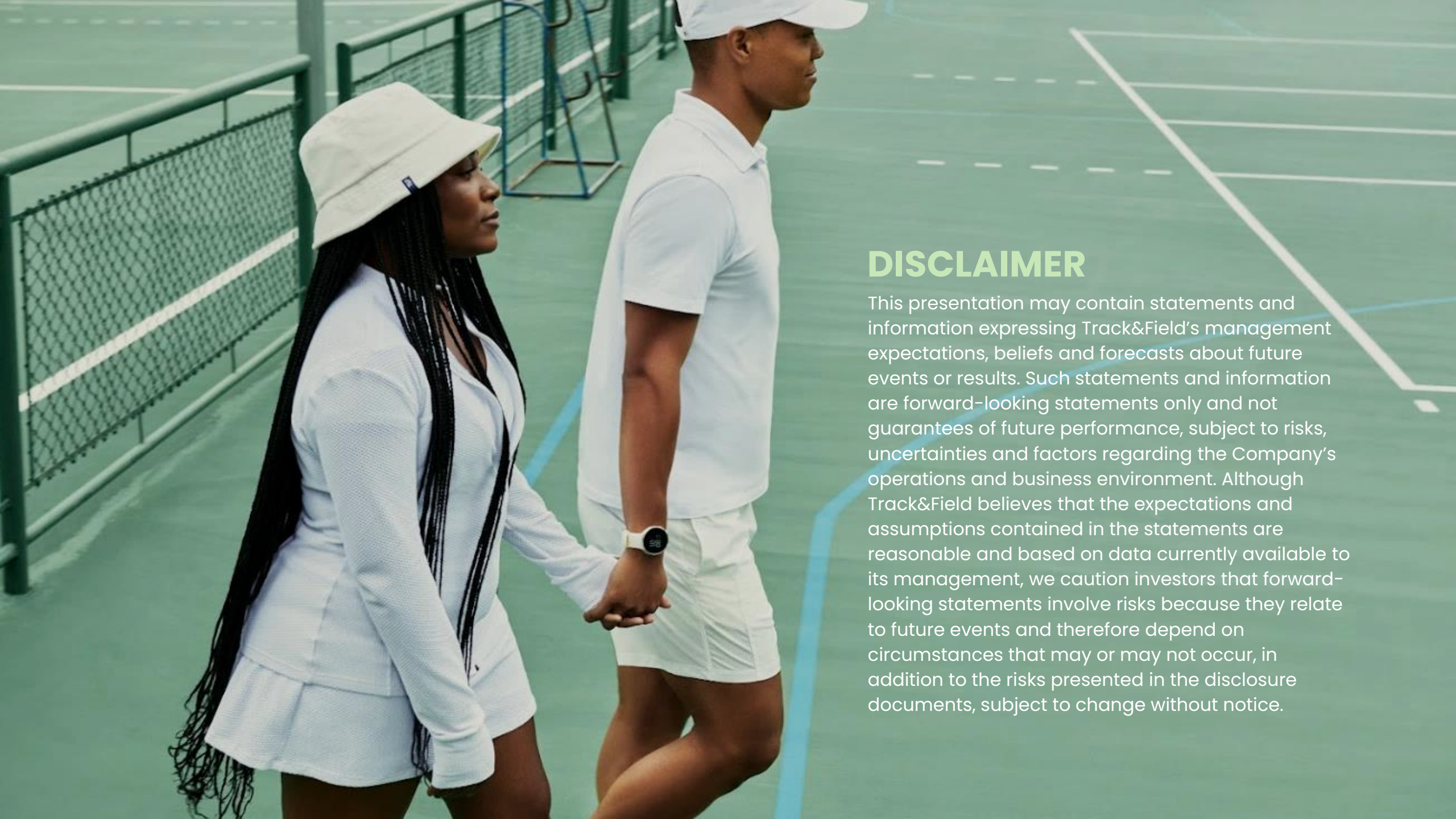


4Q23 AND 2023
RESULTS PRESENTATION

T&F





DISCLAIMER

This presentation may contain statements and information expressing Track&Field's management expectations, beliefs and forecasts about future events or results. Such statements and information are forward-looking statements only and not guarantees of future performance, subject to risks, uncertainties and factors regarding the Company's operations and business environment. Although Track&Field believes that the expectations and assumptions contained in the statements are reasonable and based on data currently available to its management, we caution investors that forward-looking statements involve risks because they relate to future events and therefore depend on circumstances that may or may not occur, in addition to the risks presented in the disclosure documents, subject to change without notice.

Management
from
Message

➔ **MESSAGE FROM
MANAGEMENT**

Store Opening

17
New stores
 in 4Q23,
 totaling
359
stores in the
network

Sell Out

R\$390.4
million

+20.1% **+16.4%**
 vs. 4Q22 in SSS

+25.0%
Renovated stores

Net Revenue

R\$221.9 mm

+19.8%
 vs. 4Q22

Adjusted EBITDA

R\$55.6 mm
 Ex-TFSports

+31.7% **26.0%**
 vs. 4Q22 Margin

R\$49.5 mm
 CONSOLIDATED

+14.5% **22.3%**
 vs. 4Q22 Margin

Adj. Net Income

R\$44.2 mm
 Ex-TFSports

+25.8% **20.7%**
 vs. 4Q22 Margin

R\$37.2 mm
 CONSOLIDATED

+4.9% **16.8%**
 vs. 4Q22 Margin

Digitalization

337 stores
 w/ ship from store and
 pick up in store...

...representing
72.6%
 of e-commerce sales

229 stores
 w/ infinite shelf
 in 4Q23

QUARTER HIGHLIGHTS



Store Opening**32 new stores**

with the entry into 17 new cities

Renovations**21 renovations**in 2023
(14 franchises e 7 Company operated)**Sell Out****R\$1.2 billion****+19.4%** vs. 2022
+14.4% em SSS**+34.9%****Renovated stores****Net Revenue****R\$683.7 mm****+20.5%**
vs. 2022**Adjusted EBITDA****R\$163.6 mm**
Ex-TFSports**+31.0%** vs. 2022
25.3% Margin**R\$155.8 mm**
CONSOLIDATED**+23.5%** vs. 2022
22.8% Margin**Adj. Net Income****R\$131.2 mm**
Ex-TFSports**+30.4%** vs. 2022
20.3% Margin**R\$120.8 mm**
CONSOLIDATED**+20.8%** vs. 2022
17.7% Margin**Zero Debt**

and no advances on receivables

Cash Equivalents
R\$151.7 million
as of 12/31/2023**NPS****81.7 points**
net promoter score**2023
HIGHLIGHTS**

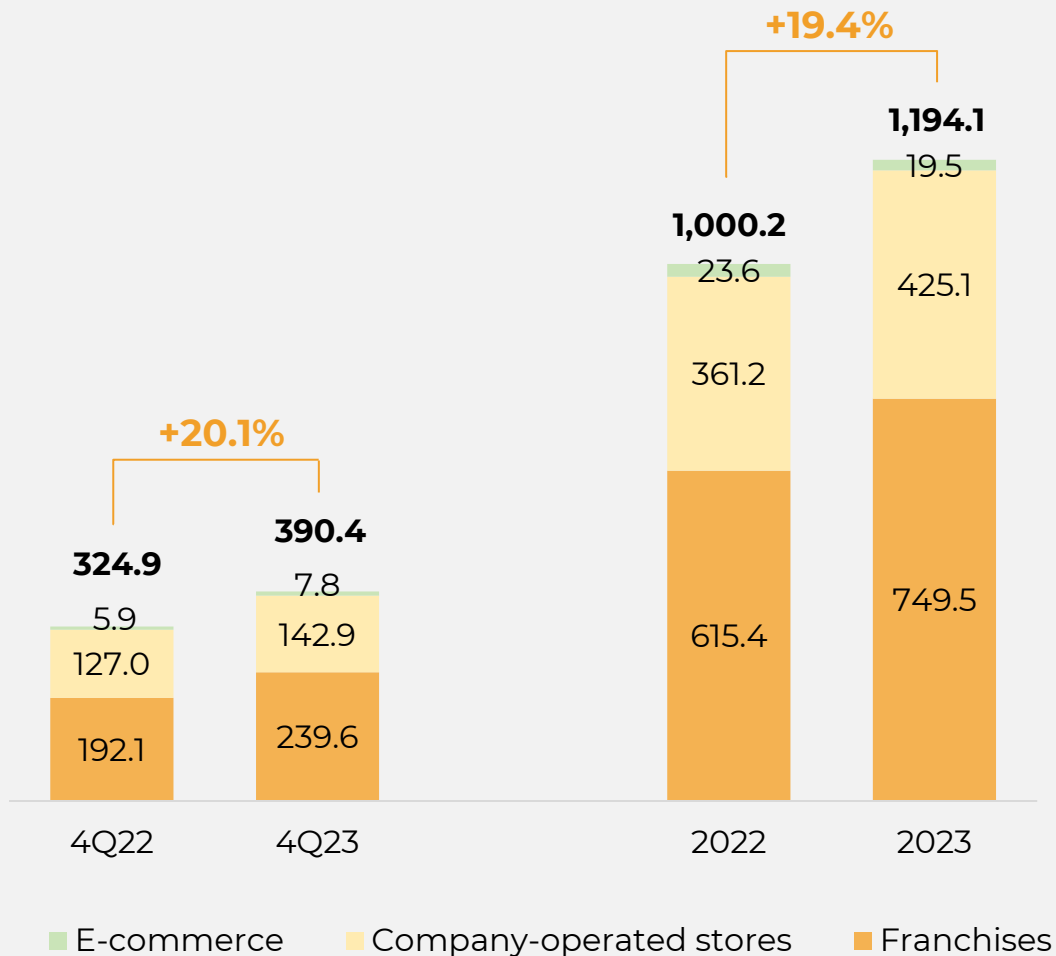
➔ 4Q23 AND 2023 RESULTS

Resultado 4Q23



SELL OUT

R\$390.4 million in 4Q23



Sell out growth of **20.1%** YoY and **SSS up 16.4% in 4Q23**. In the **annual compilation**, **sell out** reached **R\$1.2 billion (+19.4% vs. 2022)**.

It is worth noting that the **annual performance was impacted by the results observed in renovated stores**, both company operated and franchises, which saw an increase in their sales by **34.9%**.

As mentioned earlier, in 4Q23, we achieved **extremely positive month-to-month results**, with a notably emphasis on the sell-out growth observed in **November**, due to the Black Friday, and in **December** due to the holiday season, accumulating a 21.2% growth in the bimester.

In terms of channel, we highlight the growth of **e-commerce (+28.3% YoY in terms of captured sales and +34.0% in terms of invoced sales)**, once again **surpassing physical channels** and gaining share in the Company's business mix.

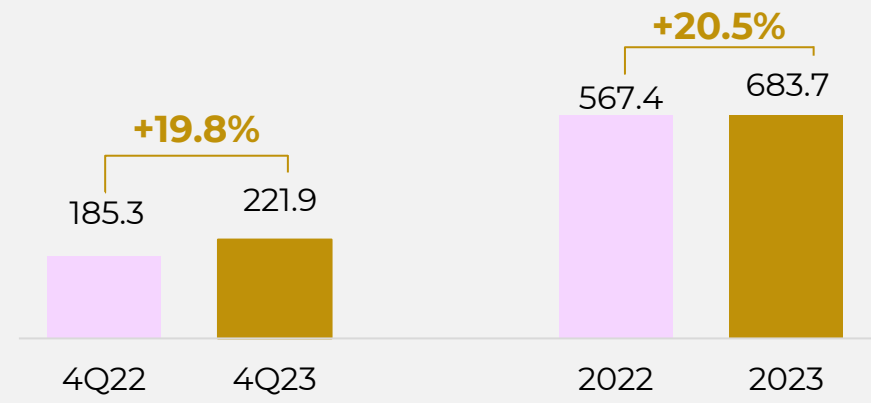
Social Selling: representativeness of social selling reached **40.0% of sell out** in the quarter.

Omnichannel: we remain focused on the roll-out of the second wave, specifically expanding the **infinite shelf modality**, present in **229 stores** by the end of 4Q23, and onboarding new sellers to tfmall. In 4Q23, **3 new sellers** were connected to our marketplace.

NET REVENUE

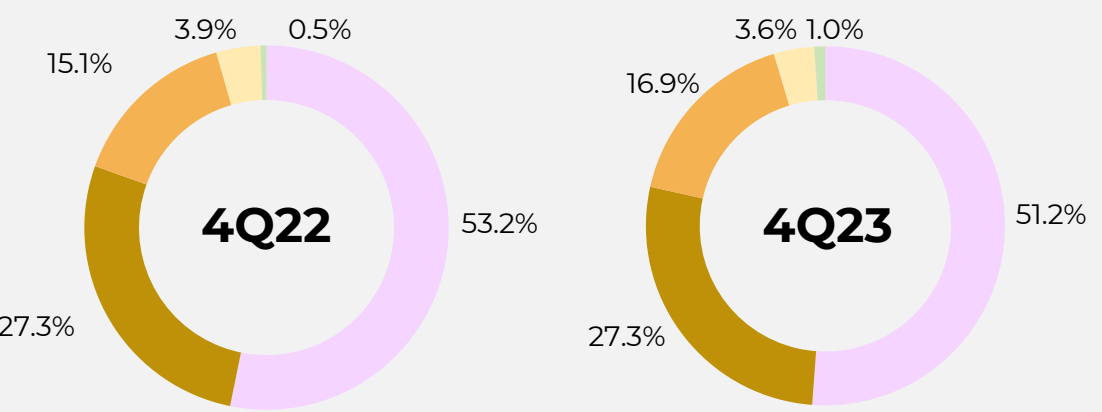


Net Revenue | R\$ million



Net revenue primarily benefited by **royalties' revenue**, which reported a **growth of 34.1%** - reaching **16.9% of total net revenue**. This was a reflection of the **growth in sell-in** during previous months, a factor that resulted in **better sell-out for franchisees during 4Q23** and, consequently, improved royalties for us.

Composition of Net Revenue



Highlight for the **goods for franchises channel (+20.0% YoY)**, *sell-in*, which reached **27.3% of the total net revenue in 4Q23**, reflecting franchisees' **expectations for Black Friday and Christmas even stronger** than observed in 2022.

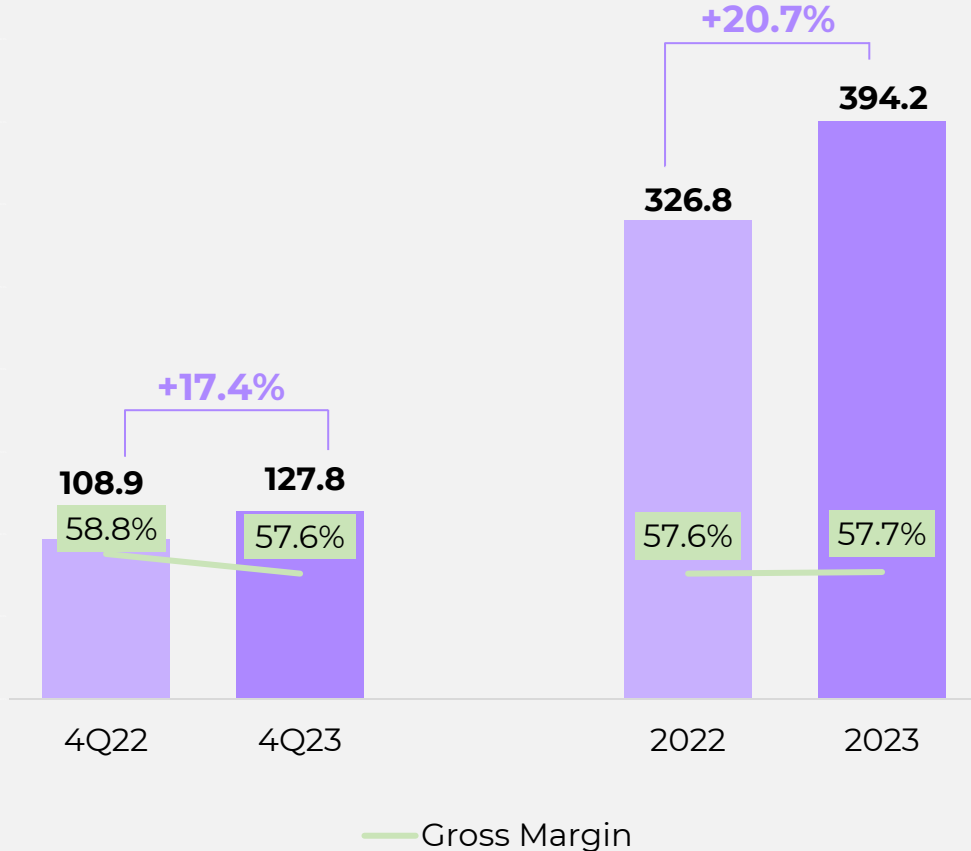
We highlight the strong performance of our company operated retail channel, **(+15.2% YoY)**, representing **51.2% of the total net revenue** for the period. It was primarily benefited by the **Christmas** and **Black Friday** periods, which **positively impacted sales across all Company businesses**.

Lastly, it's worth mentioning the **11.6% growth in TFSports revenue**, reflecting the acceleration of events, **in line with the Company's strategy**.

Retail - Own network Goods for Franchises Royalties TFSports Others

GROSS PROFIT

R\$ 127.8 million in 4Q23



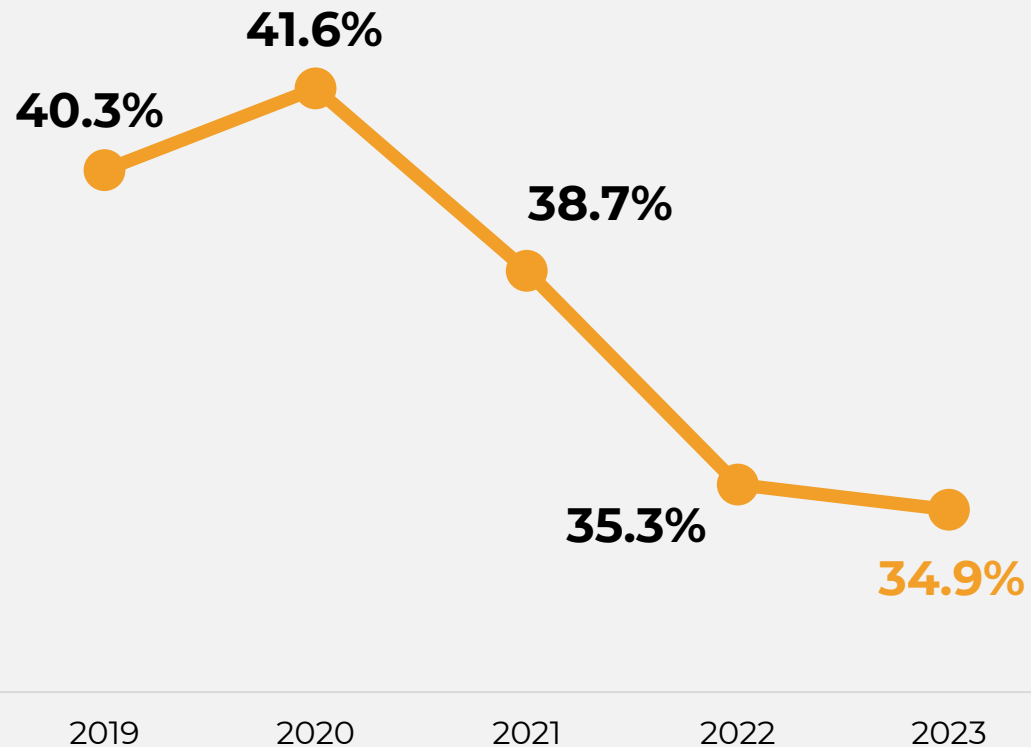
The gross profit for 4Q23 reported a **growth of 17.4% YoY**, reaching the nominal value of **R\$127.8 million**, reflecting the growth observed in the sell-out during the period.

The gross margin reached the level of 57.6% in the quarter, a figure below the margin observed in 4Q22 by 1.2 p.p. (58.8%). This was primarily due to (i) the **acceleration of events throughout the end of the year** to bring more users to the platform and (ii) the **mismatch of revenues from sponsorships**, which were more concentrated in the second half of 2022, while in 2023 they occurred in the first half.

Throughout the year, on the other hand, we observed a **stable gross margin compared to 2022**, with a **gain of 0.1 p.p.**, and recorded a **year-over-year growth in gross profit of 20.7%**, reaching R\$ 394.4 million.

OPERATING EXPENSES

34.9% of net sales in 2023



*Adjusted expenses and excluding depreciation



Adjusted operating expenses represented **35.2% of net sales, compared to 35.4% observed in 4Q22 (-0.2 p.p. YoY)**. In the year-to-date, we also observed a decrease in the level of representativeness of operating expenses (-0.4 p.p. YoY, reaching 34.9%), once again **highlighting the Company's commitment to reducing its costs as a proportion of net revenue**.

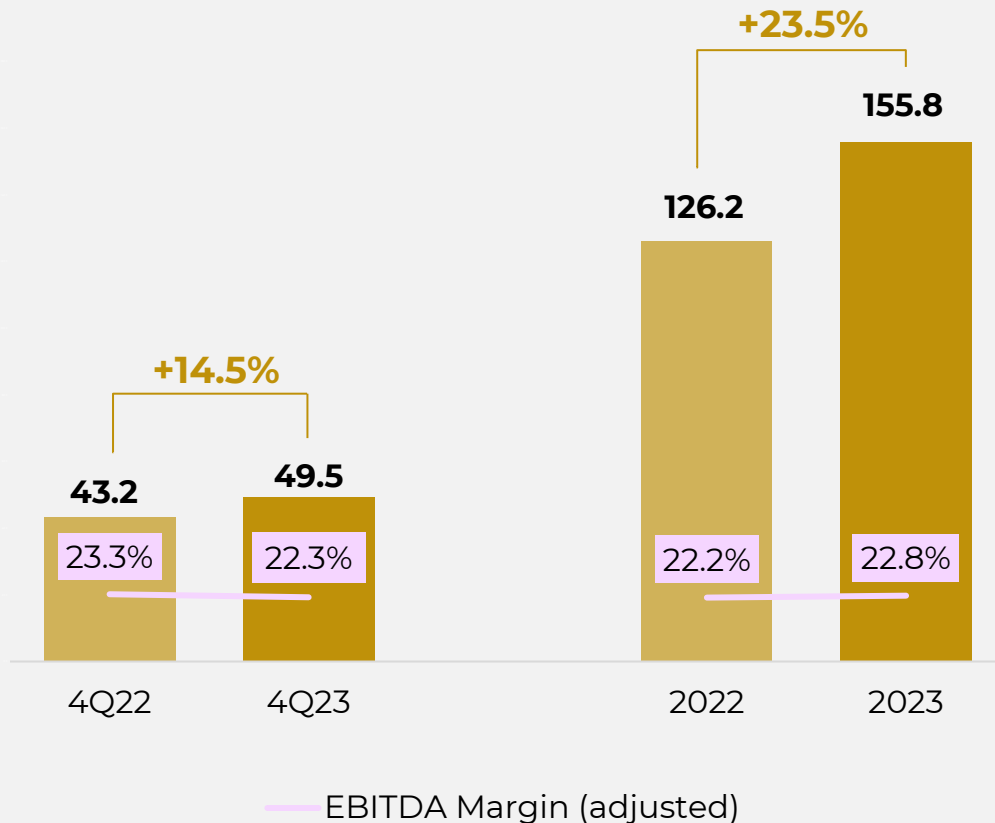
Excluding TFSports, which accelerated its business structuring initiatives and user acquisition for the platform, the Company reported **even more significant operational leverage**, with expenses representing **34.7% of net revenue in the quarter (-1.1 p.p. YoY)** and **34.6% for the year (-1.7 p.p. YoY)**.

Regarding **sales expenses**, we achieved **operational leverage compared to 4Q22 and full year 2022**, with a decrease in the level over net sales of **-0.4 p.p. in the quarter and -0.9 p.p. in 2023**. Once again, this was due to the increased representativeness of the franchise channel within our business.

On the flip side, we reported a **slight increase in administrative expenses** as a percentage of net sales in 4Q23 (+0.2 p.p.) and on 2023 (+0.1 p.p.) due to the company's growth, **but with the prospect of dilution of these expenses in the coming periods**.

EBITDA

R\$ 49.5 million in 4Q23



EBITDA amounted to **R\$53.8 million** in 4Q23, **reflecting an increase of 11.3% compared to the previous year** and representing an EBITDA margin of 24.2% (a decrease of 1.9 p.p. compared to the margin in the same period of the previous year, which was 26.1%).

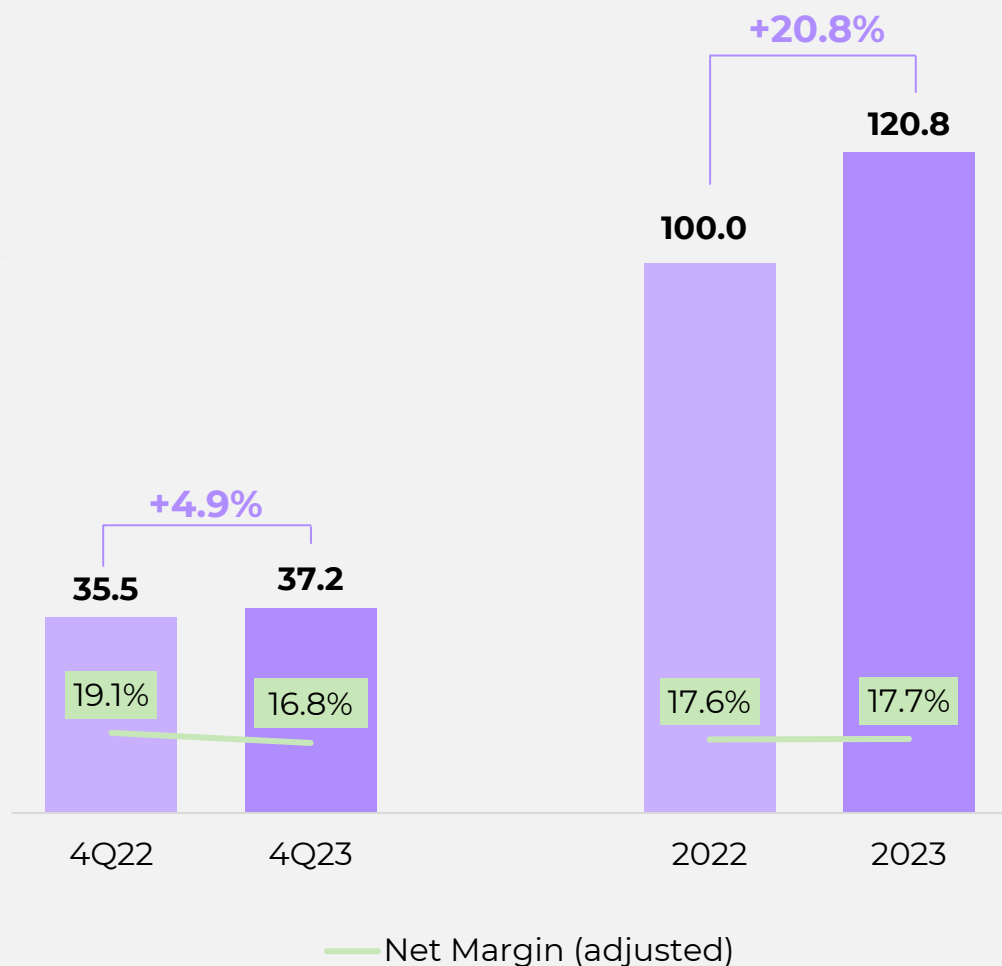
In turn, the adjusted EBITDA totaled **R\$49.5 million** in 4Q23, reflecting a **YoY increase of 14.5%**, and a **margin of 22.3%** (-1.0 p.p. YoY).

This occurred due to a **lower gross margin compared to the previous quarter**, along with the **maintenance of the level of expenses on net sales**, which showed a slight increase of 0.2 p.p. in 4Q23.

Ex-TFSports, the Company reported an adjusted EBITDA of **R\$55.6 million for the quarter** (+31.7% YoY). This represents an **adjusted ex-TFSports EBITDA margin of 26.0%** (+2.3 p.p. YoY).

NET INCOME

R\$ 37.2 million in 4Q23





The net profit reached **R\$35.3 million in 4Q23**, a **1.7% growth compared to 4Q22**. This represents a **net margin of 15.9% YoY** (-2.8 p.p. vs. the same period of the previous year).

The adjusted net profit, of **R\$37.2 million in 4Q23**, represented a growth of **4.9% vs. 4Q22**.

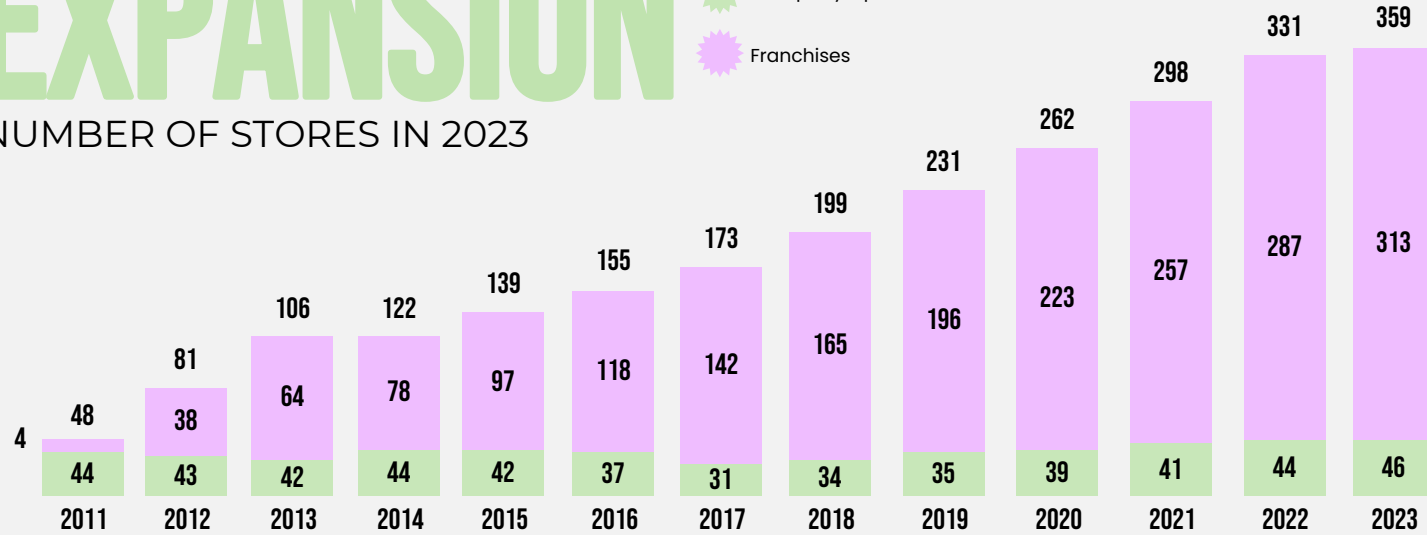
The adjusted net margin, in turn, reached 16.8% in 4Q23, a decrease of 2.3 p.p. compared to the reported figure in the same period of the previous year. This was due to (i) **the ongoing increase in depreciation** resulting from investments made throughout 2023 and, like the previous quarter, (ii) a **higher impact of income tax on net sales in 4Q23 compared to 4Q22**.

Excluding TFSports, we have that the adjusted net profit for 4Q23 reached **R\$44.2 million, +25.8% vs o 4Q22**, reflecting a margin gain of 0.9 p.p., and reaching a **margin of 20.7%**.

EXPANSION

 Company Operated Stores
 Franchises

NUMBER OF STORES IN 2023



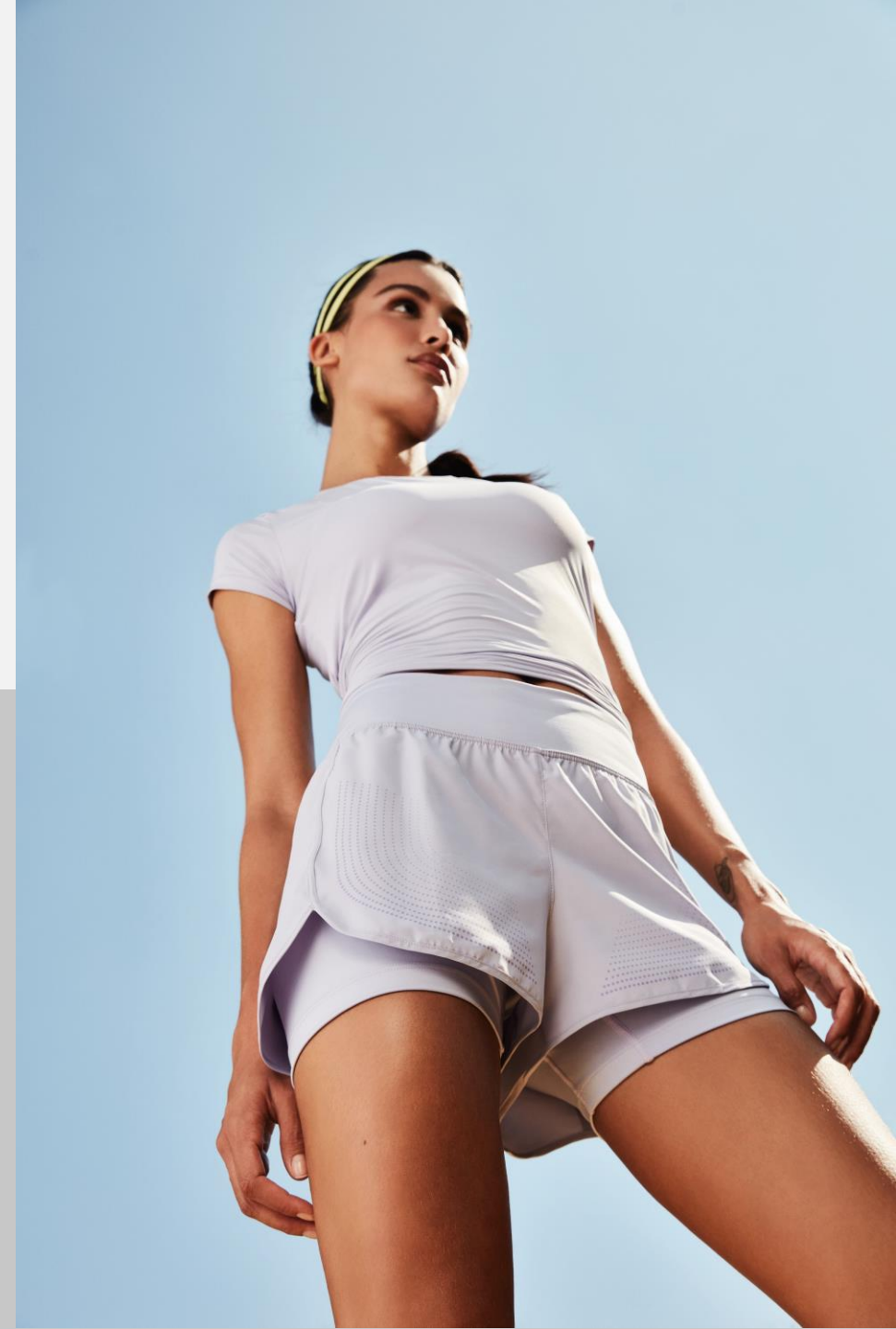
Opening of 17 stores in 4Q23, including: 16 new franchises and 1 company operated store (in addition to the transfer of 1 franchise to a company operated store), allowing us to reach a total of 359 stores within our network in the end of the year.

In 2023, we entered 17 new cities.

Of the new franchises inaugurated during the year, 27.3% were established by new franchisees, while 72.7% were with existing franchisees within our base.

We performed 21 store renovations throughout 2023.

Out of this total, we renovated 14 franchises and 7 company operated stores.





**+ than 588
thousand users**
as of 12/31/23

+52.0%
YoY

**+ than 6
thousand**
registered trainers on
12/31/23

+70.7%
YoY

+ than 1,000
Events held on 4Q23

+127.5%
vs. 4Q22

+ than 3,300
events held on 2023

+79.7%
vs. 2022

68.5 thousand
registered for the
platform's events in 4Q23

+56.9%
vs. 4Q22

247.2 thousand
registered for the
platform's events in 2023

+29.8%
vs. 2022

R\$8.1 mm
Net income in 4Q23

+11.6%
vs. 4Q22

R\$36.1 thousand
Net income in 2023

+36.4%
vs. 2022

HIGHLIGHTS OF THE PERIOD



Santander Track & Field
RUNSERIES
20 street races
 and
~40.4 thousand runners
 on 4Q23

Track & Field **OPEN**
BEACH TENNIS
6 stages
 and
~1.1 thousand players
 on 4Q23

Track & Field
EXPERIENCE
167 experiences
 and
~10.6 thousand registered
 on 4Q23

CONTINUE^{EM}
MOVIMENTO
465 events
 and
~10.0 thousand registered
 on 4Q23

Trainers Events
352 events
 and
~6.4 thousand registered
 on 4Q23

Track
& Field

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