

1Q24 EARNINGS
PRESENTATION

May 8th, 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



1Q24

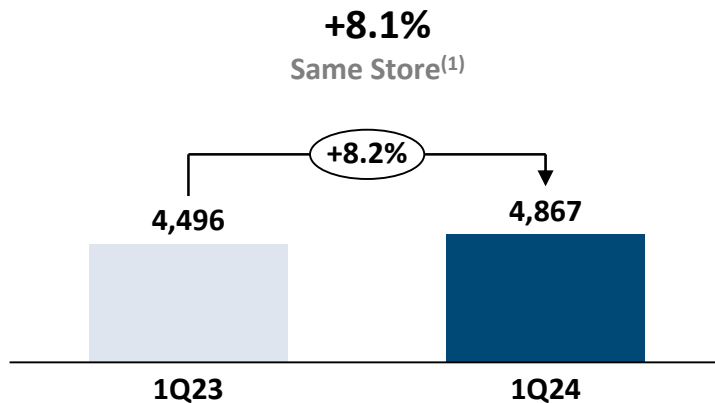
HIGHLIGHTS

Marcelo Pimentel, CEO

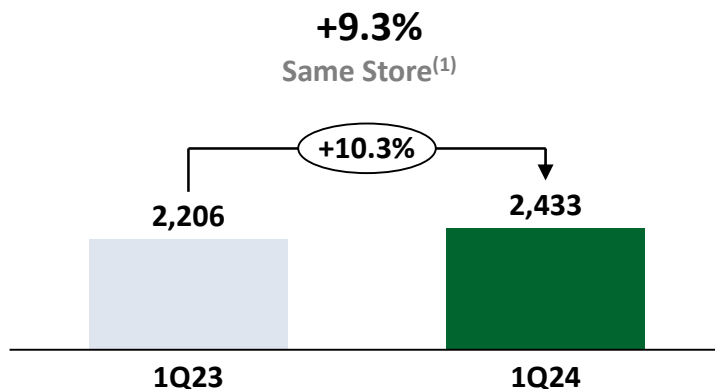
1Q24 HIGHLIGHTS

Continuous operational improvement with an increase of 1.8 p.p. in the adjusted EBITDA margin and material reduction of R\$ 1.4 billion in net debt vs. 1Q23

Gross Revenue GPA



Gross Revenue Pão de Açúcar banner



- **R\$ 428 million of operational free cash flow⁽²⁾** in the last 12 months, representing an **improvement of R\$ 736 million vs. 1Q23**
- **Gross revenue growth of 8.2% vs. 1Q23**
 - Sales growth of 10.3% in Pão de Açúcar and 22.8% in Proximity
 - Strong growth of 25.1% in E-commerce
- **Increase of 8.1% in Same-Store Sales** (5.4% ex. calendar effect) vs. 1Q23
 - Strong growth of 9.3% (6.7% ex. calendar effect) in Pão de Açúcar and 7.2% (4.5% ex. calendar effect) in Extra Mercado
- **Sixth consecutive quarter of market share gains**, with a **0.2 p.p. increase** vs. self-service market in 1Q23
- **Gross Profit** reached R\$ 1.2 billion with **27.2% margin**, **1.5 p.p. higher than 1Q23** and **0.2 p.p. vs. 4Q23**
- **Adjusted EBITDA GPA Brasil⁽³⁾** totaled R\$ 372 million, with **8.1% adjusted margin**, **1.8 p.p. above 1Q23** and **growth of 41,4%** in the same period
- **Net Debt reduction of R\$ 1.4 billion** with **6.8x of deleverage** pre-IFRS 16 vs. 1Q23
- **Adhesion to the settlement program of ICMS' taxes with the government of the state of São Paulo**, which allowed a reduction, according to the discounts due to this deal, of approximately 80% to the settlement of contingencies that totaled R\$ 3.6 billion

(1) Without the -2.7 p.p. adjustment of calendar effect; (2) Adjusted EBITDA pre-IFRS 16, excluding equity income, minus variation in working capital, minus Capex; (3) Adjusted Earnings before interest, taxes, depreciation & amortization and other operating revenues & expenses;

1Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS



01 TOP LINE

- **Growth in same-store sales** driven by **Pão de Açúcar Banner**
- **Consistency in market share⁽¹⁾ gains, progress by the sixth consecutive quarter, concomitantly with profitability improvement**
 - +0.2 p.p. in self-service market vs. 1Q23
 - +0.9 p.p. in proximity format vs. small supermarkets in metropolitan region of São Paulo vs. 1Q23
- **Stockout⁽²⁾ reach 5.9%**, improvement of 1.7 p.p. vs. 1Q23

02 Clients

NPS reached 77 points, a strong evolution of 13 pts. on last 12 months

- The highlights were the improvement in price perception and time spent in check out
- Premium & Valuable customers growing 5.9%
- In **Private Labels**, 12,0% of sales increase with 21% of penetration in total sales (0.9 p.p. higher than 1Q23). High level of customer loyalty with **frequency 2.4x higher** in comparison with other clients

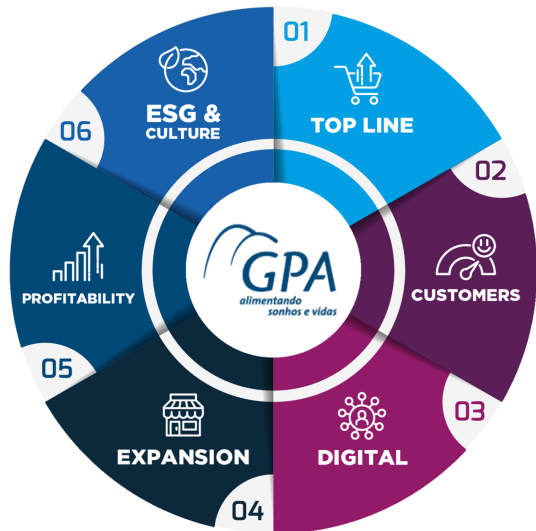
03 DIGITAL

E-commerce revenue growth of 25.1%, the best growth rate of the last 7 quarters

- 12% of penetration in relation to total food sales, 1.6 p.p. higher than previous year
- High perishables penetration of 34% on digital format, improvement of 6.3 p.p. when compared to 1Q23
- Leadership⁽³⁾ in digital food retail in 1P and 3P

1Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS



04 EXPANSION

9 stores opened in 1Q24

- 7 Minuto Pão de Açúcar and 2 Mini Extra

64 stores opened in the last 12 months

- 61 Proximity stores: 53 Minuto Pão de Açúcar and 8 Mini Extra
- 3 Pão de Açúcar stores

R\$ 659 million of incremental sales in the quarter, generated by stores opened since 2022

05 PROFITABILITY

Acceleration in gross margin gains, that reached 27.2%

- Improvement of 1.5 p.p and 0.2 p.p. when compared to 1Q23 and 4Q23, respectively

Best adjusted EBITDA margin of the last 9 quarters

- Adjusted EBITDA margin reached 8.1%, 1.8 p.p. higher than 1Q23



1Q24 STRATEGIC PILLARS HIGHLIGHTS

CONSISTENCY AND CONTINUOUS IMPROVEMENTS OF RESULTS

06 ESG & CULTURE



Promotion of diversity and inclusion

3rd class of the Internship program exclusive for black and brown people started in 1Q24
More than 17 actions in celebration of International Women's Day



Combating climate change

8% reduction in scope 1 and 2 emissions compared to 1Q23, as a result of the “gas replacement” and “machine room retrofit” projects



Transformation in the value chain

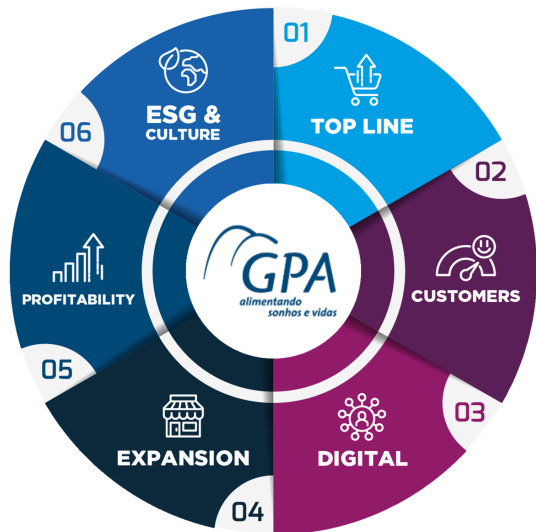
We continue to advance our commitment to animal welfare

We ended 1Q24 with 44.5% of cage-free eggs



Social impact and promotion of opportunities

Launch of another social product, in partnership with the NGO *Gerando Falcões*, with all profits from sales going to the NGO's projects, which work to interrupt the cycle of poverty in favelas with innovation and technology, reinforcing our purpose of feeding dreams and lives

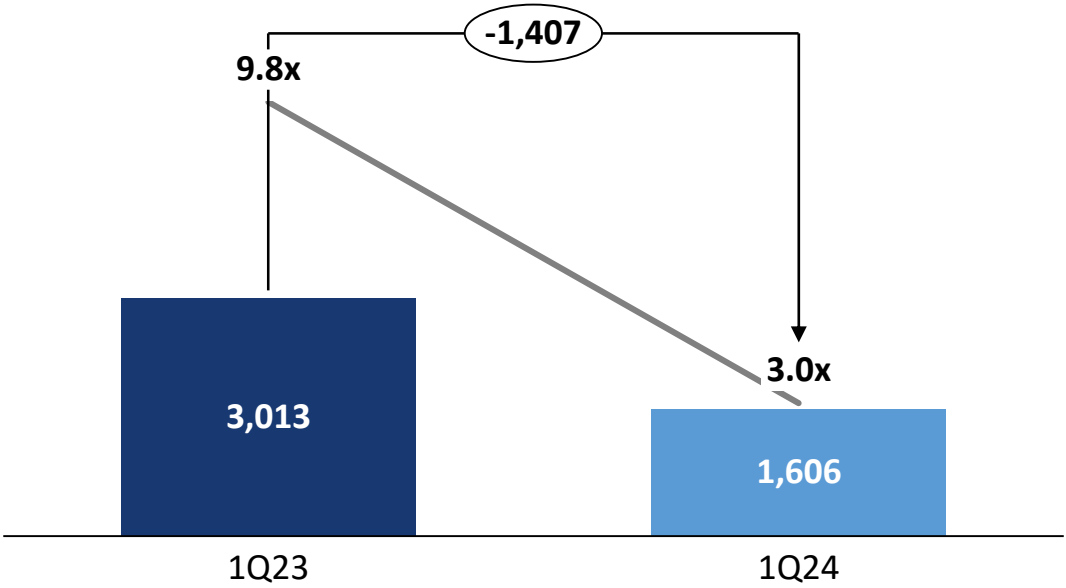


PRIMARY OFFERING AND NEW GOVERNANCE

Financial Deleverage Acceleration

- 2Q23 – 1Q24: Non-core asset sales totaling R\$ 1.5 billion
- **1Q24: Primary offering of shares of R\$ 704 million** with 100% proceeds to pre-pay debt
- 2Q24 (subsequent event): GPA’s headquarters sale, totaling R\$ 218 million

Financial Net Debt⁽¹⁾ (R\$ million) and
 Financial Net Debt ⁽¹⁾ / Adjusted EBITDA LTM pre-IFRS 16 (x)

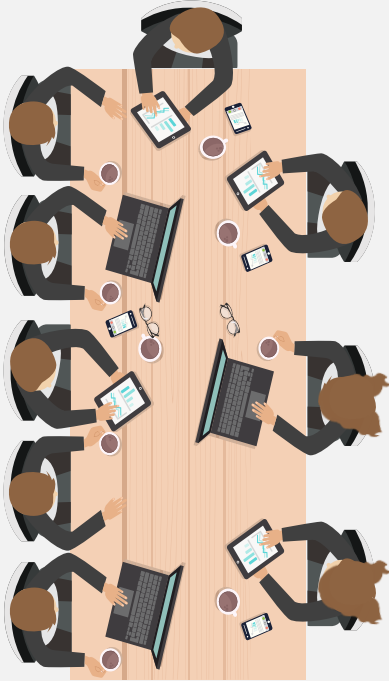


(1) Including non-discounted receivables of credit cards

New Board of Directors

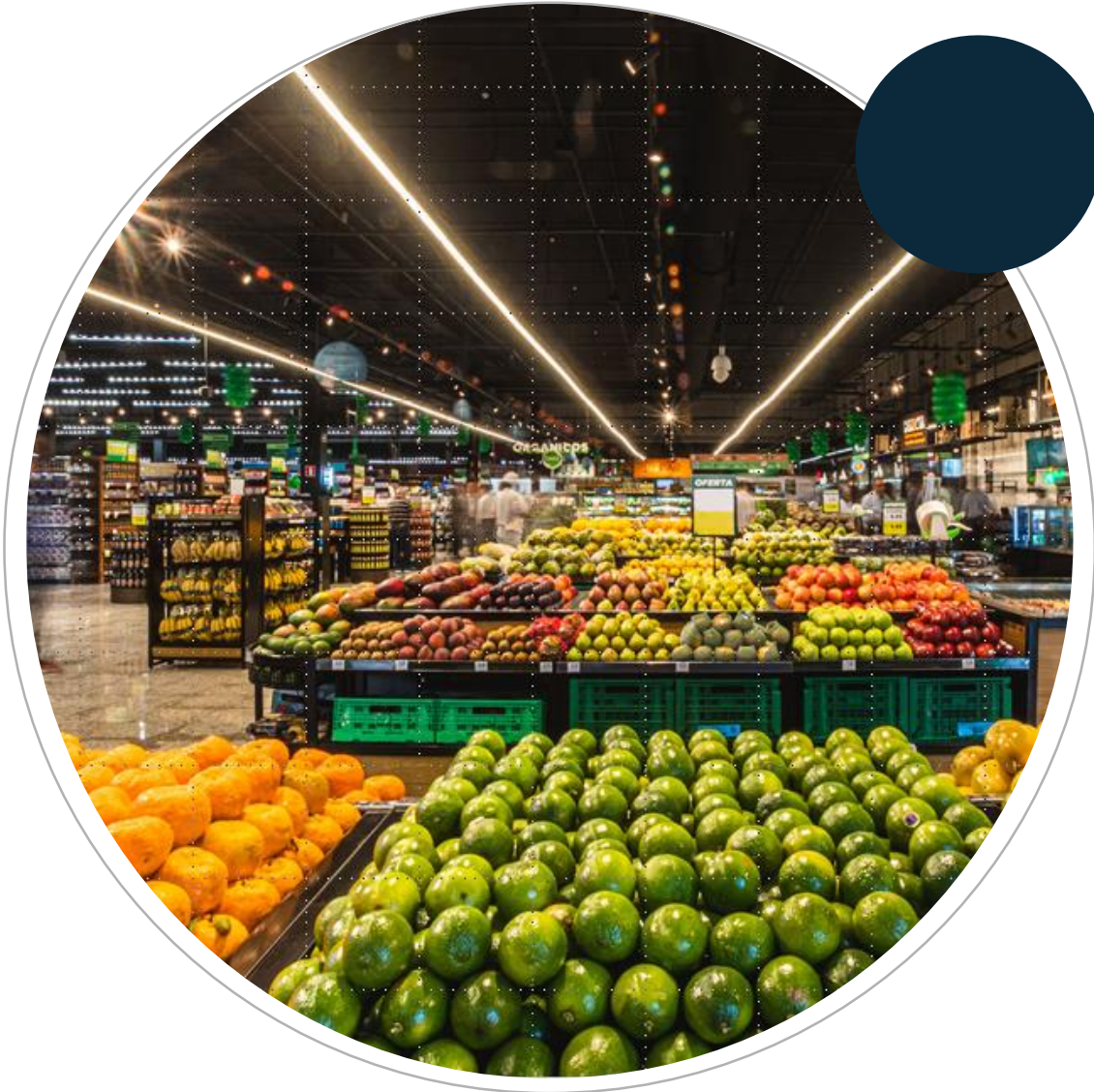
Renan Bergmann
 Chairman and Independent member

- Marcelo Pimentel**
Management Representative
- Eleazar de Carvalho**
Independent member
- Luis Augusto de Castro**
Independent member
- Christophe Hidalgo**
- Philippe Alarcon**



New independent members

- José Gutierrez**
Carrefour h/to:
- Márcia de Melo**
PagSeguro, Cielo, Leo, BCP
- Rachel Maia**
Banco do Brasil, Vale



FINANCIAL PERFORMANCE

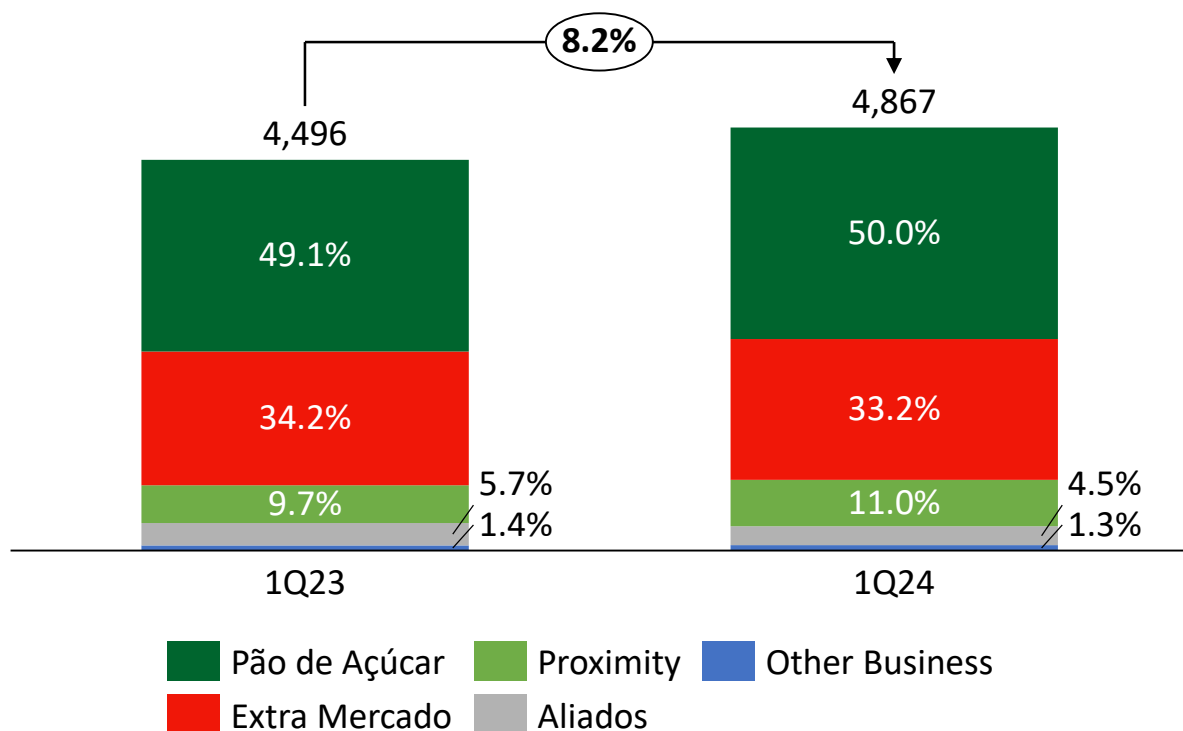
Rafael Russowsky, CFO

FINANCIAL PERFORMANCE

TOTAL SALES

(R\$ million)

+8.1% SAME STORE SALES (+5.4% ex. calendar effect)



Total sales of GPA totaled **R\$ 4.9 billion in 1Q24** with an increase of **8.2%**

Same Store Sales growth of **8.1%** (5.4% ex. calendar effect) compared to 1Q23

In **e-commerce**, **Gross Sales grew by 25.1%** (R\$ 503 million) in **1Q24** and **online penetration of 12%**

Same Stores Sales in 1Q24 with highlight to Pão de Açúcar:



+9.3% (+6.7% ex. calendar effect) driven by the increase of volume and in average price. Highlight to fruits & vegetables, seafood and complementary grocery, the last two with a positive impact driven by seasonal events in the quarter



+4.9% (+2.3% ex. calendar effect) in **Proximity** format, above a hard comp in 1Q23 (+8.8%), and highlight to opened stores from 2021 on (+14.1%)

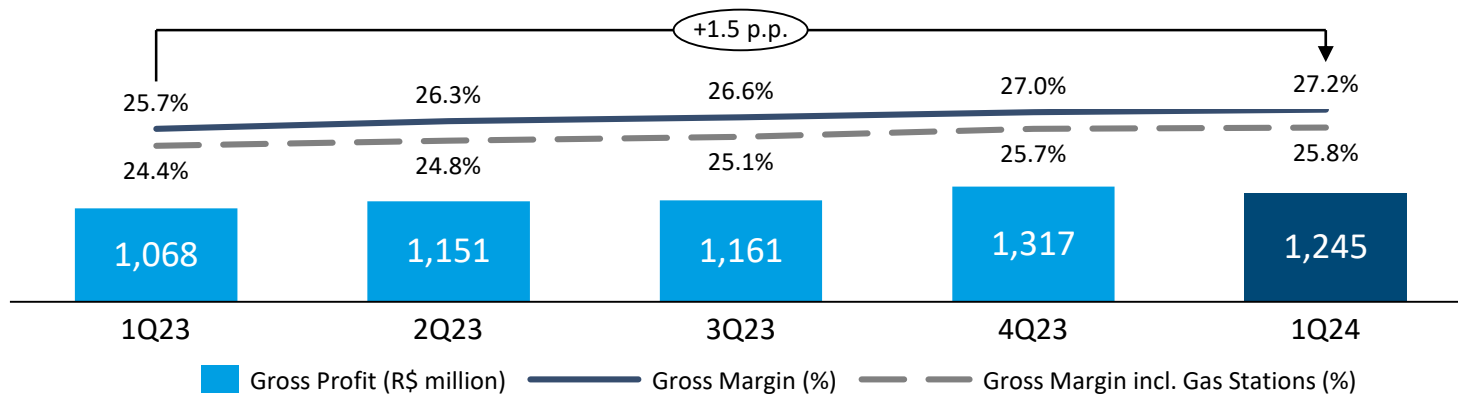


+7.2% (4.5% ex. calendar effect), best improvement since 2Q22. In line with Pão de Açúcar, the highlights also were fruits & vegetables and groceries, this last one driven by resumption of inflation in some items

FINANCIAL PERFORMANCE

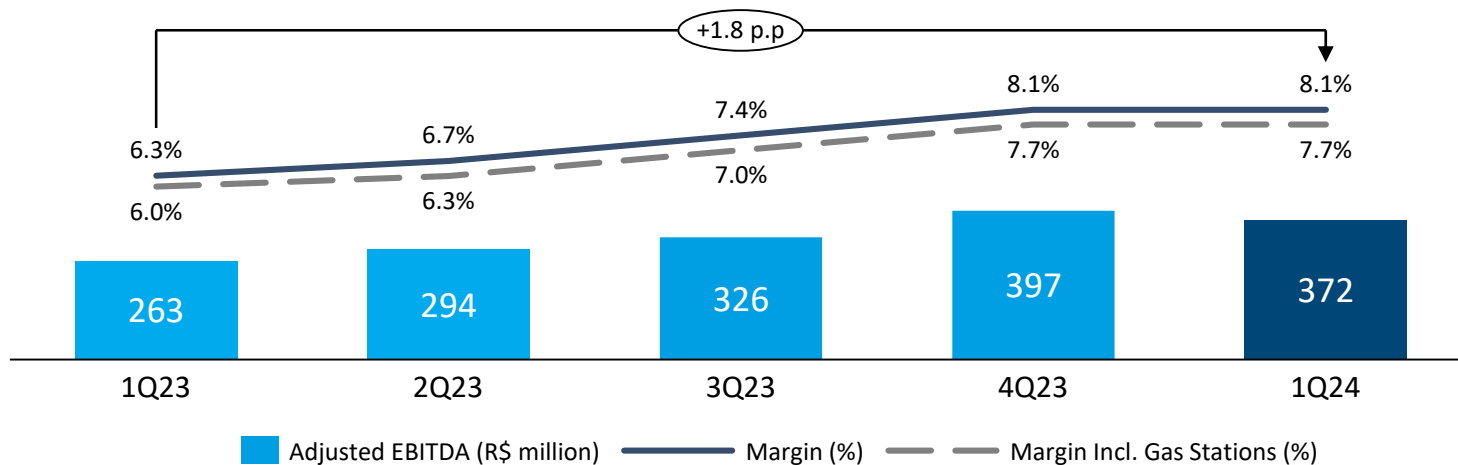
PROFITABILITY

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



Gross margin progress, as a result of (i) commercial negotiation improvement; (ii) shrinkage reduction, and (iii) efficiency gains in logistics costs.

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



Selling, General and Administrative expenses, showed a **0.2 p.p. dilution in comparison with 1Q23**, mainly due to savings on operating expenses in stores, in part as a result of captures from the Zero Base Budgeting Project.

Adjusted EBITDA totaled R\$ 372 million, **growth of 41% vs. 1Q23**, adjusted EBITDA margin of 8.1%, **improvement of 1.8 p.p. vs. 1Q23**

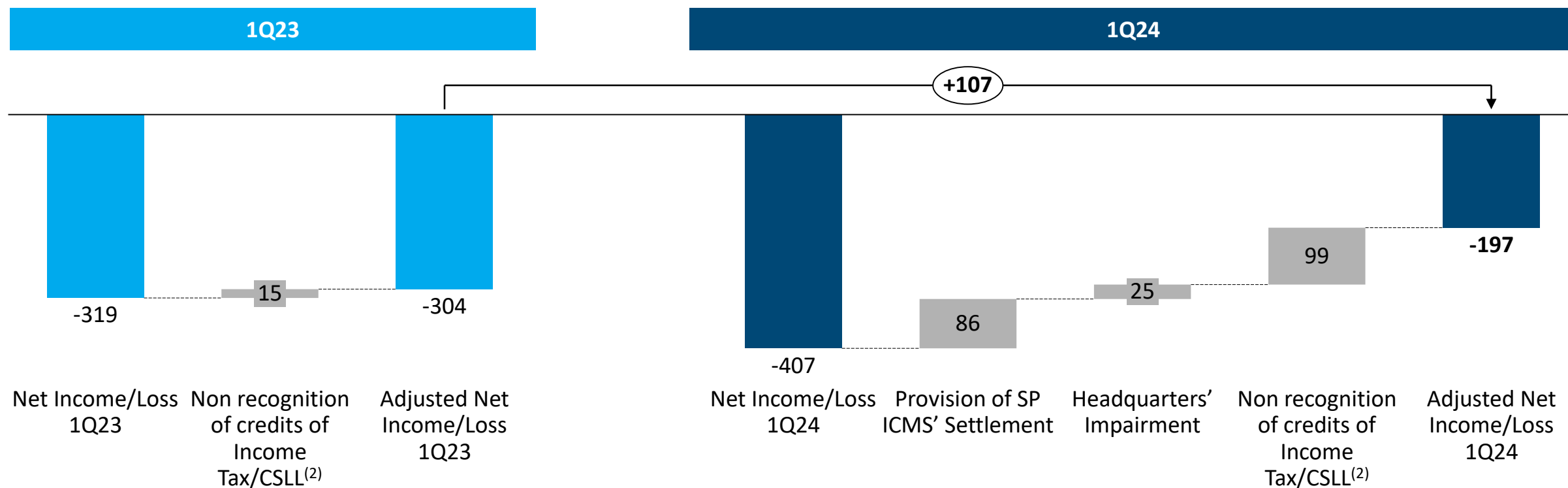
(1) Adjusted Earnings before interest, taxes, depreciation and amortization by other operating revenues and expenses

FINANCIAL PERFORMANCE

NET INCOME/LOSS⁽¹⁾

CONTINUED ACTIVITIES

(R\$ million)



Adjusted Net Income/Loss of continued activities presented an improvement of R\$ 107 million vs. 1Q23, after exclusion of non-operating and one-off effects

Net Income/Loss of discontinued activities was R\$ (253), impacted by R\$ (175) million regarding the adherence to the settlement program of ICMS' taxes with the state of São Paulo

(1) Of controlling shareholders; (2) CSLL: Social Contribution on Net Income

FINANCIAL PERFORMANCE

MANAGERIAL CASH FLOW – NET DEBT VARIATION

	LTM 1Q24	LTM 1Q23	Δ R\$
Adjusted EBITDA GPA Brazil pre-IFRS 16	527	309	219
(-) Equity Income (Brazil)	(59)	(44)	(15)
Working Capital of Goods Variation	211	221	(10)
Other Operational Asset and Liabilities Variation	426	232	194
Adjusted Capex by BTS ⁽¹⁾	(678)	(1,026)	348
Operational Free Cash Flow	428	(308)	736
Other Operating Income and Expenses	(813)	(1,310)	497
Dividends	114	560	(446)
Sale of Assets ⁽²⁾	2,271	3,616	(1,345)
Cash Flow after Sale of Assets	2,000	2,559	(558)
Net Financial Cost ⁽³⁾	(677)	(860)	183
Net Debt Variation	1,323	1,698	(375)

Operational Free Cash Flow LTM of R\$ 428 million in 1Q24, an increase of R\$ 736 million vs. LTM 1Q23, as a result of operational improvement and greater selectivity in investments

Cash Flow after sale of asset of R\$ 2.0 billion in LTM 1Q24, impacted by the sale of non-core assets R\$ 1.5 billion and Follow-on R\$ 704 million

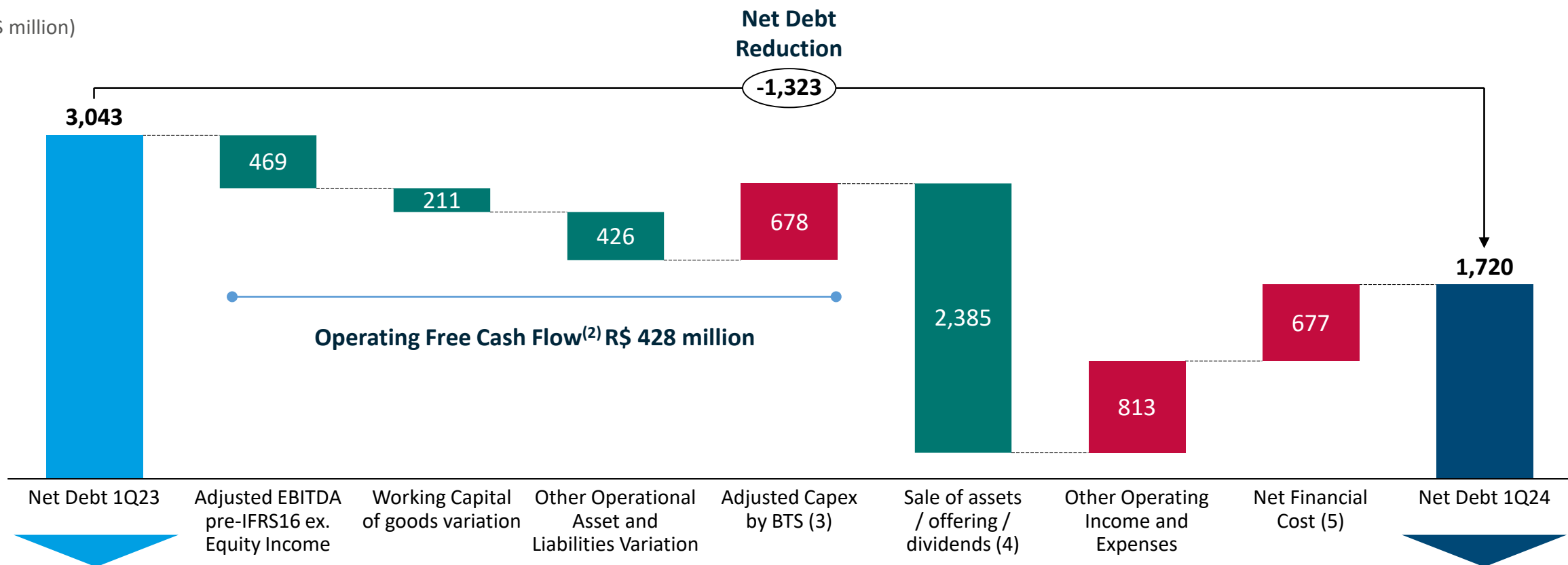
Net Financial Cost of R\$ (677) million LTM 1Q24, improvement of R\$ 183 vs. 1Q23

(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 1Q23 Before IFRS 16 3,043

On Balance Credit Card Receivables not discounted (30)

Net Debt incl. Credit Card Receivables not discounted 3,013

Adjusted EBITDA LTM pre-IFRS 16 307

Net Debt before IFRS 16 / Adjusted EBITDA LTM pre-IFRS 16 9.8x

Net Debt 1Q24 Before IFRS 16 1,720

On Balance Credit Card Receivables not discounted (115)

Net Debt incl. Credit Card Receivables not discounted 1,606

Adjusted EBITDA LTM pre-IFRS 16 527

Net Debt before IFRS 16 / Adjusted EBITDA LTM pre-IFRS 16 3.0x

(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

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