

## 4Q24 RESULTS



## **EXPANSION**

ILSON MATEUS

## **BUSINESS HIGHLIGHTS**

JESUINO MARTINS

## **NORTHEAST EXPANSION**

SANDRO OLIVEIRA

## **FINANCIAL RESULTS**

TULIO QUEIROZ

Ilson Mateus

# EXPANSION





## EXPANSION IN 2024

2024

# 15 NEW STORES

11 CITIES  
5 STATES

4Q24  
4 STORES ➤



RUSSAS - CE



CAXANGÁ | RECIFE - PE



PAULISTA - PE



ALEMANHA | SÃO LUÍS - MA



BARREIRINHAS - MA



SÃO RAIMUNDO | SÃO LUÍS - MA



EUNÁPOLIS - BA



RAPOSA - MA



BOA VIAGEM | RECIFE - PE



CAUCAIA - CE



VALENTINA | JOÃO PESSOA - PB



CARUARU - PE



JOSÉ WALTER | FORTALEZA - CE



CASA FORTE | RECIFE - PE



REI DE FRANÇA | SÃO LUÍS - MA



## RECIFE | BOA VIAGEM

CASH & CARRY  
STORE WITH  
SERVICES

**SALES &  
EXPERIENCES**

WATCH THE VIDEO



RESTAURANT



BAKERY



WINE CELLAR



BUTCHER SHOP



CHURROS / BRAZILLIAN PASTRY



TAPIOCA / COLD BEVERAGES



COFFEE / ICE CREAM



## RECIFE | BOA VIAGEM

COMMERCIAL  
GALLERIES

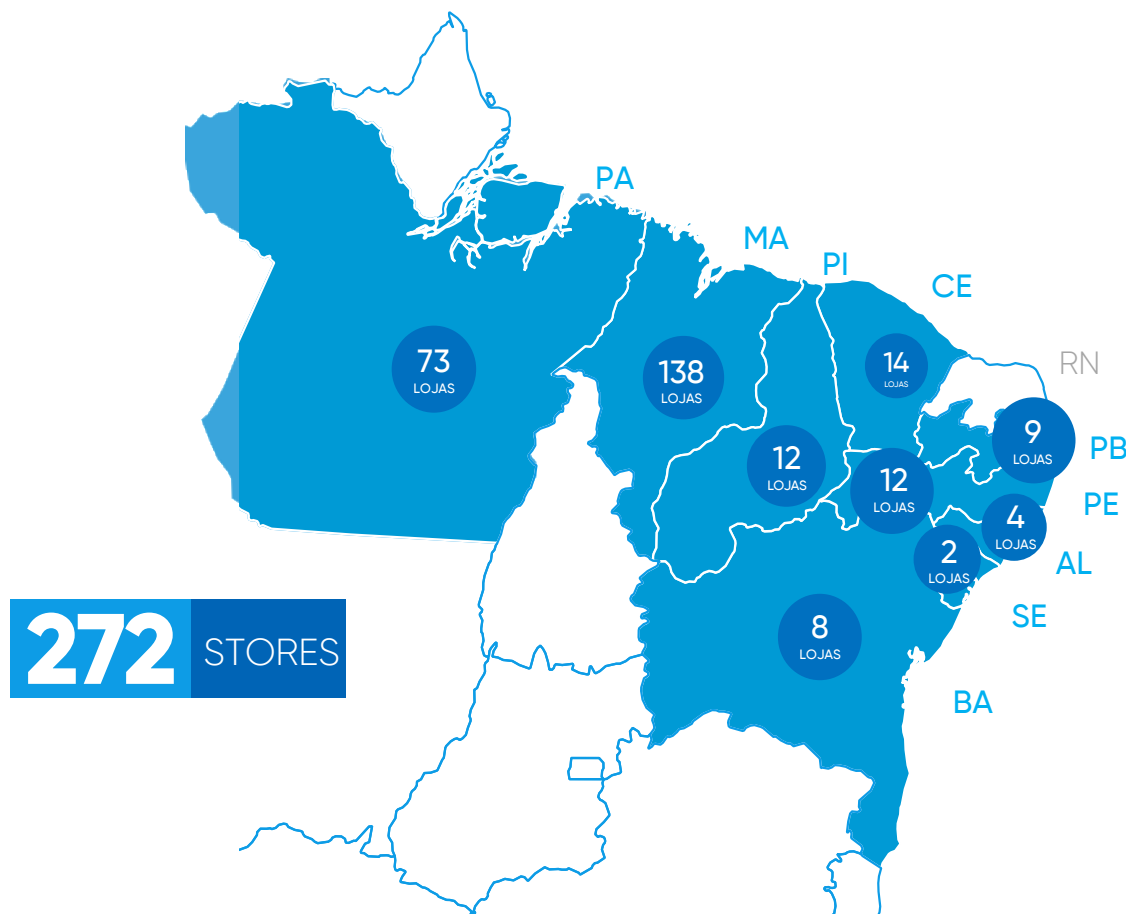
**100%**  
NEGOTIATED





## NEGOTIATION WITH NOVO ATACAREJO (IN PROGRESS)





**272** STORES



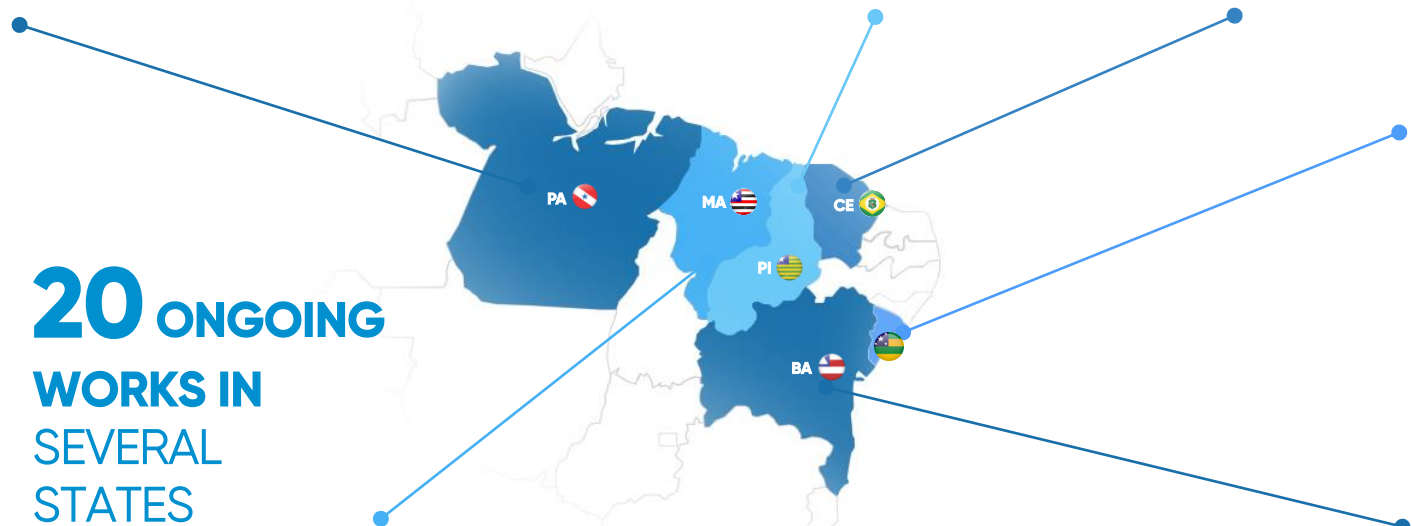
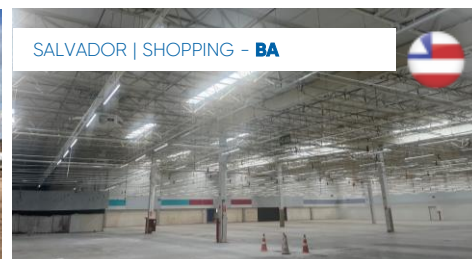
+ <b>45,000</b> CLIENTS SERVED PER MONTH	<b>18</b> DISTRIBUTION CENTERS	+ <b>1,800</b> CITIES SERVED	+ <b>4,400</b> SALES REPRESENTATIVES
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## OPERNED STORES IN JANUARY









Jesuino Martins

# BUSINESS HIGHLIGHTS



## 4Q24

## GROSS REVENUE

BRL 9.9 bn

+15.4%

+R\$ 1.3 bn

Nominal value increase  
vs 4Q23SAME-STORE SALES  
GROWTH

+ 5.9%

4Q23: + 8,8%

Without calendar adjustment

## GROSS MARGIN

+ 23.0%

+0.6 p.p.  
vs 4Q23+0.3 p.p.  
vs 3Q24Considering the reallocation of  
operating revenues negotiated with  
suppliers.

## EBITDA

BRL 730 mn

+30,1%

vs 4Q23

## EBITDA MARGIN

8.4%

+0.9 p.p.

vs 4Q23

Excluding extraordinary effects

## NET INCOME

BRL 388 mn

+16.9%

vs 4Q23

## NET MARGIN

4.4%

Excluding extraordinary effects

## 2024

## GROSS REVENUE

BRL 36.4 bn

+20.3%

+BRL 6.1 bn

Nominal value increase  
vs 2023SAME-STORE SALES  
GROWTH

+ 6.9%

2023: + 8.5%

Without calendar adjustment

## GROSS MARGIN

+ 22.6%

+0.2 p.p.  
vs 2023Considering the reallocation of  
operating revenues negotiated with  
suppliers

## EBITDA

BRL 2.5 bn

+26.2%

vs 2023

## EBITDA MARGIN

7.8%

+0.4 p.p.

vs 2023

Excluding extraordinary effects

## NET INCOME

BRL 1.35 bn

+12.7%

vs 2023

## NET MARGIN

4.2%

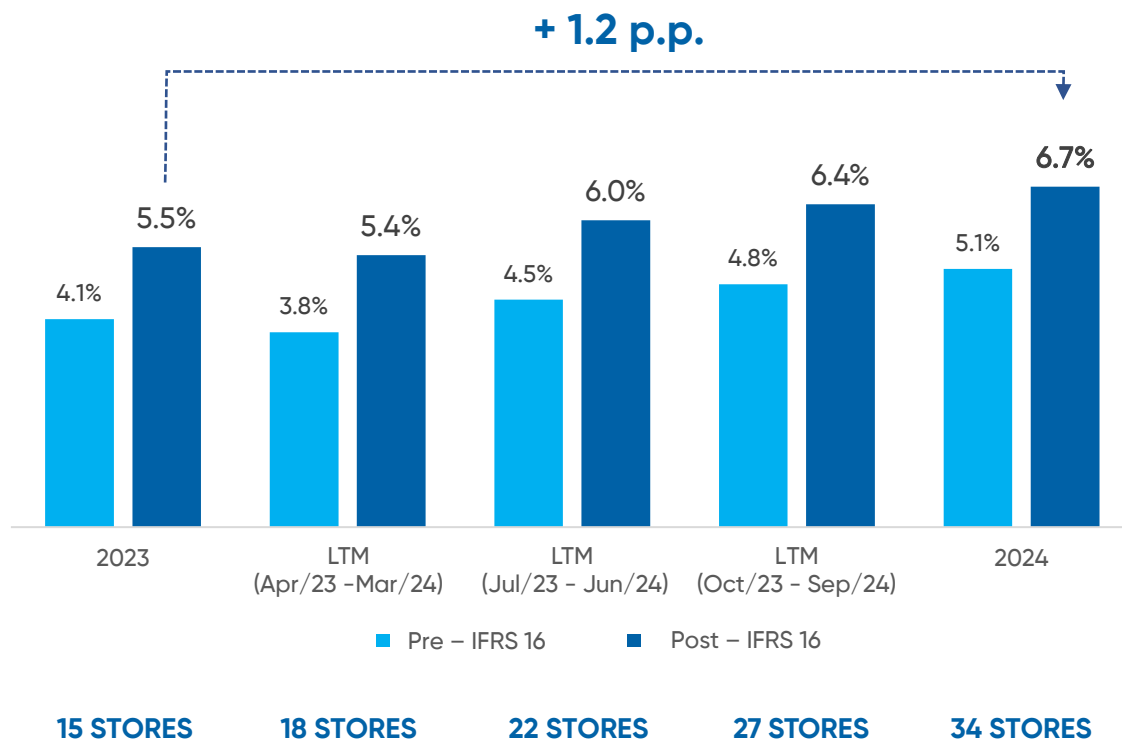
Excluding extraordinary effects



Sandro Oliveira

# NORTHEAST EXPANSION

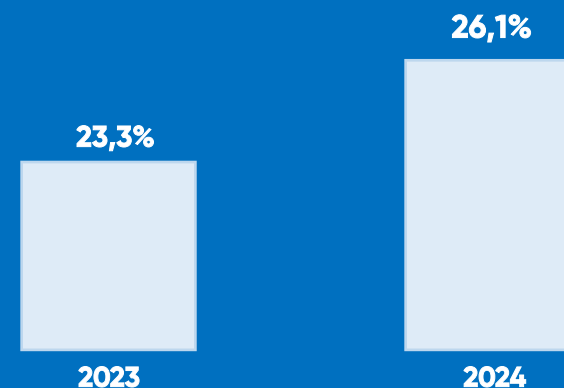




- INCLUDING ADMINISTRATIVE EXPENSES
- STORES OPERATING FOR MORE THAN 13 MONTHS (LOCATED IN CE, PB, PE, AL, SE AND BA)

**+2.8 p.p. Share NE + PARÁ**

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



Source: Nielsen



Tulio Queiroz

# FINANCIAL RESULTS



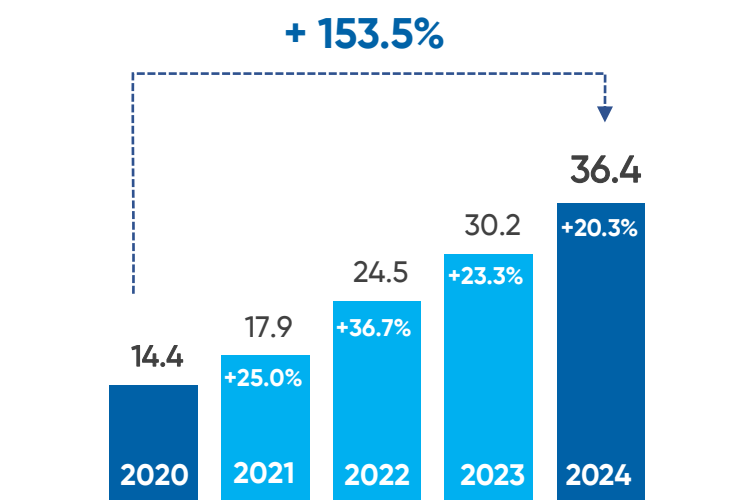
# POST IPO REVENUE, EBITDA AND NET INCOME EVOLUTION

CONSISTENT VALUE CREATION

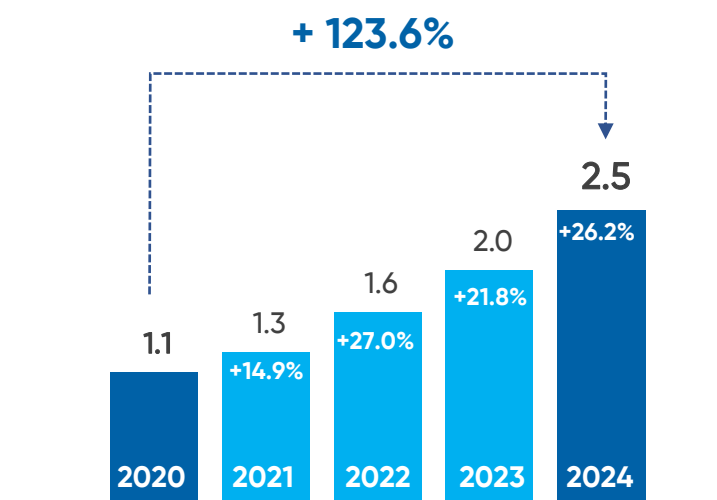
4Q24 RESULTS

GRUPO **mateus**

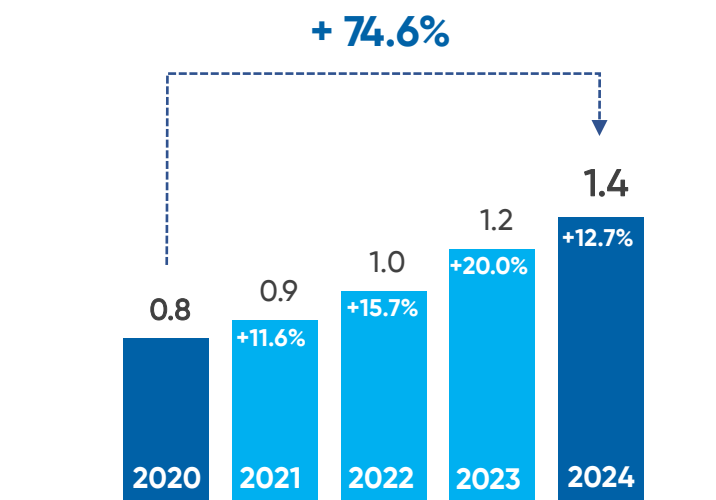
## GROSS REVENUE



## EBITDA post IFRS 16 <sup>1</sup>



## NET INCOME<sup>1</sup>



## CAGR

26.2%

22.3%

15.0%

Compound Annual  
Growth Rate

■ BRL Bn

(1) Excluding extraordinary effects

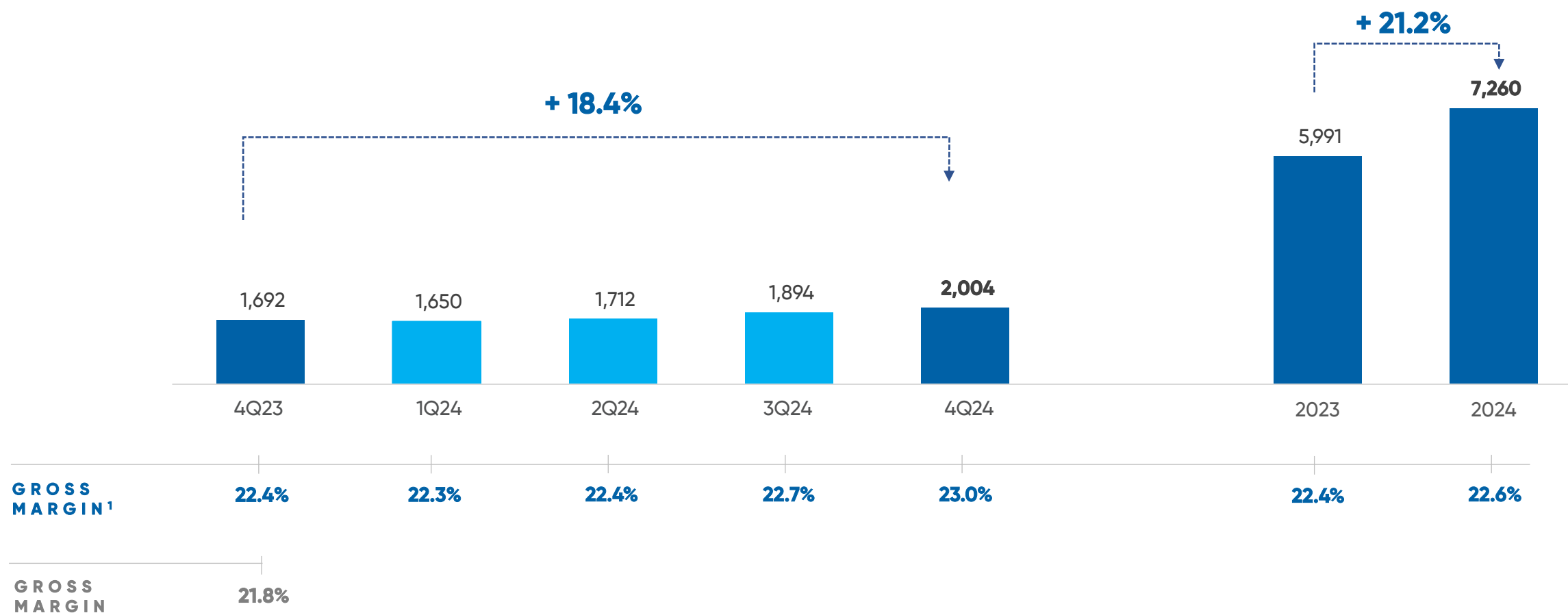


# GROSS PROFIT AND GROSS MARGIN

4Q24 RESULTS



SIGNIFICANT GROWTH IN GROSS PROFIT  
GROSS MARGIN UP BY 0.6 P.P. IN 4Q24 VS. 4Q23



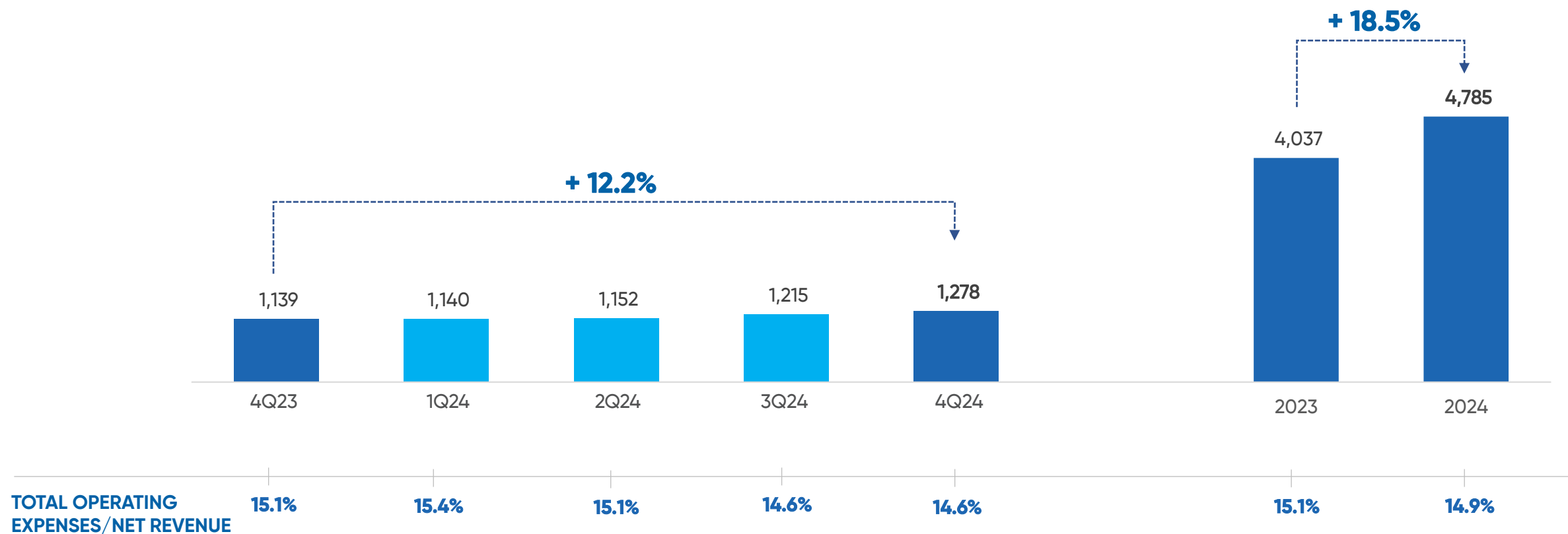
(1) Considering the reallocation of operating revenues negotiated with suppliers, as reported on page 6 in the earnings release

# OPERATING EXPENSES

4Q24 RESULTS



DILUTION OF -0.5 P.P IN THE QUARTER IN OPERATING EXPENSES/NET REVENUE.



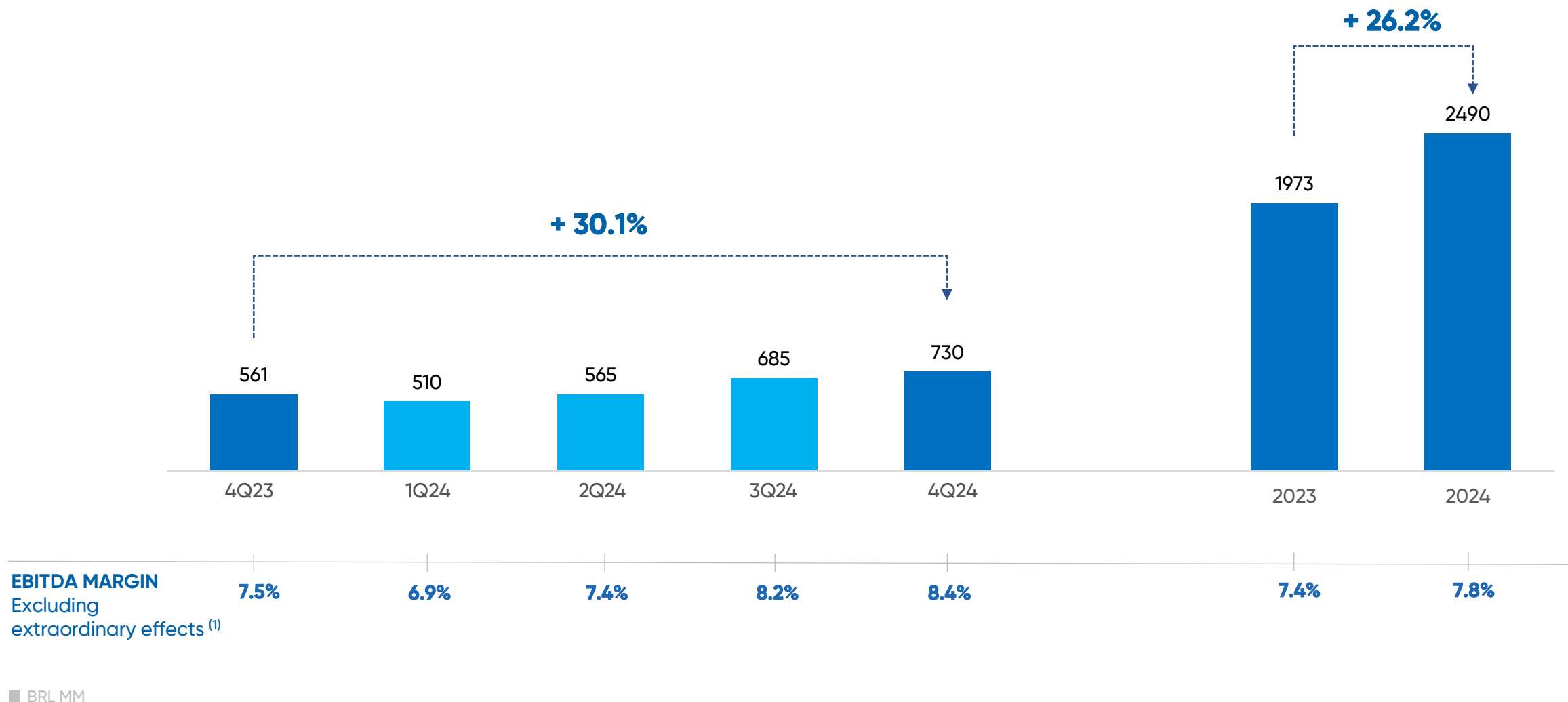
■ BRL MM

## EBITDA POST IFRS 16

4Q24 RESULTS



SIGNIFICANT EXPANTION OF EBITDA MARGIN OF 0.9 P.P. VS 4Q23



(1) Extraordinary Effects Recognized in the FY 2024 and FY 2023. In 2024, the effects were primarily: (i) the impact of the understanding established by the Superior Court of Justice (STJ) that the value of ICMS under tax substitution (ICMS-ST) does not form the calculation basis for PIS/COFINS credits on the acquisition of goods for resale; and (ii) a tax benefit from previous periods, mainly related to PIS/COFINS credits on essential operating expenses. In 2023, the effects were primarily: (i) a tax benefit from PIS/COFINS credits on essential operating expenses; and (ii) PIS/COFINS credits on the accelerated depreciation of buildings, machinery, and equipment, related to previous years. As presented in the 2Q24 and 4Q23 earnings releases.

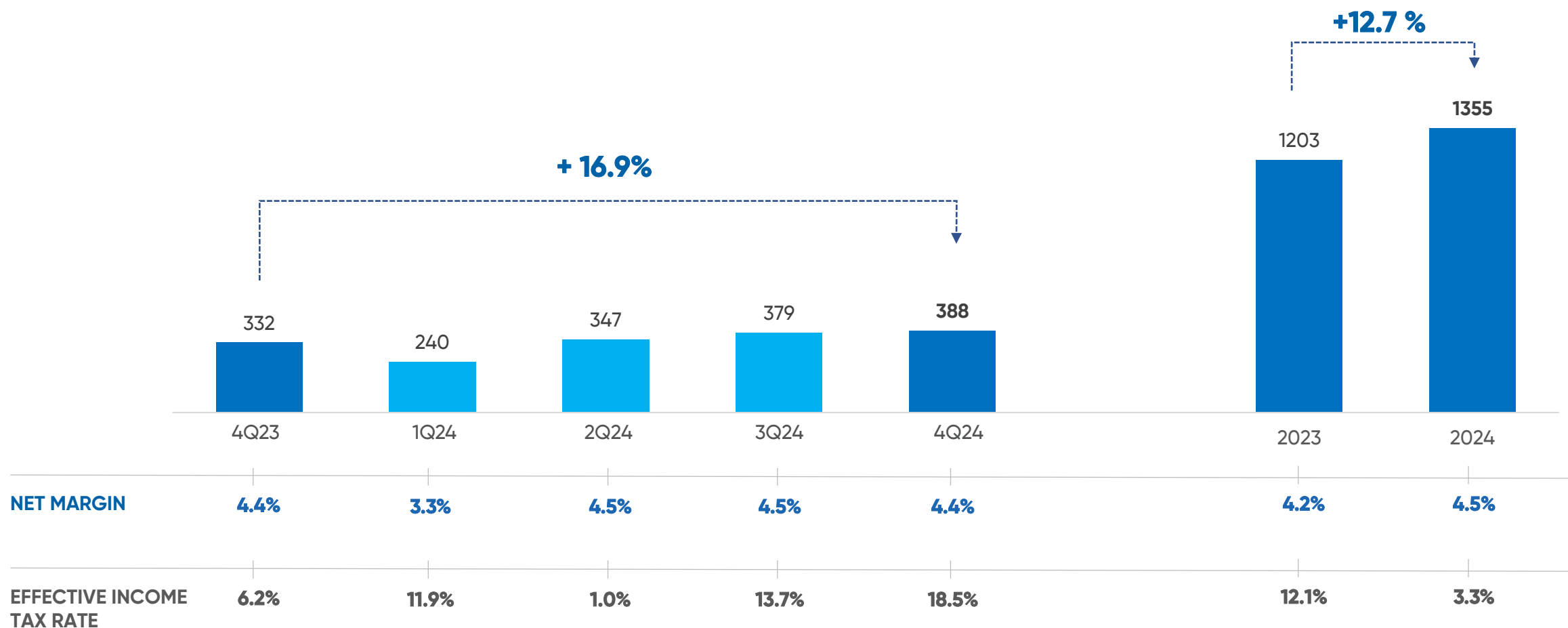


# NET INCOME <sup>1</sup>

4Q24 RESULTS

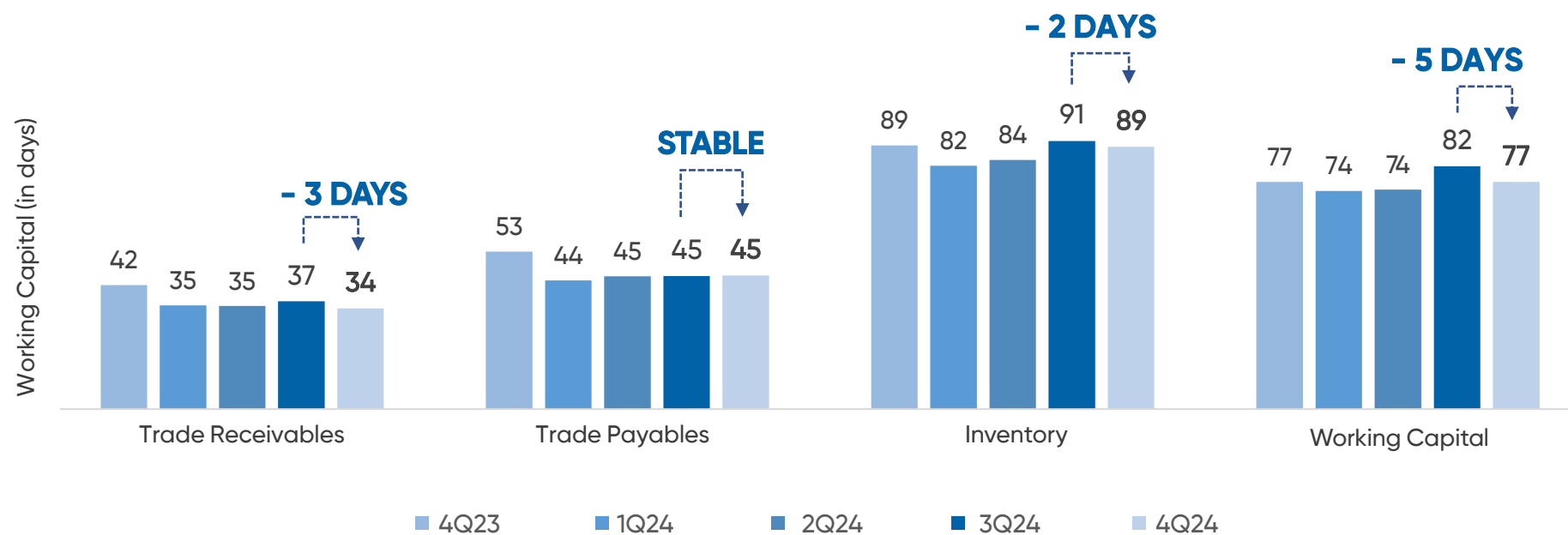


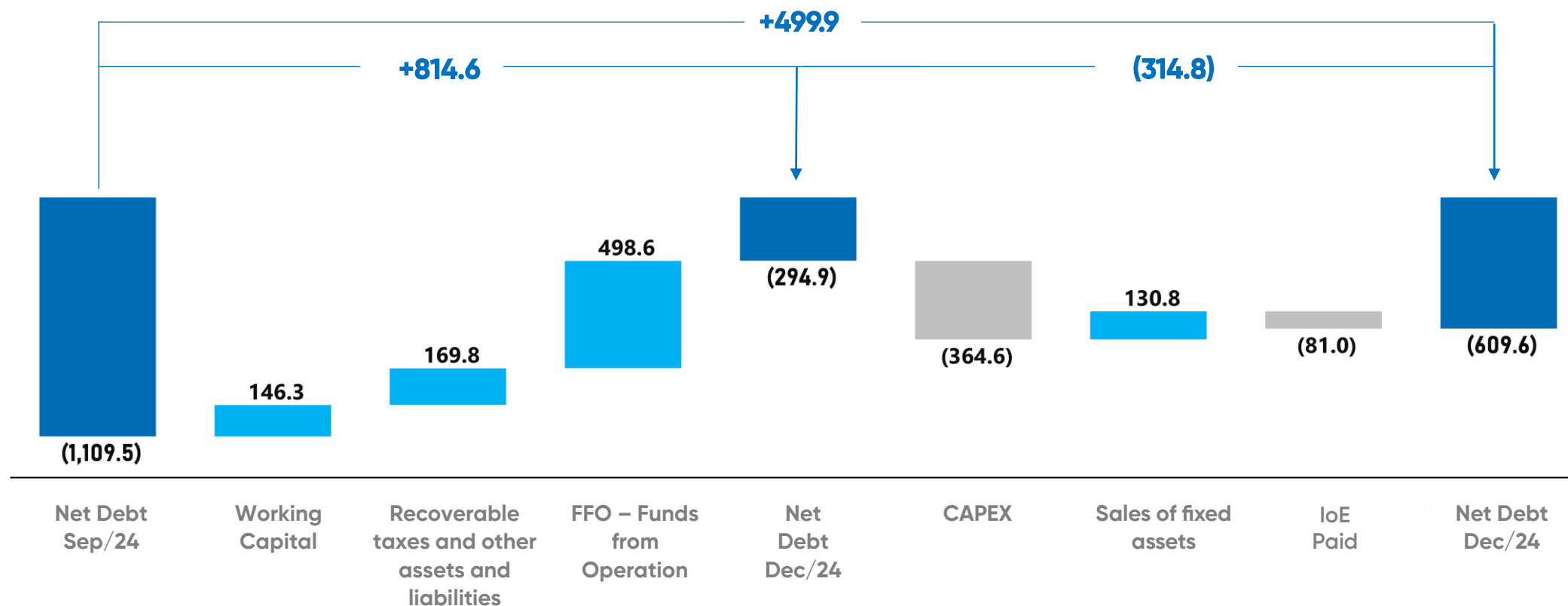
RESILIENCE IN NET MARGIN WITH 16.9% INCREASE IN NET PROFIT  
INCOME TAX EFFECTIVE RATE AT 18.5%



■ BRL MM

(1) Extraordinary effects: are the effects recognized in EBITDA during 2024 and 2023, in addition to the impact on Income Tax and Social Contribution of previous years recognized in 2Q24 and 4Q23. As presented in the 2Q24 and 4Q23 earnings releases.

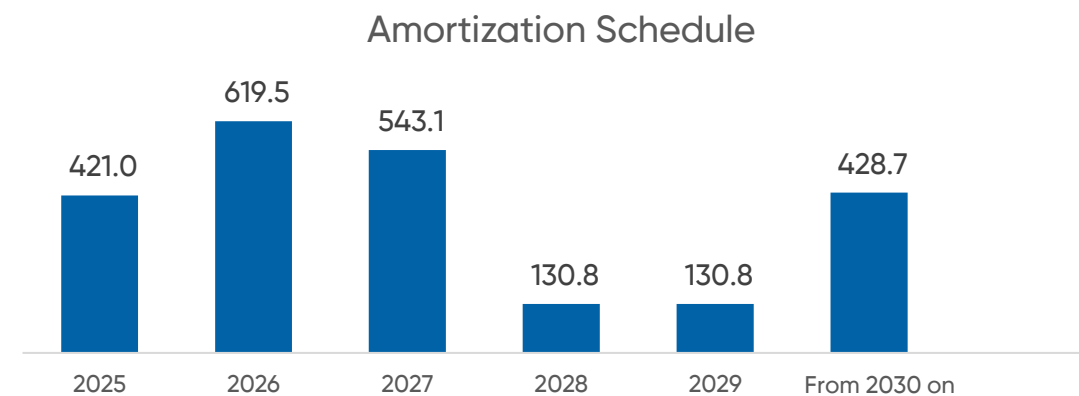
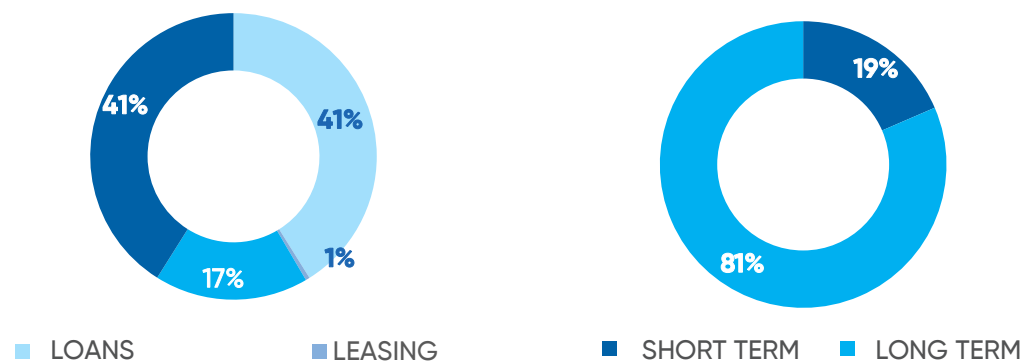


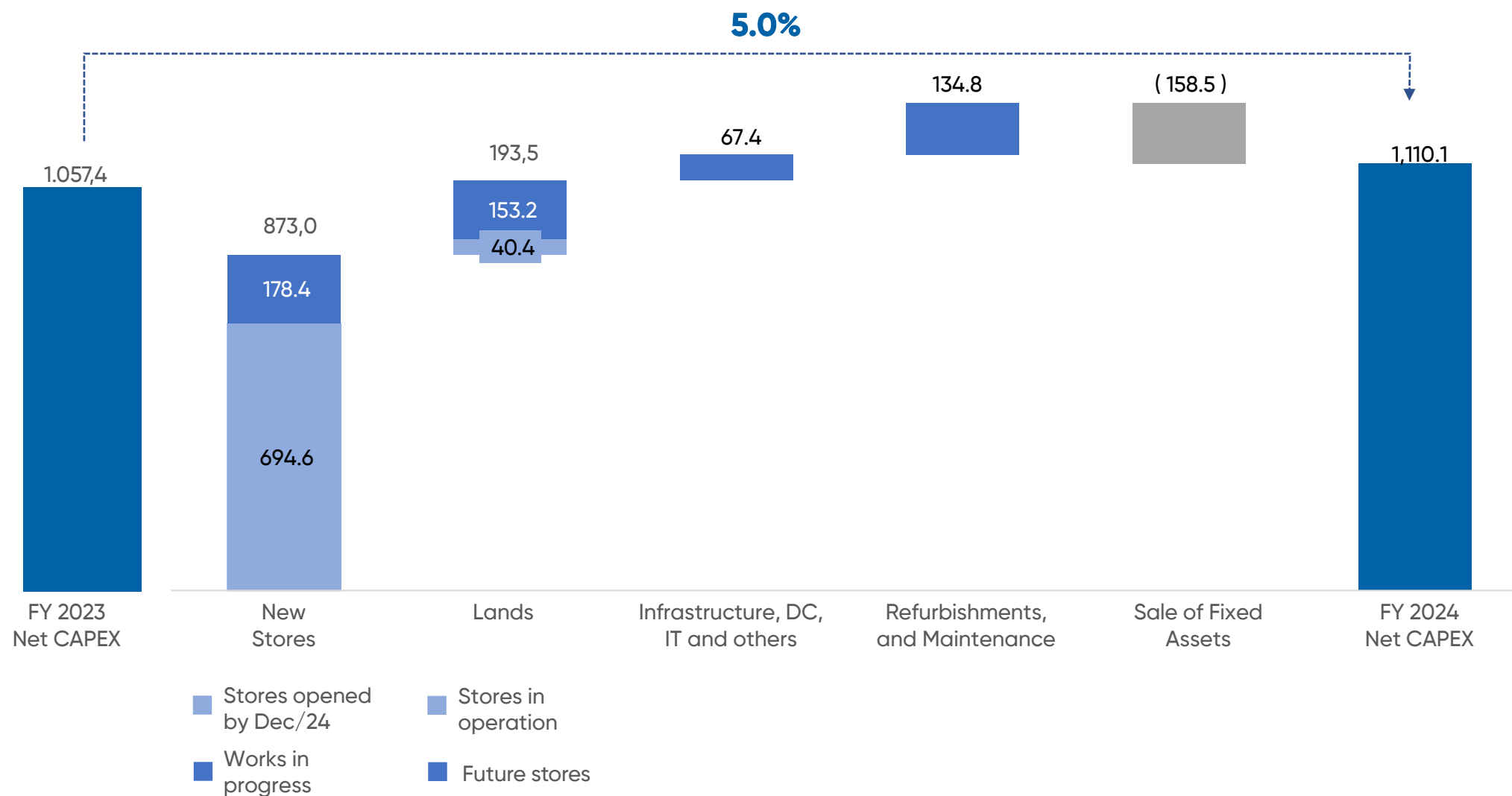


■ BRL MM



In BRL thousands	Dec/24	Sep/24	Dec/23
Gross debt	(2,273,858)	(1,808,303)	(1,779,384)
Cash and cash equivalents	1,664,167	698,687	1,289,138
Financial investments	46	112	882
<b>Net Debt</b>	<b>(609,645)</b>	<b>(1,109,504)</b>	<b>(489,364)</b>
<b>Net Debt /2024 Adjusted EBITDA (pre IFRS 16)</b>	<b>0.29x</b>	<b>0.57x</b>	<b>0.30x</b>





# Q&A





## 4Q24 RESULTS



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