

2Q21 RESULTS



Disclaimer

This document contains both historical information and forward-looking statements about the business prospects, projections on Mateus Group's operating and financial results, based exclusively on the expectations of the Company's Management. These expectations depend, substantially, on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without prior notice. In the face of such uncertainties, Grupo Mateus assumes no obligation to update or review any forward-looking statement in the future.

Finally, in order to better represent the economic scenario of the business, the figures are presented without the effect of IFRS 16 in the Income Statement in the periods in reference.

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Northeast Expansion

2T21 HIGHLIGHTS

+29%

**Net revenue
growth
vs 2Q 20**

**BRL 3.7 billion
in the quarter**

+24%

**Gross profit
growth
vs 2Q 20**

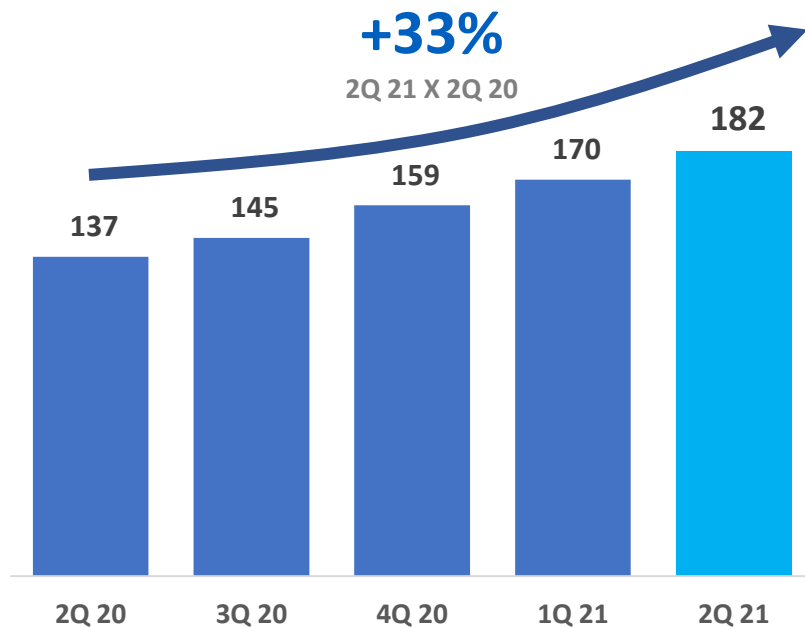
**BRL 863 million
in the quarter**

45

**Shops opened in
the last 12 months**

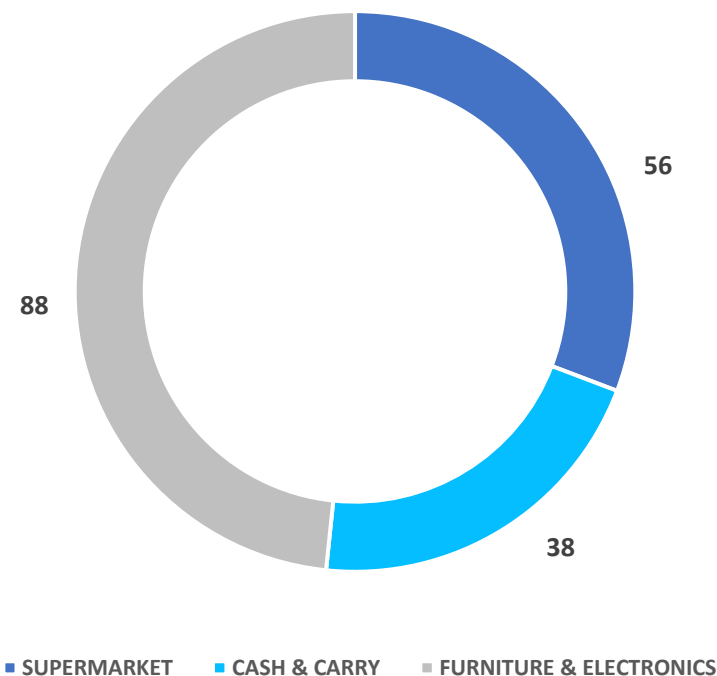
20 stores in new cities

■ **Number of Shops**



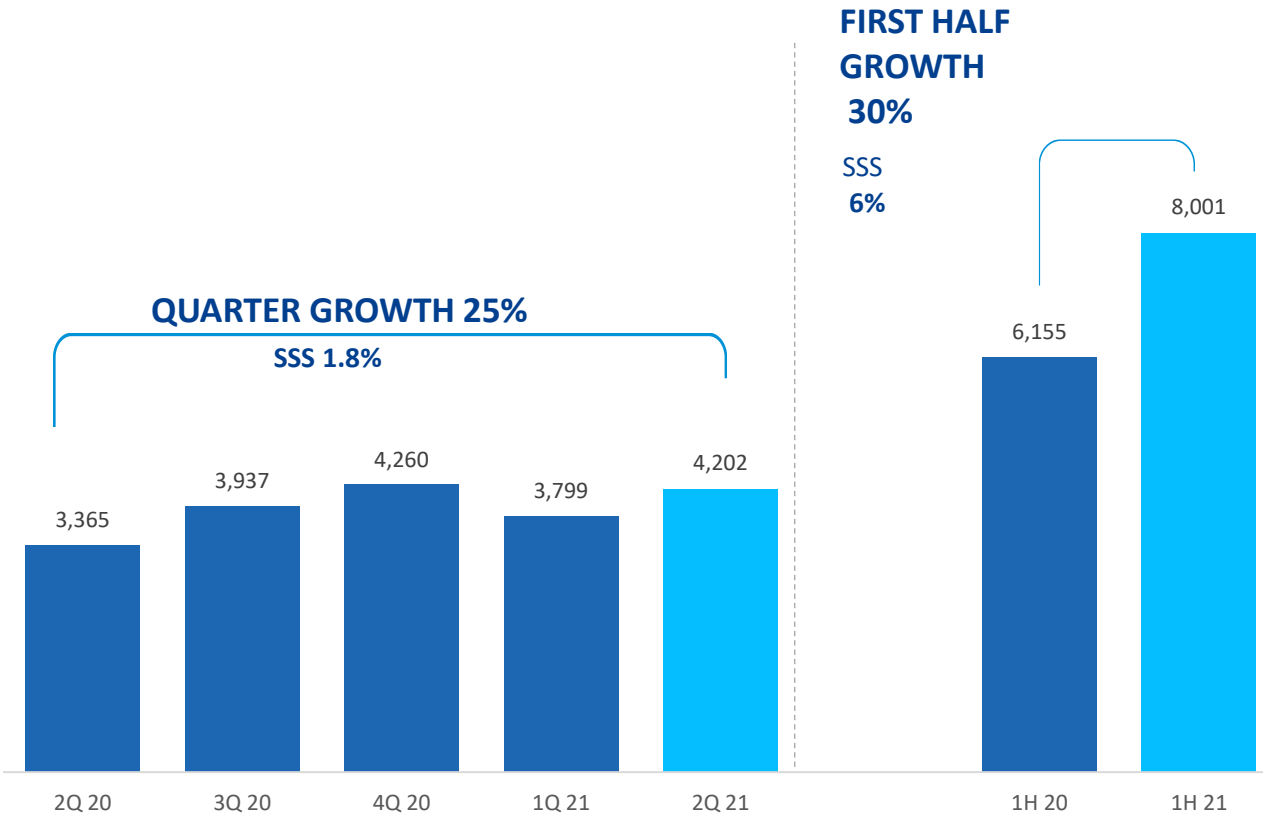
Shops opened in the period	10	8	14	11	12
Sales area (.000m ²)	290	301	329	350	372

■ **Shops by segment**

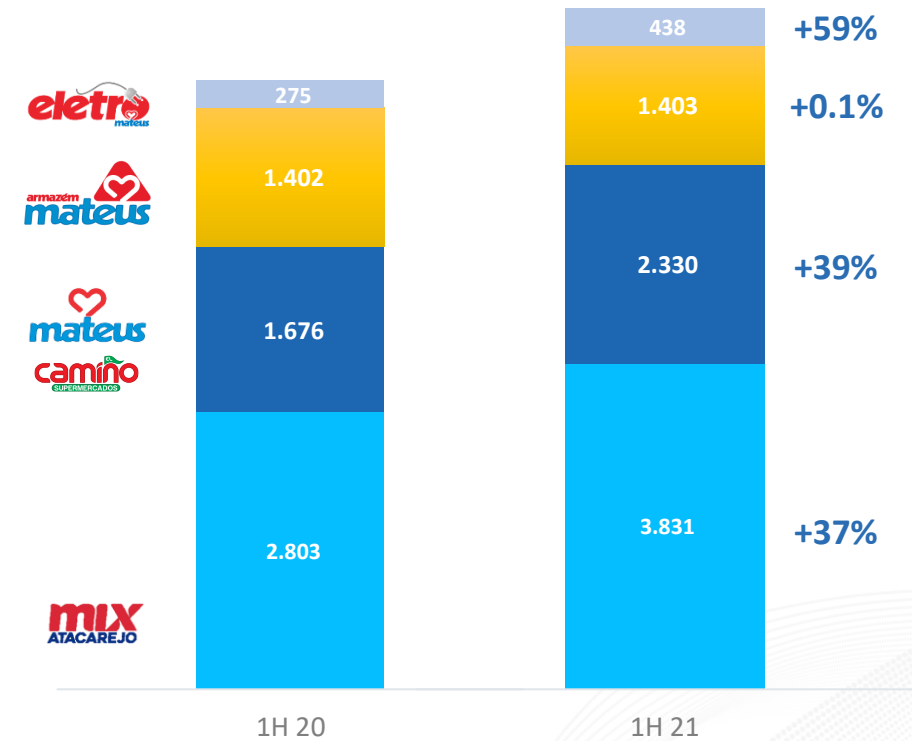


GROSS REVENUE

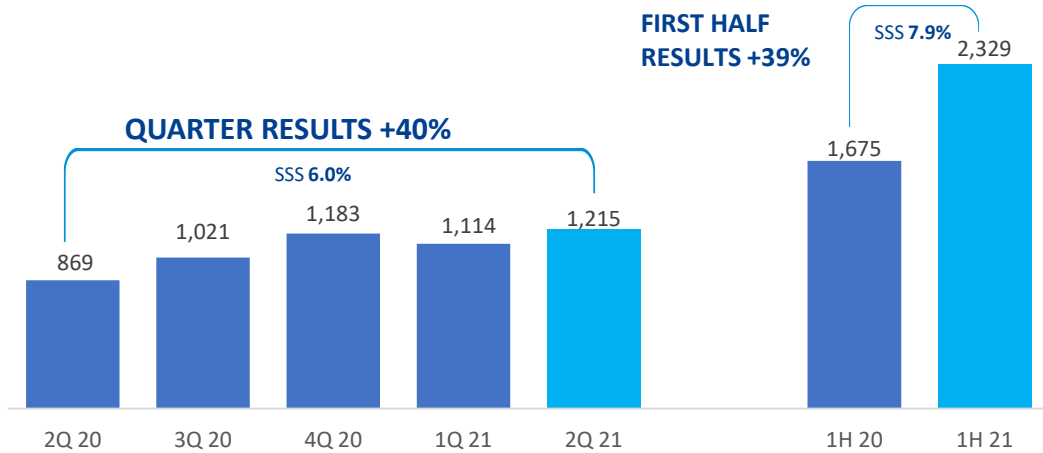
(in BRL million)



FIRST HALF GROWTH BY SEGMENT

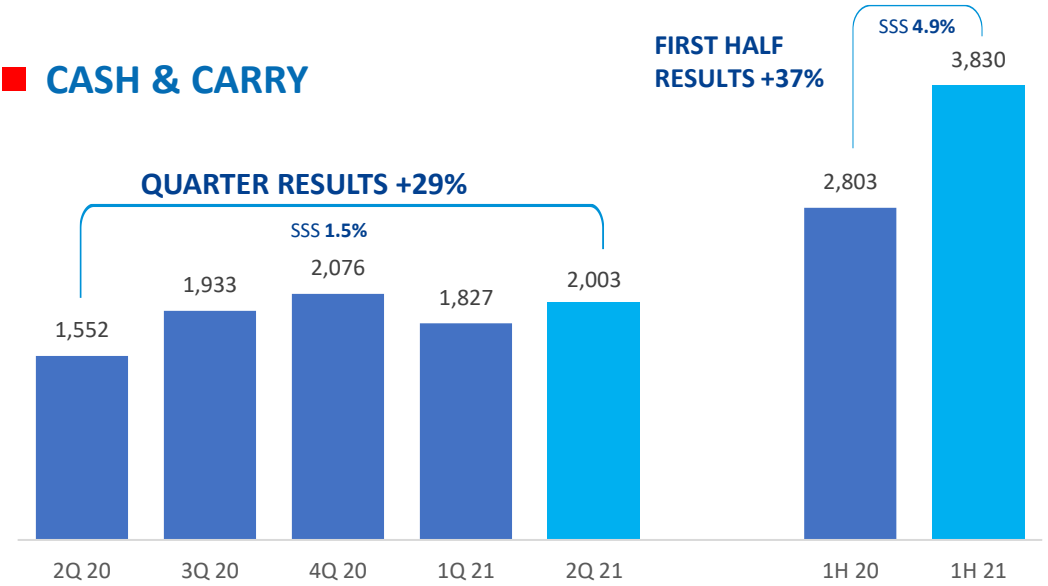


■ SUPERMARKET

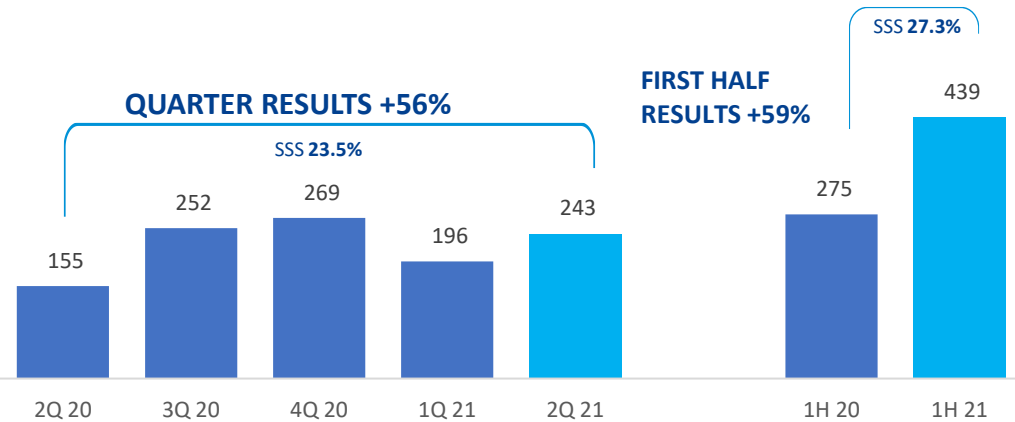


Supermarket includes Supermarket, Hipermarket and Camiño

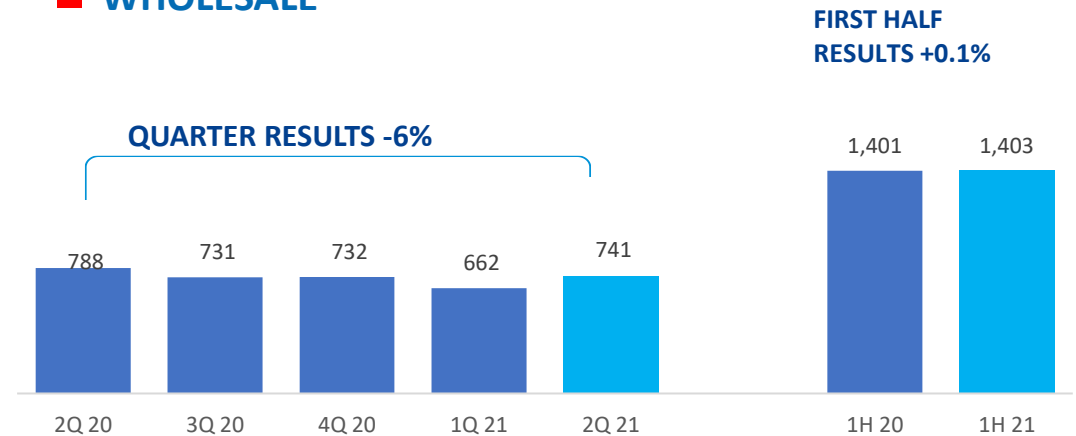
■ CASH & CARRY



■ FURNITURE & ELECTRONICS



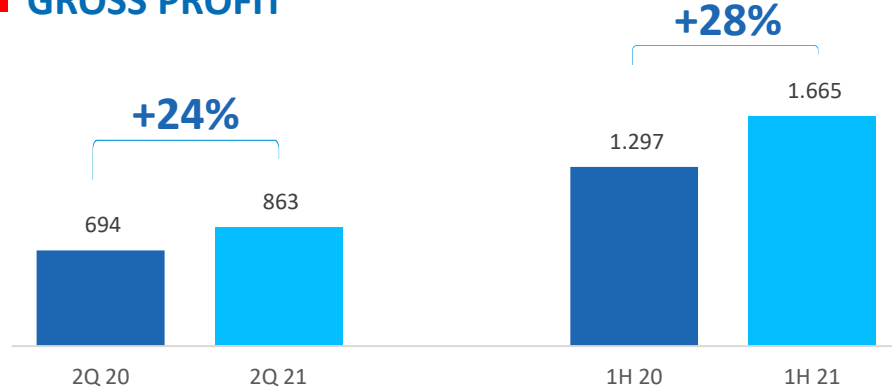
■ WHOLESALE



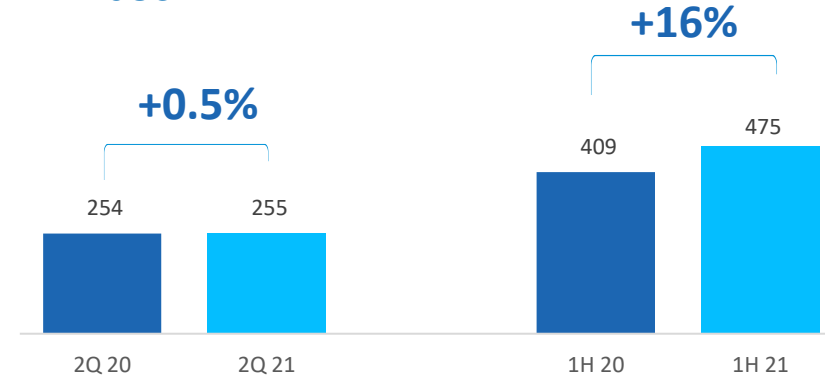
FINANCIAL RESULTS



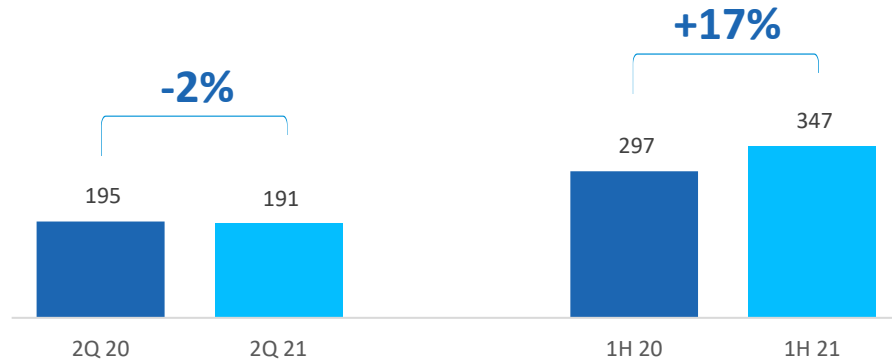
■ GROSS PROFIT



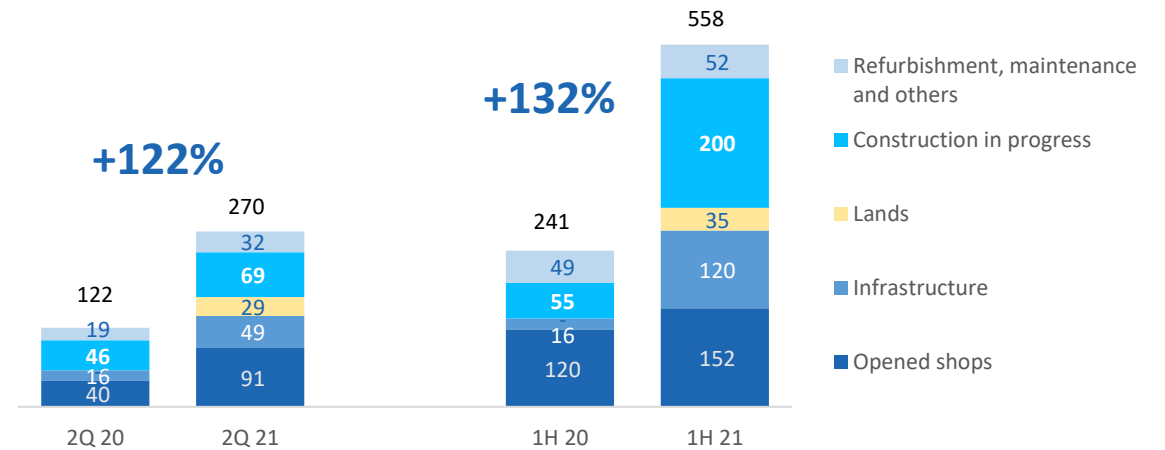
■ ADJUSTED EBITDA



■ NET PROFIT



■ CAPEX



(BRL million)	2Q21	2Q20	Δ%	1H 21	1H 20	Δ%
Net Revenue	3,724	2,889	28.9%	7,087	5,298	33.8%
Gross Revenue	863	694	24.3%	1,665	1,297	28.3%
<i>Gross Margin</i>	23.2%	24.0%	-0.9 p.p.	23.5%	24.5%	-1.0p.p.
Administrative, general and commercial expenses	(659)	(465)	41.6%	(1,276)	(936)	36.4%
<i>% of Net Revenue</i>	17.7%	16.1%	+1.6 p.p.	18.0%	17.7%	+0.4 p.p.
Adjusted EBITDA	255	254	0.5%	475	409	16.1%
Adjusted EBITDA margin	6.8%	8.8%	-1.9 p.p.	6.7%	7.7%	-1.0%
Financial result	(13)	(33)	-60.0%	(28)	(64)	-56.1%
Net profit	191	195	-2.5%	347	297	16.9%
Net margin	5.1%	6.8%	-1.6 p.p.	4.9%	5.6%	-0.7%

Net debt (in BRL thousand)	2Q 21	2Q 20	Δ%
Cash and cash equivalents	1,687,024	944,126	79%
Financial investments	1,357	14,603	-91%
Gross debt	(552,210)	(1,201,553)	-54%
Net cash / Net debt	1,136,270	(242,824)	-568%
Net debt/Adjusted EBITDA	(1.1X)	0.3X	(1.4X)

BUSINESS UPDATE





Uma festa de **super prêmios** pra **VOCÊ.**

aniversário

GRUPO **mateus**

35 anos

A CADA R\$ **50,00** EM COMPRAS, CONCORRA A:

+10 MIL PRÊMIOS INSTANTÂNEOS NA SUA CARTEIRA DIGITAL

UMA CASA

ALÉM DE CONCORRER A UMA **CERVEJEIRA**

ofertasmateus.com
mateus.premios@grupomateus.com.br
@mateus.premios

BAIXE O APP PARA PARTICIPAR

APROVEITE EM TODAS AS LOJAS DO GRUPO.

mateus **MIX ATACAREJO** **camarão** **eletro**

*QUANTIDADE MÍNIMA DE 12 UNIDADES POR RÓTULO PARTICIPANTE DA AMBEV. **DUPLA MALTE** **Budweiser** **SCHENKA**

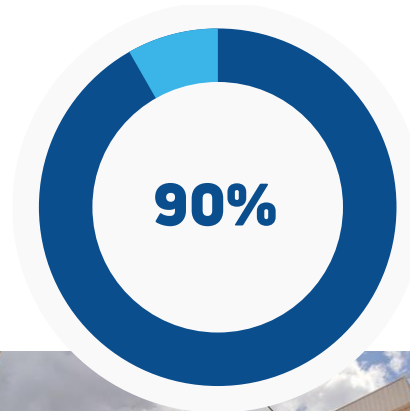
■ DC / SANTA IZABEL- PARÁ

40,000m² (65,000 pallet positions)



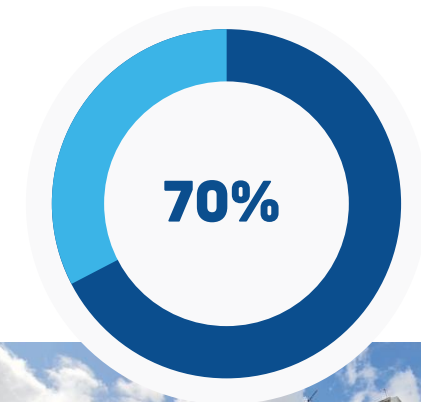
■ DC EXPANSION/ SÃO LUÍS - MARANHÃO

+20,000m² | (97,500 pallet positions)



■ NEW BAKERY INDUSTRY

13,500m²



40 SHOPS EXPECTED FOR 2021



20 SHOPS UNDER CONSTRUCTION



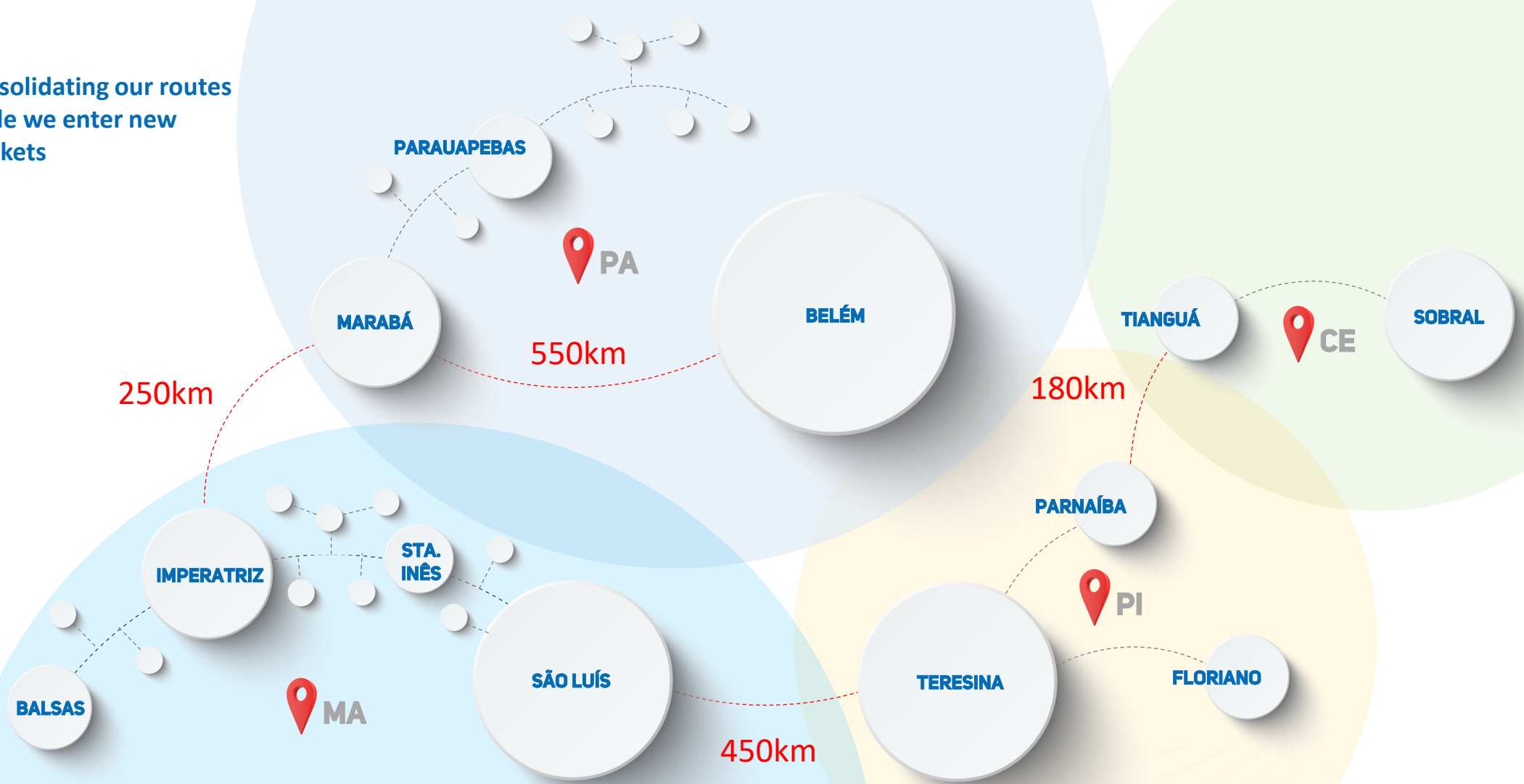
NORTHEAST EXPANSION

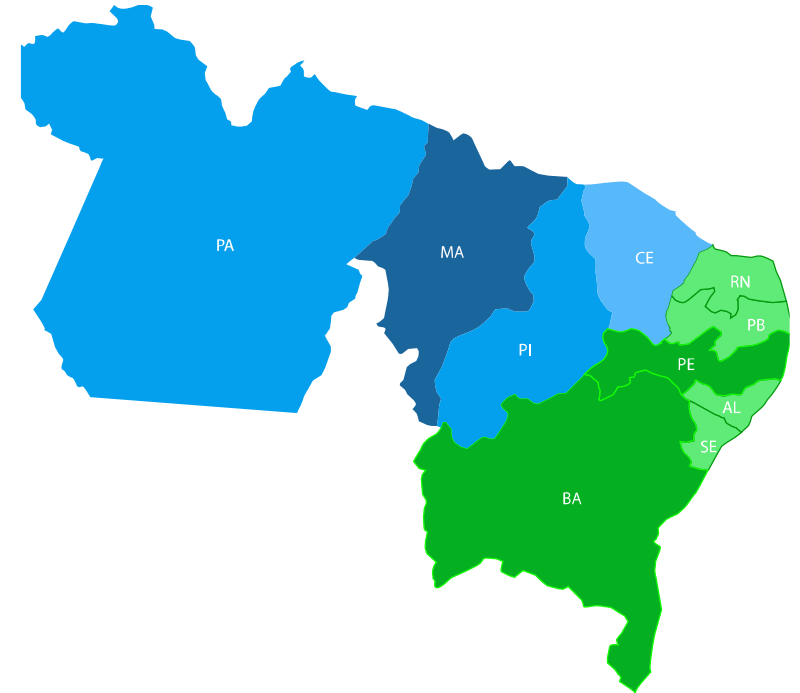
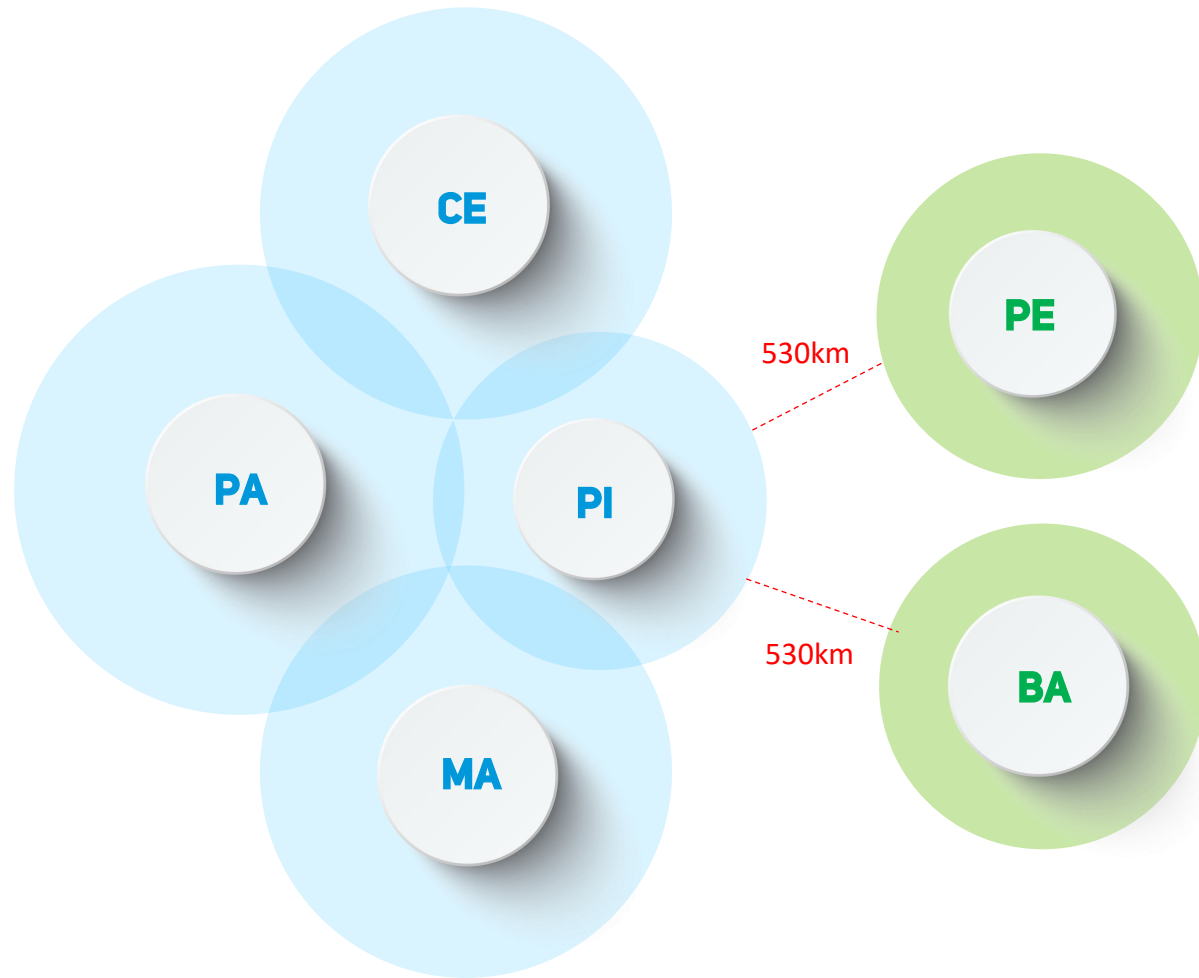


■ Always
breaking
barriers

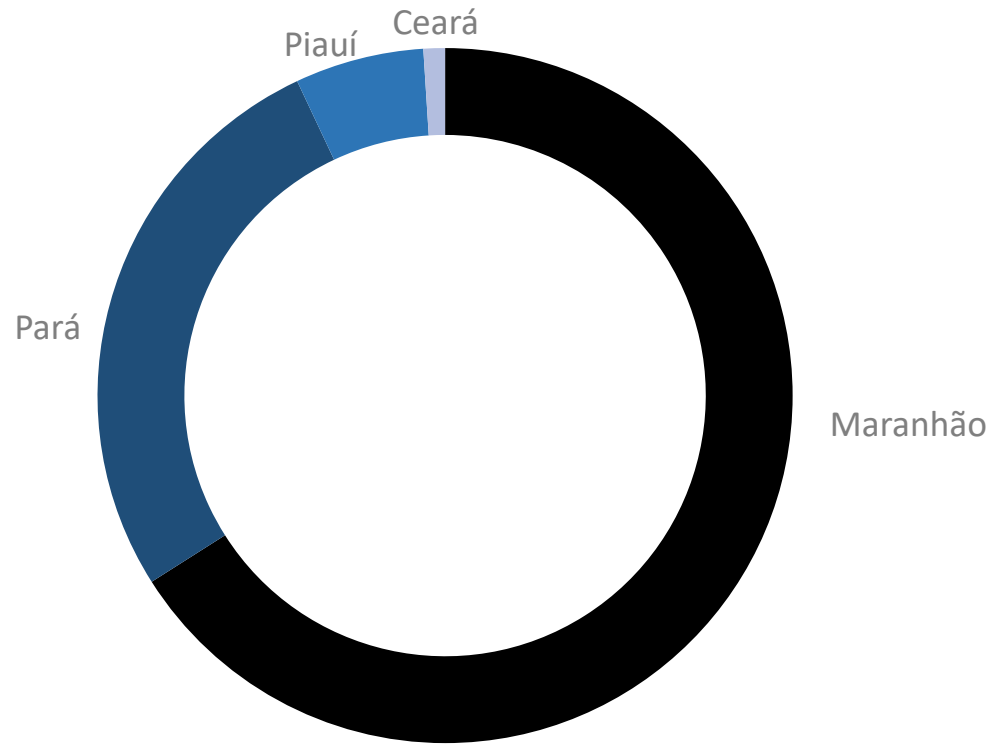


■ Consolidating our routes while we enter new markets

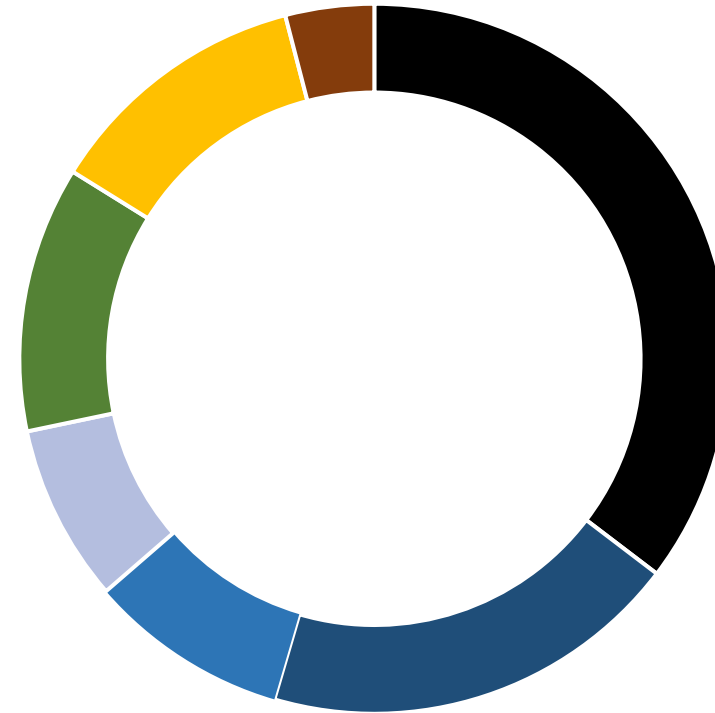




CURRENT



EXPANSION



Ilson Mateus / Jesuino Martins

Sandro Oliveira

Expansion executive director

Pará

**Commercial
&
Operations**

MA / PI

**Commercial
&
Operations**

CE / RN

**Commercial
&
Operations**

PE / PB / AL

**Commercial
&
Operations**

BA / SE

**Commercial
&
Operations**

ADMINISTRATIVE

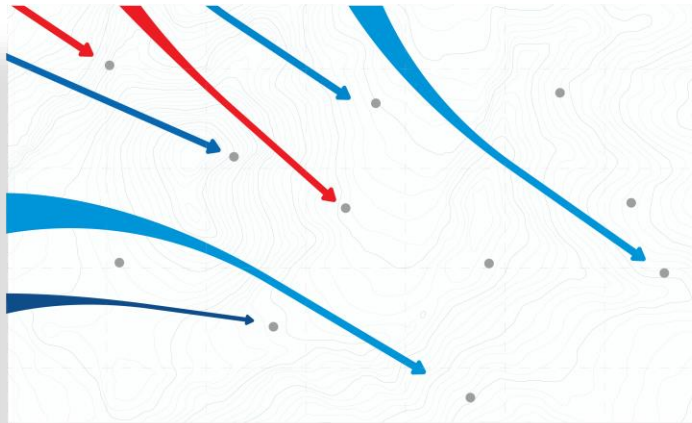
LOGISTICS

TECHNOLOGY

1.



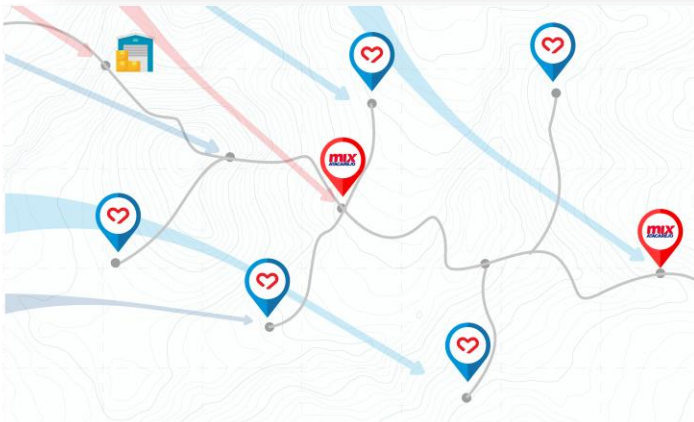
2.



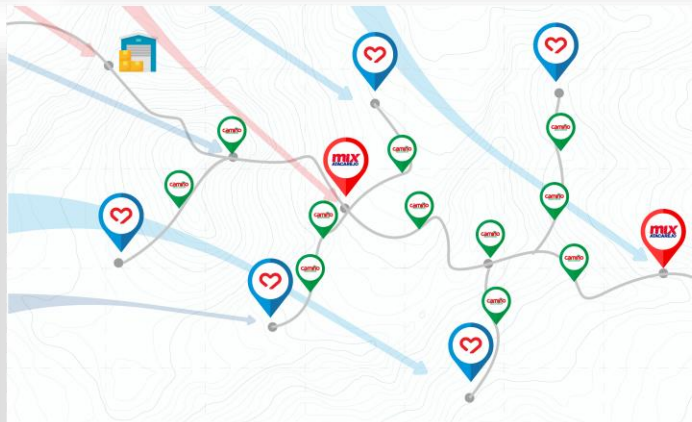
3.



4.



5.



1. NO MATEUS' OPERATIONS
2. WHOLESALE TEAM ARRIVAL
3. CASH & CARRY AND DISTRIBUTION CENTER
4. SUPERMARKETS IN MEDIUM TOWNS
5. CAMIÑO STORES IN SMALLER TOWNS

2Q21 RESULTS



August 13, 2021