GRUPO mateus

1Q2023 RESULTS

AGENDA

STRATEGY AND EXPANSION

ILSON MATEUS

BUSINESS HIGHLIGHTS

JESUINO MARTINS

FINANCIAL RESULTS

TULIO QUEIROZ

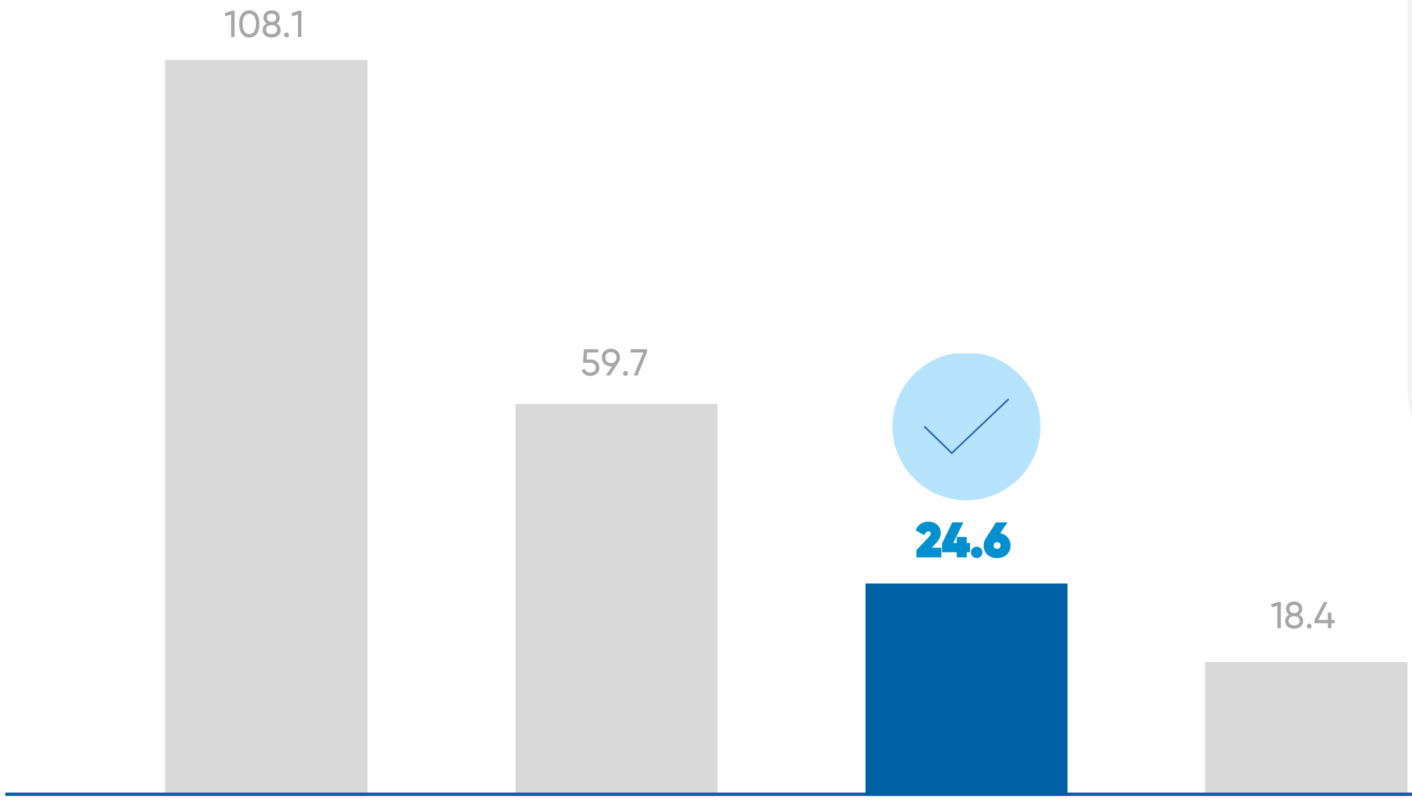
Ilson Mateus

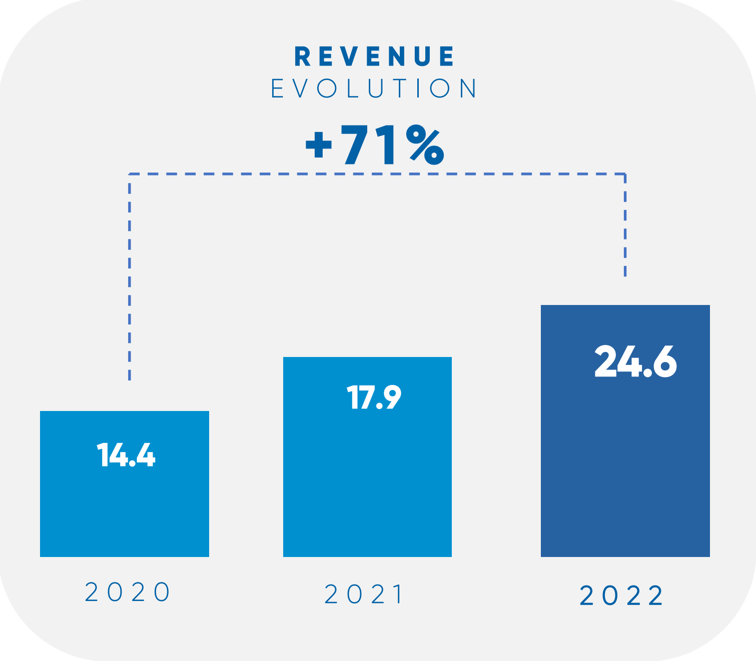
STRTEGY AND EXPANSION

GRUPO mateus

LARGEST FOOD RETAILER IN BRAZIL

WITH 100% NATIONAL CONTROLLING CAPITAL





GROSS REVENUE (BRL Billion)

Source: Ranking ABRAS 2023

SHOPS OPENED
DURING 1Q23

PORTO SEGURO- **BA**

CONCEIÇÃO DO COITÉ – **BA**

MARACANAÚ – **CE**

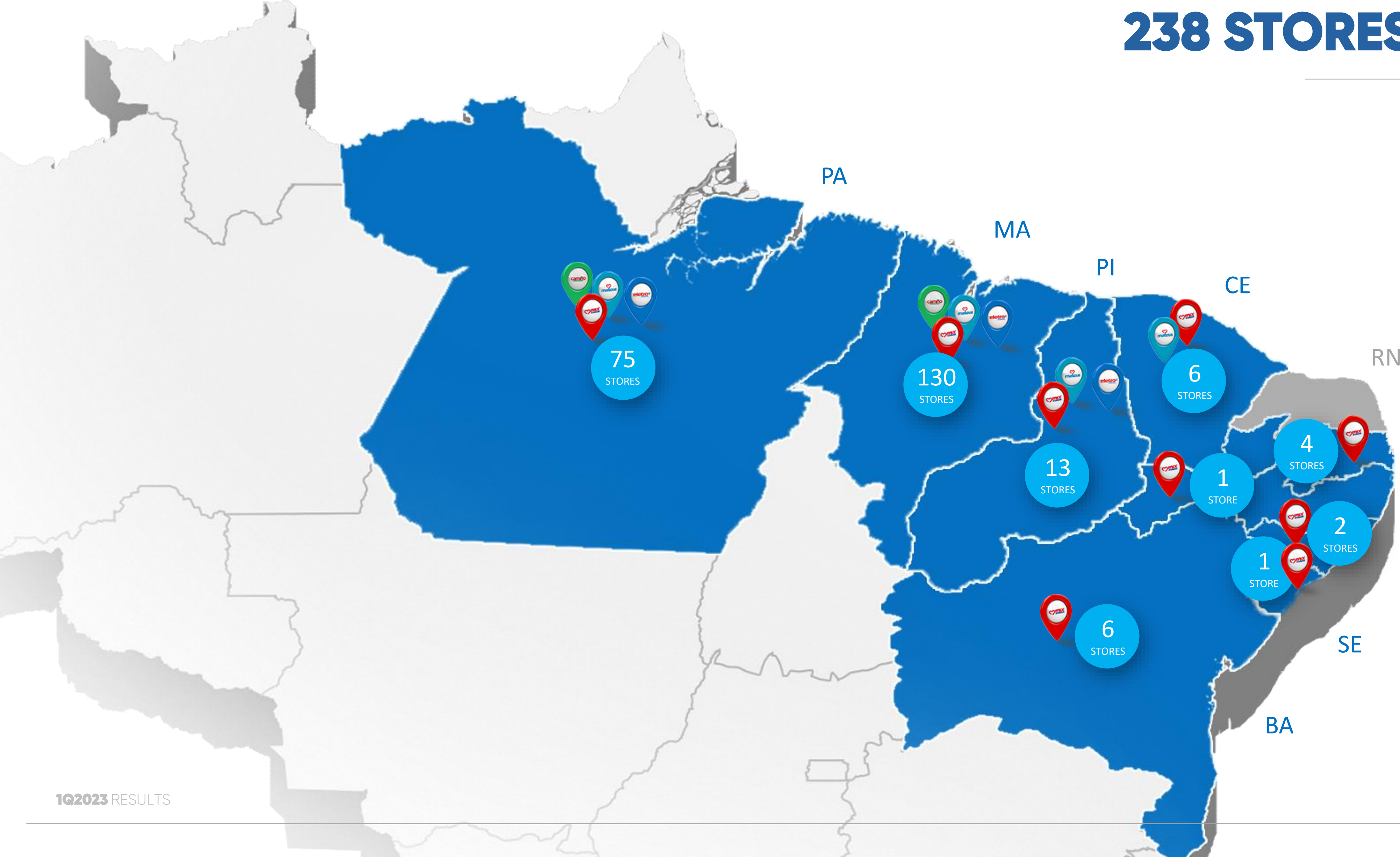
CAMPINA GRANDE – **PB**

VIGIA – **PA**

BELÉM – **PA**

GROUP'S **PRESENCE** ACROSS THE STATES

238 STORES IN TOTAL



Mix Mateus — 62 STORES

Mateus Supermercados — 36 STORES

Camiño Supermercados — 34 STORES

Eletro Mateus — 106 STORES

WE MANTAIN OUR STRONG EXPANSION PACE

CONVERSIONS AND CONSTRUCTIONS

CONVERSIONS


MACEIÓ ANTARES - **AL**


MACEIÓ TABULEIRO - **AL**


PAULISTA JANGA – **PE**


PAULISTA MARANGUAPE – **PE**


OLINDA – **PE**


RECIFE CAXANGÁ - **PE**


RECIFE BOA VIAGEM – **PE**


JUAZEIRO DO NORTE – **CE**


ITABUNA – **BA**


COELHO NETO – **MA**


RECIFE AREIAS – **PE**


RECIFE SANTO AMARO – **PE**


OLINDA PEIXINHOS - **PE**


RECIFE BONGI - **PE**


CABEDELO – **PB**


BAYEUX – **PB**


JOÃO PESSOA ALTIPLANO - **PB**


CANIDÉ – **CE**


ARACATI – **CE**

MARANGUAPE – **CE**

FORTALEZA HENRIQUE JORGE - **CE**

OPENING **MAY 12**

Jesuino Martins

BUSINESS HIGHLIGHTS

GRUPO mateus

HIGHLIGHTS
1Q23

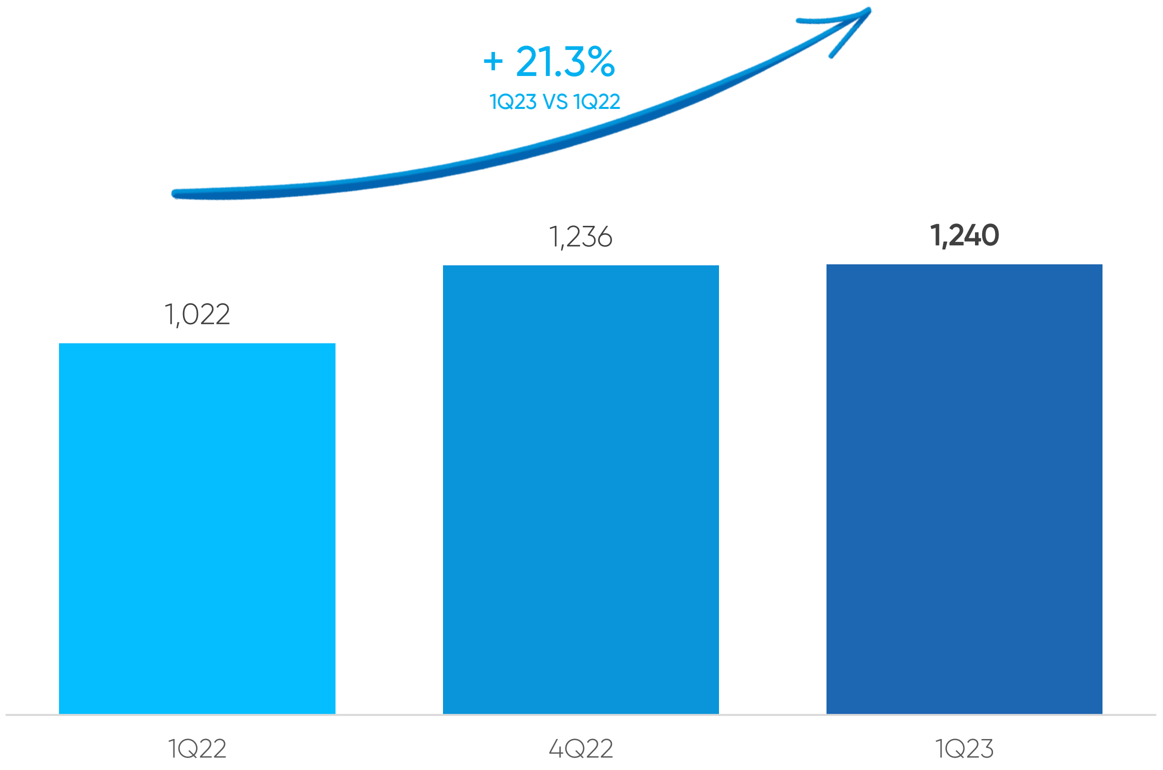
GROSS REVENUE	SAME STORE SALES	GROSS MARGIN	EBITDA	NET PROFIT
BRL 6.6 bi	+11.3%	21.1%	BRL 411 mi	BRL 240 mi
+ 27.5% vs 1Q22	vs 1Q22	+ 0.7 p.p. vs 4Q22		+ 20.3% vs 1Q22
+BRL 1.4 bi			EBITDA MARGIN 7.0%	
			+ 0.4 p.p. vs 1Q22	

Tulio Queiroz

FINANCIAL RESULTS

GROSS PROFIT AND GROSS MARGIN

GROSS MARGIN IMPROVED BY 0.7 P.P. VERSUS 4Q22



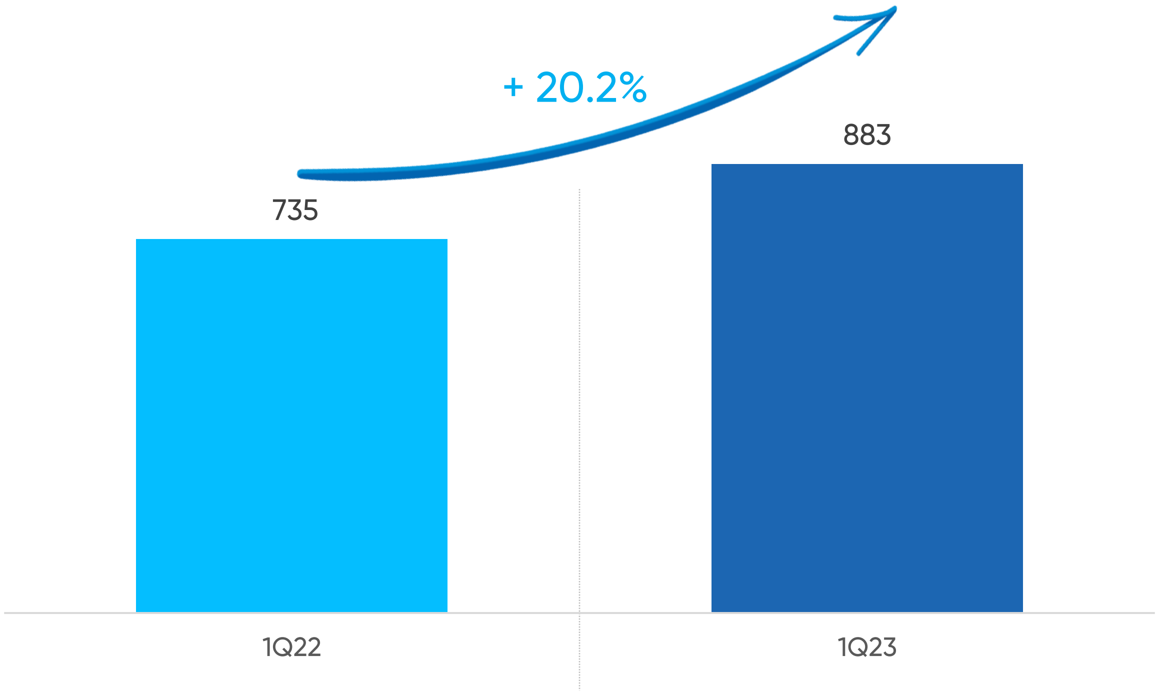
	1Q22	4Q22	1Q23
GROSS MARGIN	22.3%	20.4%*	21,1%

■ BRL MM

*Gross margin excluding extraordinary effects

OTHER OPERATING EXPENSES

0.9 P.P. DILUTION AS
NET REVENUE PERCENTAGE



	1Q22	1Q23
TOTAL EXPENSES / NET REVENUE	**16.0%**	**15.1%**

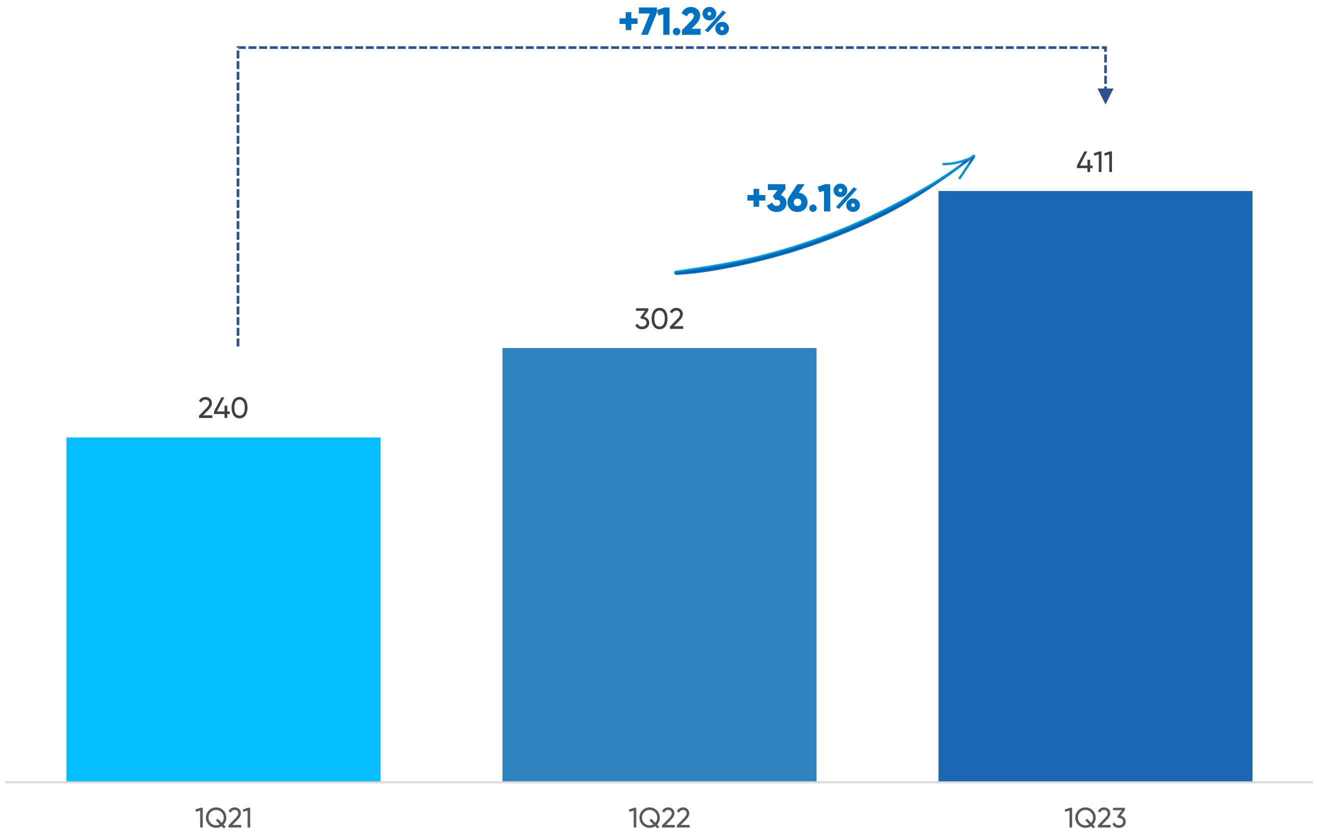
BRL MM

OTHER OPERATING REVENUES

In BRL thousands	1Q23	1Q22	Var. (%)
Operating revenues (Backlights, Logistics Revenue, Trade Marketing, Truck Unloading Funds and Fidelity Revenue)	46,837	3,401	1,277.2%
Additional operating revenues and expenses	7,694	11,131	-30.9%
Total	**54,531**	**14,532**	**275.2%**

EBITDA

MARGIN GREW 0.4 P.P
VERSUS 1Q22

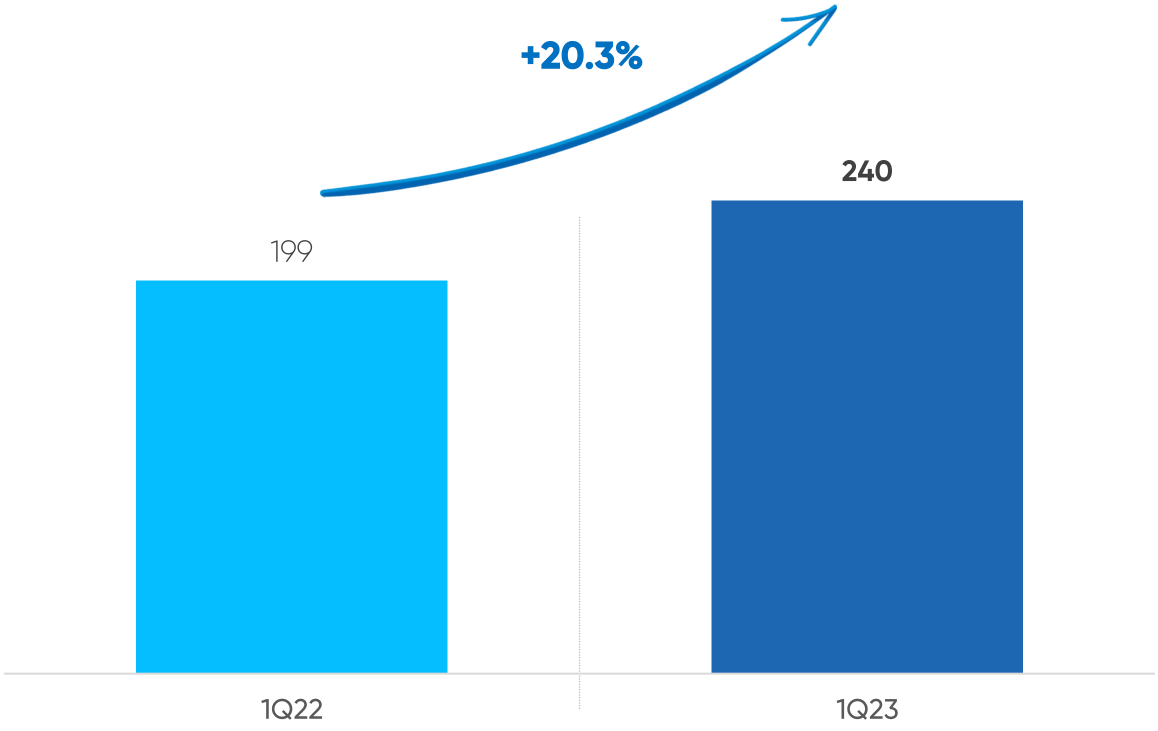


	1Q21	1Q22	1Q23
EBITDA MARGIN	7.1%	6.6%	7.0%

BRL MM

NET PROFIT

UP BY 20.3% IN 1Q23

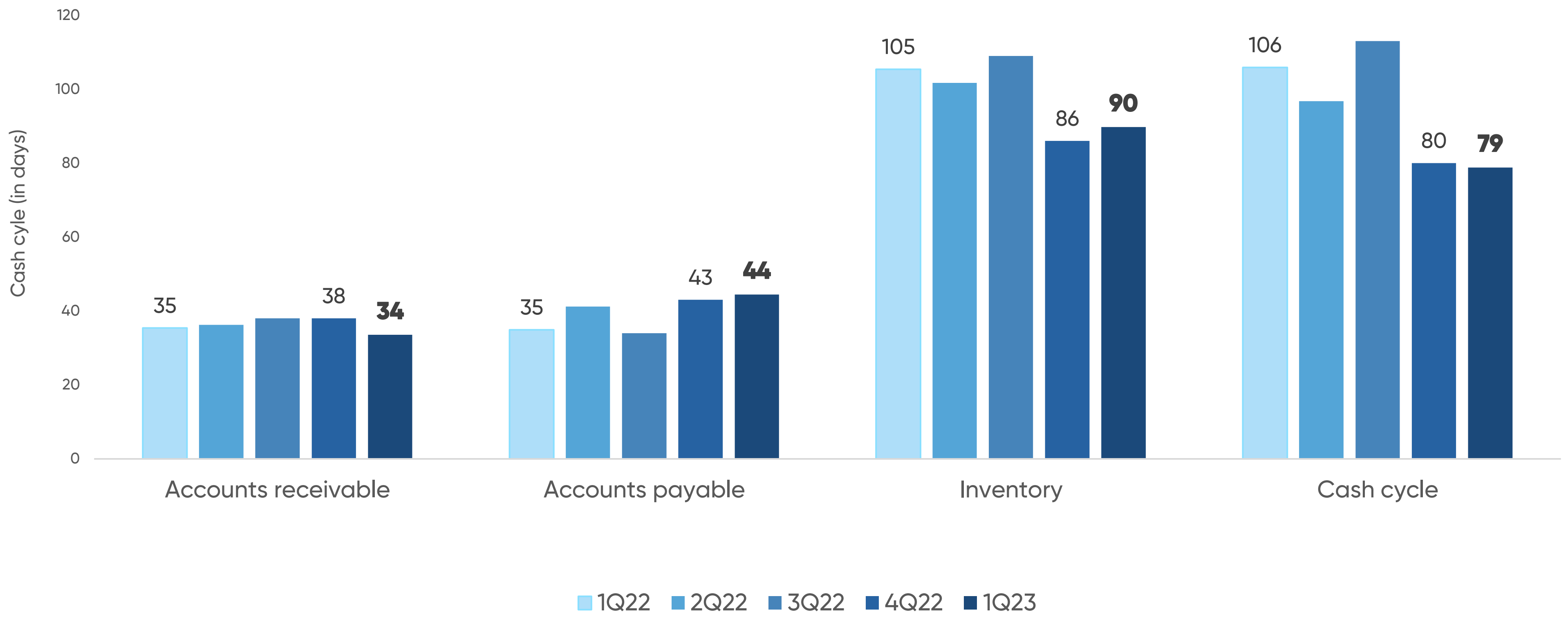


	1Q22	1Q23
NET MARGIN	4.4%	4.1%

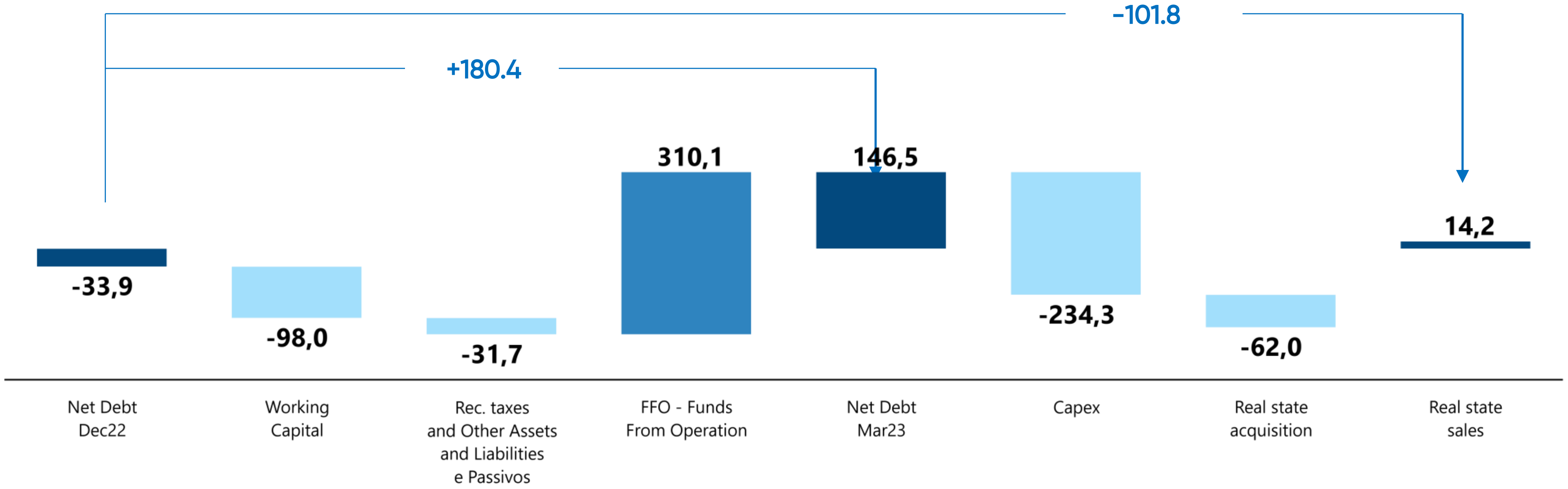
BRL MM

CASH CYCLE

MAINTENANCE OF IMPROVEMENTS SEEN IN 4Q22

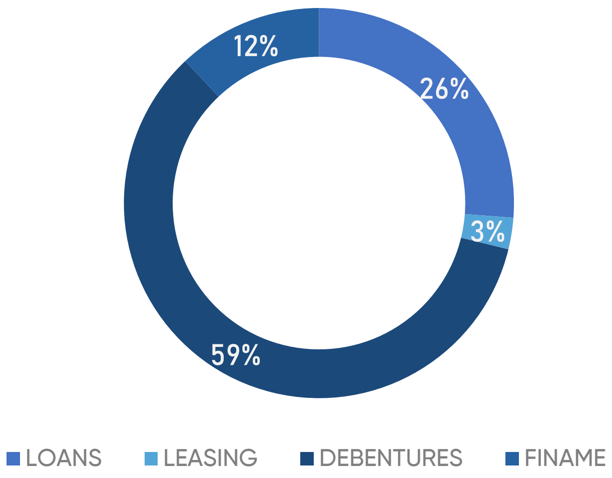


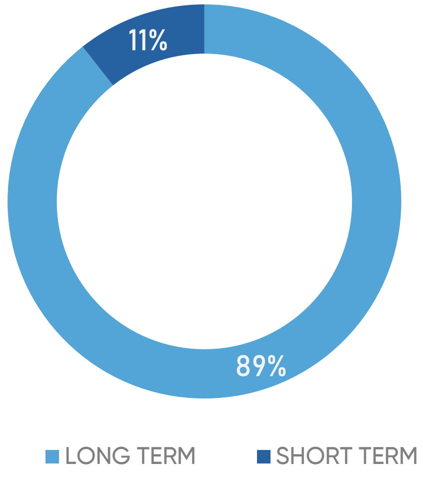
INVENTORY AND CASH

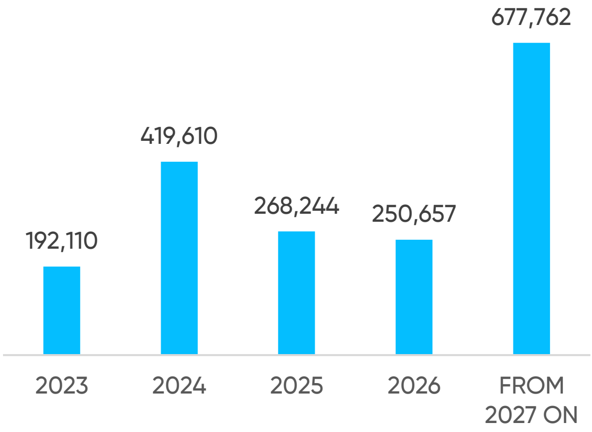


NET DEBT

In BRL thousands	Mar/23	Dec/22	Mar/22
Gross Debt	(1,808,374)	(1,831,053)	(1,046,044)
Cash and cash equivalents	1,671,461	1,795,647	618,570
Financial investments	1,204	1,508	2,370
Net Debt	(135,709)	(33,898)	(425,103)
Net Debt/Adjusted EBITDA*	0.1x	0.0x	0.4x

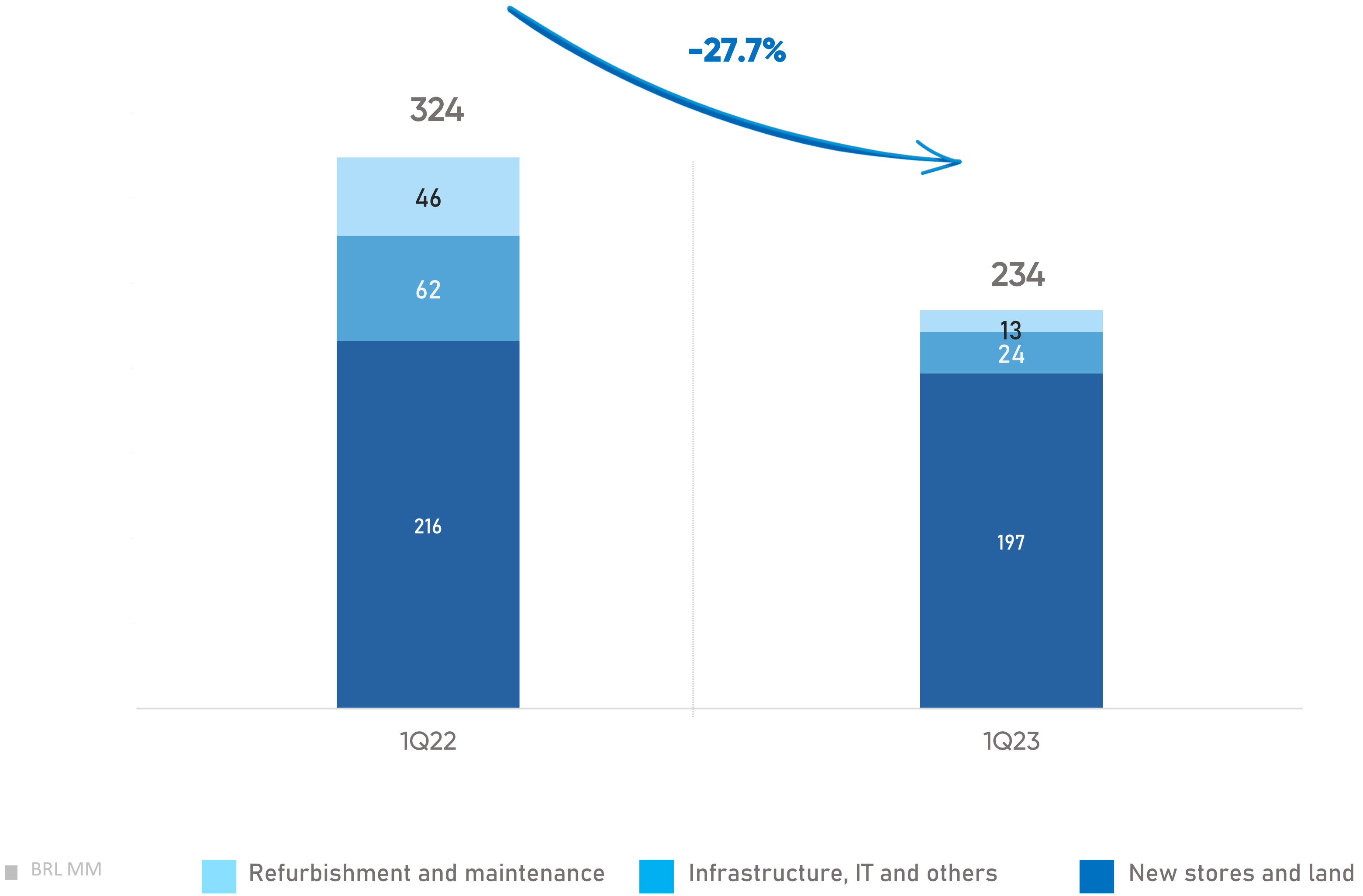






[1] LTM Adjusted EBITDA

CAPEX


-27.7%
324
46
62
216
234
13
24
197
1Q22
1Q23
BRL MM
Refurbishment and maintenance
Infrastructure, IT and others
New stores and land

Q&A

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1Q2023 RESULTS