## Track & Field

Video conference November 12th (Tuesday) 8am EUA-EST | 10am Brasilia

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## **Operational Highlights**

- Sell out of R\$344.3 million in 3Q24, representing a 17.1% increase compared to 3Q23, along with an 11.0% growth in same-store sales. Additionally, we observed an 11.2% increase in units sold.
- Renovated stores, both owned and franchised, showed strong sales performance, with growth of 34.0% and 25.2%, respectively.
- E-commerce sales gained 2.2 percentage points of share in sell-out, reaching 10.5% vs. 8.3% in 3Q23, and growing 47.7% during the quarter.
- Infinite storefront connected 298 stores by the end of September (+123 stores YoY), with its sales representing 18.6% of the digital sell-out, a 12pp increase compared to 3Q23.
- We opened 7 new stores in the quarter, totaling 381 stores at the end of the period. All stores were opened in the new format, and we remain focused on renovating existing stores; during the third quarter, we renovated 9 units, including 5 owned stores and 4 franchises. In the year-to-date, we reached a total of 24 new store openings (+9 YoY) and 28 renovations (+14 YoY).
- TFSports ramped up its activities in 3Q24, hosting more than 800 events (+39.1% YoY) and attracting approximately 116,000 participants (+80.2% YoY). By the end of the quarter, the platform had over 780,000 users (+45.6% YoY) and 7,600 registered trainers.
- NPS (Net Promoter Score) reached 83 points in 3Q24, the highest level of the year, reflecting our commitment to service excellence and high customer satisfaction.

## **Financial Highlights**

- Operating cash flow reached R\$93.5 million, a growth of 75.4% compared to the amount generated in the same period of 2023. We ended another period with no debt, reinforcing the solidity of our business model.
- Net revenue totaled R\$204.3 million in 3Q24, up 24.4% vs 3Q23 (R\$164.3 million), with a highlight being the 30.8% YoY growth in sell-in.
- Core EBITDA, excluding the effects from the TFSports business, totaled R\$49.3 million in 3Q24, a 25.5% YoY increase, with a margin of 25.7%. On a consolidated basis, adjusted EBITDA reached R\$40.2 million for the quarter, a 9.1% YoY increase, with a margin of 19.7%.
- Core net income, excluding TFSports effects, reached R\$37.1 million, a 14.8% increase vs 3Q23. On a consolidated basis, adjusted net income totaled R\$26.9 million in 3Q24, a decrease of 7.7%, reflecting the strategic opportunity to accelerate events and expand the user base of the platform.



# MESSAGE FROM MANAGEMENT

The third-quarter results reflect the solidity and consistency of our core business, with double-digit growth and high profitability, as well as the acceleration of TFSports platform events, which is increasingly establishing itself as a new avenue for creating value for shareholders.

Throughout the period, we delivered strong performance, achieving a sell-out of R\$344.3 million, a 17.1% increase compared to the same quarter last year. This result was primarily driven by the performance of our renovated stores, both owned and franchised, which saw sales growth of 34.0% and 25.2%, respectively. The increase in customer traffic driven by events, the expansion of our physical store network, and the growth in the number of units sold also contributed significantly to the overall performance.

Our e-commerce continues to show strong performance, with a 47.7% growth in the quarter, reflecting our ongoing efforts to enhance the digital operation. We continue to evolve our omnichannel initiatives, with the "ship from store" model representing 67.2% of the sell-out captured through e-commerce in the period. Sales through the infinite storefront, which connected 298 stores by the end of the quarter, represented 18.6% of the digital sell-out, an increase of 12 percentage points compared to the previous year. This initiative, which strengthens our physical presence and provides customers with a seamless and convenient shopping experience, highlights our commitment to excellence and adaptability to market needs.

The decision to accelerate TFSports events is driven by the higher LTV (Lifetime Value) observed for athlete-customers, the traffic generated for our stores, franchisee engagement, and opportunities for user base monetization. In this context, we hosted over 800 events and experiences during the period (+39.1% YoY), attracting around 116,000 registrants (+80.2% YoY). By the end of the quarter, the platform had over 780,000 users (+45.6% YoY) and 7,600 registered trainers, who conducted 188 events/classes during the period. Initially, we expected to host more than 2,500 events in the year; by September, we had already surpassed 2,000 proprietary events, in addition to more than 500 events conducted by trainers.

At tfmall, we added five new brands in the quarter, bringing the total to 18 partners, which are highly complementary to T&F and its audience. It is worth noting that the GMV (Gross Merchandise Value) of the marketplace, still in ramp-up, reached R\$3.1 million in the first nine months of the year.

Regarding brand expansion, we opened 1 owned store and 6 franchise locations during the quarter, bringing the total to 381 units, of which 39 are owned stores, 13 are outlets, and 329 are franchises. In the first nine months of the year, we opened 24 stores, nine more than in the same period last year. This acceleration in openings, along with a stronger network, prepares us for the upcoming high-season period.

In addition to the new store openings, all of them in the new format, we remain focused on renovating existing stores, given the excellent sales growth and return on capital invested. During the quarter, we renovated 9 stores, including 5 owned stores and 4 franchises, bringing the total to 28 renovations since the beginning of the year. With projections for new openings and renovations in the fourth quarter, we believe approximately 45% of our network will be remodeled in the new concept by the end of the year.

We remain dedicated to the growth of our well-being ecosystem, always guided by our mission to connect our customers to an active and healthy lifestyle. We thank our employees, the Board of Directors, franchisees, and suppliers for their commitment and partnership, and our shareholders for the trust they place in our company.

THE MANAGEMENT

## Table | Summary of Indicators

São Paulo, November 11th, 2024 – Track & Field CO S.A. (B3: TFCO4) announces its results for the third quarter (3Q) and nine-month accumulated (9M) of 2024.

R\$ thousand, except when indicated	3Q24	3Q23	Chg. 3Q24 /3Q23	9м24	9M23	Chg. 9M24 / 9M23
Financial Results						
Net Revenue	204,335	164,278	24.4%	558,468	461,743	20.9%
Gross Profit	113,398	94,376	20.2%	316,053	266,584	18.6%
Gross Margin	55.5%	57.4%	-1.9 p.p.	56.6%	57.7%	-1.1 p.p.
EBITDA	45,007	41,280	9.0%	130,260	119,925	8.6%
EBITDA Margin	22.0%	25.1%	-3.1 p.p.	23.3%	26.0%	-2.6 p.p.
Adjusted EBITDA <sup>1</sup>	40,181	36,842	9.1%	118,458	106,354	11.4%
Adjusted EBITDA Margin	19.7%	22.4%	-2.7 p.p.	21.2%	23.0%	-1.8 p.p.
Adj. EBITDA Ex-TFSports <sup>2</sup>	49,313	39,293	25.5%	131,417	108,931	20.6%
Adj. EBITDA Margin Ex-TFSports	25.7%	25.5%	0.2 p.p.	25.2%	25.1%	0.1 p.p.
Net Income	24,525	27,164	-9.7%	77,155	79,082	-2.4%
Net Margin	12.0%	16.5%	-4.5 p.p.	13.8%	17.1%	-3.3 p.p.
Adjusted Net Income <sup>3</sup>	26,896	29,128	-7.7%	85,395	83,530	2.2%
Adjusted Net Margin	13.2%	17.7%	-4.5 p.p.	15.3%	18.1%	-2.8 p.p.
Adj. Net Income Ex-TFSports <sup>4</sup>	37,069	32,289	14.8%	101,399	87,942	15.3%
Adj. Net Margin Ex-TFSports	19.3%	20.9%	-1.6 p.p.	19.5%	20.3%	-0.8 p.p.
Net Cash <sup>5</sup>	47,357	46,274	2.3%	47,357	46,274	2.3%
Net Cash Equivalents <sup>6</sup>	118,659	107,820	10.1%	118,659	107,820	10.1%
Operational Indicators						
Number of Stores	381	343	11.1%	381	343	11.1%
Own	52	45	15.6%	52	45	15.6%
Franchises	329	298	10.4%	329	298	10.4%
Average Ticket (R\$)	394.59	399.04	-1.1%	386.62	386.49	0.0%
Same Store Sales	11.0%	15.2%	-4.2 p.p.	13.0%	13.5%	-0.5 p.p.
Total Sell Out <sup>7</sup>	344,288	294,042	17.1%	948,964	803,728	18.1%
Sales by E-commerce	35,983	24,369	47.7%	93,020	61,533	51.2%

Note: adjusted values refer to non-accounting measures for purpose of comparability and better market analysis.

<sup>&</sup>lt;sup>1</sup> Adjusted EBITDA: excluding IFRS-16 effects (effect of exclusion of right-of-use depreciation expense and lease expense related to rentals) and non-recurring expenses.

<sup>&</sup>lt;sup>2</sup> Adjusted EBITDA Ex-TFSports: exclusion of all effects of the TFSports business.

<sup>&</sup>lt;sup>3</sup> Adjusted net income: excluding IFRS-16 application and non-recurring expenses.

<sup>&</sup>lt;sup>4</sup> Adjusted Net Income Ex-TFSports: exclusion of all effects of the TFSports business.

 $<sup>^{\</sup>rm 5}$  Net cash: Cash and cash equivalents – financial loans.

<sup>&</sup>lt;sup>6</sup> Net cash equivalents: Cash and cash equivalents + receivables from cards.

<sup>&</sup>lt;sup>7</sup> Total sell out: represents Track&Field's consumer sales, irrespective of sales channel (physical/online or whether own store/franchise).



Captured Sell Out per Channel (R\$ thousand)	3Q24	3Q23	Chg. 3Q24 /3Q23	9м24	9M23	Chg. 9M24 / 9M23
Franchises	204,472	178,219	14.7%	562,788	485,901	15.8%
Company-Operated Stores	103,833	91,454	13.5%	293,156	256,293	14.4%
E-Commerce	35,983	24,369	47.7%	93,020	61,533	51.2%
Total sell out	344,288	294,042	17.1%	948,964	803,728	18.1%
Billed Sell Out per Channel (R\$ thousand)	3Q24	3Q23	Chg. 3Q24 /3Q23	9M24	9M23	Chg. 9M24 / 9M23
Franchises	218,386	187,588	16.4%	599,259	509,836	17.5%
Company-Operated Stores	114,117	101,597	12.3%	321,766	282,254	14.0%
E-commercel	11,785	4,858	142.6%	27,940	11,638	140.1%
Total sell out						

<sup>&</sup>lt;sup>1</sup> Sell-out billed by e-commerce reflects the sales captured by the website and billed by our Distribution Center.

Sell-out, which is the result of the total gross sales across all Track&Field sales channels (including owned stores, franchises, and e-commerce), reached R\$344.3 million in 3Q24, a 17.1% increase compared to the same period in 2023.

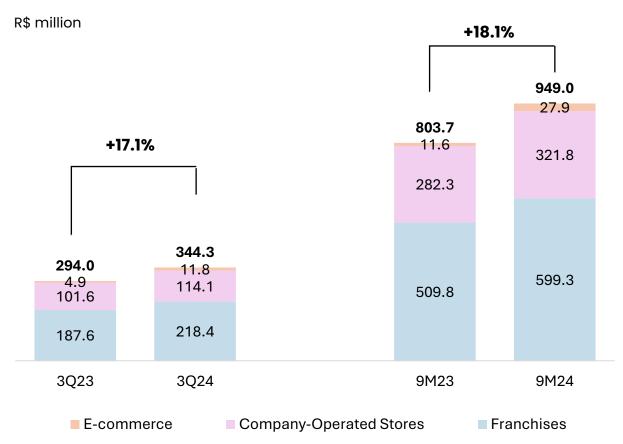
We observed strong performance throughout the third quarter, especially in July and August, which saw a combined growth of 21.2% YoY. Although September experienced sales impacted by a collection change sale with a reduced product offer — reflecting the strong turnover of the winter collection at full price — the launch of the Summer 25 collection provided a significant boost, with excellent reception from both franchisees and end customers.

Additionally, the strong performance of the quarter reflects: (i) the performance of renovated stores, both owned and franchised, which saw sales increase by 34.0% and 25.2%, respectively; (ii) the expansion of the physical stores network with +38 units YoY; (iii) an 11.2% increase in the number of units sold; and (iv) a greater flow of customers being directed to stores due to the acceleration of events.

Once again, we highlight the significant growth of our e-commerce compared to physical channels, with a 47.7% increase relative to 3Q23 (based on captured data). This performance resulted in a 2.2pp gain in the e-commerce share of the company's overall business mix, reflecting our ongoing efforts to improve operations. These efforts include enhancements to the website experience, strengthening the team, media strategies, and effective integration of our omnichannel approach. Sales made through the infinite storefront, which connected 298 stores by the end of the period, represented 18.6% of the digital sell-out, a 12pp increase compared to the previous year. Additionally, social selling — which focuses on converting transactions initiated via WhatsApp — grew by 4.5% YoY, representing 42.1% of total sales for the quarter.

It is also worth noting that we are starting to see signs of recovery in stores located in Rio Grande do Sul, with a 13.9% increase in sales for the region compared to 3Q23.

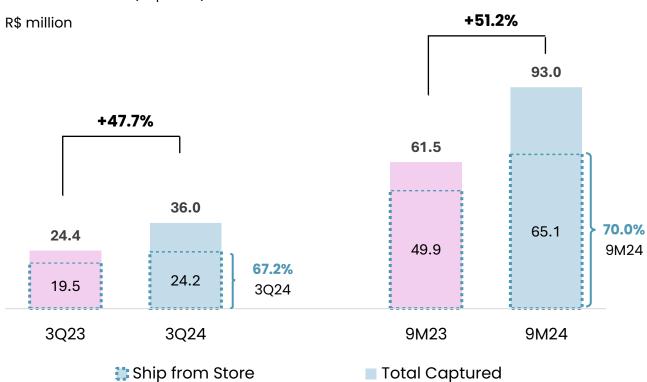
#### **Billed Sell Out**



We continue to register positive results with our "ship from store" initiatives, where physical stores function as mini distribution centers, and "pick up in store", which allows customers to pick up their online orders at physical stores. During the quarter, 67.2% of the sell-out captured by e-commerce was generated through the ship from store model.

By the end of the period, we had 28 stores operating as national sellers, fulfilling deliveries across Brazil, and 332 as local sellers, representing approximately 34.1% and 33.2%, respectively, of the sell-out captured by e-commerce in 3Q24 (with the remaining 32.8% billed through our distribution center).



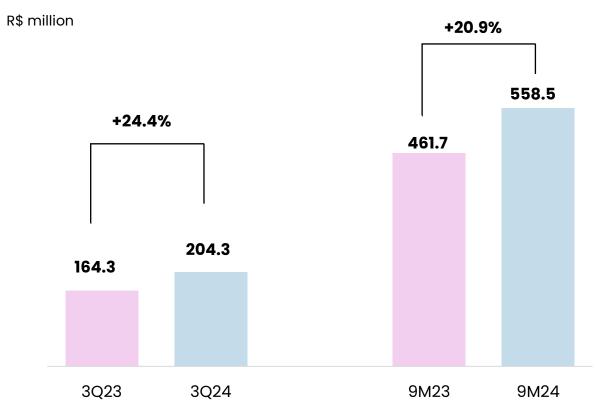


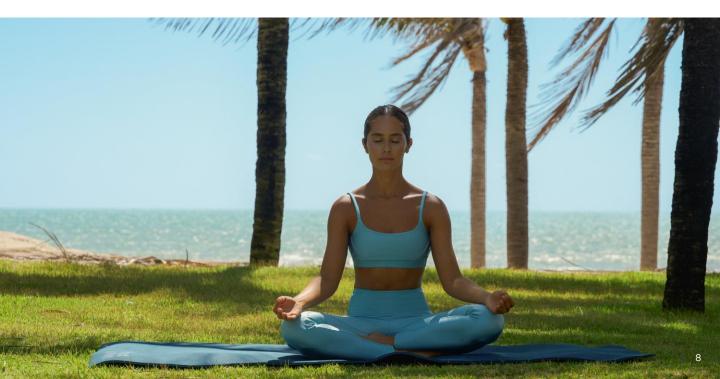


Net Revenue (R\$ thousand)	3Q24	3Q23	Chg. 3Q24 /3Q23	9м24	9м23	Chg. 9M24 / 9M23
Sales of Goods	58,101	44,431	30.8%	155,678	130,425	19.4%
Royalties	34,726	29,005	19.7%	94,289	78,785	19.7%
Retail (Own Chain)	96,814	79,828	21.3%	266,229	221,212	20.3%
Events/tfmall	12,599	9,958	26.5%	37,838	28,133	34.5%
Others	2,095	1,056	98.4%	4,433	3,189	39.0%
Total Net Revenue	204,335	164,278	24.4%	558,468	461,743	20.9%

Net revenue reached R\$204.3 million in the quarter, representing a 24.4% increase compared to the same period in 2023.

#### Net Revenue





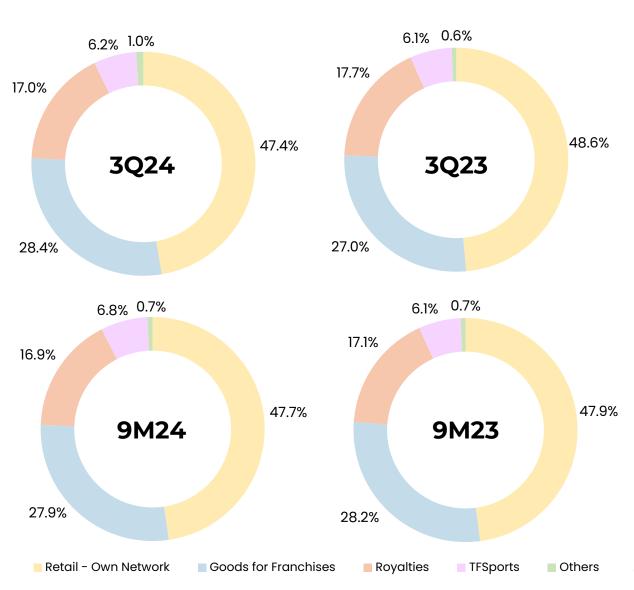
The sale of merchandise to franchises (sell-in) showed a 30.8% YoY growth, driven by strong stocking by franchisees, with high expectations for Father's Day sales and the launch of the new V25 collection, as well as the expansion of the network with 31 new franchises YoY, resulting in a 1.4 percentage point gain in the share of total revenue for the quarter.

It is worth highlighting the performance of the retail channel (owned stores), which reported a 21.3% YoY growth, reaching R\$96.8 million. This positive result is primarily attributed to the solid performance of the digital channel and the performance of the outlets — benefiting from the opening of 3 new units this year, as well as 3 renovated units, one of which featured the presence of TFC.

The royalties line saw an increase of 19.7%, reaching R\$34.7 million, driven by strong stocking by franchisees in the previous quarter, the growth of the franchise network, and the performance of renovated stores.

Finally, we highlight the 26.5% growth compared to 3Q23 in the net revenue from TFSports (events and tfmall), which reached R\$12.6 million, excluding intercompany effects. This performance was driven by the increase in the number of participants in events, higher average ticket prices, and greater sponsorship revenue during the period, reflecting the acceleration of events in line with the Company's strategy.

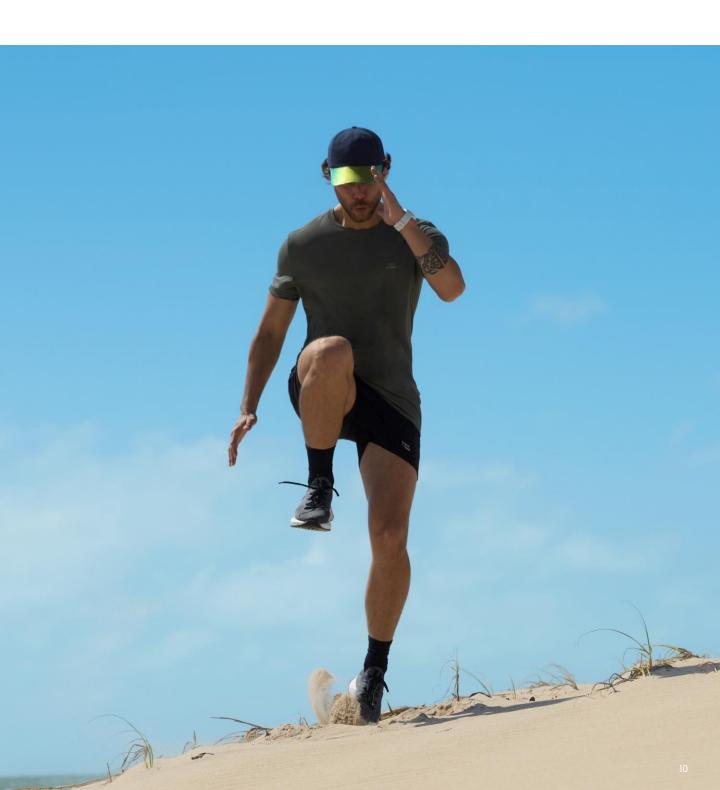
#### Net Revenue Breakdown (%)





Gross Profit (R\$ thousand)	3Q24	3Q23	Chg. 3Q24 /3Q23	9м24	9м23	Chg. 9M24 / 9M23
Gross Profit	113,398	94,376	20.2%	316,053	266,584	18.6%
Gross Margin	55.5%	57.4%	-1.9 p.p.	56.6%	57.7%	-1.1 p.p.

The gross profit for the quarter reached R\$113.4 million, registering a 20.2% increase compared to 3Q23. The gross margin was 55.5%, down 1.9 percentage points YoY, impacted by a 1.4 percentage point increase in the share of merchandise sales to franchises (sell-in) in the mix of net sales and by the acceleration of events.



## Adjusted Operating Expenses

Adjusted Net Revenue	3024	3Q23	Chg.	9M24	9M23	Chg.
(R\$ thousand)	3024	3423	3Q24 /3Q23	3W24	31VI23	9м24 / 9м23
General Adjusted Net Revenue	204,335	164,278	24.4%	558,468	461,743	20.9%
Operating Expenses	3024	3Q23	Chg.	9M24	9M23	Chg.
(R\$ thousand)	0Q2-T	0420	3Q24 /3Q23	JW12-4	3W23	9M24 / 9M23
Sales	40,361	30,685	31.5%	106,777	87,769	21.7%
% With Sales over General NR	19.8%	18.7%	1.1 p.p.	19.1%	19.0%	0.1 p.p.
General and Administrative	33,629	26,656	26.2%	92,682	73,840	25.5%
% G&A over General NR	16.5%	16.2%	0.3 p.p.	16.6%	16.0%	0.6 p.p.
Operating Expenses	73,990	57,341	29.0%	199,459	161,609	23.4%
%Total Operating Expenses over General NR	36.2%	34.9%	1.3 p.p.	35.7%	35.0%	0.7 p.p.
Other Operating Revenues (Expenses)	-774	-34	2176.5%	-1,864	-1,377	35.4%
Total Operating Expenses (Revenue) - wo/	73,216	57,307	27.8%	197,595	160,232	23.3%
depreciation	, 0,2.0	0.,00.	27.670	107,000	100,202	20.070
Total Operating Expenses (Revenue) over General NR	35.8%	34.9%	0.9 p.p.	35.4%	34.7%	0.7 p.p.
Depreciation	3,782	2,401	57.5%	10,239	6,647	54.0%
Total Operating Expenses (Revenue) – w/ depreciation	76,998	59,708	29.0%	207,834	166,879	24.5%
%Total Operating Expenses over General NR	37.7%	36.3%	1.4 p.p.	37.2%	36.1%	1.1 p.p.

Excluding the effects of the TFSports business, expenses accounted for 33.6% of net revenue in the third quarter, reflecting a decrease of 0.7 percentage points compared to the same period last year (34.3%).

On a consolidated basis, adjusted operating expenses represented 35.8% of net sales, an increase of 0.9 percentage points compared to 3Q23 (34.9%), reflecting the acceleration of events mentioned earlier.

Regarding selling expenses, we observed an increase of 1.1 percentage points over net sales, mainly due to higher marketing expenses related to the events. It is worth noting that, in the nine-month accumulated period, the share of selling expenses relative to revenue remained almost stable, with a slight increase of 0.1 percentage point compared to the previous year. This result reflects a lower weight of expenses related to own retail, which helped offset the increase in event-related expenses.

Administrative expenses showed an increase of 0.3 percentage points YoY for the quarter and 0.6 percentage points YoY for the accumulated period. It is important to highlight that the periods are not yet fully comparable, as the strengthening of certain operational structures — especially in the areas of TFSports, technology, and marketing — began only in August 2023. Additionally, the impacts on other expense lines reflect initiatives related to the expansion of TFSports operations.

We are preparing the company for another cycle of operational leverage, which will be more evident starting in 2025, as we believe the current structures are now aligned with the growth expected in the coming periods.



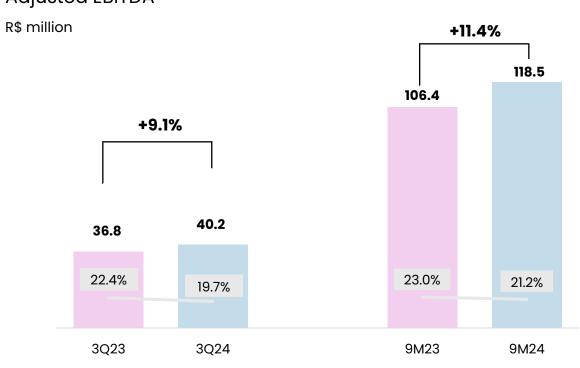
EBITDA	3Q24	3Q23	Chg.	9M24	9M23	Chg.
(R\$ thousand)			3Q24 /3Q23			9м24 / 9м23
Net Income	24,525	27,164	-9.7%	77,155	79,082	-2.4%
(+) Income Tax and CS (Social Contribution)	6,900	4,692	47.1%	17,019	13,873	22.7%
(+) Net Financial Result	5,329	3,051	74.7%	12,800	8,592	49.0%
(+) Depreciation and amortization	8,253	6,374	29.5%	23,287	18,378	26.7%
EBITDA	45,007	41,280	9.0%	130,260	119,925	8.6%
EBITDA Margin	22.0%	25.1%	-3.1 p.p.	23.3%	26.0%	-2.6 p.p.
(+) IFRS-16 Adjustment	-6,393	-5,246	21.9%	-18,906	-15,463	22.3%
(+) Non-Recurring Adjustments	1,569	808	94.1%	7,106	1,891	275.8%
Adjusted EBITDA	40,181	36,842	9.1%	118,458	106,354	11.4%
Adjusted EBITDA Margin	19.7%	22.4%	-2.7 p.p.	21.2%	23.0%	-1.8 p.p.
Adjusted EBITDA Ex-TFSports	49,313	39,293	25.5%	131,417	108,931	20.6%
Adjusted EBITDA Margin Ex-TFSports	25.7%	25.5%	0.2 p.p.	25.2%	25.1%	0.1 p.p.

Note: The table detailing Non-Recurring Items can be found on page 24.

Excluding the effects of IFRS-16 and non-recurring expenses, adjusted EBITDA reached R\$40.2 million in 3Q24, registering a 9.1% increase compared to the previous year, with a margin of 19.7% (down 2.7 percentage points YoY). The reduction in EBITDA margin is explained by a lower gross margin in the quarter, which fell 1.9 percentage points compared to 3Q23, combined with a 0.9 percentage point increase in the proportion of expenses over net sales. Both factors were influenced by the results absorbed from TFSports.

The core EBITDA, excluding all effects from the TFSports business, reached R\$49.3 million in 3Q24, representing a 25.5% increase compared to the previous year, with a margin of 25.7% (up 0.2pp YoY).

#### Adjusted EBITDA



— Adjusted EBITDA Margin



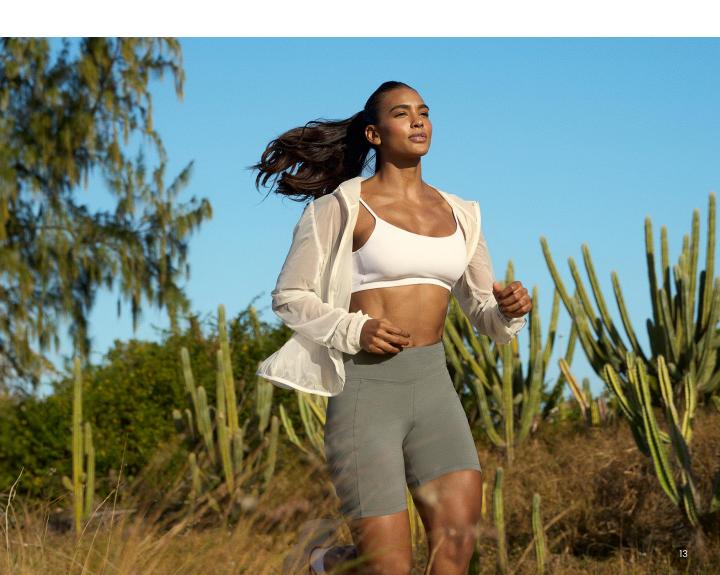
Net Effect of Adjustments	3,618	3,289	10.0%	9,697	8,272	17.2%
Financial Result	-5,329	-3,051	74.7%	-12,800	-8,592	49.0%
Other Financial Expenses	-3,967	-3,292	20.5%	-10,708	-8,647	23.8%
IFRS interest	-3,186	-2,539	25.5%	-8,776	-6,928	26.7%
Financial Expenses	-7,153	-5,831	22.7%	-19,484	-15,575	25.1%
Financial Revenues	1,824	2,780	-34.4%	6,684	6,983	-4.3%
(R\$ thousand)	<b>042</b> -	0020	3Q24 /3Q23	JIVIZ	311123	9м24 / 9м23
Financial Result	3Q24	3Q23	Chg.	9M24	9M23	Chg.

Note: The effects of the adjustments relate to interest on leasing operations and non-recurring items.

The adjusted financial result, excluding the net effect of IFRS-16 adjustments and non-recurring items, was negative at R\$1.7 million in the third quarter.

Once again, the Company ended the quarter debt-free and did not carry out any receivables factoring during the period.

Considering the effects of IFRS-16, we observed a negative financial result of R\$5.3 million, mainly due to an increase in financial expenses associated with lease agreements.





Net Income (R\$ thousand)	3Q24	3Q23	Chg. 3Q24	9М24	9M23	Chg. 9M24 / 9M23
Net Income	24,525	27,164	-9.7%	77,155	79,082	-2.4%
Net Margin	12.0%	16.5%	-4.5 p.p.	13.8%	17.1%	-3.3 p.p.
(+) IFRS-16 Adjustment	1,054	982	7.3%	2,566	2,410	6.5%
(+) Non-Recurring Adjustments*	1,318	983	34.1%	5,675	2,038	178.4%
Adjusted Net Income	26,896	29,128	-7.7%	85,395	83,530	2.2%
Adjusted Net Margin	13.2%	17.7%	-4.5 p.p.	15.3%	18.1%	-2.8 p.p.
Adjusted Net Income Ex-TFSports	37,069	32,289	14.8%	101,399	87,942	15.3%
Adjusted Net Margin Ex-TFSports	19.3%	20.9%	-1.6 p.p.	19.5%	20.3%	-0.8 p.p.

Note: The table detailing Non-Recurring Items can be found on page 24.

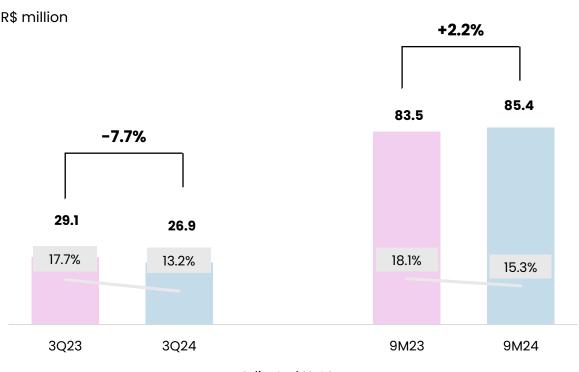
The adjusted net income, excluding the effects of IFRS-16 application and non-recurring expenses, reached R\$26.9 million in the quarter, a 7.7% decrease YoY, reflecting the strategic opportunity to accelerate events and expand the user base of the platform, and an increase in depreciation due to investments made during the period.

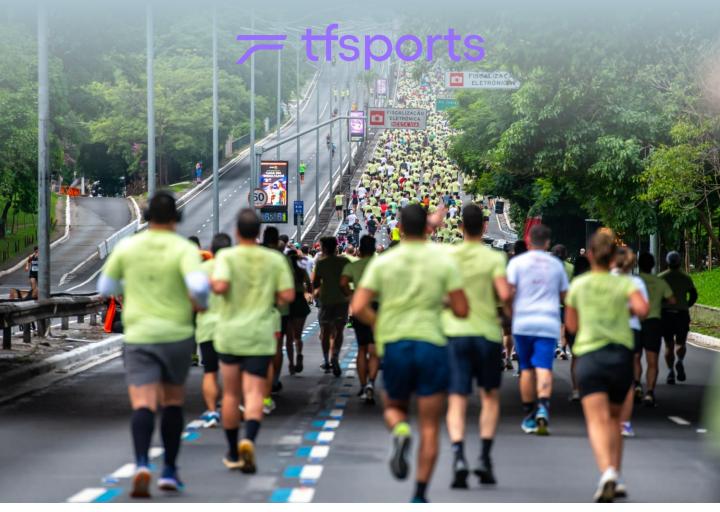
The adjusted net margin ended the quarter at 13.2%, a decrease of 4.5pp compared to the previous year.

In the first nine months of 2024, adjusted net income accumulated R\$85.4 million, growing 2.2% YoY compared to the same period in 2023, with a margin of 15.3% (down 2.8pp).

The core net income, excluding all effects from the TFSports business, totaled R\$37.1 million in 3Q24, representing a 14.8% increase compared to R\$32.3 million in 3Q23, with a margin of 19.3% (down 1.6pp). In the first nine months of the year, this result was R\$101.4 million, up 15.3% YoY compared to 9M23, with a margin of 19.5% (vs 20.3% in 9M23).







TFSports	3Q24	3Q23	Chg. 3Q24 /3Q23	9м24	9м23	Chg. 9M24 / 9M23
Net Revenue (RS thousand)	15,366	9,958	54.3%	43,372	28,132	54.2%
Users on the App (thousand)*	782.0	537.0	45.6%	782.0	537.0	45.6%
Events (Proprietary and Trainer-led)	1,002	785	27.6%	2,641	1,975	33.7%
Registration in Events (thousand)	117.9	68.1	73.1%	287.6	170.8	68.4%
Number of Trainers (thousand)*	7.6	5.7	33.9%	7.6	5.7	33.9%

<sup>&</sup>lt;sup>1</sup> Including all effects from the TFSports business..

Net revenue for the third quarter totaled R\$15.4 million, registering a significant expansion of 54.3% compared to the same period last year. The adjusted EBITDA for the TFSports business was negative at R\$9.1 million, mainly due to the increase in the number of events held during the quarter and expenses related to strengthening the administrative structures over the past year, aimed at supporting the Company's growth.

We took on the role of sponsor in events such as the Experience events, which, although not generating direct revenue, have a significant strategic impact by increasing our reach, strengthening franchisee engagement, expanding the user base, and driving traffic to the stores.

Additionally, we observed a significant increase in the LTV (Lifetime Value) of athlete-customers. In light of these results, we identified an important opportunity in accelerating the execution of these events.

<sup>&</sup>lt;sup>2</sup> Positions as of the closing date of each period.

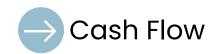


TFSports platform has achieved significant growth in the number of registered users, reaching 782,000 in the third quarter of 2024 (+45.6% YoY). In addition to offering sports events, exclusive experiences, and free online classes through the "Continue em Movimento" program, the platform now connects 7,600 trainers, who offer both paid and free classes to our customer base.

In the third quarter of 2024, the following events were held: 540 classes of "Continue em Movimento," with 18.5 thousand participants; 23 street races of the Santander Track&Field Run Series, closing the quarter with 62.3 thousand participants; 21 stages of the Track&Field Open Beach Tennis, totaling 5.3 thousand participants; and 230 events of T&F Experience (in-person classes led by trainers specialized in different activities such as Kayaking, Yoga, Cycling, Fight, Tennis, Beach Tennis, Hawaiian Canoe, Functional, Paddle Sports, Kangoo Jump, Indoor Cycling, among others), with 29.6 thousand participants. Additionally, Trainers organized 188 classes/events on our platform, with 2.1 thousand participants.

We set a target of hosting more than 2,500 events this year. By September, we had already surpassed 2,000 events, in addition to 500 events organized by trainers.

At tfmall—our curated wellness marketplace—we added 5 new brands during 3Q24, bringing the total to 18 partners by the end of the period. These brands are believed to have strong synergies with our own brand and customer base. It's worth highlighting that the GMV of the marketplace, still in ramp-up, reached R\$3.1 million in the first nine months of the year.



Cash Flow (R\$ thousand)	9M24	1524	9М23
Net cash from Operational Activities	93.5	80.7	53.3
(+) Net Cash used in Investment Activities	-33.8	-20.6	-25.8
(+) Net Cash Generated by Financing Activities	-66.9	-47.6	-41.7
(=) Increase / Reduction of Cash and Cash Equivalents	- 7.1	12.5	- 14.2
(+) Cash Balance at the beginning of the period	54.5	54.5	60.5
(=) Cash Balance at the end of the period	47.4	67.0	46.3

The net cash flow from operating activities reached R\$93.5 million, a significant increase of 75.4% compared to the same period last year, driven by the expansion observed during the quarter alongside improvements in working capital indicators during the period.

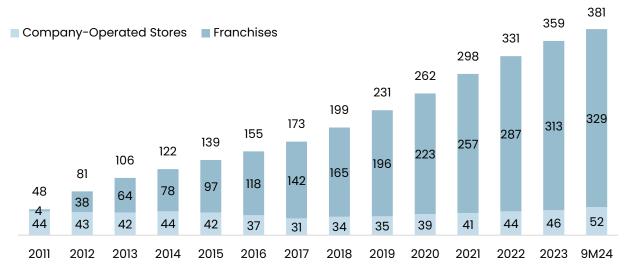
The higher operational cash generation was partially absorbed by the increase in the net cash applied in investment activities, which grew 31.0% compared to the previous year, due to the development of the TFSports platform and the renovations and openings of stores.

The company ended the period with a net cash balance totaling R\$47.4 million. Cash equivalents, including credit card receivables, reached R\$118.7 million. This result was achieved despite investments made during the period for the growth of both the retail operation and TFSports, demonstrating the company's commitment to sustainable growth and consistent cash generation.



## **EXPANSION**

#### NUMBER OF STORES



Note: E-Commerce considered as 1 Company-operated Store.

During the third quarter of 2024, we opened 1 company-owned store and 6 franchises, ending the period with a total of 381 stores in the network, comprising 39 company-owned stores, 13 outlets, and 329 franchises.

All new stores are being launched with elements of the Experience store concept, featuring a complete renovation of equipment, visual communication, and improved product displays. Additionally, 9 stores were renovated to the new concept during the quarter, including 4 franchises and 5 company-owned stores.

In the nine-month period, 24 stores were opened, including 3 company-owned outlets, 1 company-owned store, and 20 franchises. Furthermore, 28 renovations were completed during the period, with 8 company-owned stores and 20 franchises.

By the end of September, 39% of the stores in the network had adopted the new layout, and we expect approximately 45% of our network to be operating under the new concept by the end of 2024.

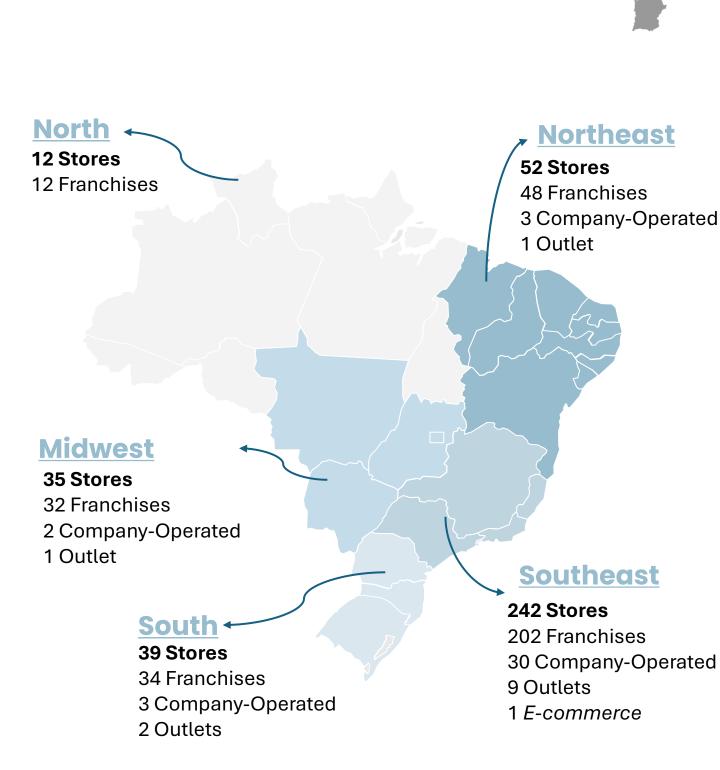


<u>Portugal</u>

1 Franchise

1 Store

## **STORES MAP**



## ANNEXES



#### **Income Statement for the Period**

(Excluding IFRS-16 Effect and Non-Recurring Items)

R\$ thousand	3Q24	3Q23	9M24	9м23
NET REVENUE FROM SALES OF GOODS AND SERVICES PROVIDED	204,335	164,278	558,468	461,743
Cost of goods sold and services provided	-90,937	-70,129	-242,415	-195,160
GROSS PROFIT	113,398	94,148	316,053	266,583
Gross Margin	55.5%	57.3%	56.6%	57.7%
Operating Expenses	-77,772	-59,741	-209,698	-168,255
Sales	-42,173	-31,646	-111,410	-90,433
General and Administrative	-35,599	-28,096	-98,288	-77,823
% Total Operating Expenses over General NR	38.1%	36.4%	37.5%	36.4%
Other Operating Expenses (Revenues), Net	774	34	1,864	1,377
Total Operating Expenses (Revenues)	-76,998	-59,707	-207,834	-166,878
% Total Operating Expenses (Revenues) over General NR	37.7%	36.3%	37.2%	36.1%
Adjusted EBITDA	40,181	36,842	118,458	106,354
Adjusted EBITDA Margin	19.7%	22.4%	21.2%	23.0%
Depreciation and Amortization	-3,782	-2,401	-10,239	-6,647
EARNINGS BEFORE FINANCIAL RESULT	36,400	34,441	108,219	99,706
ADJUSTED FINANCIAL RESULT	-1,711	238	-3,103	-320
Financial revenues	1,757	2,780	6,617	6,983
Financial expenses	-3,467	-2,542	-9,720	-7,302
OPERATING INCOME BEFORE IR AND CS	34,689	34,679	105,116	99,386
INCOME TAX AND CS (SOCIAL CONTRIBUTION)	-7,793	-5,551	-19,722	-15,856
ADJUSTED NET INCOME	26,896	29,128	85,395	83,530
Adjusted net margin	13.2%	17.7%	15.3%	18.1%

#### **Income Statement for the Period**

R\$ thousand	3Q24	3Q23	9M24	9м23
NET REVENUE FROM SALES OF GOODS AND SERVICES PROVIDED	204,335	164,278	558,468	461,743
Cost of goods sold and services provided	-90,937	-69,902	-242,415	-195,159
GROSS PROFIT	113,398	94,376	316,053	266,584
Gross Margin	55.5%	57.4%	56.6%	57.7%
Operating Expenses	-77,418	-59,463	-209,821	-166,080
Sales	-41,175	-31,051	-108,637	-87,942
General and Administrative	-36,243	-28,412	-101,184	-78,138
% Total Operating Expenses over General NR	37.9%	36.2%	37.6%	36.0%
Other Operating Expenses (Revenues), Net	774	-7	742	1,042
Total Operating Expenses (Revenues)	-76,644	-59,470	-209,079	-165,038
% Total Operating Expenses (Revenues) over General NR	37.5%	36.2%	37.4%	35.7%
EBITDA	45,007	41,280	130,260	119,925
EBITDA Margin	22.0%	25.1%	23.3%	26.0%
Depreciation and Amortization	-8,253	-6,374	-23,287	-18,378
EARNINGS BEFORE FINANCIAL RESULT	36,754	34,906	106,974	101,546
FINANCIAL RESULT	-5,329	-3,051	-12,800	-8,592
Financial revenues	1,824	2,780	6,684	6,983
Financial expenses	-7,153	-5,831	-19,484	-15,575
OPERATING INCOME BEFORE IR AND CS	31,425	31,855	94,174	92,954
INCOME TAX AND CS (SOCIAL CONTRIBUTION)	-6,900	-4,692	-17,019	-13,873
NET INCOME	24,525	27,164	77,155	79,082
Net Margin	12.0%	16.5%	13.8%	17.1%

#### **Impacts from IFRS-16**

The mandatory adoption of IFRS-16, in January 2019, has led to significant changes in the accounting of Brazilian companies, including Track&Field. Therefore, to better understand IFRS-16 effect on our financial statements, we detail below the impact on the main items of the Balance Sheet and Income Statement.

Items included in Balance Sheet by IFRS-16	Including IFRS	Excluding	Difference
The first the first the first to the first to	16 Effect	IFRS	Difference
(R\$ thousand)	(A)	(B)	(A-B)
Assets - Rights of Use	109,569		109,569
Liabilities - Leases Payable	118,924		118,924

3Q24	Including IFRS	Excluding	Difference
Items affected by IFRS-16	16 Effect	IFRS	Difference
(R\$ thousand)	(A)	(B)	(A-B)
Operating Expenses  (excl, Depreciation and Amortization)	- 68,391	- 74,784	6,393
	0.052	2702	4.470
Depreciation and Amortization Expenses	- 8,253	- 3,783	- 4,470
Financial Result	- 5,329	- 2,143	- 3,186
IRPJ/CSLL	- 6,900	- 7,108	208
Net Income	24,525	25,579	- 1,054
EBITDA	45,007	38,614	6,393

9м24	Including IFRS	Excluding	Difference
Items affected by IFRS-16	16 Effect	IFRS	Difference
(R\$ thousand)	(A)	(B)	(A-B)
Operating Expenses (excl, Depreciation and Amortization)	- 185,792	- 204,698	18,906
Depreciation and Amortization Expenses	- 23,287	- 10,239	- 13,048
Financial Result	- 12,800	- 4,024	- 8,776
IRPJ/CSLL	- 17,019	- 17,369	350
Net Income	77,155	79,721	- 2,566
EBITDA	130,260	111,354	18,906

## Non-Recurring Adjustments

Adjusted EBITDA Reconciliation (R\$ thousand)	3Q24	3Q23	9M24	9M23
EBITDA	45,007	41,280	130,260	119,925
IFRS 16	-6,393	-5,246	-18,906	-15,463
Strategic consulting	685	494	3,150	958
Extemporaneous fiscal effects	0	0	1,123	377
Reversal of renovated rental - pop-ups	199	307	724	307
Stock option plan/non-cash	683	0	1,893	0
Other non-recurring expenses	0	8	213	250
	40.101	36,842	118,458	106,354
Adjusted EBITDA	40,181	30,042	110,430	100,001
Adjusted EBITDA  Adjusted Net Income Reconciliation (R\$ thousand)	3Q24	30,042 3Q23	9M24	9M23
Adjusted Net Income Reconciliation (R\$ thousand)	3Q24	3Q23	9M24	9M23
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income	3Q24 24,525	3Q23 27,164	9M24 77,155	9M23 79,082
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income  IFRS 16	<b>3Q24 24,525</b> 1,262	<b>3Q23 27,164</b> 1,267	<b>9M24 77,155</b> 2,917	<b>9M23 79,082</b> 3,198
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income  IFRS 16  IRPJ/CSLL on adjustments	<b>3Q24 24,525</b> 1,262 -893	<b>3Q23 27,164</b> 1,267 -860	<b>9M24 77,155</b> 2,917 -2,703	<b>9M23 79,082</b> 3,198 -1,984
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income  IFRS 16  IRPJ/CSLL on adjustments  Strategic consulting	<b>3Q24 24,525</b> 1,262 -893 685	<b>3Q23 27,164</b> 1,267 -860 494	<b>9M24 77,155</b> 2,917 -2,703 3,150	<b>9M23 79,082</b> 3,198 -1,984 1,057
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income  IFRS 16  IRPJ/CSLL on adjustments  Strategic consulting  Extemporaneous fiscal effects	<b>3Q24 24,525</b> 1,262 -893 685 434	<b>3Q23 27,164</b> 1,267 -860 494 0	<b>9M24 77,155</b> 2,917 -2,703 3,150 2,044	<b>9M23 79,082</b> 3,198 -1,984 1,057 535
Adjusted Net Income Reconciliation (R\$ thousand)  Net Income  IFRS 16  IRPJ/CSLL on adjustments  Strategic consulting  Extemporaneous fiscal effects  Reversal of renovated rental - pop-ups	<b>3Q24 24,525</b> 1,262 -893 685 434 199	<b>3Q23 27,164</b> 1,267 -860 494 0 307	<b>9M24</b> 77,155 2,917 -2,703 3,150 2,044 724	9M23 79,082 3,198 -1,984 1,057 535 307

#### **Cash Flow**

Results | 3Q24

R\$ thousand	9м24	1H24	9м23
CASH FLOW FROM OPERATING ACTIVITIES			
Net income for the period	77,155	52,630	79,082
Adjustments to reconcile net income (loss) for the year with the net cash generated by			
operating activities:			
Depreciation and amortization	24,870	16,085	20,214
Monetary restatement of judicial deposits	-1,276	-811	-1,456
Monetary updating of contingency provision	1,145	757	930
Current and deferred income and social contribution taxes	17,019	10,119	13,872
Provision (Reversal) of projected inventory loss	1,462	866	704
Provision (Reversal) for civil, labor, and tax risks	-1,569	-1,171	-848
Credit losses on accounts receivable	204	138	383
Expected credit loss	-118	-92	-48
Write-off of fixed and intangible assets	403	350	10
Interest on rent - right of use	8,776	5,590	6,928
Monetary restatement of taxes to be recovered	-518	-361	-1,126
·	0	0	1,397
Monetary restatement of taxes payable			,
Monetary restatement of other obligations	0	0	207
Variation in operating assets and liabilities:			
Accounts receivable	48,717	43,541	26,042
Inventory	-65,008	-28,547	-50,663
Taxes to recover	, 7,521	7,606	-3,242
Judicial deposits	-1,142	-1,315	1,392
Other credits	-6,747	-5,734	-2,608
Suppliers	13,800	9,864	-12,878
Labor and social security obligations	116	-5,512	2,308
Tax obligations	-15,467	-15,132	-10,501
Rents payable	-1,801	-1,627	-1,552
Advance on events	2,390	4,614	4,204
Other obligations	-804	-497	-2,668
Cash from operating activities	109,129	91,361	70,083
Income tax and social contribution paid	-15,588	-10,666	-16,768
·		80,695	53,316
Net cash generated by operating activities	93,541	60,095	53,310
CASH FLOW FROM INVESTING ACTIVITIES			
Gain (Loss) on sale of property, plant, and equipment	2	2	19
Acquisition of fixed assets and intangible assets	-33,770	-20,621	-25,825
Net cash used in investing activities	-33,768	-20,619	-25,806
CASH FLOW FROM FINANCING ACTIVITIES			
Dividends paid	-7,211	-7,211	-5,392
Interest on capital paid	-21,472	-20,646	-19,630
Leases - right of use paid	-19,103	-12,797	-16,549
Acquisition of own shares	-19,108	-6,914	-153
Net cash used in financing activities	-66,894	-47,568	-41,724
EXCHANGE VARIATION ON CASH AND CASH EQUIVALENTS OF SUBSIDIARY ABROAD	2	3	-1
INCREASE (REDUCTION) IN CASH AND CASH EQUIVALENTS	- 7,120	12,511	- 14,215
Opening balance of cash and cash equivalents	54,477	54,477	60,489

#### **Balance Sheet**

R\$ thousand	09/30/2024	09/30/2023
ASSETS		
CURRENT		
Cash and cash equivalents	47,357	46,274
Accounts receivable	147,733	126,392
Inventory	296,402	254,425
Recoverable taxes	4,188	6,349
Prepaid expenses and other credits	14,486	6,504
Advances from suppliers	1,843	1,624
TOTAL CURRENT ASSETS	512,009	441,568
NON-CURRENT		
Judicial deposits	2,863	474
Deferred income tax and social contribution	5,354	7,883
Recoverable taxes	4,401	10,790
Property, plant & equipment	178,280	140,718
Intangible assets  TOTAL NON-CURRENT	25,955 <b>216,853</b>	19,828 <b>179,693</b>
		5,255
TOTAL ASSETS	728,862	621,261
LIABILITIES & SHAREHOLDERS' EQUITY		
CURRENT LIABILITIES		
Suppliers	73,100	47,986
Labor and social security liabilities	34,768	29,696
Tax obligations	15,554	17,653
Leases - right of use payable	17,317	18,994
Rental payable	1,696	1,839
Advance from customers	4,826	2,946
Advance from Events	2,390	4,204
Dividends payable	18,304	15,572
Other liabilities	983	1,239
TOTAL CURRENT LIABILITIES	168,938	140,129
NON-CURRENT		
Suppliers	0	609
Leases - right of use payable	101,607	82,745
Provision for civil, labor and tax contingencies	4,744	6,873
TOTAL NON-CURRENT LIABILITIES	106,351	90,227
SHAREHOLDERS'EQUITY		
Share capital	336,148	192,392
Treasury shares	-31,065	-12,278
Capital Reserve	-11,442	-12,527
Reserve of tax incentives	8,663	7,040
Profit reserve	92,127	153,434
Other comprehensive income	1,868	1,868
Net income (loss) for the period	57,274	60,976
Total shareholders' equity	453,573	390,905
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	728,862	621,261

#### **Non-Accounting Metrics**

**EBITDA** – EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) is the net income for the period, plus income tax and social contribution, depreciation and amortization and deducted from the net financial result. This indicator is a non-accounting measure prepared by the Company in accordance with CVM Instruction No. 527/12. EBITDA is used to present the Company's operating cash flow, but it is not a measure of profitability, as it does not consider certain expenses arising from the business, such as taxes, financial expenses and revenues, depreciation and amortization. This indicator also does not represent cash flows for the reporting periods. EBITDA Margin is calculated by EBITDA (as mentioned above) divided by net revenue from sales of goods and services provided.

**Adjusted EBITDA** - Adjusted EBITDA is EBITDA excluding the effect of the adoption of IFRS 16 / CPC 06(R2) - which came into effect for the handling of the accounting standard related to Lease Transactions as of 2019, and non-recurring expenses. Additionally, Adjusted EBITDA Margin is calculated by Adjusted EBITDA divided by net Revenue from sales of Goods and services provided.

**Adjusted EBITDA and Adjusted EBITDA margin** are not measures of results in accordance with accounting practices adopted in Brazil. Other companies may calculate Adjusted EBITDA differently from the Company.

The Company presents adjusted EBITDA as a means of assessing its operating financial performance, as it is a non-accounting measure of results that excludes non-recurring effects from the result. Thus, it purges effects that are not part of the business routine and that were punctual to the result.

**Adjusted Net Income** - Adjusted Net Income is net income excluding the effect of the adoption of IFRS 16 / CPC 06(R2), and non-recurring expenses.

Adjusted Net Income is not a measure of results in accordance with accounting practices adopted in Brazil. Other companies may calculate Adjusted Net Income differently from the Company.

Adjusted EBITDA EX-TFSports and Adjusted Net Income EX-TFSports disregard all the effects of the TFSports business.

**Gross Debt** - Gross Debt is the total sum of loans payable (current and non-current liabilities). Gross Debt is not a measure of results in accordance with accounting practices adopted in Brazil. Other companies may calculate Gross differently from the Company.

**Net Cash** is the sum of short-term and long-term loans included in Current Liabilities and Non-Current Liabilities minus the sum of Cash and cash equivalents included in the Company's Current Assets. This indicator is a non-accounting measure prepared by the Company. Net Cash is not a measure of profitability in accordance with accounting practices adopted in Brazil and does not represent cash flows for the reporting periods.

**Total Sell Out** – Total Sell Out represents Track&Field Group's consumer sales, irrespective of sales channel (physical/online or whether own store/franchise).

