



2025
RESULTS



EXPANSION

ILSON MATEUS

BUSINESS HIGHLIGHTS

JESUINO MARTINS

NORTHEAST EXPANSION

SANDRO OLIVEIRA

FINANCIAL RESULTS

TULIO QUEIROZ

EXPANSION

ILSON MATEUS



EXPANSION

9 STORES OPENED IN 2025

2Q25 RESULTS

ARACAJÚ

4 NEW STORES IN 2Q25

SE



JABOATÃO DOS GUARARAPES

PE



SÃO MATEUS

MA



ANANINDEUA

PA



MARITUBA

PA



ROSÁRIO

MA



PARQUE ATHENAS | SÃO LUÍS

MA



ILHÉUS

BA



PORTO FRANCO

MA



Opened in July 2025



EXPANSION IN 2025

2Q25 RESULTS

MARANHÃO | 6 STORES



SÃO LUÍS | SHOPPING - MA



SÃO LUÍS | ANJO DA GUARDA - MA



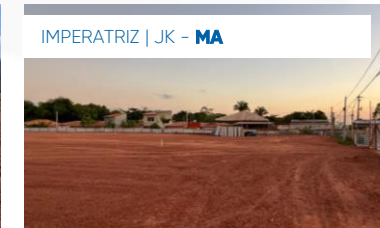
SÃO LUÍS | PONTA D'AREIA - MA



SÃO LUÍS | OLHO D'ÁGUA - MA



SÃO LUÍS | ESTRADA MAIOBA - MA



IMPERATRIZ | JK - MA

16
ONGOING
WORKS
IN SEVERAL
STATES

BAHIA | 2 STORES



SALVADOR | SHOPPING - BA



FEIRA DE SANTANA - BA

CEARÁ | 3 STORES



FORTALEZA | MESSEJANA - CE



FORTALEZA | GUARARAPES - CE



JUAZEIRO DO NORTE II - CE

PIAUÍ | 2 STORES



TERESINA | JOÃO XXIII - PI



TERESINA | FREI SERAFIM - PI

PARÁ | 2 STORES



BELÉM | DOCAS - PA



JACUNDÁ - PA

ALAGOAS | 1 STORES

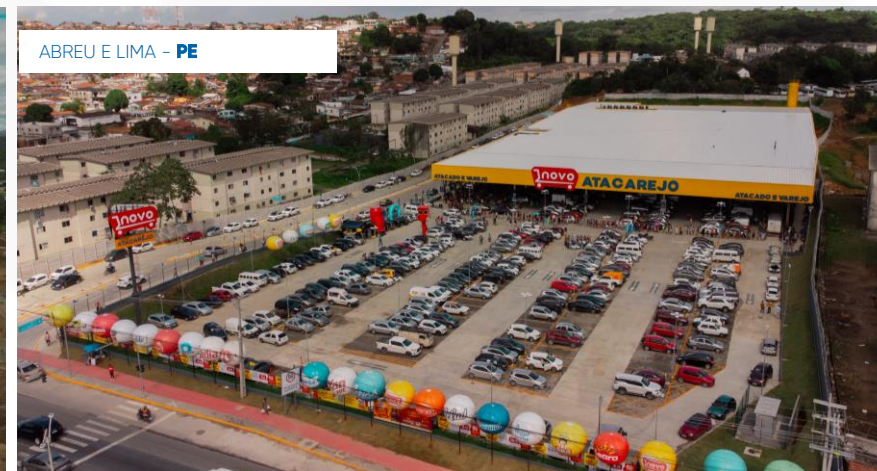


ARAPIRACA - AL

2 STORES OPENED



Opened in July 2025



Opened in August 2025

3 STORES ONGOING WORKS

PERNAMBUCO | 3 LOJAS



BUSINESS HIGHLIGHTS

JESUINO MARTINS



HIGHLIGHTS

2Q25 RESULTS

2Q25

Net Revenue

BRL 8.8 bn

+14.9%

+BRL 1.1 bn

Nominal value increase
vs 2Q24

Same- Store Sales

+ 6.1%

2Q24: + 4,8%

Gross Margin

+ 23.0%

+0.6 p.p.

vs 2Q24

EBITDA ⁽¹⁾ post IFRS 16

R\$ 705 mn

+24.7% vs 2Q24

EBITDA margin

8.0%

+0.6p.p. vs 2Q24

Net Income

BRL 349 mn

+6.7% vs 2Q24

Net Margin

4.0%

1H25

Net Revenue

BRL 17.1 bn

+13.9%

+BRL 2.1 bi

Nominal value increase
vs 1H24

Same- Store Sales

+ 5.7%

1H24: + 7,1%

Gross Margin

+ 23.0%

+0.6 p.p.

vs 1H24

EBITDA ⁽¹⁾ post IFRS 16

BRL 1.4 bn

+26.0% vs 1H24

EBITDA Margin

7.9%

+0.7 p.p. vs 1H24

Net Income

R\$ 668 mn

17.6% vs 1H24

Net Margin

3.9%

(1) Extraordinary effects on 2Q24 EBITDA: (i) negative impact of BRL 114 million related to the decision issued by the Superior Court of Justice (STJ), establishing that the ICMS tax under the tax substitution regime (ICMS-ST) does not generate a PIS/COFINS credit base on the acquisition of goods for resale; and (ii) tax gain from previous periods, in the amount of BRL 91 million, mostly related to PIS/COFINS credits on essential operating expenses. Additionally, there was an impact on Income Tax and Social Contribution from prior years, recognized in 2Q24.

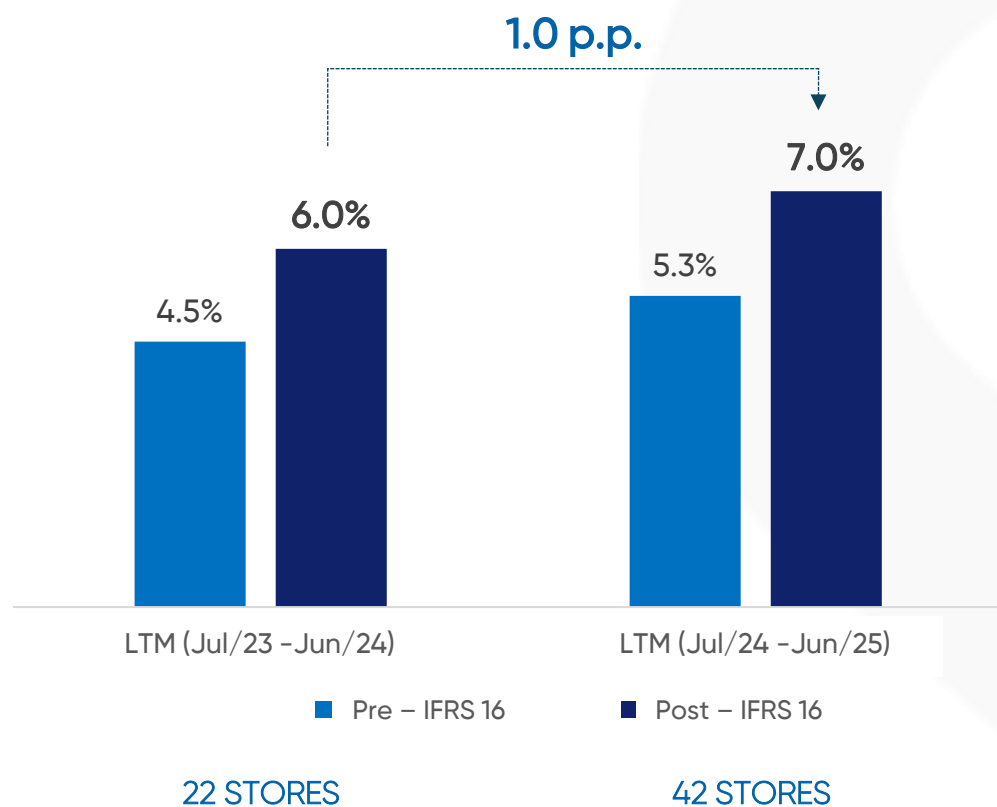
NORTHEAST EXPANSION

SANDRO OLIVEIRA



NORTHEAST EXPANSION PERFORMANCE

2Q25 RESULTS



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

+1.0 p.p. Market Share NE + Pará

Market Share Evolution
Grupo Mateus self-service stores + Cash & Carry - NE + Pará

25.1%

1H24

26.1%

1H25

Source: Nielsen



FINANCIAL PERFORMANCE

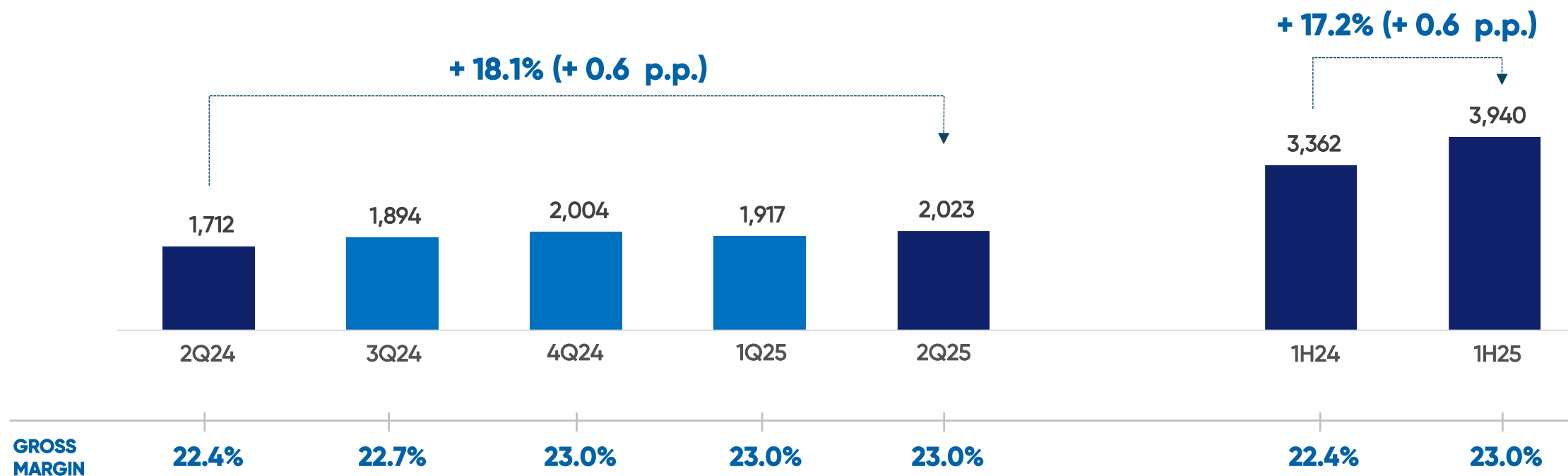
TULIO QUEIROZ



GROSS PROFIT AND GROSS MARGIN

2Q25 RESULTS

SIGNIFICANT GROWTH IN GROSS PROFIT
GROSS MARGIN UP BY +0.6 P.P. IN 1Q25 VS. 2Q24

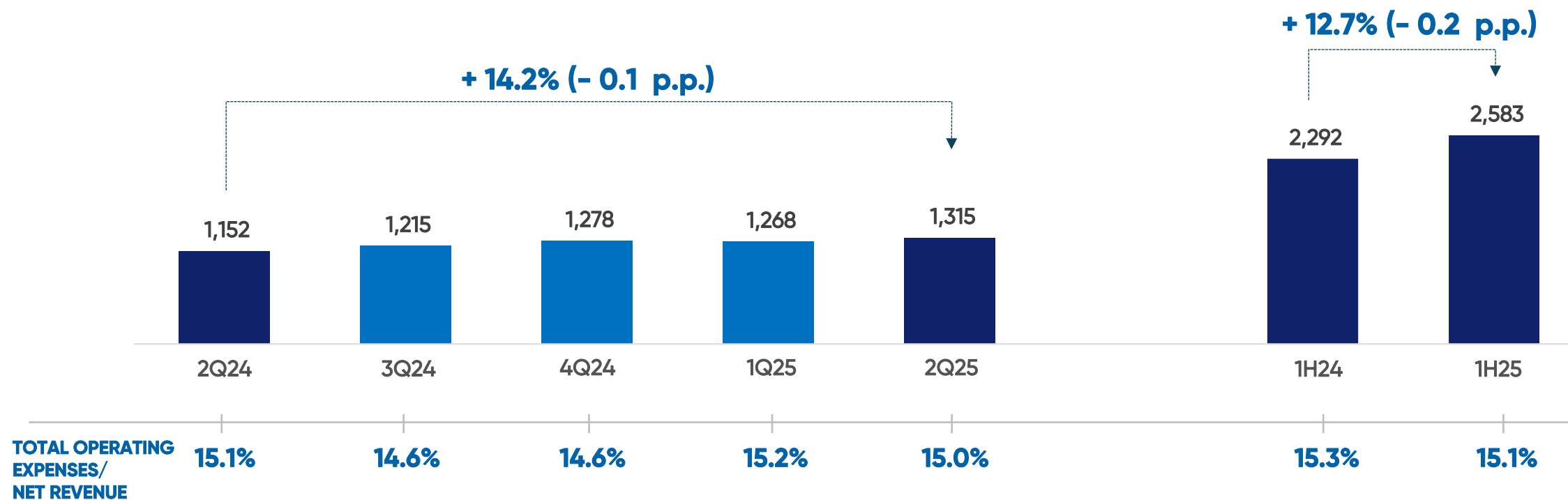


■ R\$ Mm

OPERATING EXPENSES

2Q25 RESULTS

DILUTION OF -0.1 P.P IN THE QUARTER IN OPERATING EXPENSES/NET REVENUE.

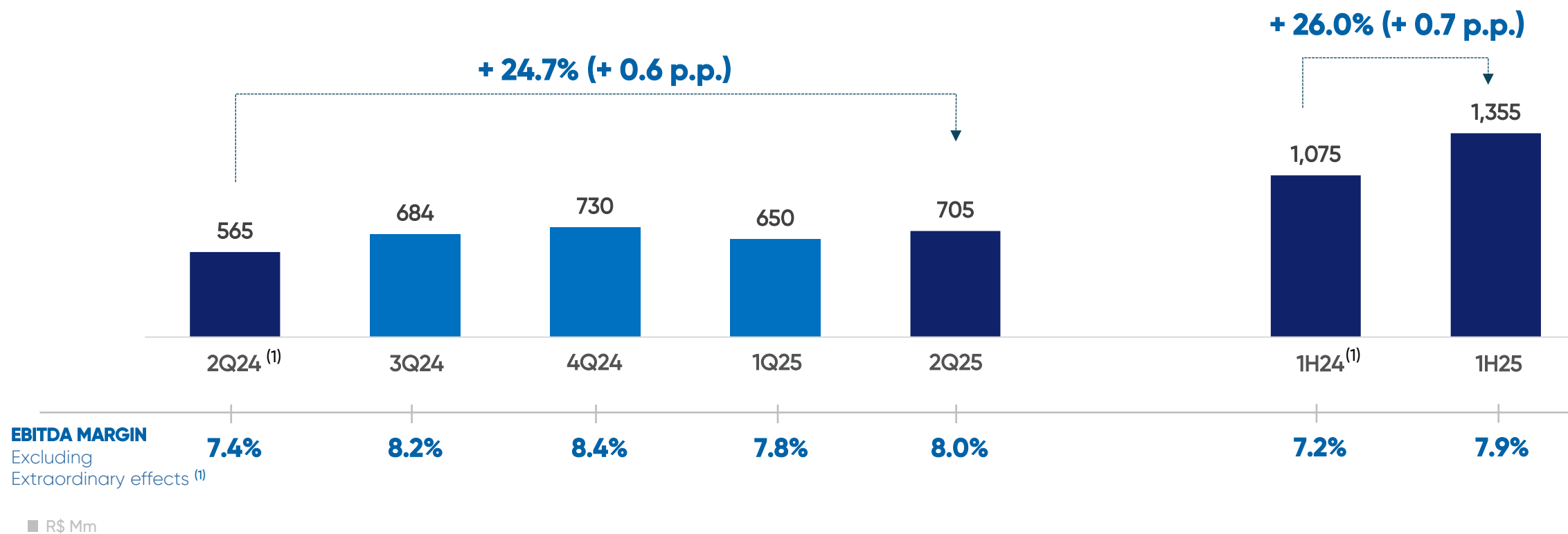


■ R\$ Mm

EBITDA POST IFRS 16

2Q25 RESULTS

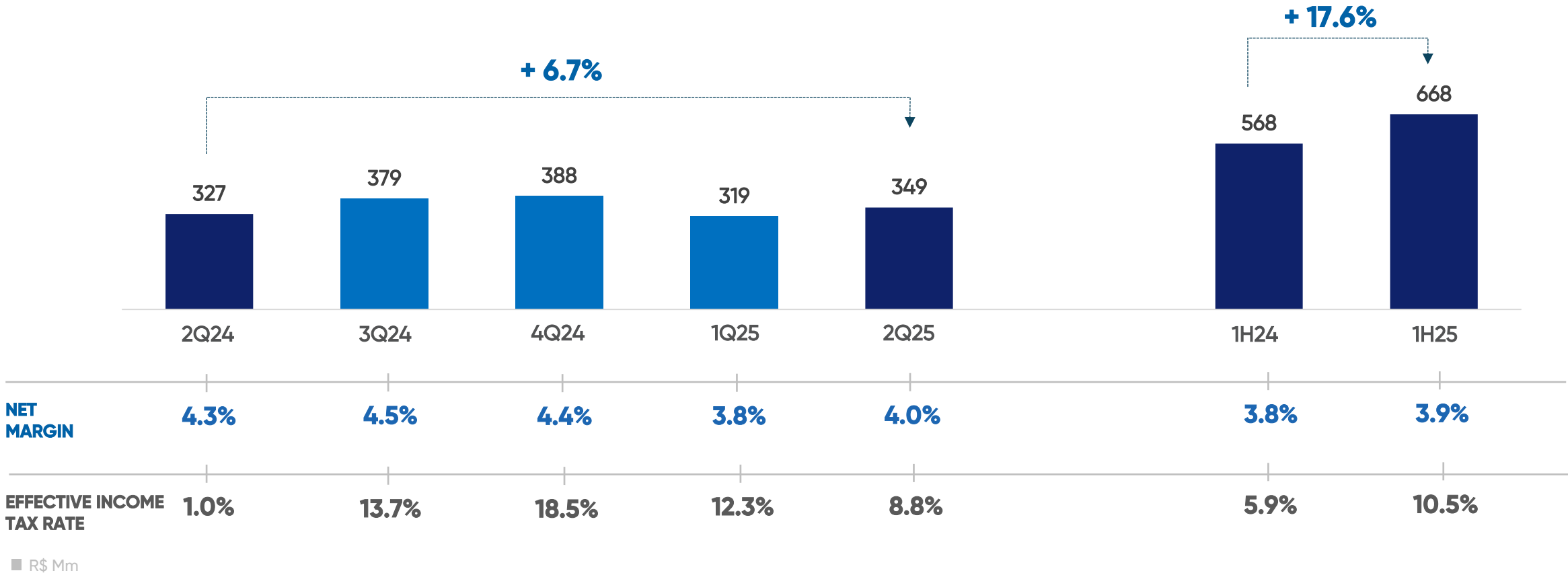
SIGNIFICANT EXPANTION OF EBITDA MARGIN OF +0.6 P.P. VS 2Q24



(1) Extraordinary effects on 2Q24 EBITDA and Net Income: (i) negative impact of R\$114 million related to the decision issued by the Superior Court of Justice (STJ), establishing that the ICMS tax under the tax substitution regime (ICMS-ST) does not generate a PIS/COFINS credit base on the acquisition of goods for resale; and (ii) tax gain from previous periods, in the amount of R\$91 million, mostly related to PIS/COFINS credits on essential operating expenses

NET INCOME

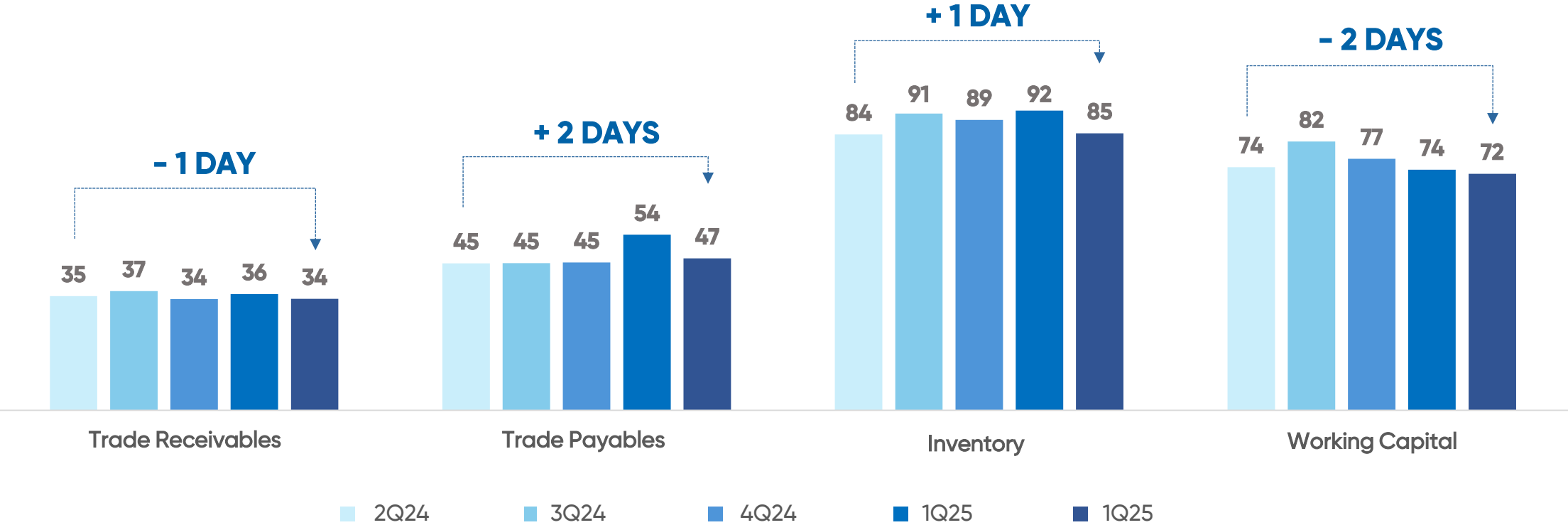
2Q25 RESULTS



CASH CICLE

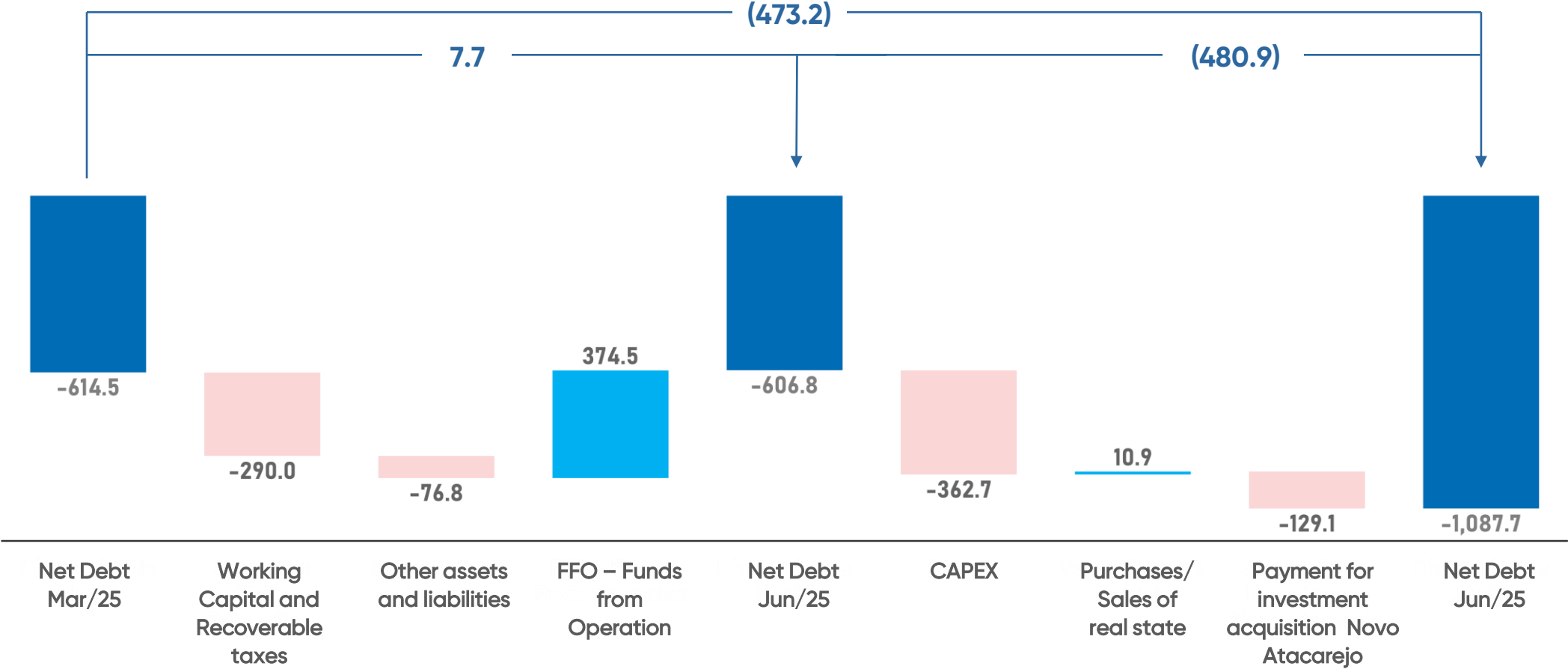
2 DAYS EVOLUTION VS 2Q24

2Q25 RESULTS



CASH PERFORMANCE

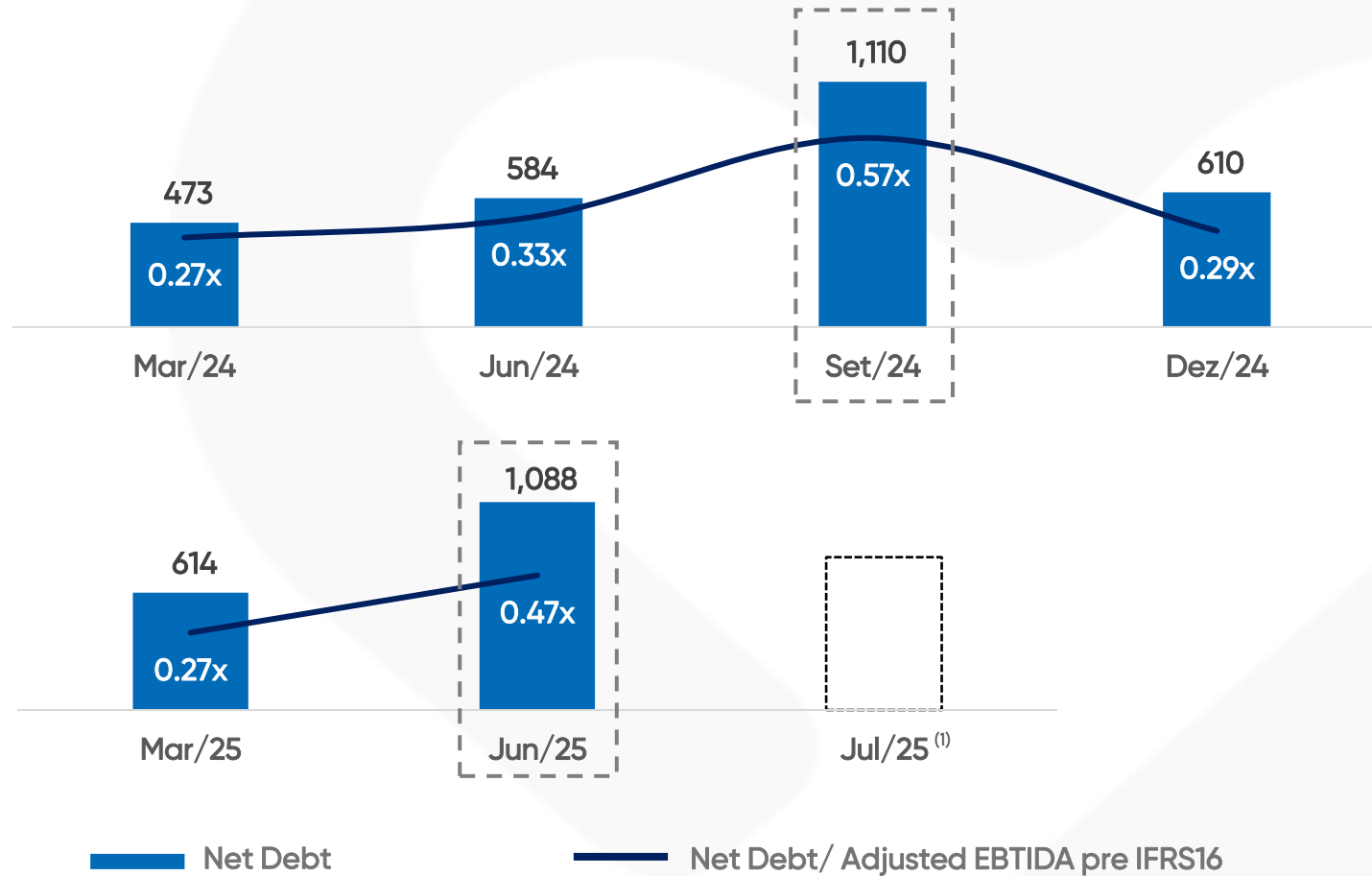
2Q25 RESULTS



■ R\$ Mm

NET DEBT EVOLUTION

RESULTADOS 2T25



■ R\$ Mn

(1) Preliminary and unaudited data.
Adjusted EBITDA pre IFRS 16 LTM.

CAPEX

2Q25 RESULTS

Var. vs
2Q24

-23.5%

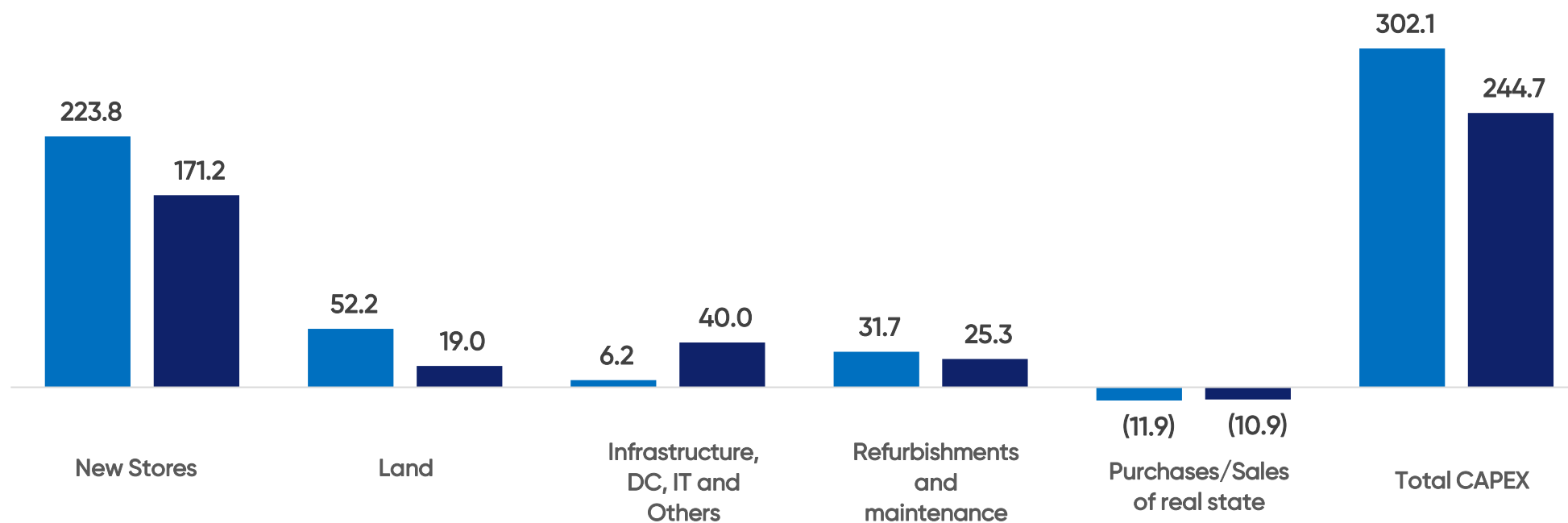
-63.5%

540.9%

-20.4%

-8.3%

-19.0%



■ R\$ Mm

■ 2Q24

■ 2Q25

Q&A



2025 RESULTS

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Disclaimer:

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