



GRUPO
mateus
2Q 22 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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2Q 22 Highlights

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Financial Results

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Outlook

HIGHLIGHTS

SOLID RESULTS IN 2Q 22



**NET REVENUE
GREW**

39.7%

BRL 5.2 billion
vs 2Q 21

**ADJUSTED EBITDA
UP BY**

38.5%

BRL 353 million
vs 2Q 21

**NET PROFIT
INCREASED BY**

38.6%

BRL 264 million
vs 2Q 21

**SAME STORE SALES
UP BY**

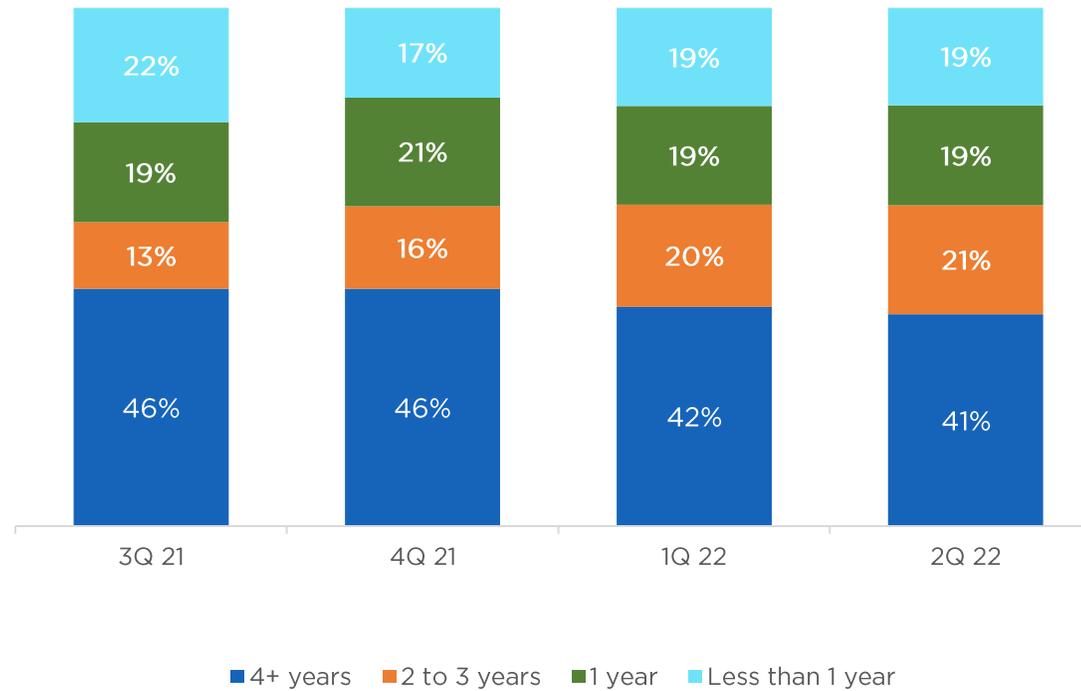
16.7%

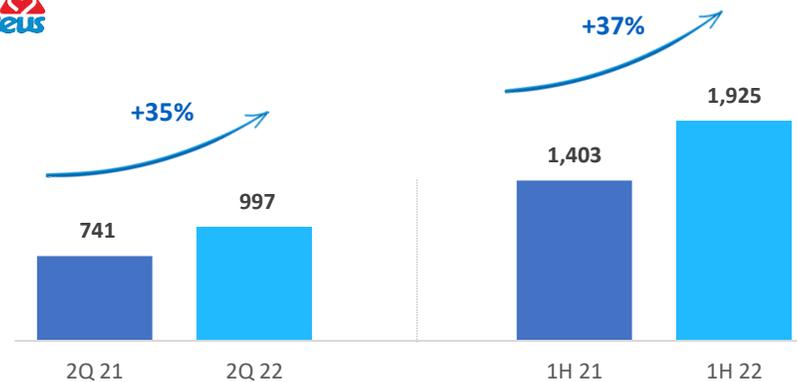
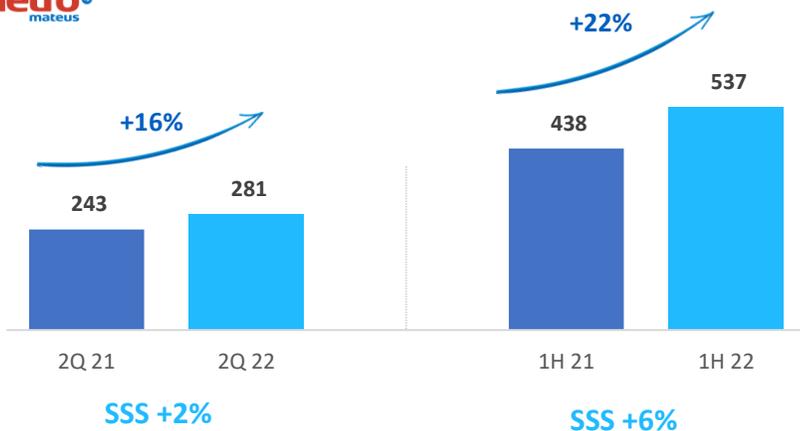
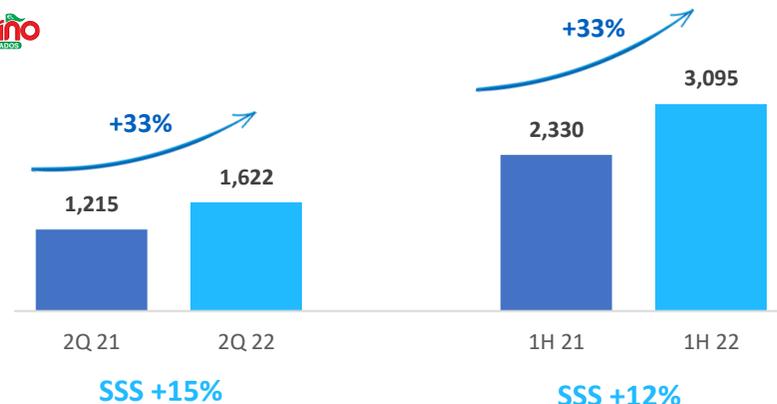
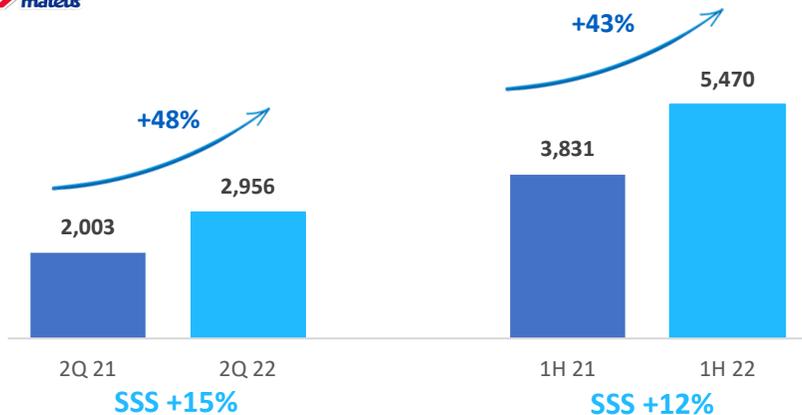
vs 2Q 21



■ R\$ MM

■ SALES BREAKDOWN BY STORE AGE

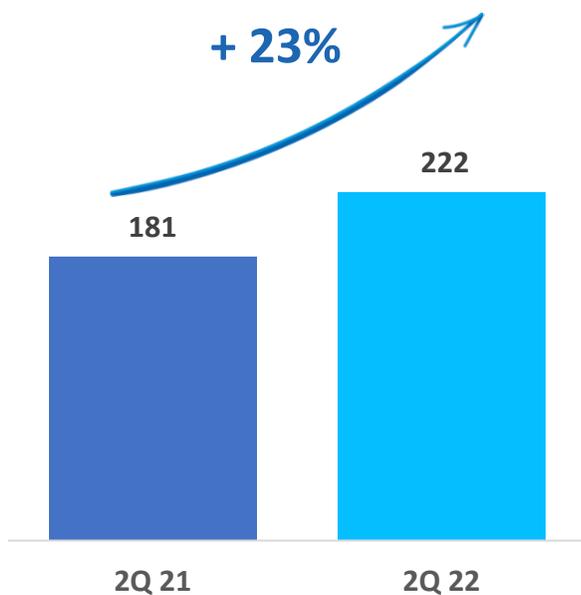




GROWTH IN THE LAST 12 MONTHS

WE CONTINUE TO EXPAND TO ALL NORTHEAST

■ NUMBER OF STORES



Sales area (,000m ²)	2Q 21	2Q 22	% Change
	372	466	+25%

41



Stores in 12 months

21



New cities

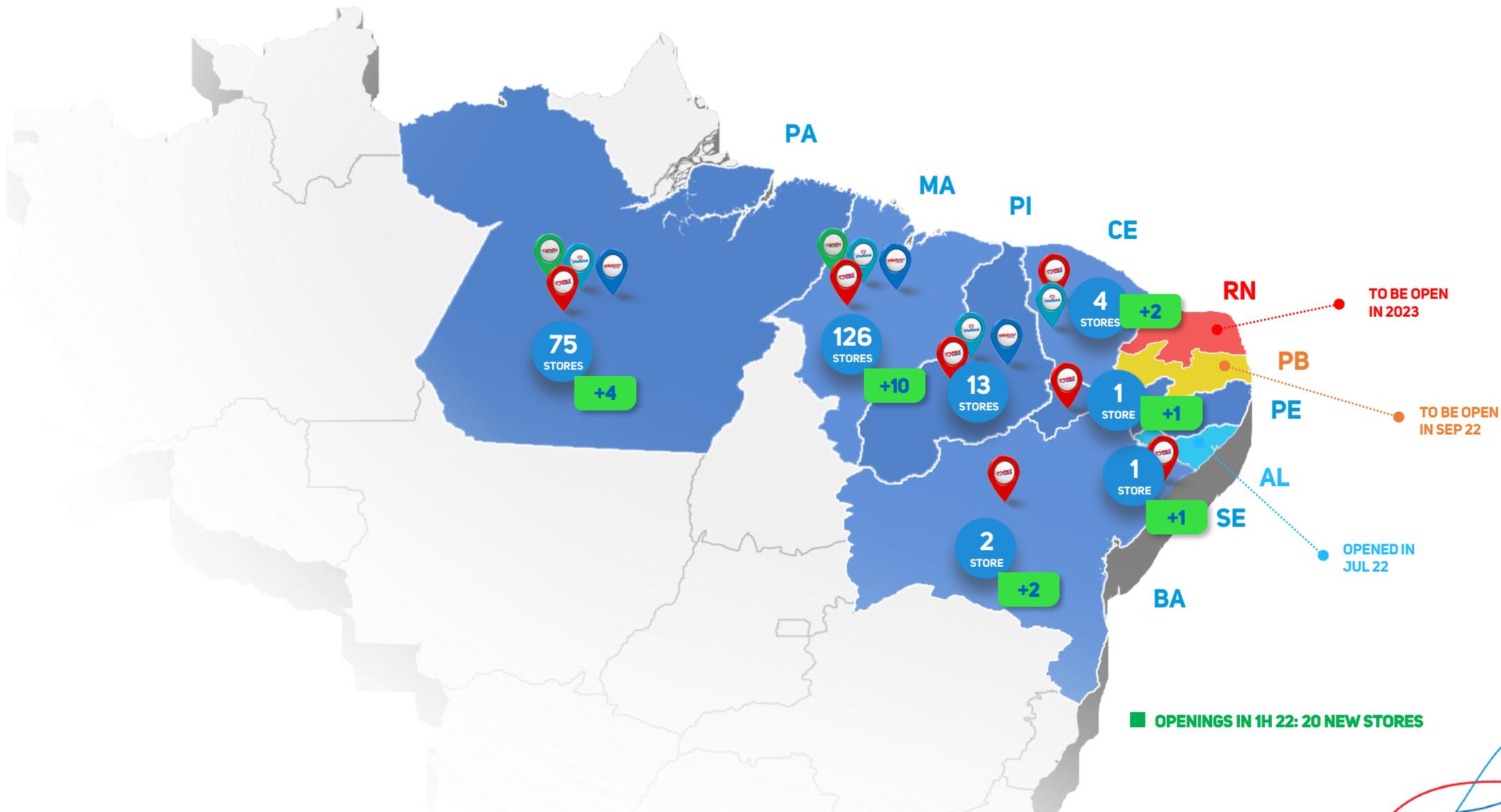
3



New states

GROWTH IN ALL BRANCHES

CONSOLIDATING ROUTES IN THE STATES WHERE WE ALREADY OPERATE AND EXPANDING TO ALL NORTHEAST



**BELÉM
PARÁ**

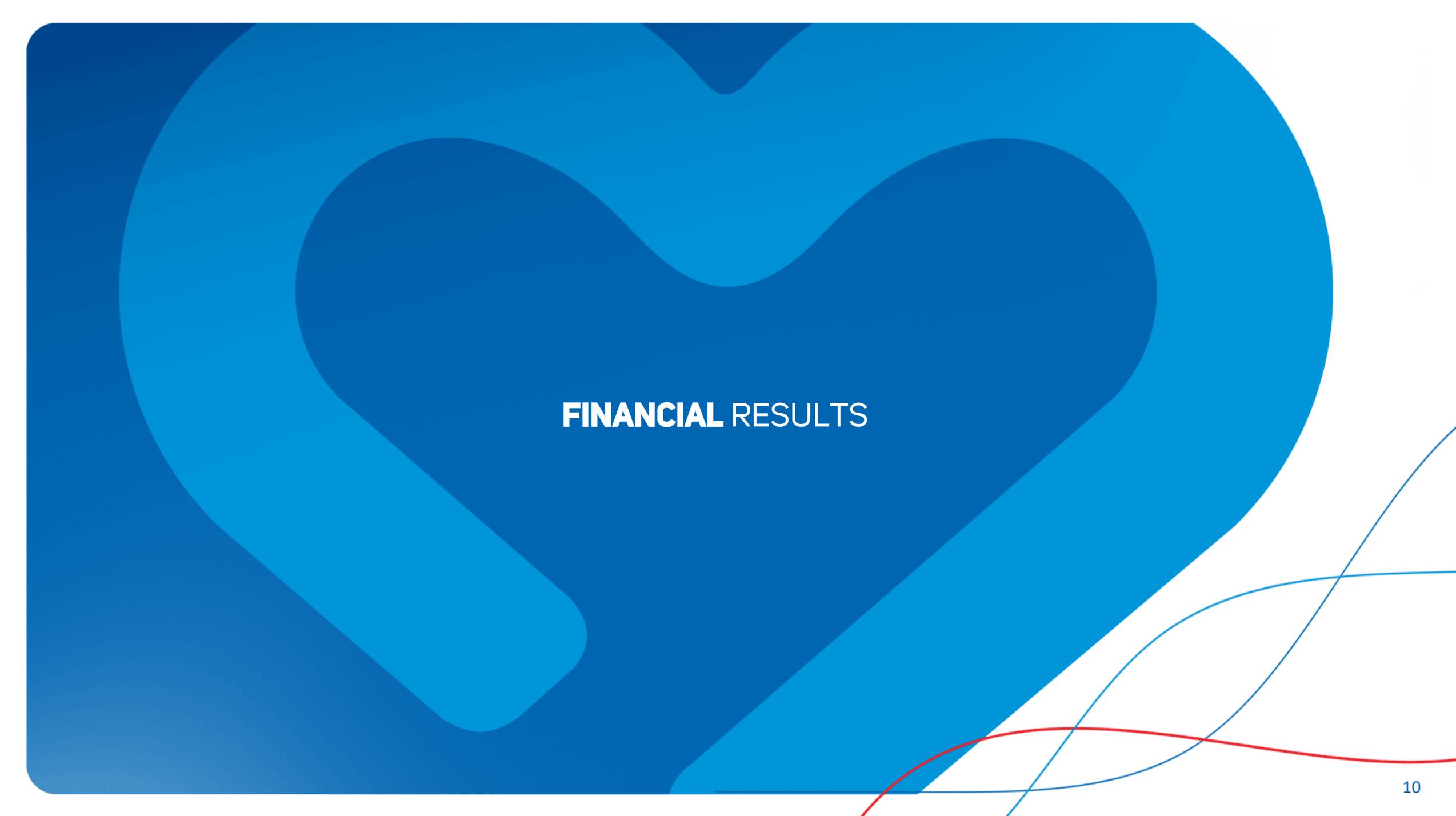


**ARACAJU
SERGIPE**



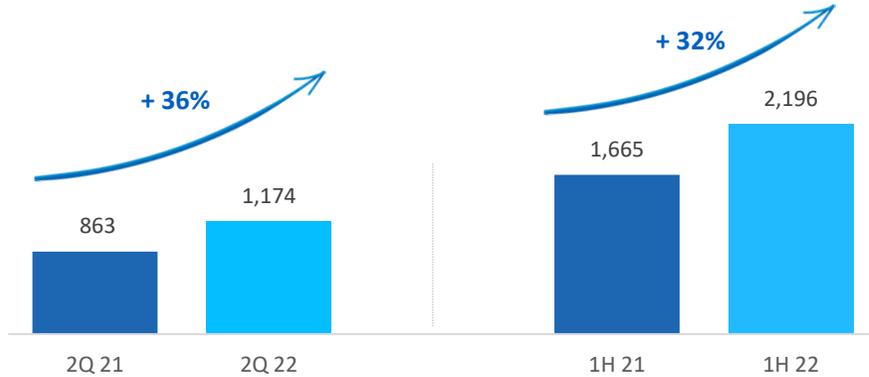
**CRATEÚS
CEARÁ**



The background features a dark blue gradient on the left, transitioning into a lighter blue area with large, overlapping, organic shapes. On the right, there are thin, curved lines in light blue and red, suggesting a chart or data visualization.

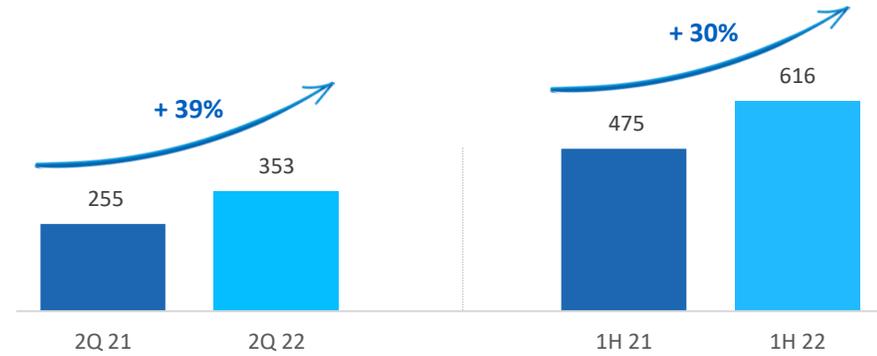
FINANCIAL RESULTS

GROSS PROFIT



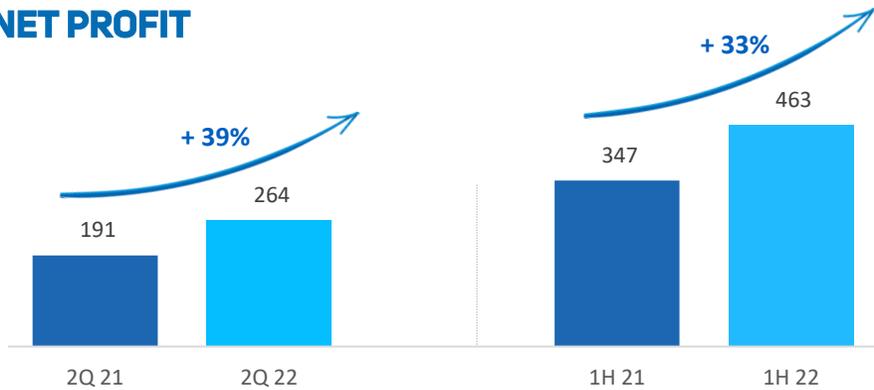
Margin	2Q 21	2Q 22	1H 21	1H 22
	23.2%	22.6%	23.5%	22.5%

ADJUSTED EBITDA



Margin	2Q 21	2Q 22	1H 21	1H 22
	6.8%	6.8%	6.7%	6.3%

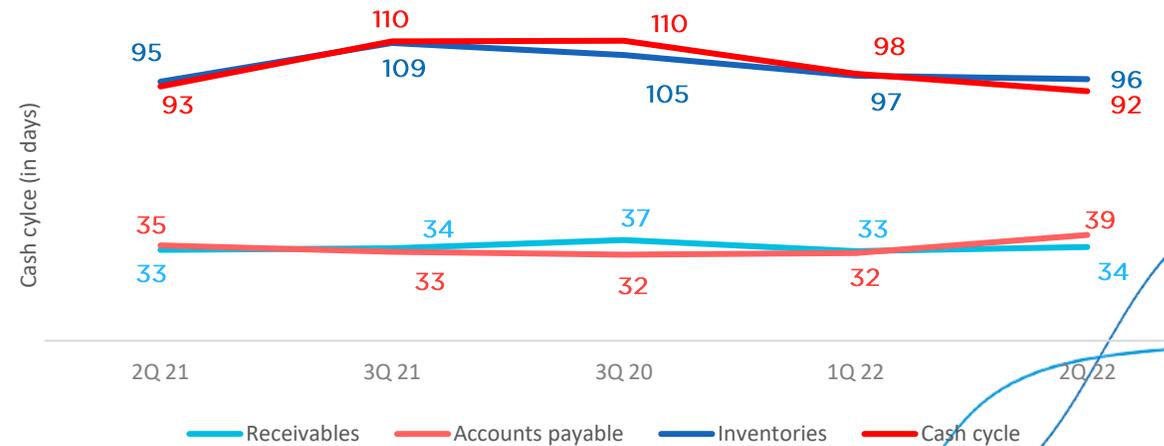
NET PROFIT



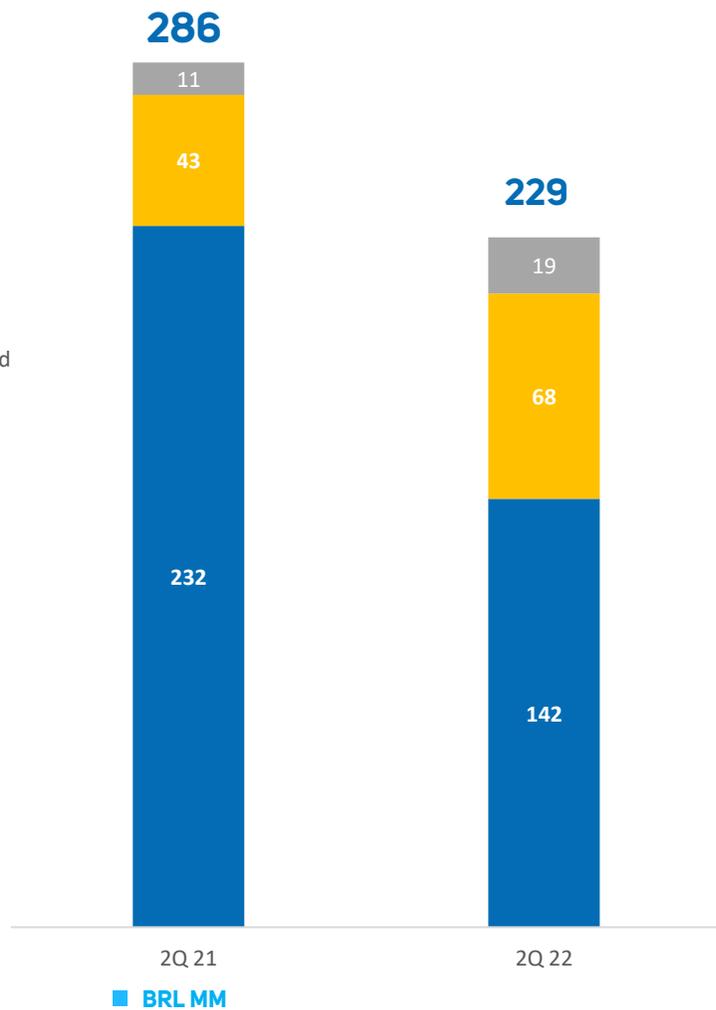
Margin	2Q 21	2Q 22	1H 21	1H 22
	5.1%	5.1%	4.9%	4.7%

BRL MM

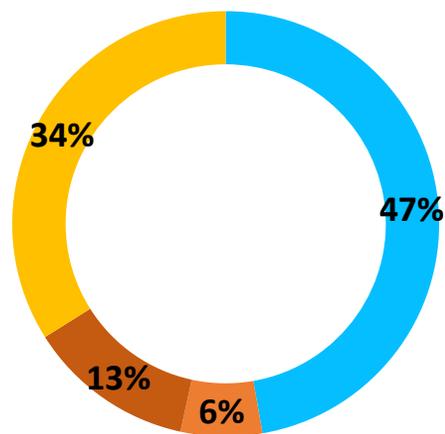
CASH CYCLE



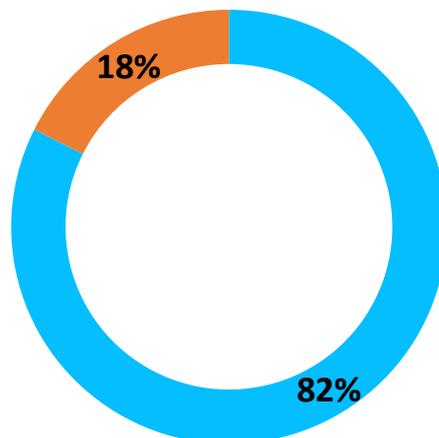
- Refurbishments, maintenance and others
- Infrastructure and IT
- New stores and lands



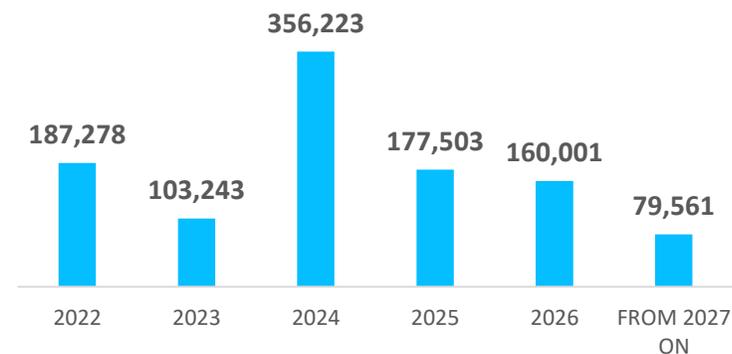
Net Debt (in BRL thousands)	Dec/21	Jun/22	Var.(%)
Gross Debt	(1,042,369)	(1,063,809)	2.1%
Cash and cash equivalents	877,255	889,893	1.4%
Financial investments	3,071	1,287	-58.1%
Net Debt	(162,043)	(172,629)	6.5%
Net Debt/Adjusted EBITDA ¹	0.1X	0.1X	



■ LOANS ■ LEASING ■ FINAME ■ DEBENTURES



■ LONG TERM ■ SHORT TERM



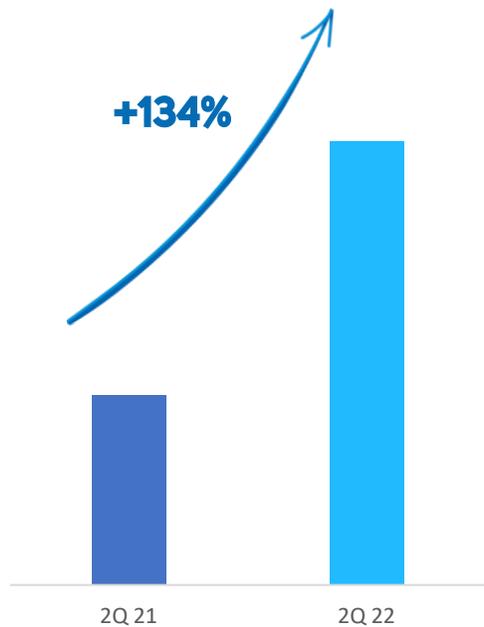
¹ Adjusted EBITDA in the last 12 months

The background features a dark blue area on the left that transitions into a lighter blue area on the right. Large, overlapping, organic shapes in various shades of blue dominate the left and center. On the right side, several thin, curved lines in light blue and red sweep across the white background.

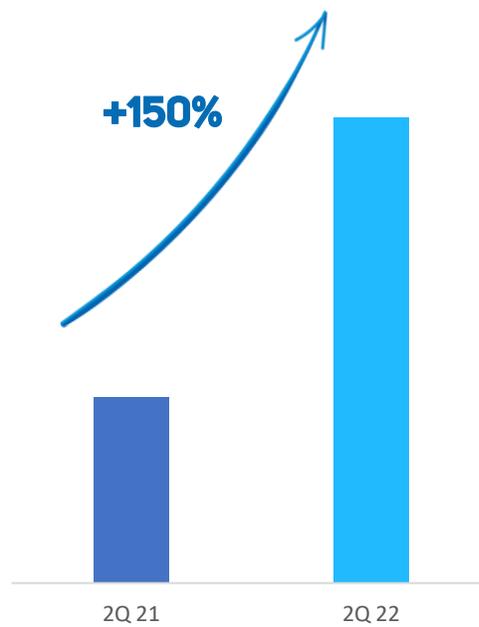
2H 22 OUTLOOK

APP MATEUS MAIS CONSISTENTLY EVOLVING

■ REVENUES



■ ORDERS



60 DIAS
DE MUITO
PREÇO BAIXO
E PREMIAÇÕES

UM SHOW DE
ECONOMIA

aniversário

GRUPO
mateus

mateus

mix
mateus

camião
SUPERMERCADOS

eletro
mateus

mateus mais



JOÃO GOMES

TARCÍSIO DO ACORDEON

VITOR FERNANDES

A cada R\$ 100 em compras, concorra a

+DE
R\$ 1 MILHÃO
EM VALES-COMPRA
NA LOJA E NO APP

1 IPHONE
POR DIA

1 CAMINHÃO
DE PRÊMIOS
POR SEMANA

e mais

10 ANOS
DE COMPRAS GRÁTIS*

STORES IN PROGRESS

ESTIMATED TO BE OPEN IN 2022

**SOUSA
PARAÍBA**



**GUARABIRA
PARAÍBA**



**JACOBINA
BAHIA**



**VITÓRIA DA
CONQUISTA
BAHIA**



**BALSAS
MARANHÃO**



**PORTO SEGURO
BAHIA**





2Q 22 RESULTS

