

1Q 2024 RESULTS



● **STRATEGY AND EXPANSION**

ILSON MATEUS

● **BUSINESS HIGHLIGHTS**

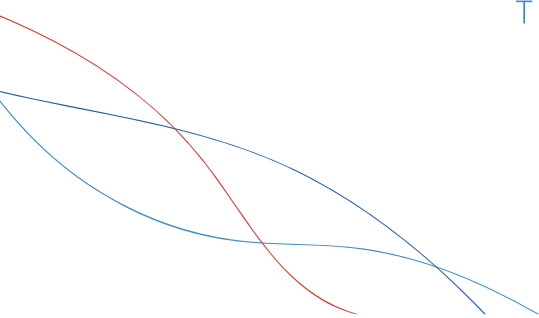
JESUINO MARTINS

● **NORTHEAST EXPANSION**

SANDRO OLIVEIRA

● **FINANCIAL RESULTS**

TULIO QUEIROZ



Ilson Mateus

STRATEGY AND EXPANSION



CONVERSION 2 STORES IN GREATER RECIFE AREA OPENING 1 FURNITURE AND ELECTRONICS STORE

RECIFE – PE E PAULISTA – PE

PAULISTA – PE



CAXANGÁ | RECIFE - PE



MARANGUAPÉ | PAULISTA - PE



ALEMANHA | SÃO LUÍS - MA

OPENED IN
APRIL 2024

05/10

05/17

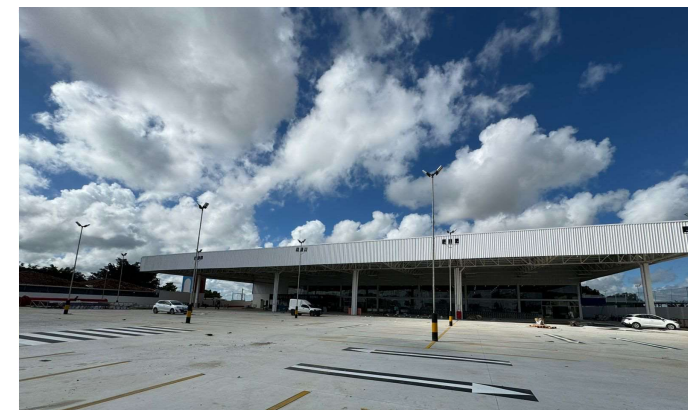
05/31



RUSSAS - CE



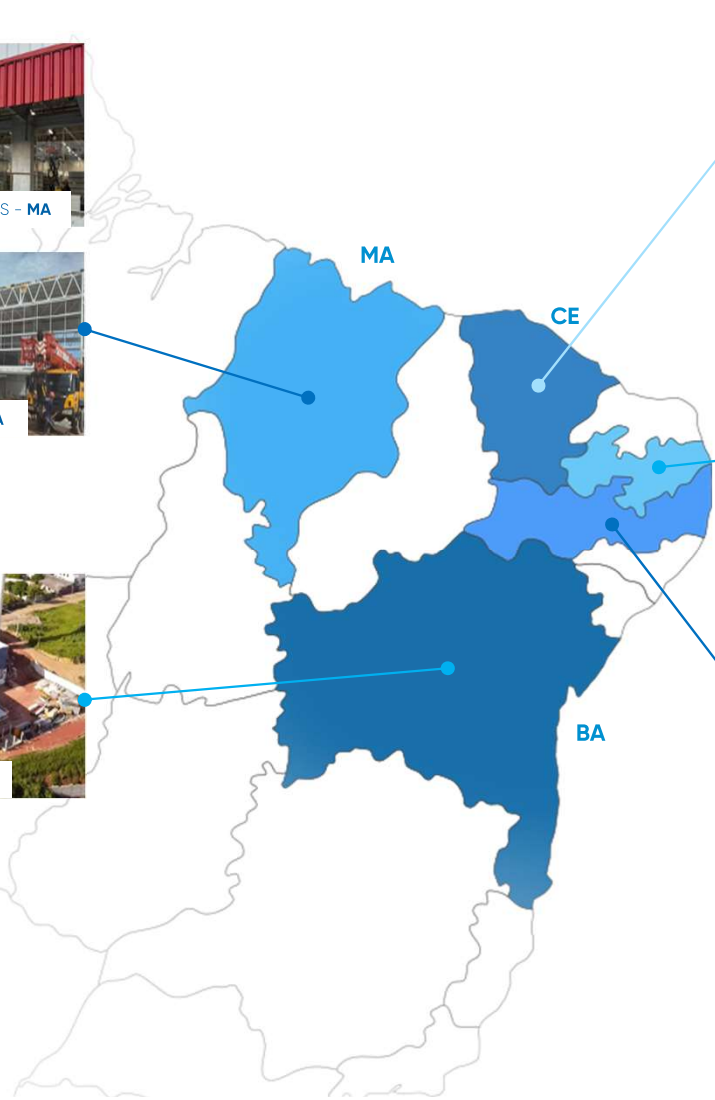
SÃO RAIMUNDO | SÃO LUÍS - MA



EUNÁPOLIS - BA

ONGOING WORKS IN SEVERAL STATES

1Q2024 RESULTS



Jesuino Martins

BUSINESS HIGHLIGHTS



1Q24

GROSS REVENUE

BRL 8.4 bn

+27.3%

+BRL 1,8bn

Nominal value increase

vs 1Q23

SAME STORE SALES

+ 9.6%

vs 1Q23

GROSS MARGIN

+ 22.3%

+0.3 p.p.

Considering the reallocation of operating revenues negotiated with suppliers

vs 1Q23

EBITDA

BRL 510 mn

+24.1%

vs 1Q23

EBITDA MARGIN

6.9%

NET PROFIT

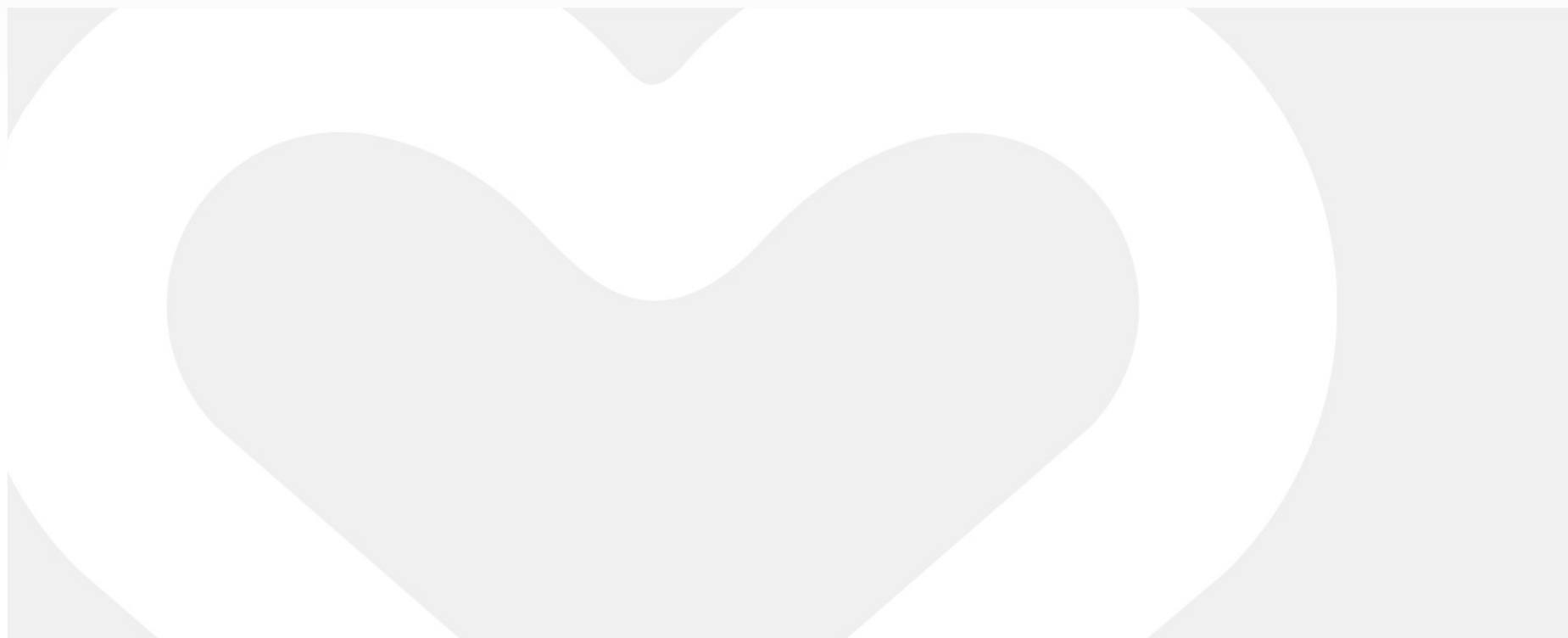
BRL 240 mn

+0.3%

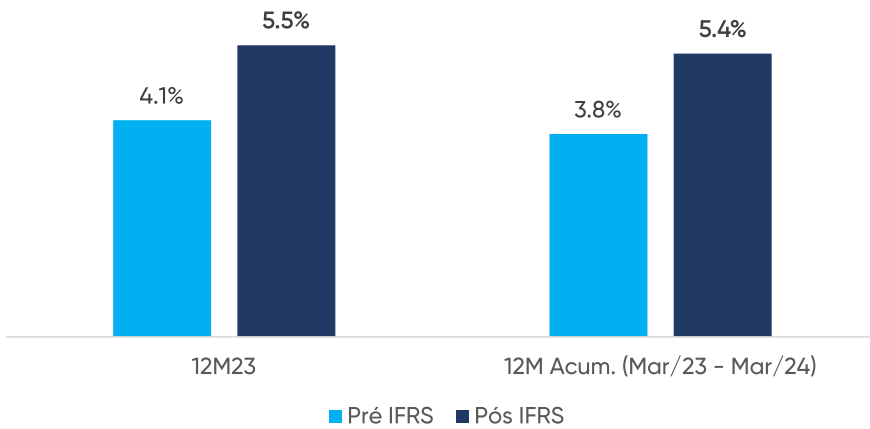
vs 1Q23

Sandro Oliveira

NORTHEAST EXPANSION



Margin EBITDA evolution in the Northeast Branch



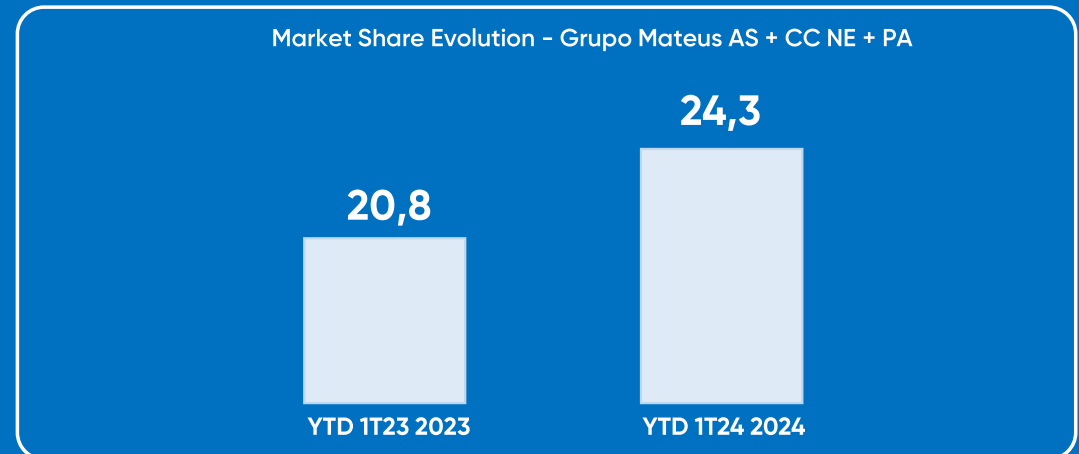
15 STORES

18 STORES

- STORES OPERATING FOR MORE THAN 13 MONTHS (STORES IN CE, PB, PE, AL, SE E BA)
- INCLUDING ADMINISTRATIVE EXPENSES

+3.5 p.p. Share NE + PA

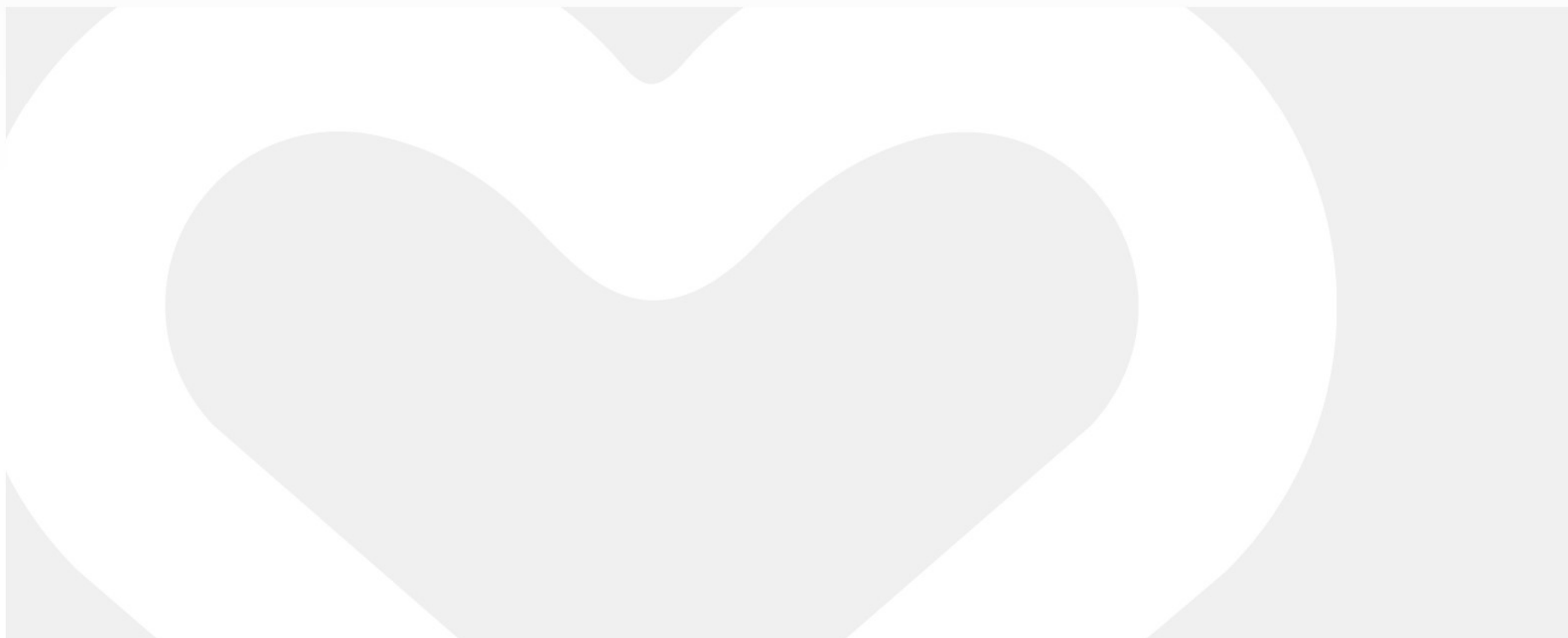
Market Share Evolution - Grupo Mateus AS + CC NE + PA



Source: Nielsen

Tulio Queiroz

FINANCIAL RESULTS

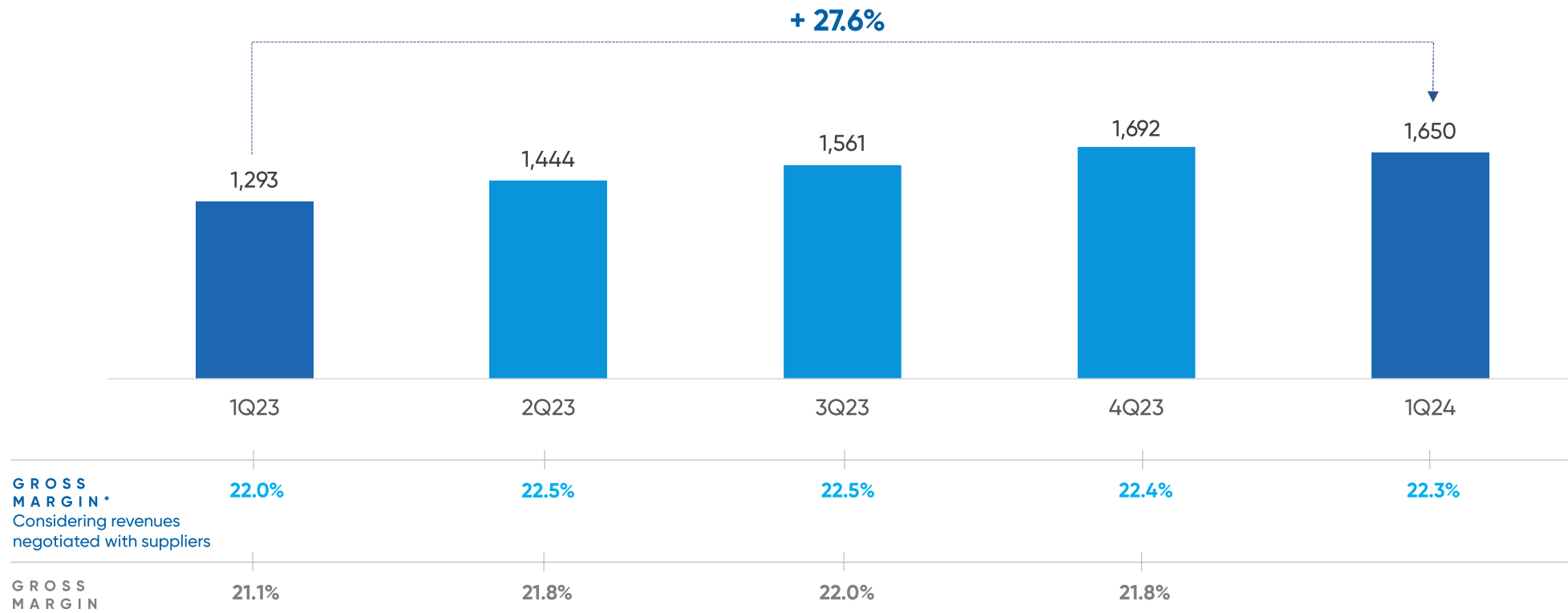


GROSS PROFIT AND GROSS MARGIN

1Q2024 RESULTS



STRONG GROSS PROFIT GROWTH
GROSS MARGIN GREW BY 30 BPS VERSUS 1Q23



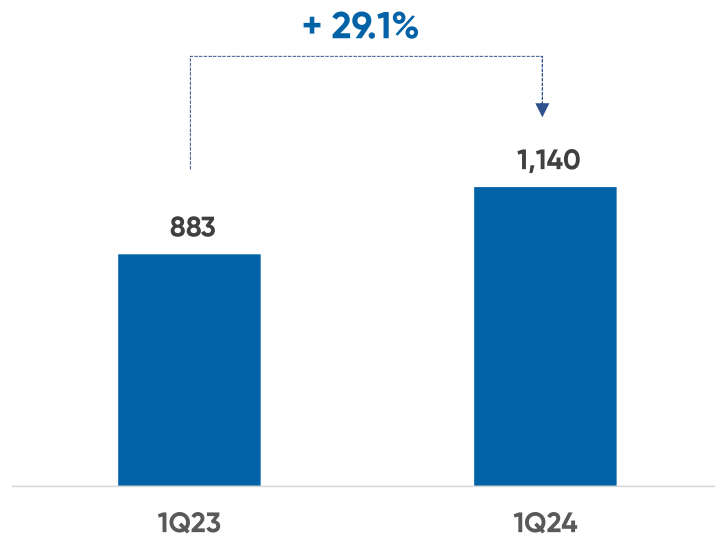
■ BRL MN

* Considering the reallocation of operating funds negotiated with suppliers, as presented in earnings release pag 6.

OPERATING EXPENSES AND EBITDA

STABLE EBITDA MARGIN YOY

1Q2024 RESULTS

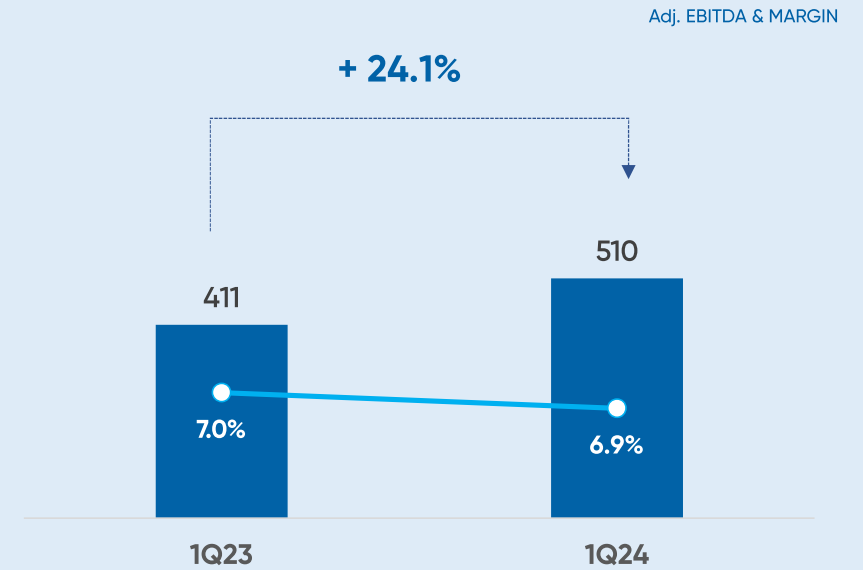


TOTAL EXPENSES / NET REVENUE

15.1%

15.4%

■ BRL MN

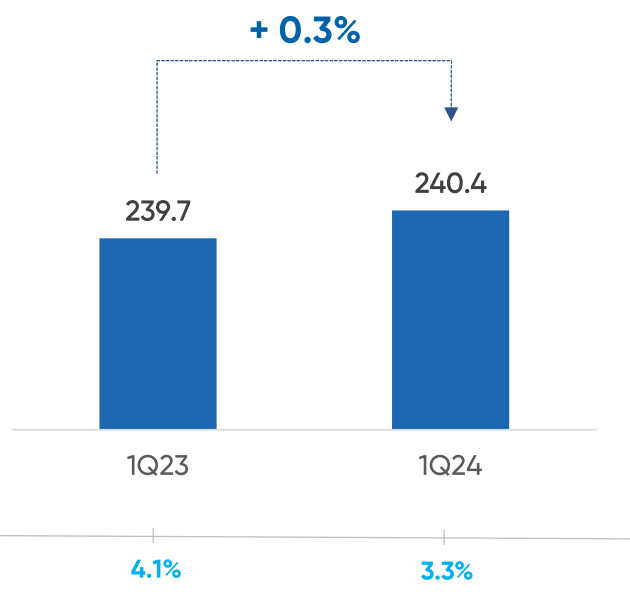


Adj. EBITDA & MARGIN

NET PROFIT

NET PROFIT STABLE VS 1Q23
FISCAL IMPACTS

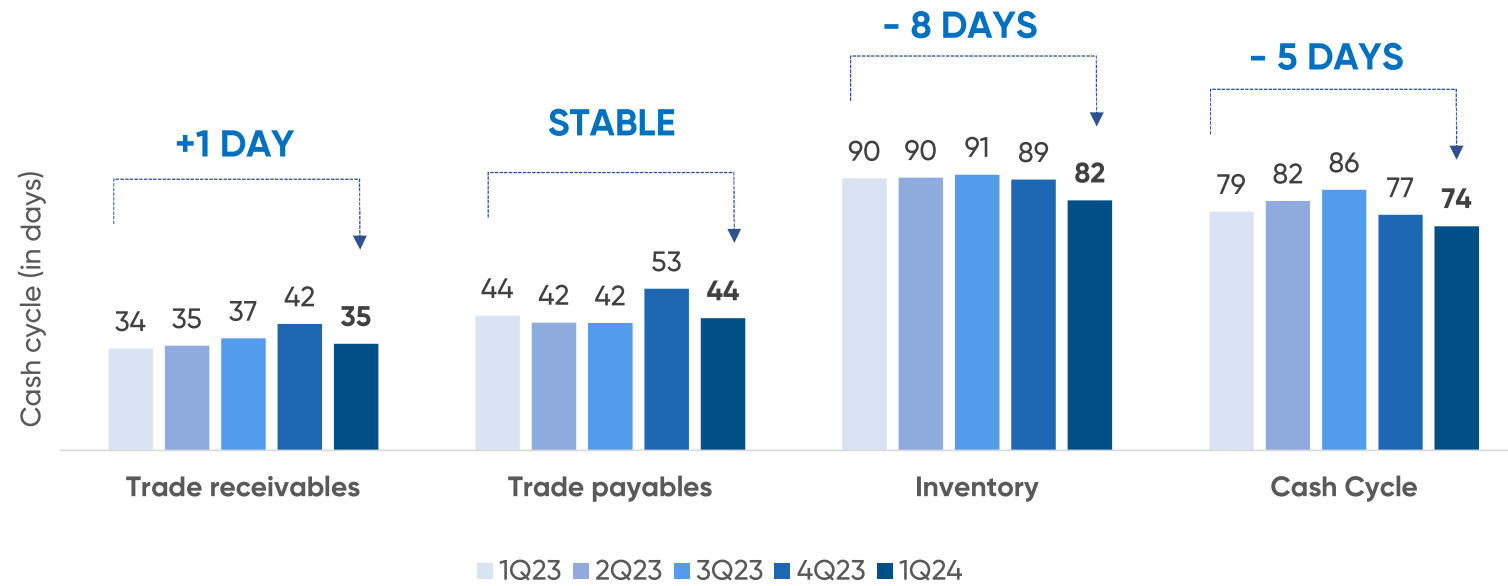
1Q2024 RESULTS



In BRL million	1Q24	1Q23	Var.(%)
Profit before taxes	272.7	240.2	13.5%
<i>Income tax</i>	<i>(85.9)</i>	<i>(0.5)</i>	-
<i>IOE Credit</i>	<i>32.7</i>	<i>0.0</i>	-
<i>Accumulated Tax Loss Compensation</i>	<i>20.8</i>	<i>0.0</i>	-
Total Income Tax	(32.4)	(0.5)	-
Effective Income Tax Rate	11.9%	0.2%	11.7p.p.
Net Profit	240.4	239.7	0.3%
<i>Net Margin</i>	<i>3.3%</i>	<i>4.1%</i>	<i>-0.8 p.p.</i>

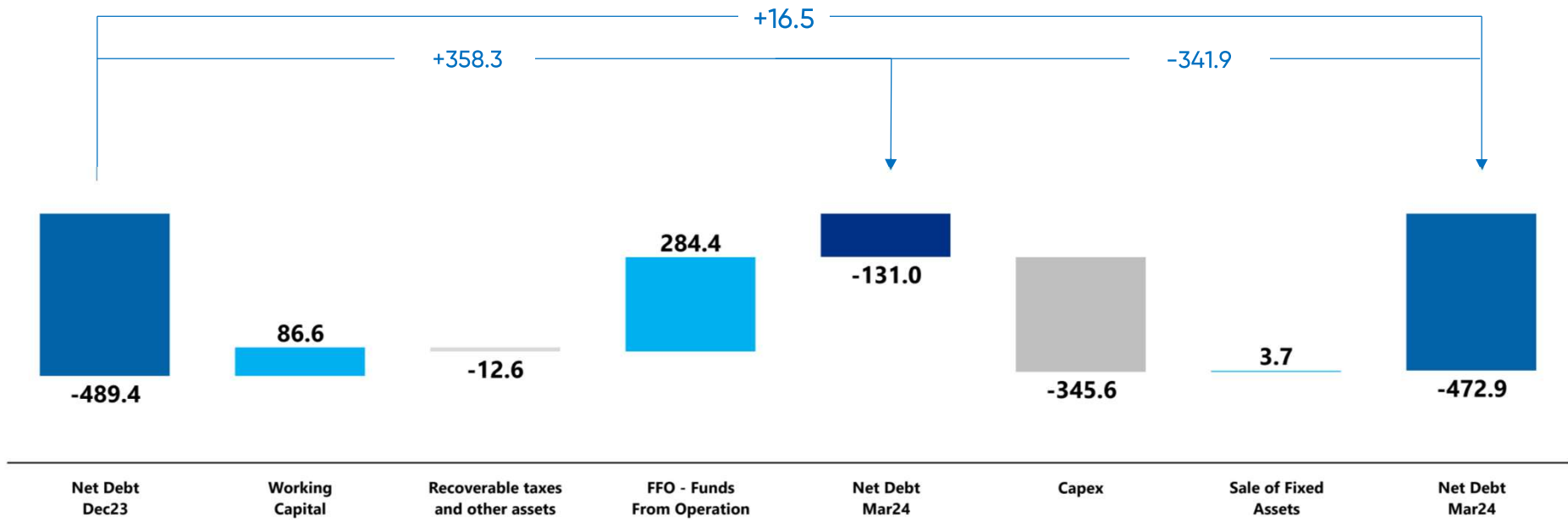
■ BRL MN

STABLE CASH CYCLE WITH IMPROVEMENTS ON INVENTORY DAYS



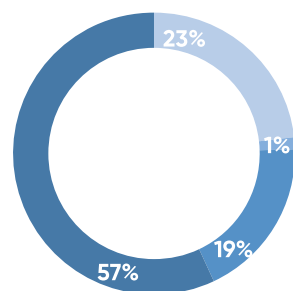
CASH CONSUMPTION

1Q2024 RESULTS

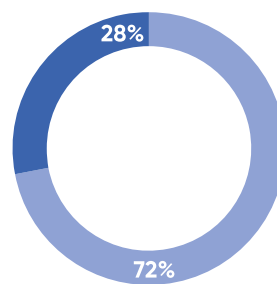


■ BRL MN

Net Debt (in BRL million)	Mar/24	Dec/23	Mar/23
Gross debt	(1,814,185)	(1,779,384)	(1,808,374)
Cash and cash equivalents	1,341,031	1,289,138	1,671,461
Financial investments	264	882	1,204
Net Debt	(472,890)	(489,364)	(135,709)
Net Debt/Adjusted EBTIDA*	0,3x	0,3x	0,1x

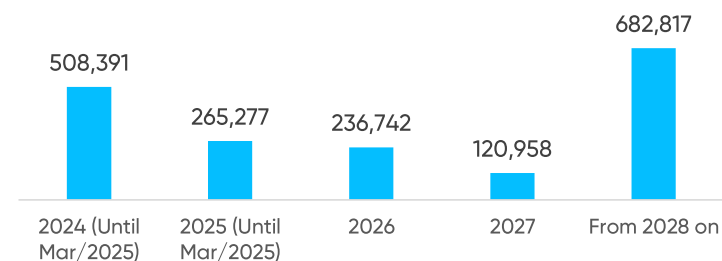


■ LOANS ■ LEASING ■ DEBENTURES ■ FINAME



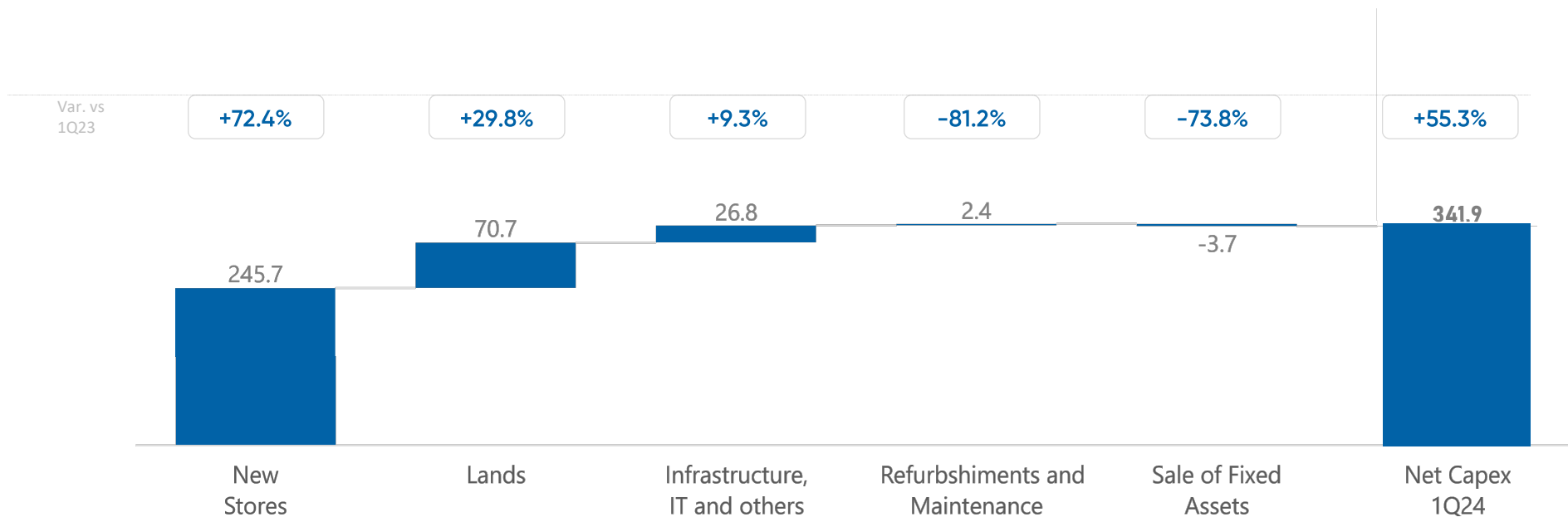
■ LONG TERM ■ SHORT TERM

Amortization Schedule



*LTM Adjusted EBITDA pre IFRS 16

Capex 1Q24



■ BRL MN

Q&A



1Q 2024 RESULTS

