



4Q 22 RESULTS

1 | **Strategy and Expansion**
Ilson Mateus

2 | **Business Highlights**
Jesuino Martins

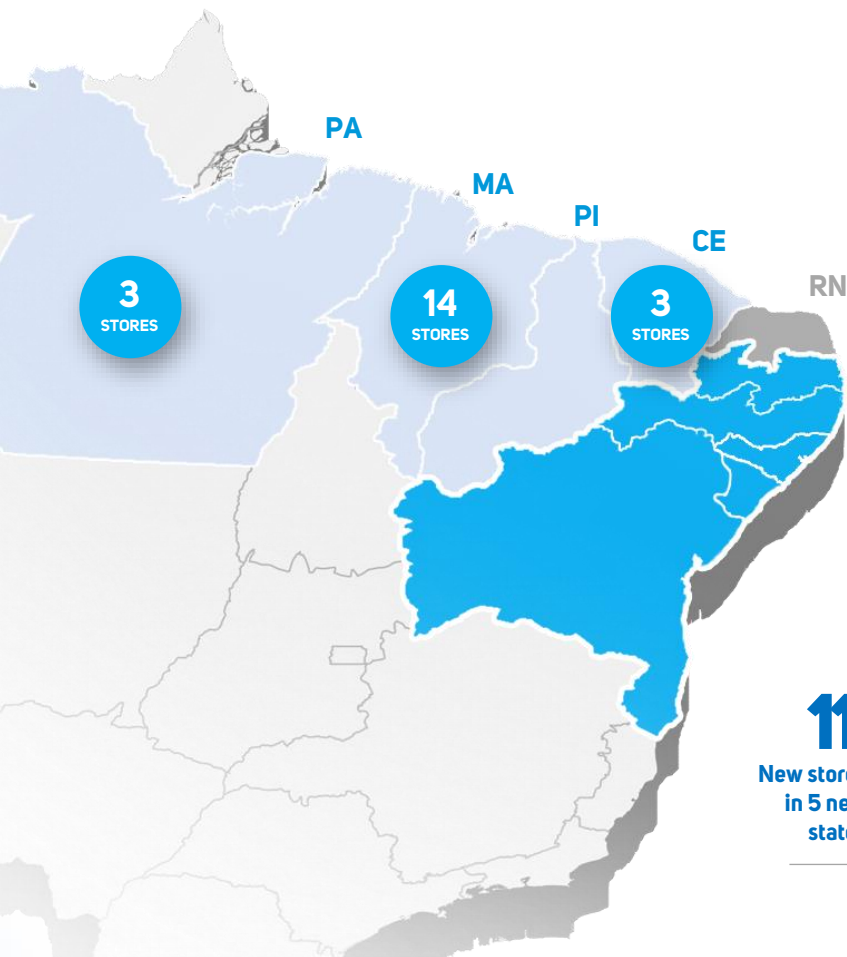
3 | **Financial results**
Tulio Queiroz

The background features several abstract, wavy lines in shades of blue and red. A large, light blue wave-like shape dominates the upper and middle portions of the frame. In the bottom right corner, there are two overlapping curves, one in red and one in blue, creating a sense of movement and depth.

STRATEGY AND EXPANSION

Ilson Mateus

31 STORES OPENED IN 2022



11
New stores
in 5 new
states

PB 3 STORES

PE 1 STORE




AL 2 STORES

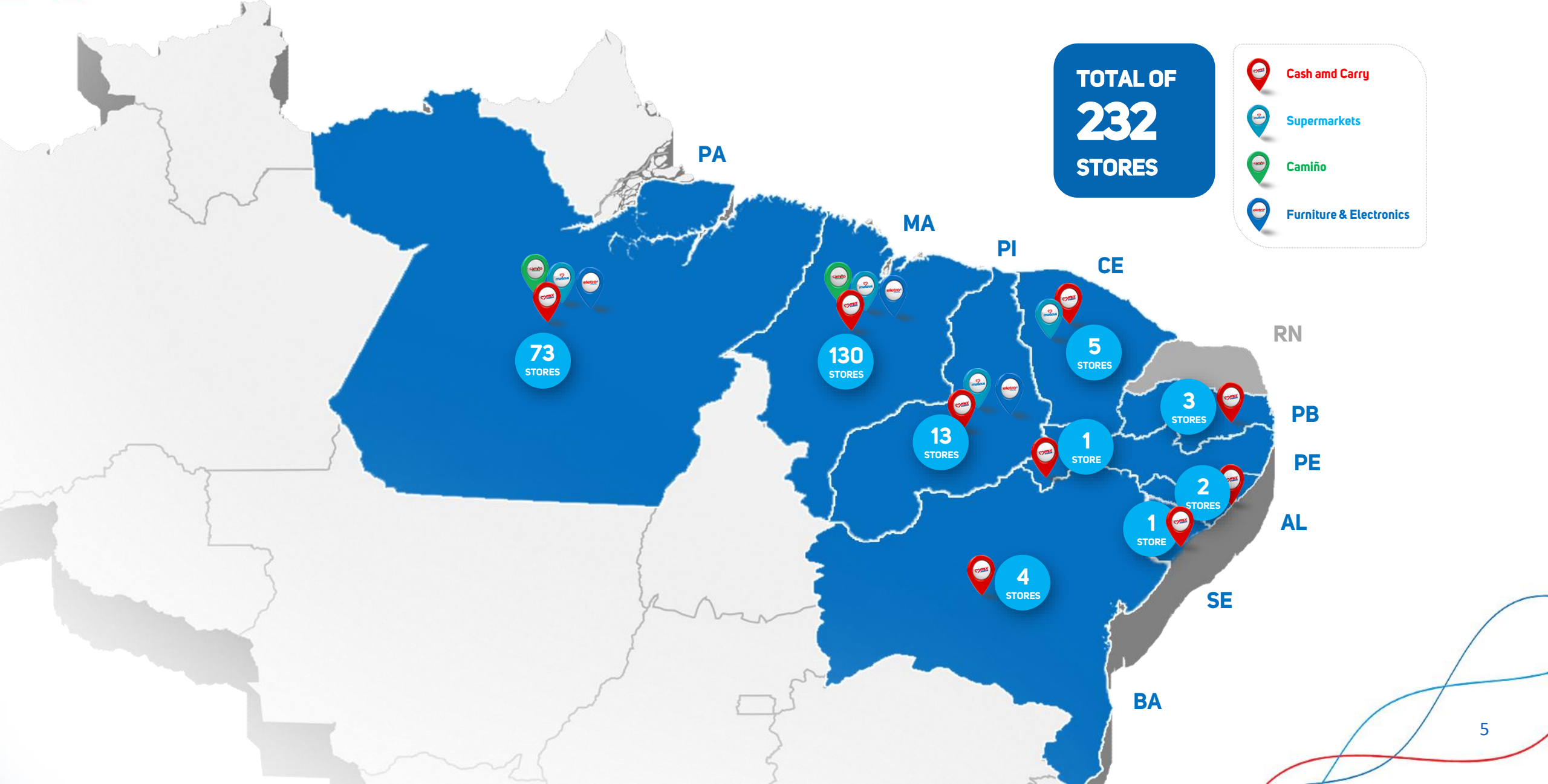
SE 1 STORE

BA 4 STORES



TOTAL OF
232
STORES

-  Cash and Carry
-  Supermarkets
-  Camiño
-  Furniture & Electronics



**PORTO SEGURO
BAHIA**



**CONCEIÇÃO DO COITÉ
BAHIA**



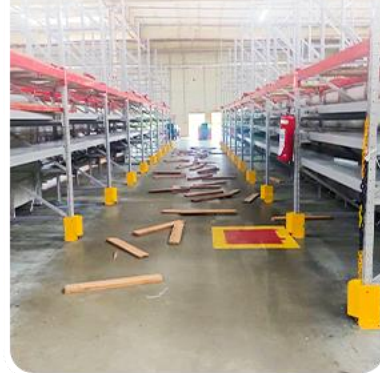
**MARACANAÚ
CEARÁ**



**COELHO NETO
MARANHÃO**



**ITABUNA
BAHIA**



**BAYEUX
PARAÍBA**



**CABEDELO
PARAÍBA**



**CAMPINA GRANDE
PARAÍBA**



**FORTALEZA
CEARÁ**



**JUAZEIRO DO NORTE
CEARÁ**



**ARACATI
CEARÁ**



**MARANGUAPE
CEARÁ**





BIG JUAZEIRO DO NORTE-CE



MAXXI ITABUNA-BA



MAXXI MACEIÓ-AL



BIG ANTARES MACEIÓ-AL



BIG OLINDA-PE



BIG CAXANGÁ RECIFE-PE



BIG BOA VIAGEM RECIFE-PE



BIG CASA FORTE RECIFE-PE



SUPER JANGA OLINDA-PE



HIPER TODO DIA PAULISTA-PE

The background features several thin, wavy lines in shades of blue and red. A large, light blue wave-like shape is prominent in the upper left and center. A red wave-like shape is visible in the lower right. The overall aesthetic is clean and modern.

BUSINESS HIGHLIGHTS

Jesuino Martins

- Inventory days decreased by 19 days
- Cash cycle improved by more than BRL 1 billion
- Accounts payable improved by 11 days
- 400 sales representatives in the new branches (PE/BA/CE)
- EBITDA margin: maintain the levels seen

GROSS REVENUE GREW

BRL 24.4 bi

+ BRL 6.5 bi
Vs 2021

+ 36.4%
vs 2021

BRL 6,8 bi

+ 35.8%
vs 4Q21

SAME STORE SALES

13.4%

vs 2021

11.7%

vs 4Q21

NET PROFIT

BRL 1.1 billion

+ 38.5%

vs 2021

The background features several thin, wavy lines in shades of blue and red. A large, light blue wave-like shape is prominent in the upper half, while a red wave-like shape is visible in the lower right corner. The overall aesthetic is clean and modern.

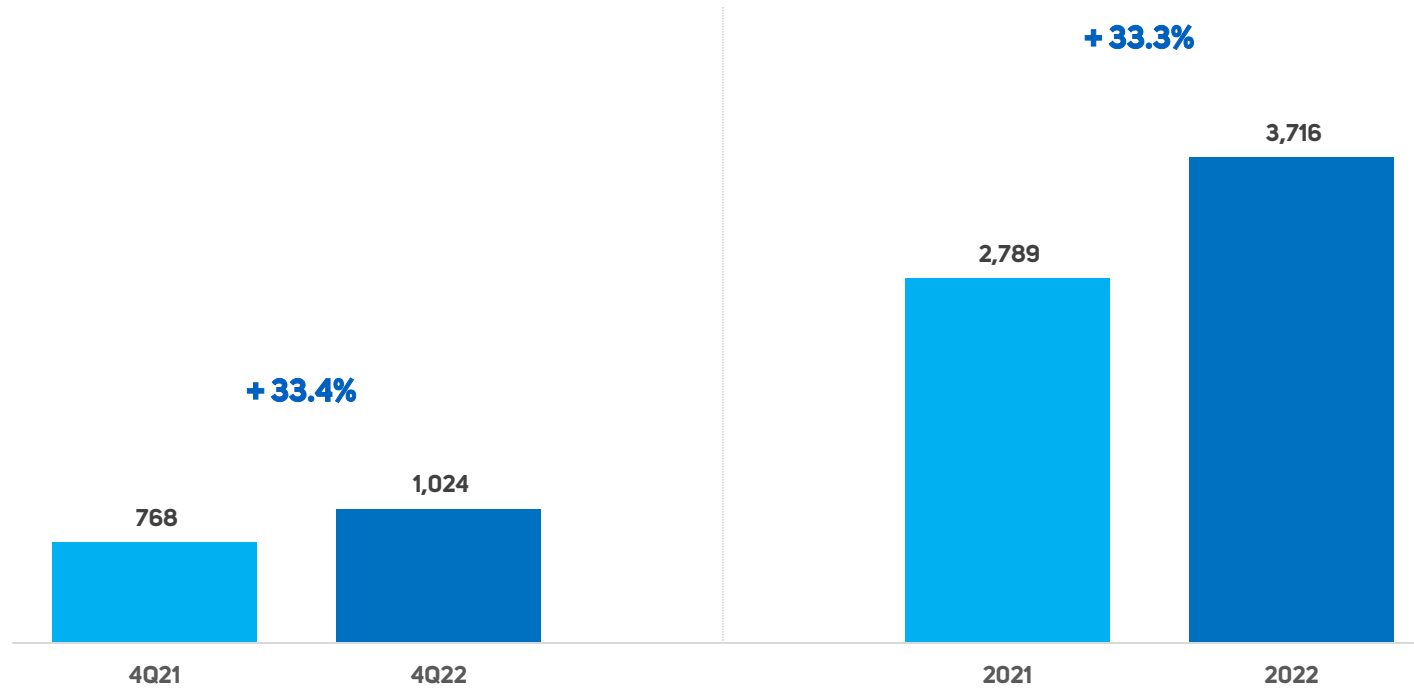
FINANCIAL RESULTS

Tulio Queiroz

KPI	4Q22		2022	
Net Revenue	6,065	100.0%	21,768	100.0%
Gross Profit ex PIS/COFINS 4T22	1.212	20.0%	4,722	21.7%
Supplementary provision for inventory obsolescence	-12	-0.2 p.p.	-12	-0.1 p.p.
PIS/COFINS Credits 4Q22	25	0.4 p.p.	,25	0.1 p.p.
PIS/COFINS Credits 9M22	64	1.1 p.p.	64	0.3 p.p.
Gross Profit	1,289	21.2%	4,799	22.0%
PIS/COFINS Credits 9M22	-64	-1.1 p.p.	-	-
Supplementary provision for inventory obsolescence	12	0.2 p.p.	-	-
Gross profit ex extraordinary effects	1,236	20.4%	4,799	22.0%

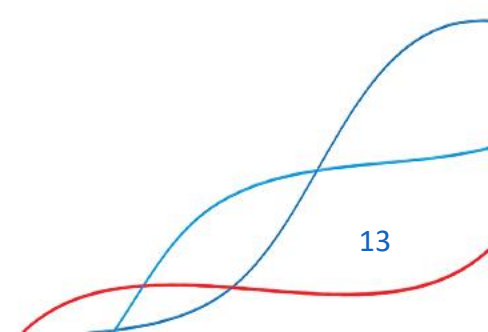
OPERATING EXPENSES

DILUTION OF 0.5p.p. AS PERCENTAGE OF NET REVENUE

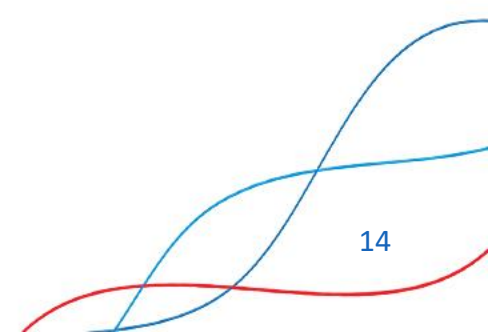


Expenses/Net revenue	4Q21	4Q22	2021	2022
	17.3%	16.9%	17.6%	17.1%

■ R\$ MM



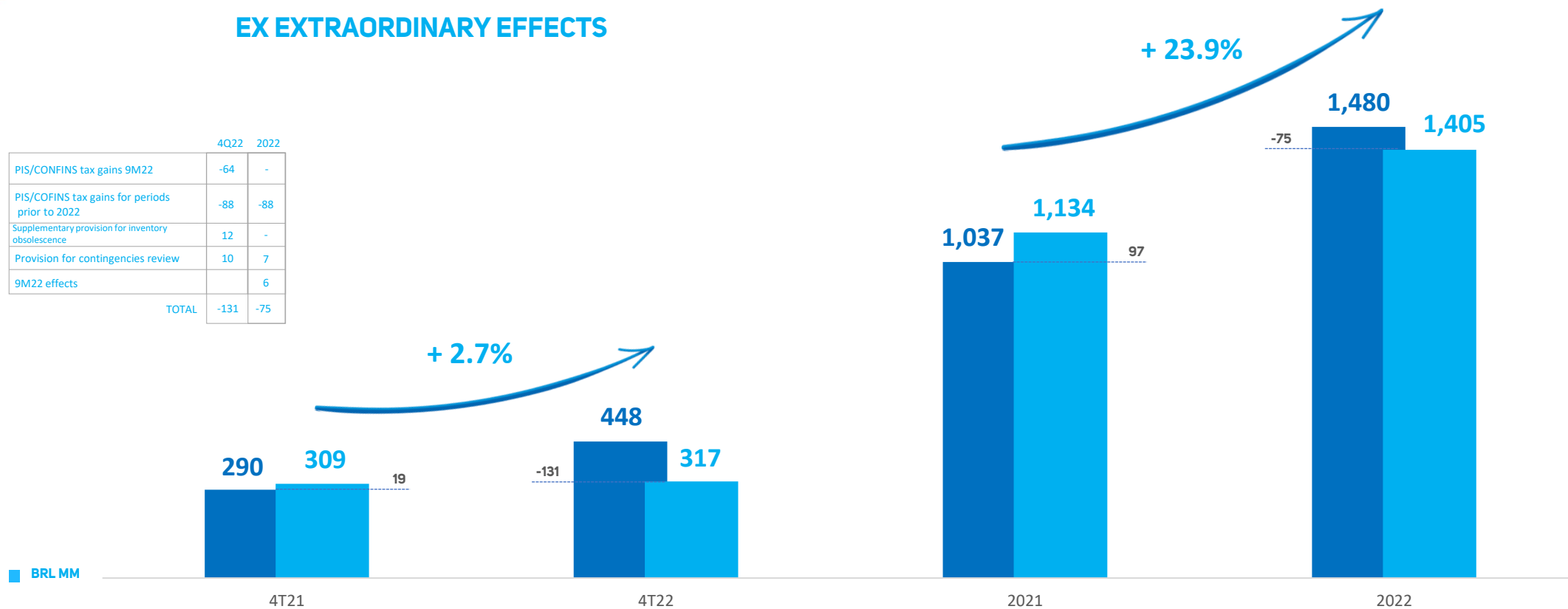
Outras Receitas	4Q22	2022
PIS/COFINS tax gains for periods prior to 2022	88,445	88,445
Operating revenue (include backlights, logistical revenue and truck unloading funds)	23,164	76,064
Additional operating revenues and expenses	13,559	12,977
Total	125,167	177,485



EBITDA

EX EXTRAORDINARY EFFECTS

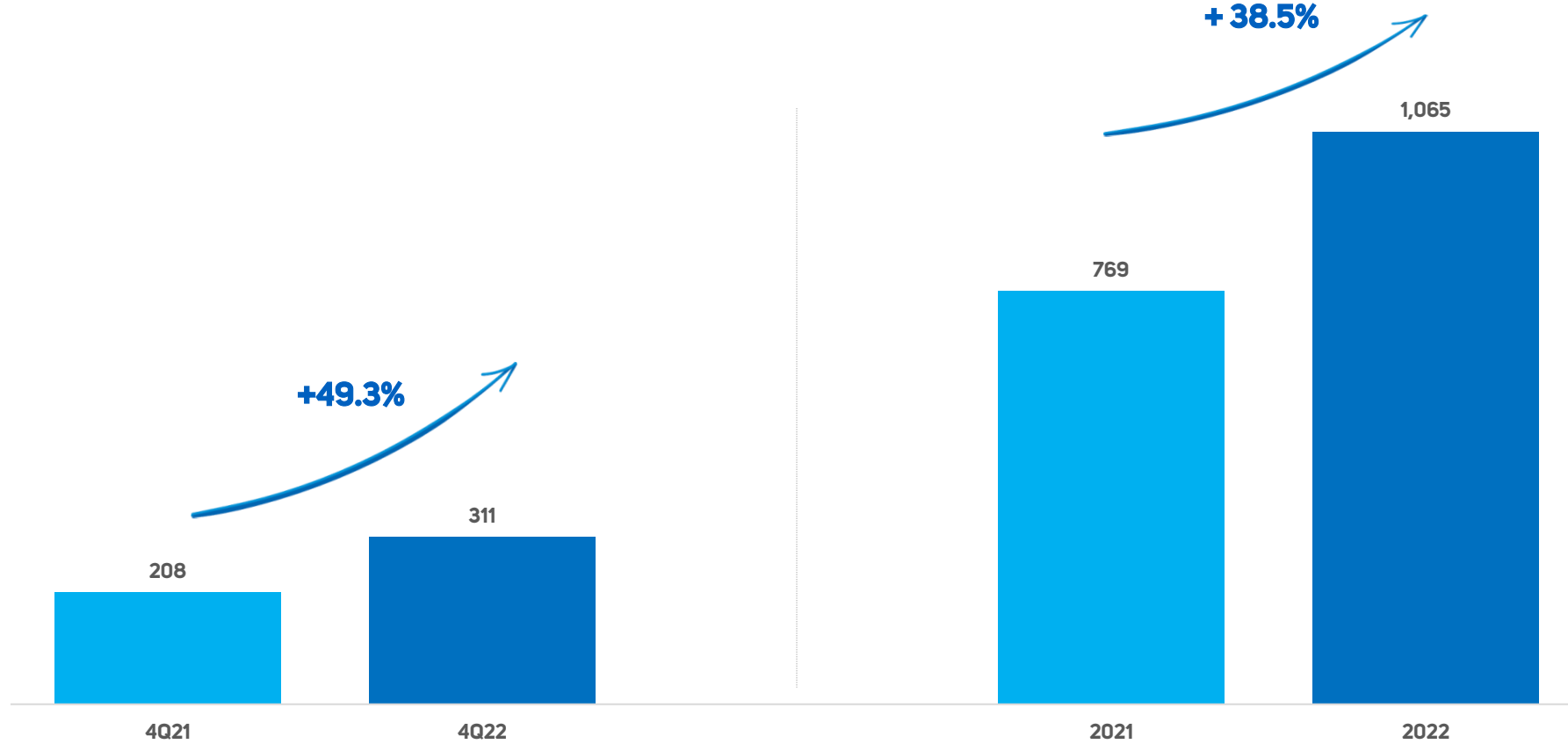
	4Q22	2022
PIS/CONFINS tax gains 9M22	-64	-
PIS/COFINS tax gains for periods prior to 2022	-88	-88
Supplementary provision for inventory obsolescence	12	-
Provision for contingencies review	10	7
9M22 effects		6
TOTAL	-131	-75



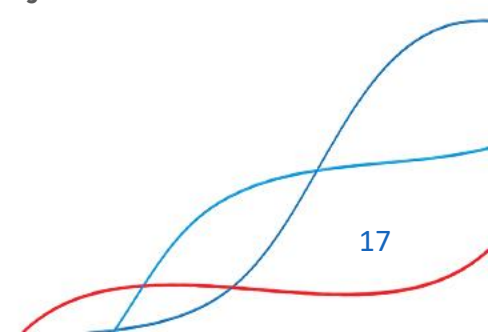
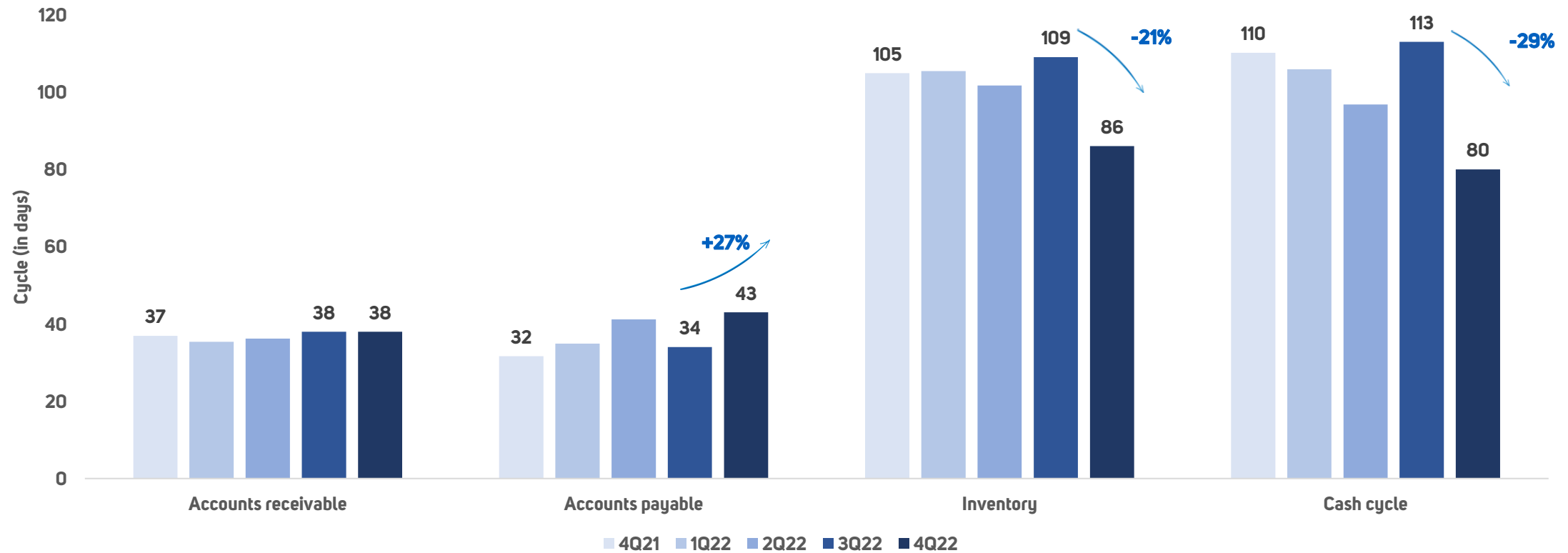
EBITDA margin	6.5%	7.4%	6.5%	6.8%
---------------	------	------	------	------

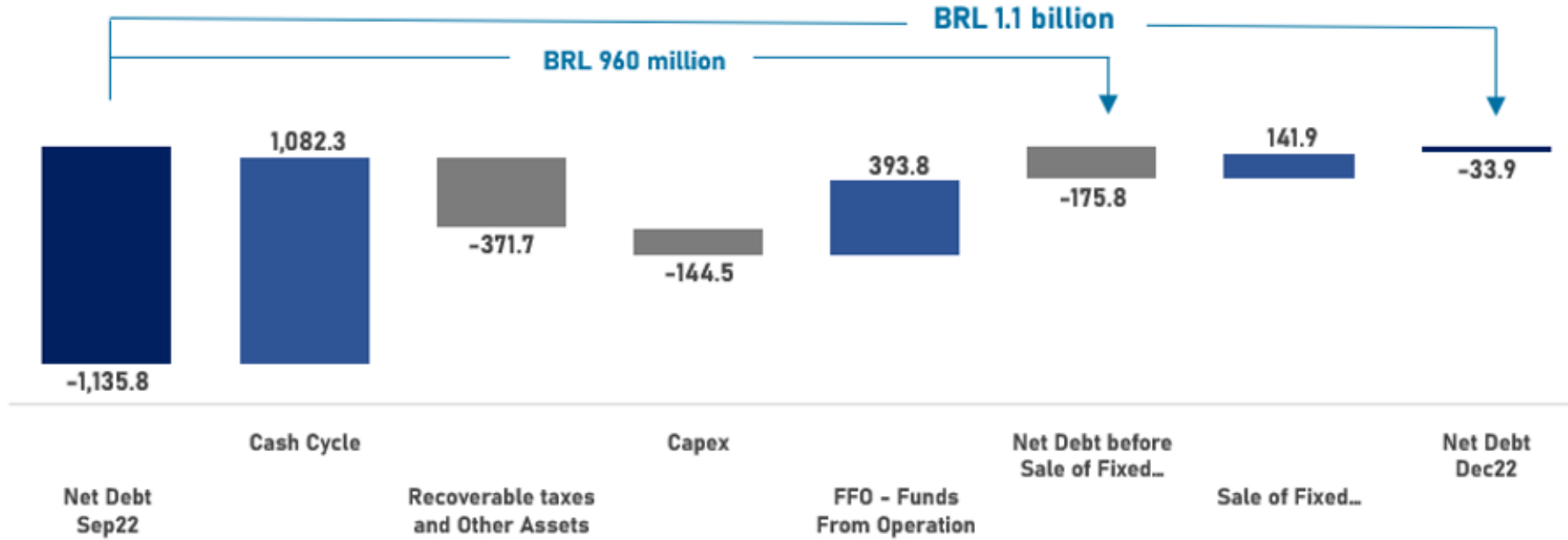
EBITDA margin Ex extraordinary effects	7.0%	5.2%	7.1%	6.5%
---	------	------	------	------

■ EBITDA
 ■ EBITDA EX EXTRAORDINARY EFFECTS
 EXTRAORDINARY EFFECTS



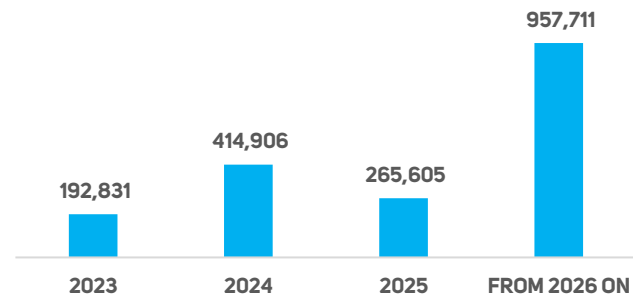
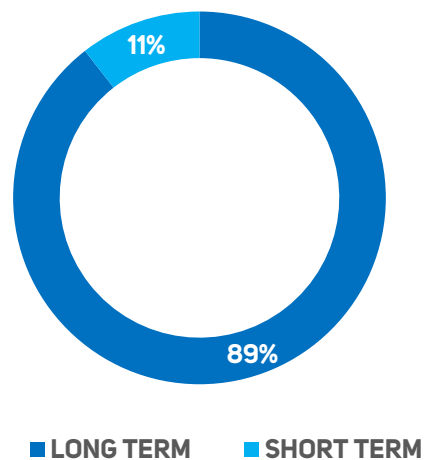
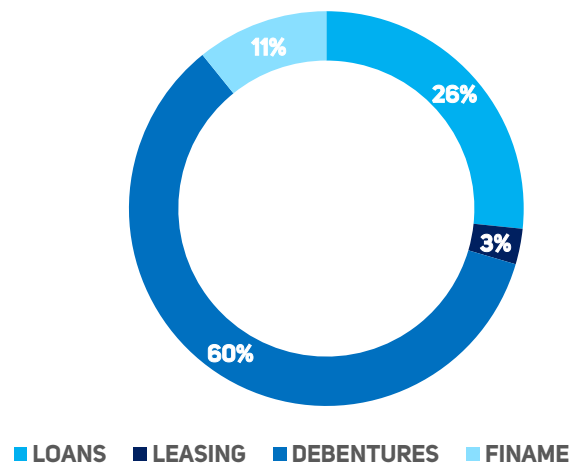
Net margin	4.7%	5.1%	4.8%	4.9%



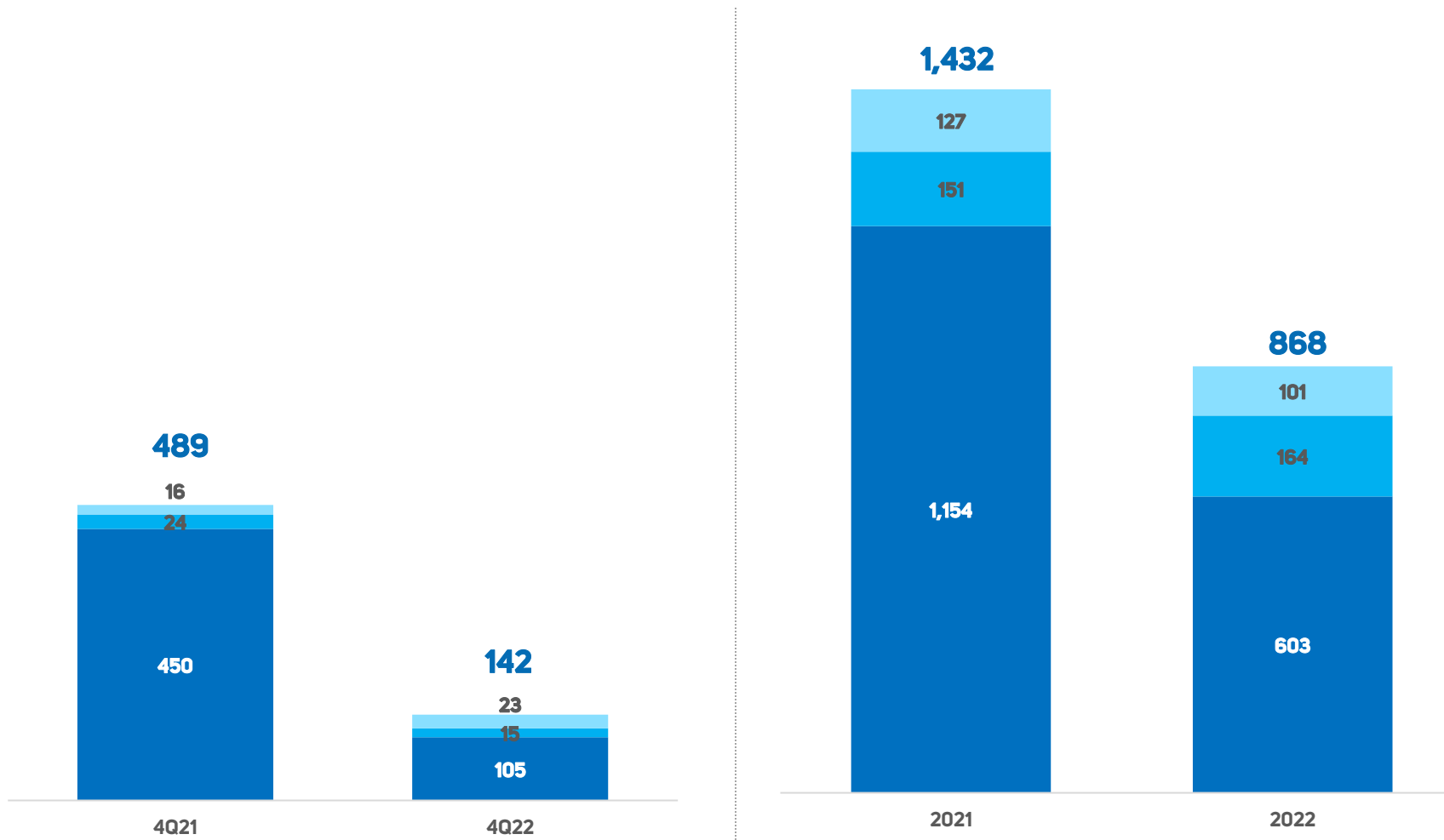


- New weekly management rituals
- *Open to buy* system

In BRL thousands	Dec/22	Sep/22	Dec/21
Gross debt	(1,831,053)	(1,832,363)	(1,042,369)
Cash and cash equivalents	1,795,647	694,792	877,255
Financial investments	1,508	1,815	3,071
Net debt	(33,898)	(1,135,756)	(162,043)
Net debt/Adjusted EBITDA	0.0x	0.8x	0.1x

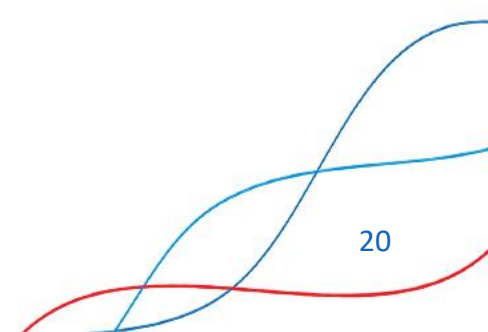


¹ LTM adjusted EBITDA



■ R\$ MM

■ Refurbishment and maintenance ■ Infrastructure, IT and others ■ New stores and lands



The background features several thin, wavy lines in light blue and red. A large, light blue wave-like shape is prominent in the upper half, with a smaller, similar shape below it. In the lower right, there are more complex, overlapping wavy lines in both light blue and red. The overall aesthetic is clean and modern.

Q & A



RESULTADOS 4T22

