)

**Gross Profit** at GPA Brazil totaled R\$ 1.1 billion in the quarter and gross margin of 22.3%, a decrease of 450bps compared to 4Q21, mainly explained by the high double-digit food inflation with an impact on the cost of goods, labor and logistics to supply the stores, in addition to the fact that not the entire inflation on the period was passthrough to sale price.

**Selling, General and Administrative Expenses** totaled R\$ 830 million in the quarter, a decrease of 1.8% when compared to the same period in 2021. In relation to net revenue, it accounted for 17.0%, a dilution of 220 bps versus

4Q21. This dilution is concentrated in the line of general and administrative expenses with the restructuring carried out at the headquarters after the hypermarket transaction and at efficiencies captured in operating expenses. As a result, we reduced the percentage of general and administrative expenses/net revenue from 3.5% in 4Q21 to 2.8% in 4Q22 and we remain focused on continuing this dilution based on ongoing projects. Selling, general and administrative expenses totaled R\$ 3.2 billion in 2022, reaching 18.5% of net revenue.

**Equity Income** totaled R\$ 10 million in 4Q22, an increase of 48.6% versus 4Q21, reflecting the increase in revenue from FIC operations in the period. In 2022, equity income was R\$ 44 million.



As a result of the effects mentioned, GPA Brazil's **Adjusted EBITDA** was R\$ 297 million and Adjusted EBITDA Margin was 6.1%, with a reduction of 230 bps versus 4Q21 and in line with 3Q22. GPA Brazil's Adjusted EBITDA was R\$ 1.2 billion and an adjusted EBITDA margin of 7.0% in 2022. GPA Brazil continues its profitability recovery process focused on three main lines of results:

### 1) Commercial margin focusing on three initiatives:

- Negotiations with suppliers based on: (i) reviewing the assortment and strategic participation of categories in stores; (ii) the increase in the contribution to the cost of supply between DCs and stores; and (iii) the review of growth budgets in view of the expansion plan for new stores;
- Increased share of perishables, with the aim of increasing penetration of the Pão de Açúcar brand from 48% to 53%;
- Better balance of the promotional mix, with a reduction in promoshare and increased use of data intelligence to customize offers.

### 2) Reduction of breakages with a complete review of the merchandise management and assortment definition process:

- Review of the assortment and the role of the categories according to the customers' purchase journey;
- Improvement of store's supply by reducing the minimum order aligned to the assortment and cluster of each stores;
- Leadership with dedicated teams for managing merchandise within the store;
- Store processes supported by: technical training to managing perishables, security equipment to prevent theft and reinforcement of rotating inventories to ensure inventory reliability.

### 3) Expenses:

- Resizing of the headquarters/IT/DCs structures after hypermarkets transaction, with resizing of the teams in the corporate scope (100% already completed) and size reduction of four DCs;
- Productivity with new technologies, including in-store versatility training, and roll-out of self-checkouts in supermarket format;
- Zero-based budget, which encompasses all operating expenses;

- Dilution by expansion, through the opening of 300 new supermarkets and proximity stores from 2022 to 2024.

## GRUPO ÉXITO (before IFRS 5)

R\$ million, except when indicated (before IFRS 5)	Grupo Éxito					
	4Q22	4Q21	Δ	2022	2021	Δ
Gross Revenue	7,846	8,419	-6.8%	28,337	27,264	3.9%
Net Revenue	6,959	7,541	-7.7%	25,176	24,357	3.4%
Gross Profit	1,770	2,001	-11.6%	6,387	6,291	1.5%
Gross Margin	25.4%	26.5%	-1.1 p.p.	25.4%	25.8%	-0.4 p.p.
Selling, General and Administrative Expenses	(1,189)	(1,216)	-2.3%	(4,493)	(4,263)	5.4%
% of Net Revenue	17.1%	16.1%	1.0 p.p.	17.8%	17.5%	0.3 p.p.
Equity Income	(7)	(12)	-41.7%	(42)	10	-506.6%
Adjusted EBITDA <sup>(1)</sup>	599	802	-25.3%	1,959	2,153	-9.0%
Adjusted EBITDA Margin <sup>(1)</sup>	8.6%	10.6%	-2.0 p.p.	7.8%	8.8%	-1.0 p.p.

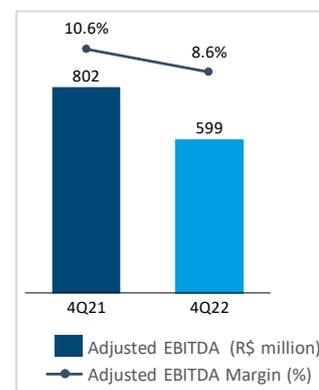
(1) Earnings before interest, taxes, depreciation, and amortization. Adjusted for Other Operating Revenue (Expenses)

Grupo Éxito's **Gross Profit** in 4Q22 totaled R\$ 1.8 billion (-11.6% YoY) with a margin of 25.4%, 110 bps lower versus 4Q21, the observed impact can be explained by the non-recurring effect, with the adjustment of the inventory balance.

**Selling, General and Administrative Expenses** totaled R\$ 1.2 billion in 4Q22, representing 17.1% of net revenue, an increase of 100 bps versus the same period in 2021, mainly due to higher inflation levels in the three countries in which it operates.

**Equity Income** totaled a loss of R\$ 7 million in 4Q22, which reflects the result of the 50% interest held in Puntos Colombia and in Tuya finance, with a higher level of provisions in the quarter (both joint ventures with Bancolombia).

The **Adjusted EBITDA** totaled R\$ 599 million in 4Q22, a decrease of 25.3% compared to 4Q21. The Adjusted EBITDA Margin was reduced by 200 bps compared to the same period of the previous year, reaching 8.6%, due to the impacts mentioned above.



## CONSOLIDATED OTHER OPERATING REVENUE (EXPENSES)

In the quarter, Other Income and Expenses reached R\$ (315) million, mainly impacted by exceptional elements that totaled R\$ (284) million and R\$ (31) million related mainly to contingencies. Below is a highlight of the exceptional elements that occurred in the quarter:

- (i) R\$ (132) million related to the reassessment of possible ICMS contingencies. In October 2022, the STF (Brazilian Supreme Court) did not receive an appeal discussing the right to ICMS credit on electric power from essential and productive sectors of the operation. After this decision, the Company reassessed the cases in which the same topic is being discussed;
- (ii) R\$ (99) million refers to the complement of the balance of labor contingencies, with the update of the assumptions considering the amount of the most recent convictions. Additionally, we emphasize that, despite the complementation of the balance, a downward trend in new labor claims has been observed since July/22 as a decrease in the balance of labor portfolio since 3Q22; and
- (iii) R\$ (53) million referring to expenses with the restructuring and resizing project of the headquarters and stores.

## CONSOLIDATED FINANCIAL RESULT

FINANCIAL RESULT (R\$ million)	Consolidated					
	4Q22	4Q21	Δ	2022	2021	Δ
Financial Revenue	306	91	236.4%	762	274	177.7%
Financial Expenses	(269)	(202)	33.0%	(1,119)	(580)	93.0%
Cost of Debt	(202)	(170)	18.6%	(863)	(441)	95.6%
Cost of Receivables Discount	(19)	(1)	1989.4%	(54)	(2)	2680.0%
Other financial expenses	(44)	(31)	39.8%	(195)	(136)	43.4%
Net exchange variation	(4)	0	-1806.2%	(8)	(1)	931.6%
<b>Net Financial Revenue (Expenses)</b>	<b>37</b>	<b>(111)</b>	<b>-133.2%</b>	<b>(357)</b>	<b>(305)</b>	<b>16.9%</b>
% of Net Revenue	0.8%	-2.5%	330 bps	-2.1%	-1.9%	-20 bps
Interest on lease liabilities	(109)	(83)	30.5%	(393)	(317)	23.9%
<b>Net Financial Revenue (Expenses) - Post IFRS 16</b>	<b>(72)</b>	<b>(195)</b>	<b>-63.1%</b>	<b>(750)</b>	<b>(622)</b>	<b>20.5%</b>
% of Net Revenue - Post IFRS 16	-1.5%	-4.4%	290 bps	-4.3%	-3.8%	-50 bps

Net financial result totaled R\$ 37 million for the quarter, equivalent to 0.7% of net revenue (versus -2.4% in 4Q21). Including interest on lease liabilities, the amount reached R\$ (72) million, representing -1.5% of net revenue. Financial revenue was impacted by an exceptional effect of R\$ 186 million in 4Q22, referring to the monetary correction of tax credits. Excluding this exceptionality, the financial result would be R\$ (258) million.

The main changes in the financial results for the quarter were:

- Financial revenue totaled R\$ 306 million and R\$ 120 million excluding exceptional effects (versus R\$ 91 million in 4Q21), mainly explained by the adjustment for inflation related to the assignment of Extra Hiper;
- Financial expenses (including the cost of receivables discount): shows a variation of R\$ (67) million (R\$ (269) million versus R\$ (202) million) due to the higher cost of debt with the CDI rate (Interbank Deposit Certificate) increase in the period.

## NET DEBT

INDEBTEDNESS (R\$ million)	Consolidated	
	12/31/2022	12/31/2021
<b>Short-Term Debt</b>	<b>(1,001)</b>	<b>(1,470)</b>
Loans and Financing	(980)	(381)
Debentures	(21)	(1,089)
<b>Long-Term Debt</b>	<b>(4,861)</b>	<b>(7,582)</b>
Loans and Financing	(2,204)	(4,058)
Debentures	(2,657)	(3,524)
<b>Total Gross Debt</b>	<b>(5,862)</b>	<b>(9,051)</b>
Cash and Financial investments	3,752	8,274
<b>Net Debt</b>	<b>(2,110)</b>	<b>(778)</b>
On balance Credit Card Receivables not discounted	84	80
<b>Net Debt incl. Credit Card Receivables not discounted</b>	<b>(2,027)</b>	<b>(698)</b>
Adjusted EBITDA	897	1,162
<b>Net Debt incl. Credit Card Receivables not discounted / Adjusted EBITDA<sup>(1)</sup></b>	<b>-2.3x</b>	<b>-0.6x</b>

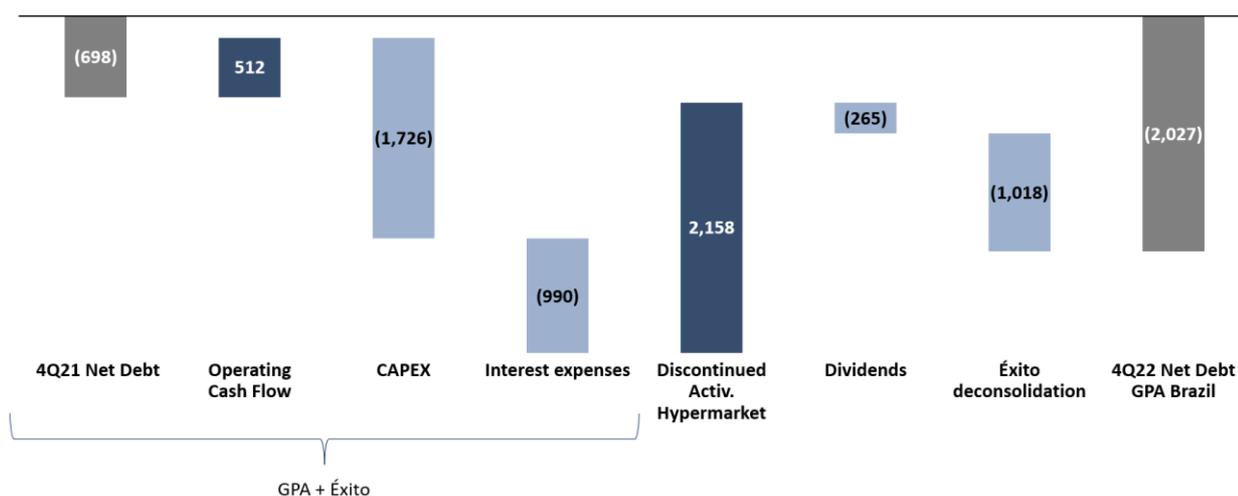
(1) Adjusted EBITDA post-IFRS 16, accrued in the last 12 months

It should be noted that GPA's consolidated net debt considers, as of 4Q22, continuing operations in Brazil, therefore excluding Grupo Éxito's operations, which are considered discontinued operations.

Net debt including the total balance of unpaid receivables at GPA Brazil reached R\$ (2.0) billion, demonstrating a solid financial situation, with leverage of 2.3x in 4Q22. The cash position at the end of the quarter was R\$ 3.8 billion, 3.7x the Company's short-term debt.

In the last 12 months, GPA Brazil and Grupo Éxito generated an operating cash flow of R\$ 0.5 billion. In the hypermarket discontinued perimeter, there was a positive variation of R\$ 2.2 billion, mainly due to the receivables discount of hypermarkets transaction, in line with the strategy of reducing the Company's financial leverage. Additionally, to GPA Brazil net debt calculation, we carried out Éxito's cash position and gross debt deconsolidation.

Evolution of the Pro-Forma net debt (R\$ million)



## INVESTMENTS

(R\$ million)	Consolidated					
	4Q22	4Q21	Δ	2022	2021	Δ
New Stores and Land Acquisition	115	34	243.4%	208	79	164.0%
Store Renovations, Conversions and Maintenance	109	107	1.5%	541	356	51.9%
IT, Digital and Logistics	95	14	589.4%	369	295	25.3%
<b>Total Investments GPA Brazil</b>	<b>319</b>	<b>154</b>	<b>106.7%</b>	<b>1118</b>	<b>730</b>	<b>53.2%</b>
<b>Total Investments Grupo Éxito</b>	<b>191</b>	<b>203</b>	<b>-5.9%</b>	<b>507</b>	<b>539</b>	<b>-5.9%</b>
<b>Total Investments Consolidated</b>	<b>509</b>	<b>357</b>	<b>42.8%</b>	<b>1,625</b>	<b>1269</b>	<b>28.1%</b>

Capex totaled R\$ 509 million in 4Q22, of which R\$ 319 million in Brazil and R\$ 191 million in Grupo Éxito. In Brazil, the focus remains on the expansion plan for opening 300 new stores by 2024. In addition, we continued the refurbishment to adjust the portfolio of the Pão de Açúcar banner to our latest G7 concept and made investments in IT, digital, and logistics, mainly aimed at increasing our penetration in e-commerce. In Grupo Éxito, approximately 71% in local currency was allocated to expansion, innovation, omnichannel and digital transformation activities in the period, and the remaining portion to maintenance and support of operational structures, updating of IT and logistics systems.

## ESG AT GPA

### Agenda with and for society and the environment

With our sustainability strategy and GPA's activity pillars, the following are the highlights for 4Q22:

#### GPA BRAZIL

- 1) **Promotion of diversity and inclusion:** In 4Q22, we surpassed the target for women in leadership positions (management and above) established for the year by 80bps, reaching 38.3%, in line with the commitment of 40% in 2025, and we closed another class of the Program of Female Leadership which, since its inception - in 2019, has trained more than 700 women, with 20% having already been promoted. Reinforcing our commitment to race equality, we launched another class of the Internship Program for Black males and females with more than 20 affirmative places for different business areas;
- 2) **Fight against climate change:** in terms of reducing greenhouse gas emissions (scopes 1 and 2), we reached 97% of the medium voltage energy consumed in stores from renewable sources (Free Energy Market), in line with the goal of reaching 100% in 2024, and we reduced our emissions (scopes 1 and 2) by more than 40%, compared to the base year 2015, advancing our goal set for 2030, based on efforts to replace the most polluting gases and equipment maintenance;
- 3) **Transformation in the value chain:** In line with our public commitment to reach 100% of sales of our Private-Label Brands eggs from cage-free hens by 2025 and of all brands in 2028, we exceeded the established annual targets, ending 4Q22 with 51.9% sales of Private-Label Brands eggs being from cage-free hens, and 40.2% of sales of eggs from all brands also from cage-free hens. To reinforce our commitment to the preservation of biodiversity, we also launched this quarter our Social and Environmental Policy for Fish Purchases, which defines the guidelines for commercial relations, monitoring of suppliers and species, as well as inspection rules for species at risk of extinction;
- 4) **Social impact and promotion of opportunities:** We closed 4Q22 with more than 4.2 million meals supplemented by the donation of fruits and vegetables that are not aesthetically attractive for sale but are in consumable condition to food banks and partner social organizations. In addition, through in-store collection campaigns, more than 2,000 tons of food were donated to more than 130 social organizations that partner with the GPA Institute throughout Brazil. We completed the 5th class of 2022 of the *Mãos na Massa* project with training during the year for 80 students in basic bakery and confectionery courses, contributing to their entry into the job market;
- 5) **Commitment to Ethics and Transparency:** We evolved our participation in the different market indexes, improving our score and remaining in the Corporate Sustainability Index Portfolio (ISE-B3) and also in the Carbon Efficient Index (ICO2-B3). We focus our efforts on training and internal development, reaching 86% of employees trained in Compliance and Diversity.

#### GRUPO ÉXITO

- 1) **Zero malnutrition:** 60,046 children benefited in 2022 from Fundação Éxito programs related to the fight against chronic child malnutrition in children under 5 years old. This number of beneficiaries increased by approximately 32% between 3Q22 and 4Q22, surpassing the target of 60,000 children served in 2022. There were more than 200 thousand basic food baskets delivered in 2022;
- 2) **Sustainable trade:** we reached 88% of Fruit and Vegetable suppliers from production in Colombia;
- 3) **My planet:** The store-back recycling volume reached 20,517 tons of recyclable materials collected in 2022. Regarding the volume of recycling at recycling stations (waste deposited by trade receivables), the volume exceeded approximately 986 tons of post-consumer recycled waste in 2022, surpassing the target of 879 tons. These residues, in addition to being recycled, are a source of funds for Fundação Éxito's projects.

#### BREAKDOWN OF STORE CHANGES BY BANNERS

In 4Q22, we opened 29 new Minuto Pão de Açúcar stores, 4 Pão de Açúcar stores, and 6 new Mini Extra stores, continuing our expansion plan, which provides for 300 new stores by 2024. We ended 2022 with 72 new stores opened. At Grupo Éxito, we closed 4 stores for conversion in Colombia and opened 5 converted stores in the country: 4 for the Carulla Fresh Market model and 1 for the Surtimax model, in addition to the opening of 8 new organic stores:

4 of the Surtimayorista model, 2 Surtimax, and 2 Éxito stores. In Uruguay, 5 new stores were opened under the Devoto banner, and in Argentina, we had 4 openings under the Mayorista banner.

	3Q22	4Q22					
	No. of Stores	Openings	Openings by conversion	Closing	Closing to conversion	No. of Stores	Sales area ('000 sq. m.)
<b>GPA Brazil</b>	<b>699</b>	<b>39</b>	<b>1</b>	<b>-3</b>	<b>-1</b>	<b>735</b>	<b>640</b>
Pão de Açúcar	190	4	0	0	0	194	272
Mercado Extra	153	0	1	0	0	154	188
Compre Bem	30	0	0	0	-1	29	38
Mini Extra	141	6	0	-1	0	146	36
Minuto Pão de Açúcar	106	29	0	0	0	135	34
Gas Stations	74	0	0	0	0	74	58
Stores under Conversion / Analysis	5	0	0	-2	0	3	14
<b>Grupo Éxito</b>	<b>602</b>	<b>17</b>	<b>5</b>	<b>-1</b>	<b>-4</b>	<b>619</b>	<b>1,040</b>
Colombia	483	8	5	0	-4	492	843
Uruguay	90	5	0	-1	0	94	92
Argentina	29	4	0	0	0	33	105
<b>Total Group</b>	<b>1,301</b>	<b>56</b>	<b>6</b>	<b>-4</b>	<b>-5</b>	<b>1,354</b>	<b>1,681</b>

## CONSOLIDATED FINANCIAL STATEMENTS

### Balance Sheet

BALANCE SHEET						
(R\$ million)	ASSETS					
	Consolidated		GPA Brazil		Grupo Éxito	
	12/31/2022	12/31/2021	12/31/2022	12/31/2021	12/31/2022	12/31/2021
<b>Current Assets</b>	<b>28,559</b>	<b>17,873</b>	<b>7,632</b>	<b>9,899</b>	<b>20,809</b>	<b>7,871</b>
Cash and Marketable Securities	3,752	8,274	3,708	4,706	0	3,492
Accounts Receivable	417	831	352	340	0	484
Credit Card	84	79	83	79	0	0
Sales Vouchers and Trade Account Receivable	293	722	229	198	0	517
Allowance for Doubtful Accounts	(2)	(35)	(2)	(0)	0	(35)
Resulting from Commercial Agreements	42	65	42	63	0	2
Inventories	2,046	5,257	2,046	2,340	0	2,916
Recoverable Taxes	1,114	1,743	1,113	1,108	0	634
Noncurrent Assets for Sale	20,843	1,187	34	1,153	20,809	34
Prepaid Expenses and Other Accounts Receivables	387	581	378	252	0	311
<b>Noncurrent Assets</b>	<b>15,281</b>	<b>31,570</b>	<b>15,204</b>	<b>13,794</b>	<b>0</b>	<b>17,694</b>
Long-Term Assets	5,618	4,966	5,604	4,731	0	261
Accounts Receivable	0	1	0	1	0	0
Credit Cards	0	1	0	1	0	0
Recoverable Taxes	2,808	2,410	2,808	2,410	0	0
Deferred Income Tax and Social Contribution	922	581	909	567	0	0
Amounts Receivable from Related Parties	301	517	301	447	0	111
Judicial Deposits	759	731	759	730	0	0
Prepaid Expenses and Others	828	725	828	575	0	150
Investments	833	1,253	833	791	0	463
Investment Properties	0	3,254	0	0	0	3,254
Property and Equipment	6,844	16,344	6,843	6,332	0	10,004
Intangible Assets	1,986	5,753	1,924	1,941	0	3,711
<b>TOTAL ASSETS</b>	<b>43,840</b>	<b>49,443</b>	<b>22,836</b>	<b>23,693</b>	<b>20,809</b>	<b>25,565</b>

## CONSOLIDATED FINANCIAL STATEMENTS

### Balance Sheet

BALANCE SHEET						
(R\$ million)	LIABILITIES					
	Consolidated		GPA Brazil		Grupo Éxito	
	12/31/2022	12/31/2021	12/31/2022	12/31/2021	12/31/2022	12/31/2021
<b>Current Liabilities</b>	<b>17,747</b>	<b>16,550</b>	<b>6,314</b>	<b>7,528</b>	<b>11,260</b>	<b>8,852</b>
Suppliers	3,123	10,078	3,109	3,715	0	6,330
Loans and Financing	980	381	980	154	0	227
Debentures	21	1,089	21	1,089	0	0
Lease Liability	490	895	489	547	0	347
Payroll and Related Charges	294	809	284	413	0	382
Taxes and Social Contribution Payable	364	581	363	303	0	276
Financing for Purchase of Fixed Assets	112	182	112	84	0	98
Debt with Related Parties	335	370	329	258	0	90
Advertisement	14	27	14	26	0	0
Provision for Restructuring	11	122	11	118	0	4
Unearned Revenue	156	383	27	46	0	243
Liabilities on Noncurrent Assets for Sale	11,487	62	227	62	11,260	0
Others	360	1,571	347	711	0	855
<b>Long-Term Liabilities</b>	<b>12,359</b>	<b>16,512</b>	<b>12,358</b>	<b>12,469</b>	<b>0</b>	<b>4,040</b>
Loans and Financing	2,204	4,059	2,204	3,039	0	1,020
Debentures	2,657	3,524	2,657	3,524	0	0
Lease Liability	3,547	5,223	3,546	3,339	0	1,883
Financing by purchasing assets	0	68	0	0	0	68
Related Parties	23	96	23	96	0	0
Deferred Income Tax and Social Contribution	1	935	0	6	0	927
Tax Installments	55	153	55	148	0	5
Provision for Contingencies	2,629	1,442	2,629	1,333	0	109
Unearned Revenue	97	65	97	65	0	0
Provision for loss on investment in Associates	863	689	863	689	0	0
Others	283	259	285	231	0	28
<b>Shareholders' Equity</b>	<b>13,733</b>	<b>16,381</b>	<b>4,164</b>	<b>3,696</b>	<b>9,548</b>	<b>12,673</b>
Attributed to controlling shareholders	11,545	13,650	4,164	3,696	7,363	9,943
Capital	5,861	5,859	5,861	5,859	0	0
Capital Reserves	318	291	318	291	0	0
Profit Reserves	7,118	6,925	-263	(3,029)	9,414	10,973
Other Comprehensive Results	(1,752)	574	(1,752)	574	(2,051)	(1,031)
Minority Interest	2,188	2,731	0	0	2,185	2,730
<b>TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY</b>	<b>43,839</b>	<b>49,443</b>	<b>22,836</b>	<b>23,693</b>	<b>20,809</b>	<b>25,565</b>

## INCOME STATEMENT - 4TH QUARTER OF 2022

(R\$ Million)	Consolidated <sup>(1)</sup>			GPA Brazil			Grupo Éxito		
	4Q22	4Q21	Δ	4Q22	4Q21	Δ	4Q22	4Q21	Δ
Gross Revenue	13,141	13,144	0.0%	5,277	4,700	12.3%	7,846	8,419	-6.8%
Net Revenue	11,859	11,966	-0.9%	4,883	4,401	10.9%	6,959	7,541	-7.7%
Cost of Goods Sold	(8,931)	(8,706)	2.6%	(3,767)	(3,195)	17.9%	(5,165)	(5,511)	-6.3%
Depreciation (Logistics)	(52)	(57)	-8.8%	(27)	(28)	-2.6%	(25)	(29)	-14.7%
Gross Profit	2,876	3,203	-10.2%	1,090	1,179	-7.5%	1,770	2,001	-11.6%
Selling Expenses	(1,597)	(1,676)	-4.7%	(693)	(734)	-5.6%	(895)	(930)	-3.7%
General and Administrative Expenses	(444)	(455)	-2.5%	(137)	(153)	-10.6%	(293)	(286)	2.4%
Selling, General and Adm. Expenses	(2,041)	(2,131)	-4.2%	(830)	(887)	-6.5%	(1,189)	(1,216)	-2.3%
Equity Income <sup>(2)</sup>	(52)	(11)	378.0%	10	6	48.6%	(7)	(12)	-41.7%
Other Operating Revenue (Expenses)	(486)	(107)	355.3%	(303)	(28)	963.5%	(171)	(78)	119.4%
Depreciation and Amortization	(412)	(409)	0.7%	(240)	(205)	17.2%	(167)	(200)	-16.5%
Earnings before interest and Taxes - EBIT	(114)	545	-121.0%	(273)	65	-521.1%	236	494	-52.3%
Financial Revenue	340	168	102.1%	304	95	220.8%	35	72	-51.3%
Financial Expenses	(565)	(449)	25.8%	(376)	(289)	30.3%	(188)	(158)	18.9%
Net Financial Result	(225)	(281)	-19.9%	(72)	(194)	-62.8%	(153)	(86)	77.3%
Income (Loss) Before Income Tax	(340)	264	-228.7%	(345)	(129)	167.0%	82	408	-79.8%
Income Tax	(198)	237	-183.8%	150	430	-65.1%	(348)	(191)	82.8%
Net Income (Loss) Company - continuing operations	(538)	501	-207.5%	(195)	301	-164.8%	(266)	217	-222.6%
Net Result from discontinued operations	(523)	341	-253.2%	(523)	341	-253.2%	0	0	-100.0%
Net Income (Loss) - Consolidated Company	(1,061)	842	-226.0%	(718)	642	-211.8%	(266)	217	-222.6%
Net Income (Loss) - Controlling Shareholders - continuing operations <sup>(3)</sup>	(579)	435	-233.1%	(195)	301	-164.8%	(307)	153	-300.1%
Net Income (Loss) - Controlling Shareholders - discontinued operations <sup>(3)</sup>	(523)	341	-253.2%	(523)	341	-253.2%	0	0	-100.0%
Net Income (Loss) - Consolidated Controlling Shareholders <sup>(3)</sup>	(1,102)	777	-241.9%	(718)	642	-211.8%	(307)	153	-300.1%
Minority Interest - Non-controlling - continuing operations	41	65	-37.0%	0	0	-	41	64	-35.4%
Minority Interest - Non-controlling - discontinued operations	0	0	-100.0%	0	0	-	0	0	-100.0%
Minority Interest - Non-controlling - Consolidated	41	65	-37.0%	0	0	-	41	64	-35.4%
Earnings before Interest, Taxes, Depreciation, Amortization - EBITDA	349	1,011	-65.4%	(6)	297	-102.1%	428	724	-40.9%
Adjusted EBITDA <sup>(4)</sup>	835	1,118	-25.3%	296	325	-8.9%	599	802	-25.3%

% of Net Revenue	Consolidated <sup>(1)</sup>		GPA Brazil		Grupo Éxito	
	4Q22	4Q21	4Q22	4Q21	4Q22	4Q21
Gross Profit	24.3%	26.8%	22.3%	26.8%	25.4%	26.5%
Selling Expenses	-13.5%	-14.0%	-14.2%	-16.7%	-12.9%	-12.3%
General and Administrative Expenses	-3.7%	-3.8%	-2.8%	-3.5%	-4.2%	-3.8%
Selling, General and Adm. Expenses	-17.2%	-17.8%	-17.0%	-20.2%	-17.1%	-16.1%
Equity Income <sup>(2)</sup>	-0.4%	-0.1%	0.2%	0.1%	-0.1%	-0.2%
Other Operating Revenue (Expenses)	-4.1%	-0.9%	-6.2%	-0.6%	-2.5%	-1.0%
Depreciation and Amortization	-3.5%	-3.4%	-4.9%	-4.6%	-2.4%	-2.7%
Earnings before interest and Taxes - EBIT	-1.0%	4.6%	-5.6%	1.5%	3.4%	6.6%
Net Financial Result	-1.9%	-2.4%	-1.5%	-4.4%	-2.2%	-1.1%
Income (Loss) Before Income Tax	-2.9%	2.2%	-7.1%	-2.9%	1.2%	5.4%
Income Tax	-1.7%	2.0%	3.1%	9.8%	-5.0%	-2.5%
Net Income (Loss) Company - continuing operations	-4.5%	4.2%	-4.0%	6.8%	-3.8%	2.9%
Net Income (Loss) - Consolidated Company	-8.9%	7.0%	-14.7%	14.6%	-3.8%	2.9%
Net Income (Loss) - Controlling Shareholders - continuing operations <sup>(3)</sup>	-4.9%	3.6%	-4.0%	6.8%	-4.4%	2.0%
Net Income (Loss) - Consolidated Controlling Shareholders <sup>(3)</sup>	-9.3%	6.5%	-14.7%	14.6%	-4.4%	2.0%
Minority Interest - Non-controlling - continuing operations	0.3%	0.5%	0.0%	0.0%	0.6%	0.8%
Minority Interest - Non-controlling - Consolidated	0.3%	0.5%	0.0%	0.0%	0.6%	0.8%
Earnings before Interest, Taxes, Depreciation, Amortization - EBITDA	2.9%	8.4%	-0.1%	6.7%	6.1%	9.6%
Adjusted EBITDA <sup>(4)</sup>	7.0%	9.3%	6.1%	7.4%	8.6%	10.6%

(1) The consolidated considers profit and loss of the continued operations of GPA Brazil, Éxito Group before IFRS 5, other businesses (Stix Fidelidade, Cheftime, and James Delivery), and the equity income of CDiscount

(2) Equity income includes the result of CDiscount in the Consolidated

(3) Net income after non-controlling shareholders' interest

(4) Adjusted by Other Operating Revenue (Expenses)

## INCOME STATEMENT - 2022

(R\$ Million)	Consolidated <sup>(1)</sup>			GPA Brazil			Grupo Éxito		
	2022	2021	Δ	2022	2021	Δ	2022	2021	Δ
Gross Revenue	46,868	44,662	4.9%	18,452	17,317	6.6%	28,337	27,264	3.9%
Net Revenue	42,496	40,655	4.5%	17,250	16,228	6.3%	25,176	24,357	3.4%
Cost of Goods Sold	(31,604)	(29,761)	6.2%	(12,925)	(11,800)	9.5%	(18,681)	(17,951)	4.1%
Depreciation (Logistics)	(203)	(246)	-17.4%	(96)	(131)	-27.0%	(108)	(115)	-6.4%
Gross Profit	10,689	10,648	0.4%	4,228	4,297	-1.6%	6,387	6,291	1.5%
Selling Expenses	(6,101)	(5,831)	4.6%	(2,665)	(2,494)	6.9%	(3,403)	(3,259)	4.4%
General and Administrative Expenses	(1,688)	(1,700)	-0.7%	(543)	(633)	-14.2%	(1,090)	(1,005)	8.5%
Selling, General and Adm. Expenses	(7,789)	(7,531)	3.4%	(3,208)	(3,126)	2.6%	(4,493)	(4,263)	5.4%
Equity Income <sup>(2)</sup>	(247)	(47)	422.3%	44	47	-7.6%	(42)	10	-506.6%
Other Operating Revenue (Expenses)	(607)	(305)	99.1%	(420)	(168)	150.4%	(172)	(136)	26.9%
Depreciation and Amortization	(1,629)	(1,581)	3.0%	(911)	(798)	14.2%	(698)	(771)	-9.4%
Earnings before interest and Taxes - EBIT	417	1,183	-64.8%	(267)	253	-205.6%	981	1,132	-13.3%
Financial Revenue	920	488	88.5%	774	317	143.9%	141	168	-15.7%
Financial Expenses	(2,132)	(1,389)	53.5%	(1,521)	(937)	62.4%	(604)	(446)	35.3%
Net Financial Result	(1,212)	(901)	34.5%	(747)	(619)	20.6%	(462)	(279)	66.0%
Income (Loss) Before Income Tax	(796)	282	-382.1%	(1,014)	(366)	176.8%	519	853	-39.2%
Income Tax	(72)	405	-117.9%	456	719	-36.6%	(526)	(321)	63.8%
Net Income (Loss) Company - continuing operations	(868)	687	-226.4%	(559)	352	-258.5%	(7)	532	-101.3%
Net Result from discontinued operations	864	273	216.0%	864	274	215.5%	0	(0)	-100.0%
Net Income (Loss) - Consolidated Company	(4)	960	-100.4%	306	626	-51.2%	(7)	532	-101.3%
Net Income (Loss) - Controlling Shareholders - continuing operations <sup>(3)</sup>	(1,036)	529	-295.9%	(559)	352	-258.5%	(174)	371	-146.8%
Net Income (Loss) - Controlling Shareholders - discontinued operations <sup>(3)</sup>	864	274	216.0%	864	274	215.5%	0	(0)	-100.0%
Net Income (Loss) - Consolidated Controlling Shareholders <sup>(3)</sup>	(172)	802	-121.4%	306	626	-51.2%	(174)	370	-146.8%
Minority Interest - Non-controlling - continuing operations	168	158	6.2%	0	0	-	166	161	3.1%
Minority Interest - Non-controlling - discontinued operations	0	(0)	-100.0%	0	0	-	0	(0)	-100.0%
Minority Interest - Non-controlling - Consolidated	168	158	6.2%	0	0	-	166	161	3.1%
Earnings before Interest, Taxes, Depreciation, Amortization - EBITDA	2,249	3,011	-25.3%	740	1,182	-37.4%	1,787	2,018	-11.4%
Adjusted EBITDA <sup>(4)</sup>	2,856	3,315	-13.9%	1,160	1,350	-14.1%	1,959	2,153	-9.0%

% of Net Revenue	Consolidated <sup>(1)</sup>		GPA Brazil		Grupo Éxito	
	2022	2021	2022	2021	2022	2021
Gross Profit	25.2%	26.2%	24.5%	26.5%	25.4%	25.8%
Selling Expenses	-14.4%	-14.3%	-15.4%	-15.4%	-13.5%	-13.4%
General and Administrative Expenses	-4.0%	-4.2%	-3.1%	-3.9%	-4.3%	-4.1%
Selling, General and Adm. Expenses	-18.3%	-18.5%	-18.6%	-19.3%	-17.8%	-17.5%
Equity Income <sup>(2)</sup>	-0.6%	-0.1%	0.3%	0.3%	-0.2%	0.0%
Other Operating Revenue (Expenses)	-1.4%	-0.7%	-2.4%	-1.0%	-0.7%	-0.6%
Depreciation and Amortization	-3.8%	-3.9%	-5.3%	-4.9%	-2.8%	-3.2%
Earnings before interest and Taxes - EBIT	1.0%	2.9%	-1.5%	1.6%	3.9%	4.6%
Net Financial Result	-2.9%	-2.2%	-4.3%	-3.8%	-1.8%	-1.1%
Income (Loss) Before Income Tax	-1.9%	0.7%	-5.9%	-2.3%	2.1%	3.5%
Income Tax	-0.2%	1.0%	2.6%	4.4%	-2.1%	-1.3%
Net Income (Loss) Company - continuing operations	-2.0%	1.7%	-3.2%	2.2%	0.0%	2.2%
Net Income (Loss) - Consolidated Company	0.0%	2.4%	1.8%	3.9%	0.0%	2.2%
Net Income (Loss) - Controlling Shareholders - continuing operations <sup>(3)</sup>	-2.4%	1.3%	-3.2%	2.2%	-0.7%	1.5%
Net Income (Loss) - Consolidated Controlling Shareholders <sup>(3)</sup>	-0.4%	2.0%	1.8%	3.9%	-0.7%	1.5%
Minority Interest - Non-controlling - continuing operations	0.4%	0.4%	0.0%	0.0%	0.7%	0.7%
Minority Interest - Non-controlling - Consolidated	0.4%	0.4%	0.0%	0.0%	0.7%	0.7%
Earnings before Interest, Taxes, Depreciation, Amortization - EBITDA	5.3%	7.4%	4.3%	7.3%	7.1%	8.3%
Adjusted EBITDA <sup>(4)</sup>	6.7%	8.2%	6.7%	8.3%	7.8%	8.8%

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## CASH FLOW – CONSOLIDATED

STATEMENT OF CASH FLOW		
(R\$ million)	Consolidated	
	12/31/2022	12/31/2021
<b>Net Income (loss) for the period</b>	<b>(4)</b>	<b>960</b>
Deferred income tax	(29)	(676)
Loss (gain) on disposal of fixed and intangible assets	(2,569)	(247)
Depreciation and amortization	1,902	2,117
Interests and exchange variation	1,696	1,316
Adjustment to the present value	2	1
Equity Income	247	47
Provision for contingencies	1,523	137
Provision for write-offs and losses	33	44
Share-Based Compensation	27	26
Allowance for doubtful accounts	40	61
Provision for obsolescence/breakage	(28)	26
Appropriable revenue	(26)	26
Gain on sale of subsidiary	1	0
Other Operational Expenses	0	(280)
Loss (gain) on write-off of lease liabilities	(278)	(1,022)
<b>Asset (Increase) decreases</b>		
Accounts receivable	(166)	(140)
Inventories	(383)	989
Taxes recoverable	(509)	210
Dividends received	16	11
Other Assets	(336)	(5)
Related parties	(396)	(101)
Restricted deposits for legal proceeding	(51)	(176)
<b>Liability (Increase) decrease</b>		
Suppliers	(332)	(738)
Payroll and charges	(67)	(60)
Taxes and Social contributions payable	274	355
Other Accounts Payable	(195)	378
Contingencies	(368)	(161)
Deferred revenue	66	55
Taxes and Social contributions paid	(306)	(425)
<b>Net cash generated from (used) in operating activities</b>	<b>(216)</b>	<b>2,728</b>
Acquisition of property and equipment	(1,398)	(1,035)
Increase Intangible assets	(228)	(232)
Sales of property and equipment	4,560	1,315
Acquisition of property for investment	(100)	(124)
Net cash from incorporations	0	(1)
<b>Net cash flow investment activities</b>	<b>2,834</b>	<b>(77)</b>
<b>Cash flow from financing activities</b>		
Capital increase	2	9
Funding and refinancing	1,545	4,860
Payments of loans and financing	(3,824)	(4,833)
Payments of interest of loans and financing	(755)	(482)
Dividend payment	(265)	(780)
Company acquisition	(3)	(3)
Resources obtained from the offering of shares and non-controlling shareholders	0	14
Transactions with minorities	(25)	(5)
Lease liability payments	(1,378)	(1,523)
<b>Net cash generated from (used) in financing activities</b>	<b>(4,703)</b>	<b>(2,743)</b>
Monetary variation over cash and cash equivalents	(568)	(345)
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(2,653)</b>	<b>(437)</b>
Cash and cash equivalents at the beginning of the year	8,274	8,711
Cash and cash equivalents at the end of the year	5,621	8,274
<b>Change in cash and cash equivalents</b>	<b>(2,653)</b>	<b>(437)</b>

## BREAKDOWN OF SALES BY BUSINESS – BRAZIL

(R\$ million)	Breakdown of Net Sales by Banner and Format					
	4Q22	4Q21	Δ	2022	2021	Δ
Pão de Açúcar	2,227	1,934	15.1%	7,636	7,080	7.8%
Mercado Extra / Compre Bem	1,572	1,365	15.2%	5,423	5,017	8.1%
Proximity <sup>(1)</sup>	692	561	23.3%	2,476	2,082	18.9%
Gas Stations	333	467	-28.8%	1,411	1,761	-19.9%
Other Businesses <sup>(2)</sup>	59	74	-20.5%	304	288	5.3%
<b>New GPA Brazil</b>	<b>4,883</b>	<b>4,401</b>	<b>11.0%</b>	<b>17,250</b>	<b>16,228</b>	<b>6.3%</b>
Extra Hiper	0	2,804	-100.0%	864	10,199	-91.5%
Drugstores	0	40	-100.0%	2	189	-98.9%
Other Businesses Discontinued <sup>(3)</sup>	35	66	-47.0%	133	248	-46.4%
<b>GPA Brazil</b>	<b>4,918</b>	<b>7,310</b>	<b>-32.7%</b>	<b>18,248</b>	<b>26,864</b>	<b>-32.1%</b>

(1) Includes sales of Mini Extra, Minuto Pão de Açúcar, and Aliados

(2) Revenue from the lease of commercial centers

(3) Revenue from the lease of commercial centers of discontinued operations