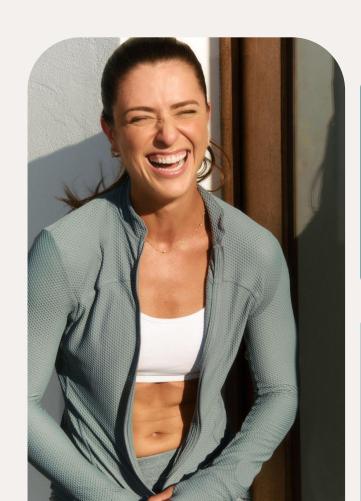


## DISCLAIMER

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.





## **Quarter Highlights**

Sell Out

R\$442 million

+22.8% +28.3% vs 3Q24

+46.4% in renovated stores

SSS

Consolidated Net Revenue

R\$268.5 million

+31.4% vs 3024

Consolidated Adj. EBITDA

R\$51.3 million

19.1% +27.8% Margin (-0.6 p.p.) vs 3Q24

Consolidated Adj. Net Profit

R\$35 million

+30.0% 13.0% vs 3Q24 Margin (-0.2 p.p.)

Digitalization

397 stores

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

...representing 72% of e-commerce sales

378 stores

connected to infinite shelf

Expansion

12 new stores

In the quarter, totaling...

417 stores in network

17 renovations

(2 own and 15 franchises)

# 9M25 Highlights

Sell Out

R\$1.2 billion

+29.8% vs 9M24 SSS

+23.1%

Consolidated Net Revenue

R\$723.4 million

+29.5% vs 9M24

Consolidated Adj. EBITDA

R\$162.6 million

22.5% +37.3% Margin (+1.3 p.p.) vs 9M24

Consolidated Adj. Net Profit

R\$115 million

+34.6% 15.9% vs 9M24 Margin (+0.6 p.p.)

Net Debt

Cash equivalentes of R\$108.8 million as of 09/30/2025

> Operating cash generation of R\$100.5 million

Expansion

21 new stores in the accumulated period totaling...

417 stores in network

29 renovations (5 own and 24 franchises)





# Expansion

## Opening of 12 franchises in 3Q25

During the first nine months of the year, **21 stores were opened**.

We carried out the renovation of 17 stores during the quarter, 15 franchises and 2 companyowned stores

29 stores were renovated over the nine-month period

At the end of
September, 55% of
the chain's stores
had adopted the new
layout, and we
estimate that
approximately 60% of
our network will be
using the new
concept by the end of
2025

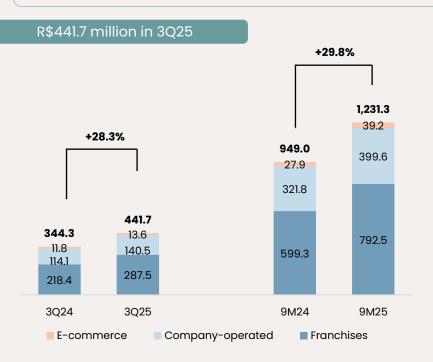
## **Stores** 2011-2025



Note: E-commerce is considered as one owned store

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## Sell Out



Sell-out grew 28.3% in 3Q25 vs. 3Q24, in addition to a 22.8% increase in the same-store sales concept.

**Expansion/renovated store performance:** 36 new stores were added over the last 12 months, and the renovated units posted sales growth of 49.5% in owned stores and 44.6% in franchise stores

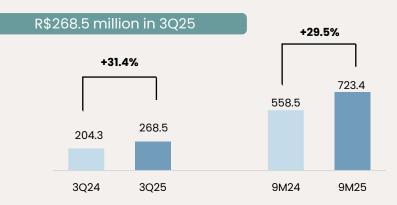
**Quarter performance was driven by** (i) the strong performance of the winter clearance sale, (ii) the good acceptance of the new summer collection among franchisees and end consumers, (iii) robust Father's Day sales, (iv) a better-stocked network, and (v) increased customer traffic in physical stores, supported by event activation.

**E-commerce:** 33.8% growth vs. 3Q24, accounting for 10.9% of total sell-out captured in the period.

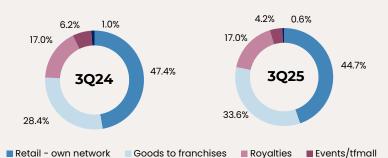
**Omnichannel:** 378 stores connected to the infinite shelf, representing 12.4% of digital sell-out. We ended the quarter with 397 stores connected to our e-commerce, with 38 stores operating as national sellers, and 72% of digital sales generated through the ship-from-store model.

**Social Selling:** 17.3% YoY growth, representing 38.5% of the quarter's sales.

### Net Revenue



#### Net Revenue Breakdown



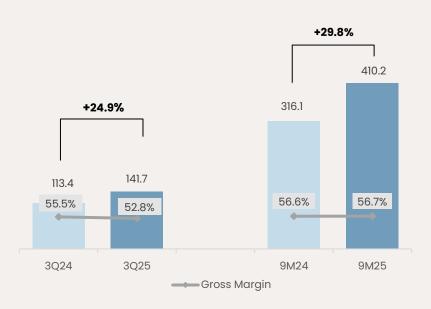
Net Revenue reached R\$268.5 million in the quarter, +31.4% vs. 3Q24, as a result of strong sell-out growth.

### **Highlights:**

- (i) Merchandise to Franchises (Sell-in): +55.2% YoY, reflecting the addition of 33 franchises YoY and a more active commercial management, aimed at increasing franchisees' inventory depth to support Father's Day sales and the winter clearance sale, as well as the early replenishment of the Summer 2026 collection. The share of this channel increased 5.1 p.p. in the quarter.
- (ii) Retail (owned stores): +24.1% YoY, driven by the Father's Day effect, winter clearance, strong acceptance of the summer collection, expansion of the store base, and the remarkable performance of renovated units (+49.5%). The channel's share of total revenue declined by 2.7 p.p., due to the higher concentration of revenue in the merchandise-to-franchises channel.
- (iii) Royalties: +31.2% YoY, supported by strong sales performance in franchises, reflecting network expansion, strong performance of renovated franchise stores (+44.6%), and improved supply levels.
- (iv) Events and tfmall: down 11.1% YoY, impacted by the end of the PERSE tax benefit, which resulted in the resumption of PIS and COFINS taxation by TFSports.

## **Gross Profit**

### R\$141.7 million in 3Q25

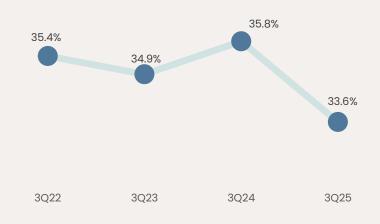


Gross Profit reached R\$141.7 million in the quarter (+24.9% vs. 3Q24), with a gross margin of 52.8%, reflecting the higher share of merchandise sales to franchises in net revenue (+5.1 p.p.), at the expense of the retail channel, which has a higher margin.

It is important to note that the **growth in this sell-in** (+55.2% YoY) is expected to subsequently generate **higher royalty volumes** for the Company, a channel that delivers our highest gross margin.

# Operating Expenses

### 33.6% of net sales in 3Q25



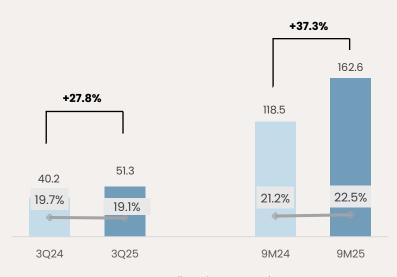
Adjusted Operating Expenses represented 33.6% of net sales in 3Q25, a decrease of 2.2 p.p. compared to 35.8% in 3Q24. This improvement reflects efficiency gains from the consolidated corporate structure and effective expense management, even with ongoing investments in network expansion and revitalization, as well as in TFSports' growth.

**Selling Expenses:** 18.2% of net sales for the period, a 1.6 p.p. dilution compared to 3Q24. This result benefited from the higher share of franchises in the total sales mix, diluting the costs of owned retail.

**Administrative Expenses:** 15.3% of net sales, a 1.2 p.p. dilution year-over-year, reflecting strong sales momentum and consistent improvement in the Company's operational leverage.

### **EBITDA**

### R\$51.3 million in 3Q25



Consolidated Adjusted **EBITDA reached R\$51.3 million (+27.8% YoY),** with a margin of 19.1%, down 0.5 p.p. YoY, reflecting a 2.7 p.p. decrease in gross margin — due to the higher share of merchandise sales to franchises in revenue — offset by operational leverage achieved during the quarter (-2.2 p.p.).

In the first nine months of the year, adjusted EBITDA reached R\$162.6 million, up 37.3% vs. 9M24, resulting in a margin of 22.5% (an expansion of 1.3 p.p.).

TFSports' impact on the Company's consolidated EBITDA represented 4.1% of consolidated net revenue in 3Q25 and 3.0% in the nine-month period.

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## **Net Profit**

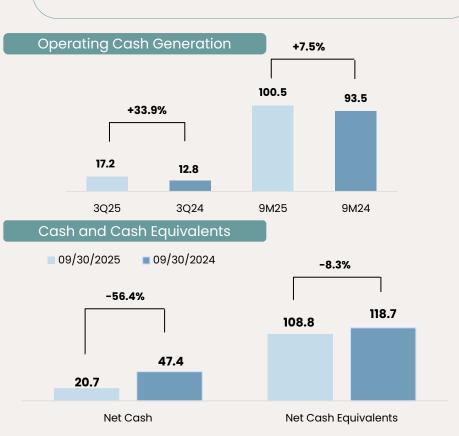
### R\$35 million in 3Q25



Adjusted **net income** reached **R\$35 million (+30.0% YoY)**, with a **net margin of 13.0%** (-0.2 p.p. YoY).

In the **nine-month period**, adjusted **net income reached R\$114.9 million**, +34.6% vs. 9M24, with a **margin expansion of 0.6 p.p.**, resulting in 15.9%.

## Cash Position



**Operating Cash Flow:** grew 33.9%, reaching R\$17.2 million (vs. R\$12.8 million in 3Q24). This demonstrates the Company's strong ability to convert profit into cash, driven by better working capital management (efficiencies in inventory and suppliers).

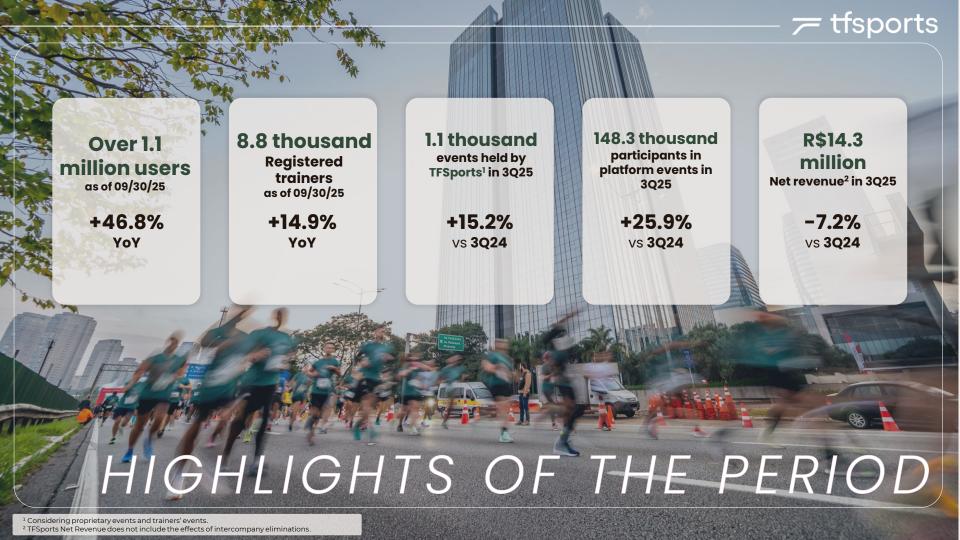
**Investing Activities:** Net cash used decreased 29.8% (from R\$13.1 million to R\$9.2 million), mainly due to the postponement of store renovations to 4Q25.

**Financing Activities:** Net cash used decreased 43.2% due to the non-recurrence of share repurchases carried out in 3Q24.

**Cash Position:** The net cash balance ended the period at R\$20.7 million. Cash equivalents (including card receivables) totaled R\$108.8 million.

The Company remained debt-free and continued investing (driving retail and TFSports), reinforcing its commitment to sustainable growth and consistent cash generation.







#### TFC Sales



\*We closed 3Q25 with 15 TFC units vs. 10 units in 3Q24.

#### Customers Served



### Sales by Category

