
GRUPO mateus

# 2Q2023 RESULTS

# AGENDA

## STRATEGY AND EXPANSION
ILSON MATEUS

## BUSINESS HIGHLIGHTS
JESUINO MARTINS

## NORTHEAST EXPANSION
SANDRO OLIVEIRA

## FINANCIAL RESULTS
TULIO QUEIROZ

Ilson Mateus

# STRATEGY AND EXPANSION

# THREE STORES OPEN
DURING 2Q23




- **8 SHOPS AND 2 DISTRIBUTION CENTERS OPENED IN 1H23**

# FOUR STORES OPENED
IN JULY 2023

JOÃO PESSOA – **PB**


BAYEUX – **PB**

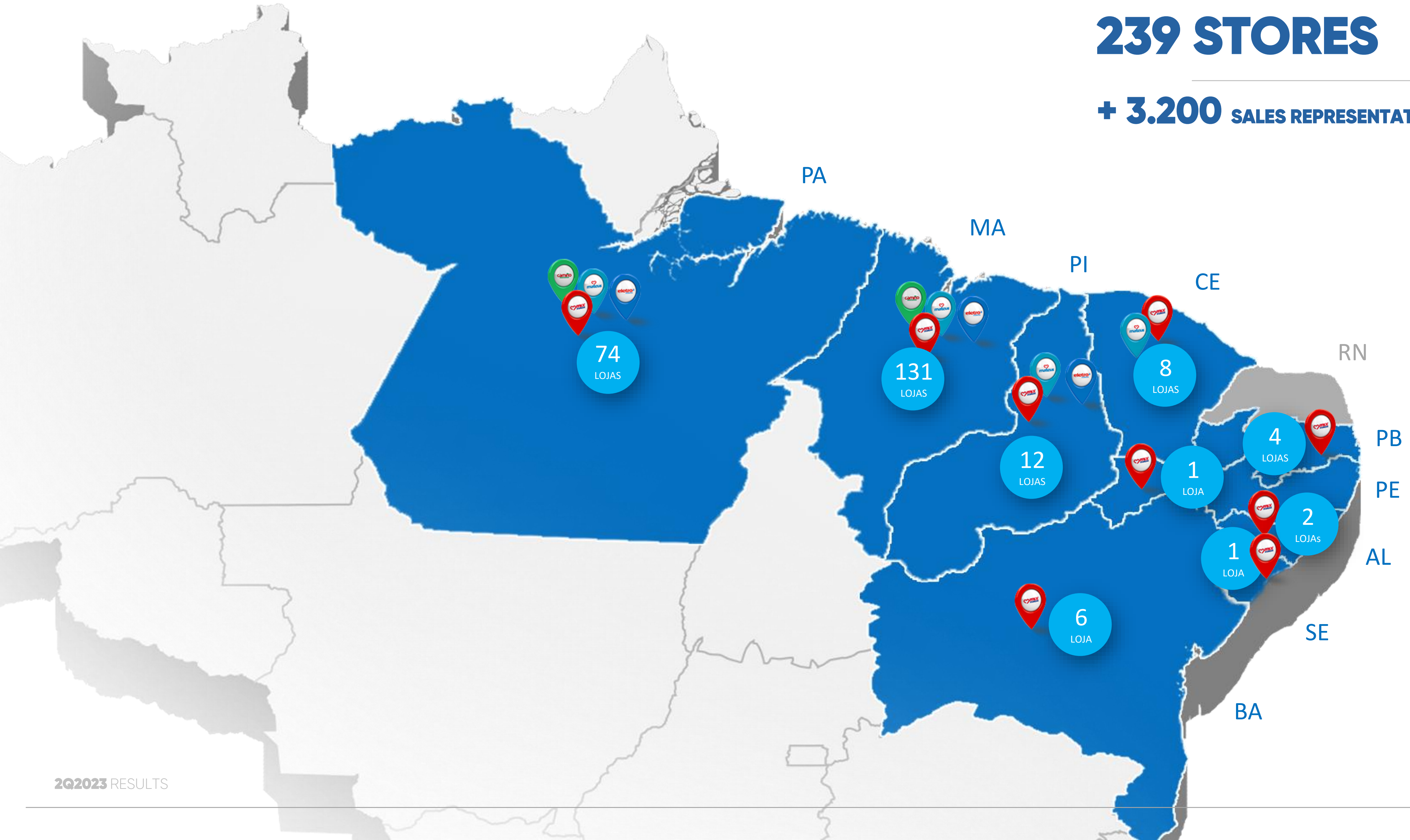

CABEDELO – **PB**

CANINDÉ – **CE**

# GROUP'S PRESENCE ACROSS THE STATES

## 239 STORES

**+ 3.200 SALES REPRESENTATIVES**




Mix Mateus — 64 STORES

Mateus Supermercados — 37 STORES

Camiño Supermercados — 34 STORES

Eletro Mateus — 104 STORES

Armazém Mateus — + THAN 3.200 SALES REPRESENTATIVES

# WE MANTAIN THE STRONG EXPANSION PACE

CONVERSIONS AND CONSTRUCTIONS

CONVERSIONS


TABULEIRO MACEIÓ - **AL**


ANTARES MACEIÓ - **AL**


ITABUNA – **BA**


CASA FORTE RECIFE - **PE**


PAULISTA MARANGUAPE – **PE**


PAULISTA JANGA – **PE**


BOA VIAGEM RECIFE - **PE**


CAXANGÁ RECIFE - **PE**


CASA CAIADA OLINDA – **PE**


PEIXINHOS OLINDA – **PE**


BONGI RECIFE - **PE**


SANTO AMARO RECIFE - **PE**


AREIAS RECIFE - **PE**


N. SRA. DA GLÓRIA - **SE**


PATOS - **PB**


SÃO LUÍS - **MA**


ARACATI - **CE**

JUAZEIRO DO NORTE - **CE**

OPENING
**AUG 11**

Jesuino Martins

# BUSINESS HIGHLIGHTS

GRUPO mateus

# HIGHLIGHTS
2Q23

| GROSS REVENUE | SAME STORE SALES | GROSS MARGIN | EBITDA | NET PROFIT |
|---|---|---|---|---|
| BRL 7.2 bn | +10.4% | 21.8% | BRL 482 mn | BRL 295 mN |
| + 23.7% vs 2Q22 | vs 2Q22 | + 0.7 p.p. vs 1Q23 | + 18.8% vs 2Q22 | + 13.2% vs 2Q22 |
| +BRL 1.4 bn | | | EBITDA MARGIN 7.5% | + 22.9% vs 1Q23 |
| | | | + 0.5 p.p. vs 1Q23 | |
| | | | Ex extraordinary effects | Ex extraordinary effects |

Sandro Oliveira

# NORTHEAST EXPANSION

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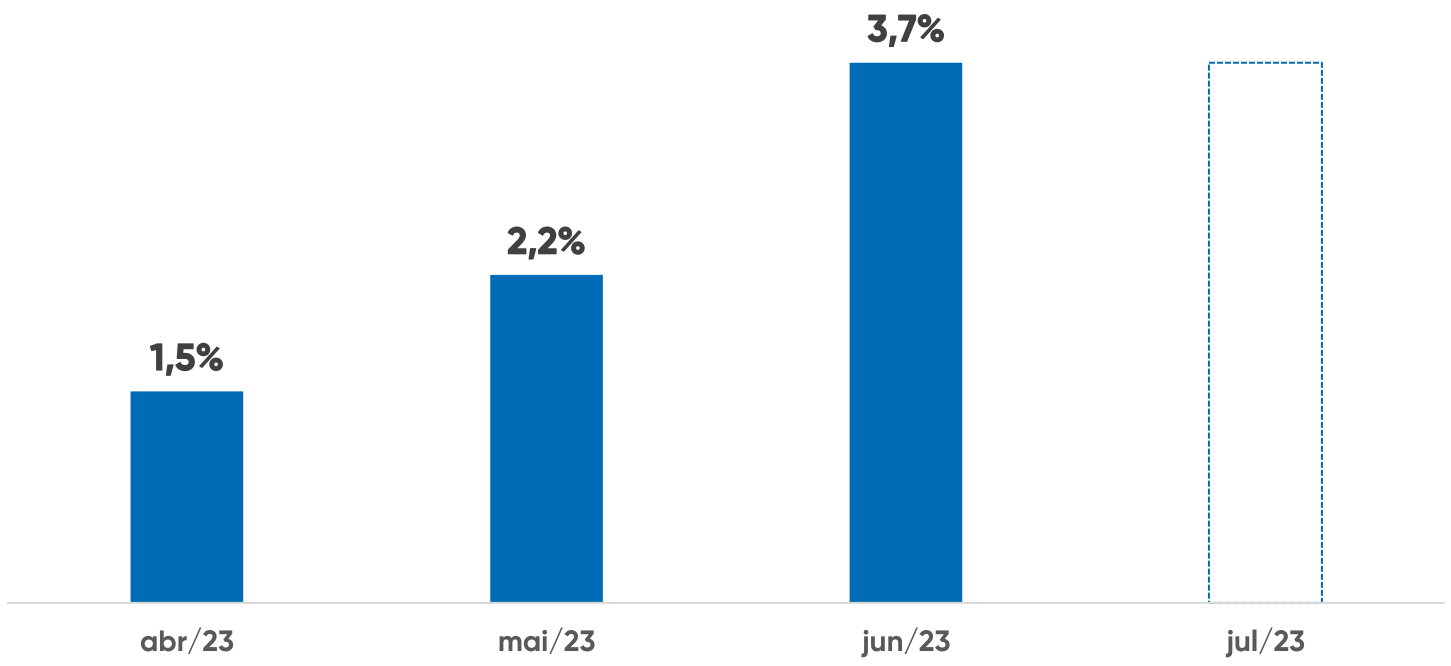
# EBITDA MARGIN IN NORTHEAST BRANCH

SEQUENTIAL IMPROVEMENT DURING THE QUARTER



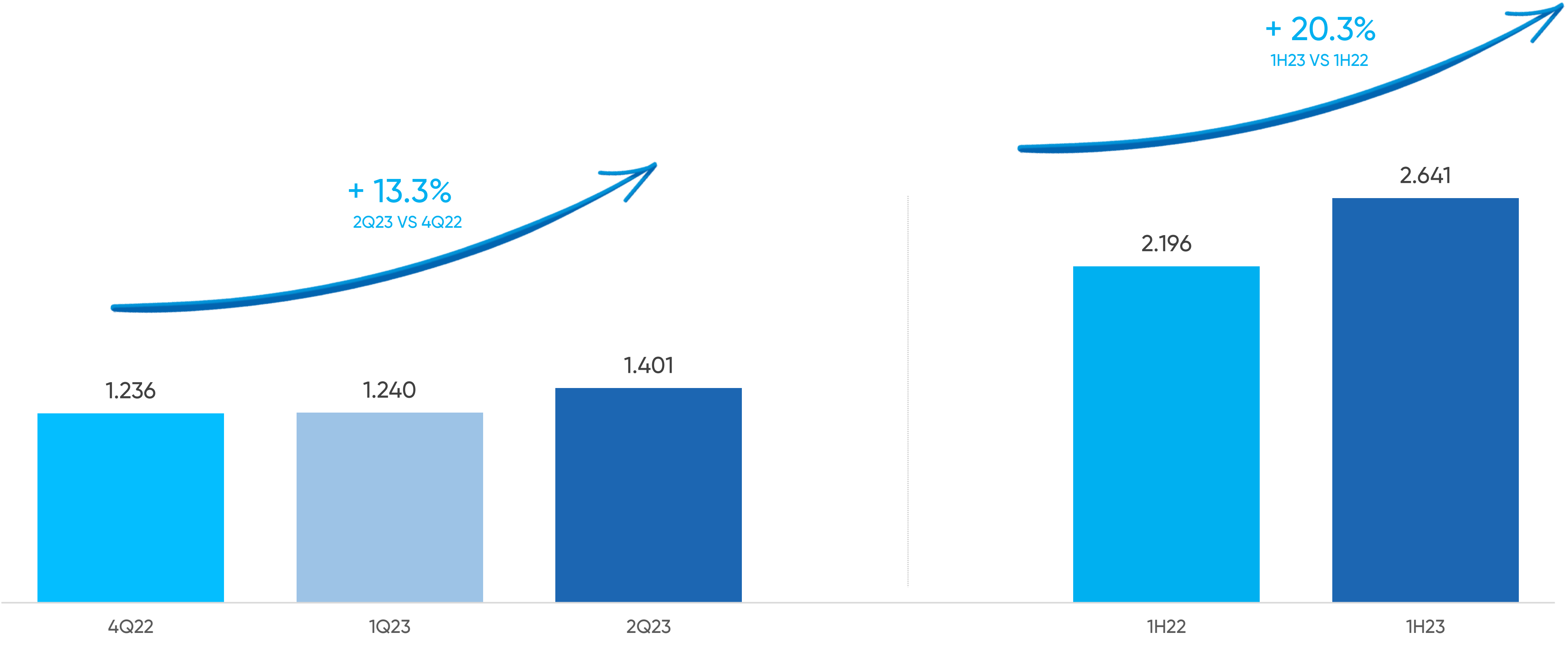

- STORES OPEN FOR MORE THAN 13 MONTHS
- INCLUDING RENT AND ADMINISTRATIVE EXPENSES

Tulio Queiroz

# FINANCIAL RESULTS

# GROSS PROFIT AND GROSS MARGIN

GROSS MARGIN IMPROVED BY
07 BPS VERSUS 1Q23



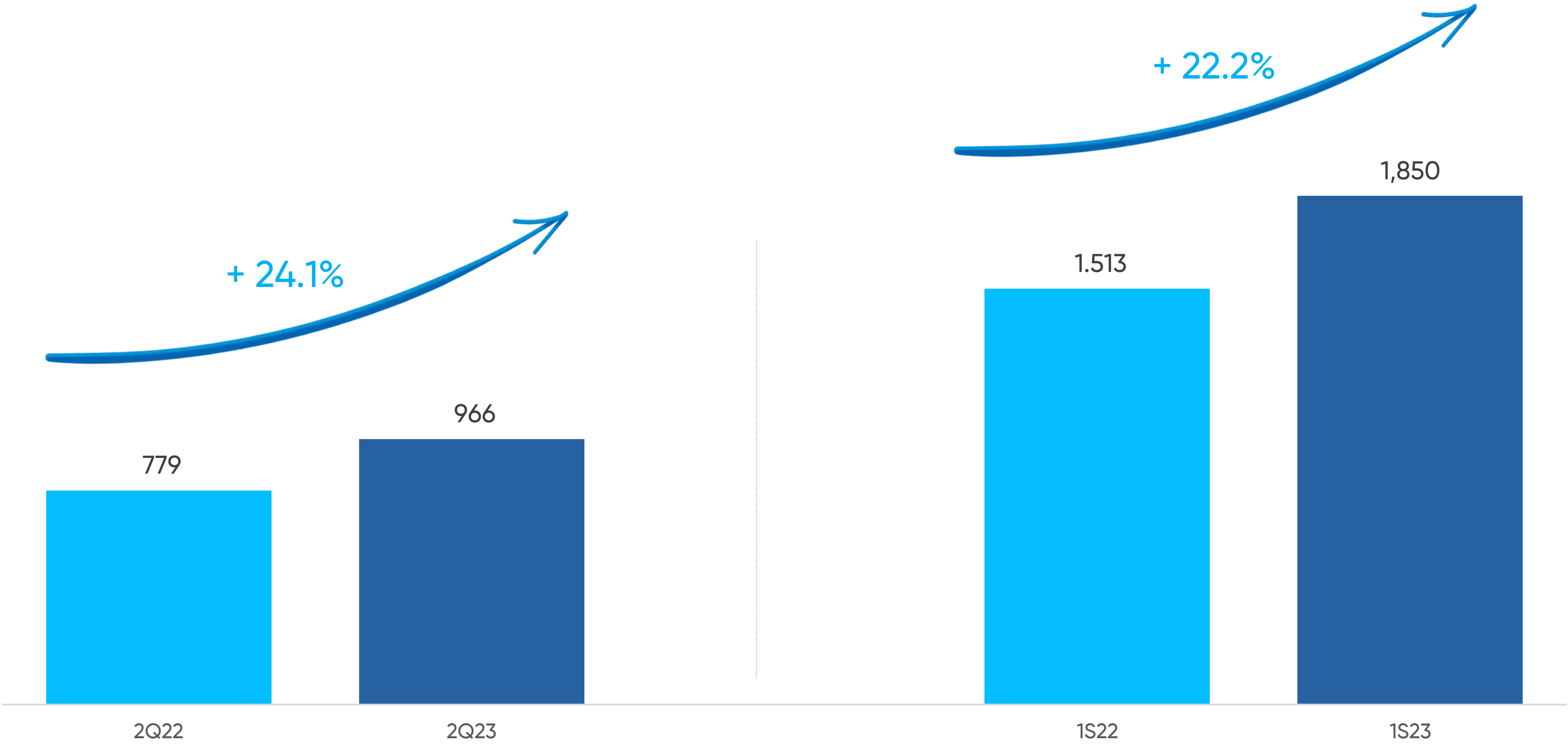

| | 4Q22 | 1Q23 | 2Q23 | 1H22 | 1H23 |
|---|---|---|---|---|---|
| GROSS MARGIN | 20.4%* | 21.1% | 21.8% | 22.5% | 21.5% |

BRL MN

*Ex extraordinary effects

# OPERATING EXPENSES

50 BPS DILUTION IN 1H23 AS
NET REVENUE PERCENTAGE




| | 2Q22 | 2Q23 | 1S22 | 1S23 |
|---|---|---|---|---|
| TOTAL EXPENSES / NET REVENUE | **15.0%** | **15.0%** | **15.5%** | **15.0%** |

BRL MM

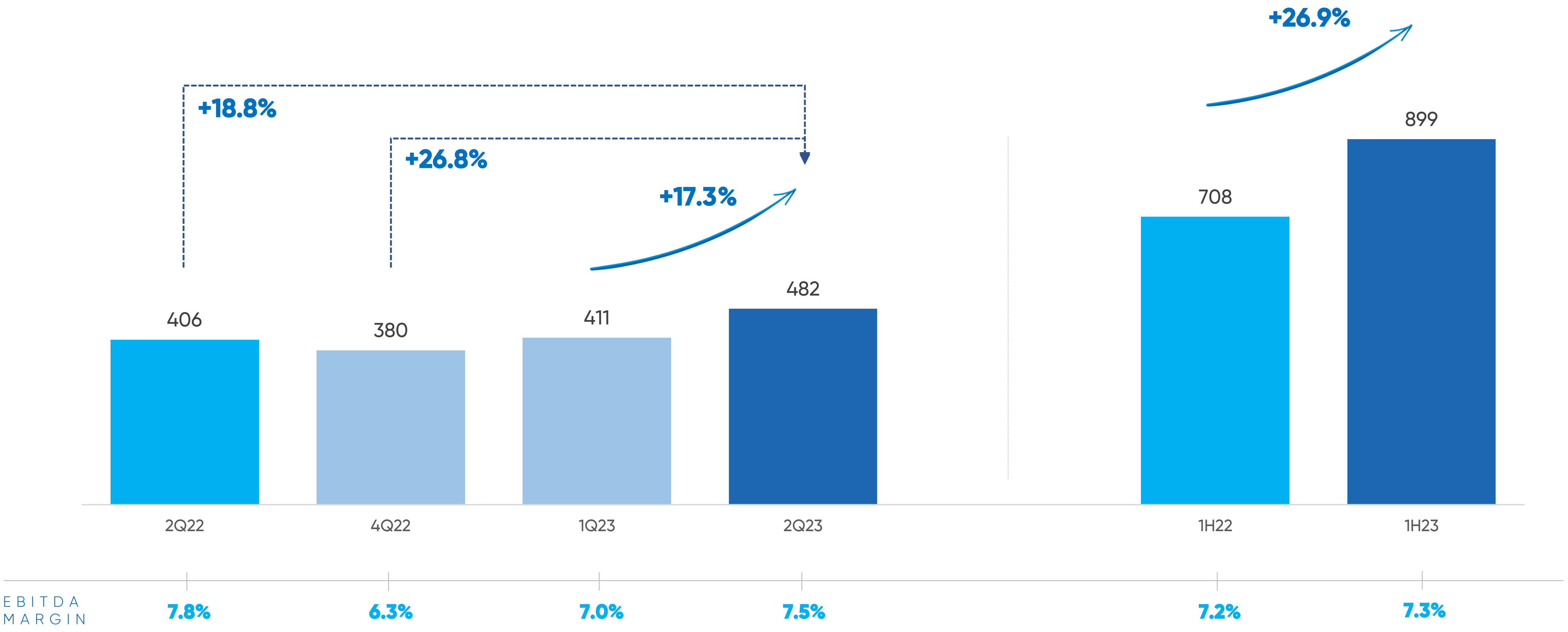
Ex extraordinary effects

# OTHER EXPENSES

| In BRL thousands | 2Q23 | 2Q22 | Var.(%) | 1H23 | 1H22 | Var.(%) |
|---|---|---|---|---|---|---|
| Operating revenues negotiated with suppliers | 43,029 | 8,557 | 402.9% | 78,449 | 11,958 | 556.0% |
| Additional operating revenues and expenses | 9,359 | 1,745 | 436.4% | 28,470 | 12,876 | 121.1% |
| **Recurring total** | **52,388** | **10,302** | **408.5%** | **106,919** | **24,834** | **330.5%** |
| Tax gain (previous periods) | 57,918 | - | - | 57,918 | - | - |
| Extraordinary effects | (39,892) | - | - | (39,892) | - | - |
| **Total extraordinary effects** | **18,026** | **-** | **-** | **18,026** | **-** | **-** |
| **Total** | **70,414** | **10,302** | **583.5%** | **124,945** | **24,834** | **403.1%** |

# EBITDA

INCREASED BY 17.3% WHILE THE EBTIDA MARGIN IMPROVED BY 50 BPS VERSUS 1Q23

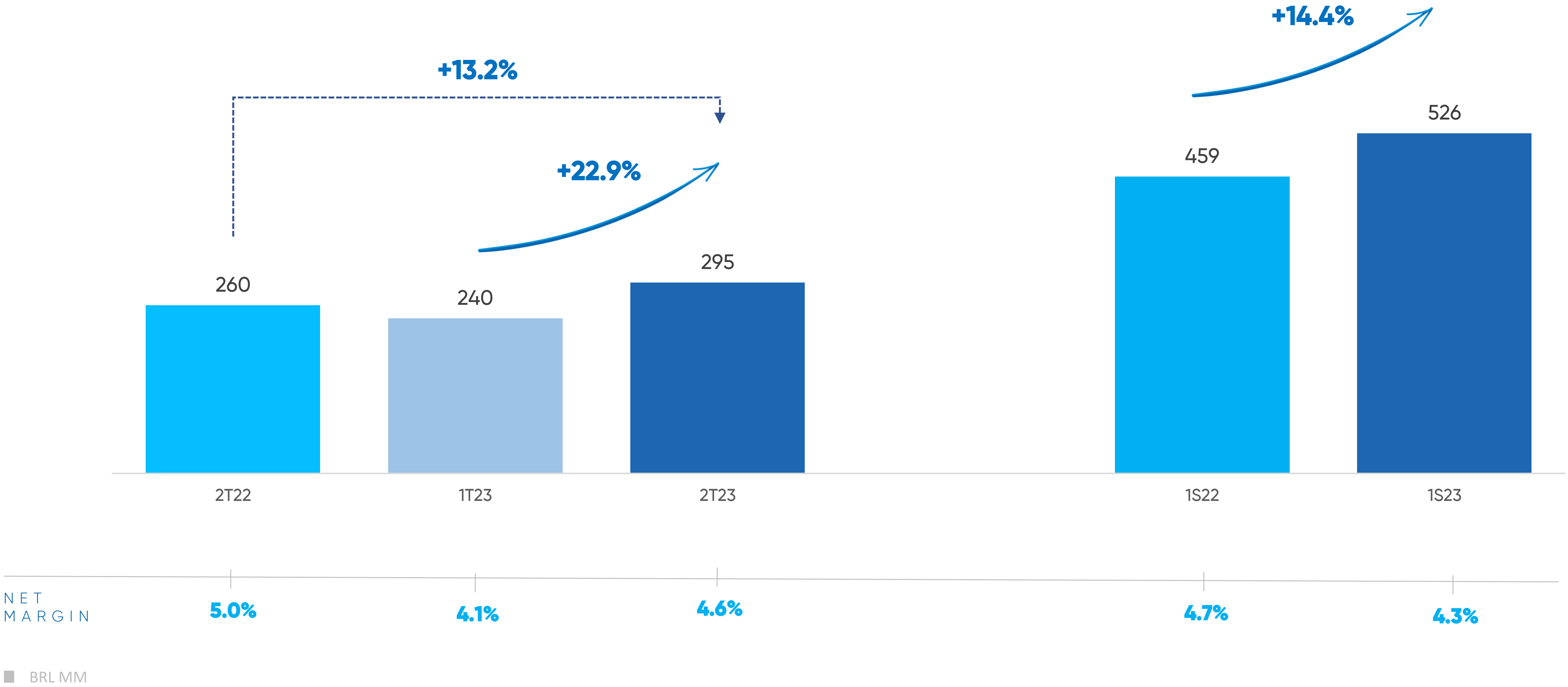



BRL MM

*Ex extraordinary effects

# NET PROFIT

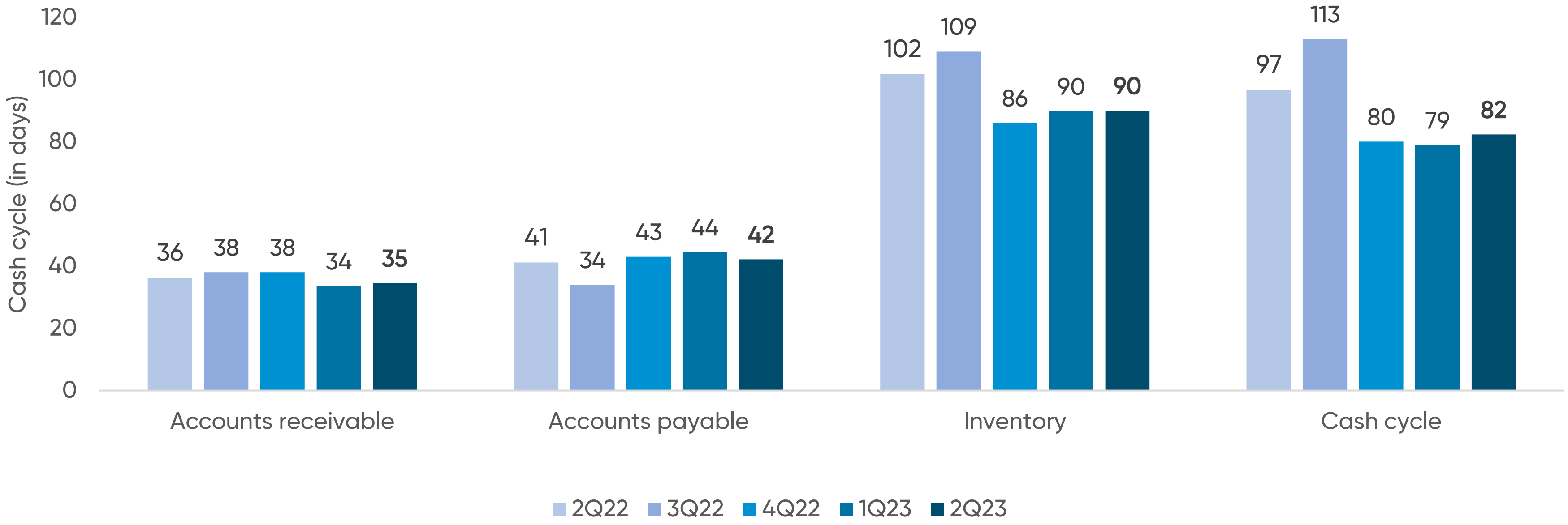
IMPROVEMENT OF 22.9%
MARGIN GREW 50 BPS VERSUS 1Q23



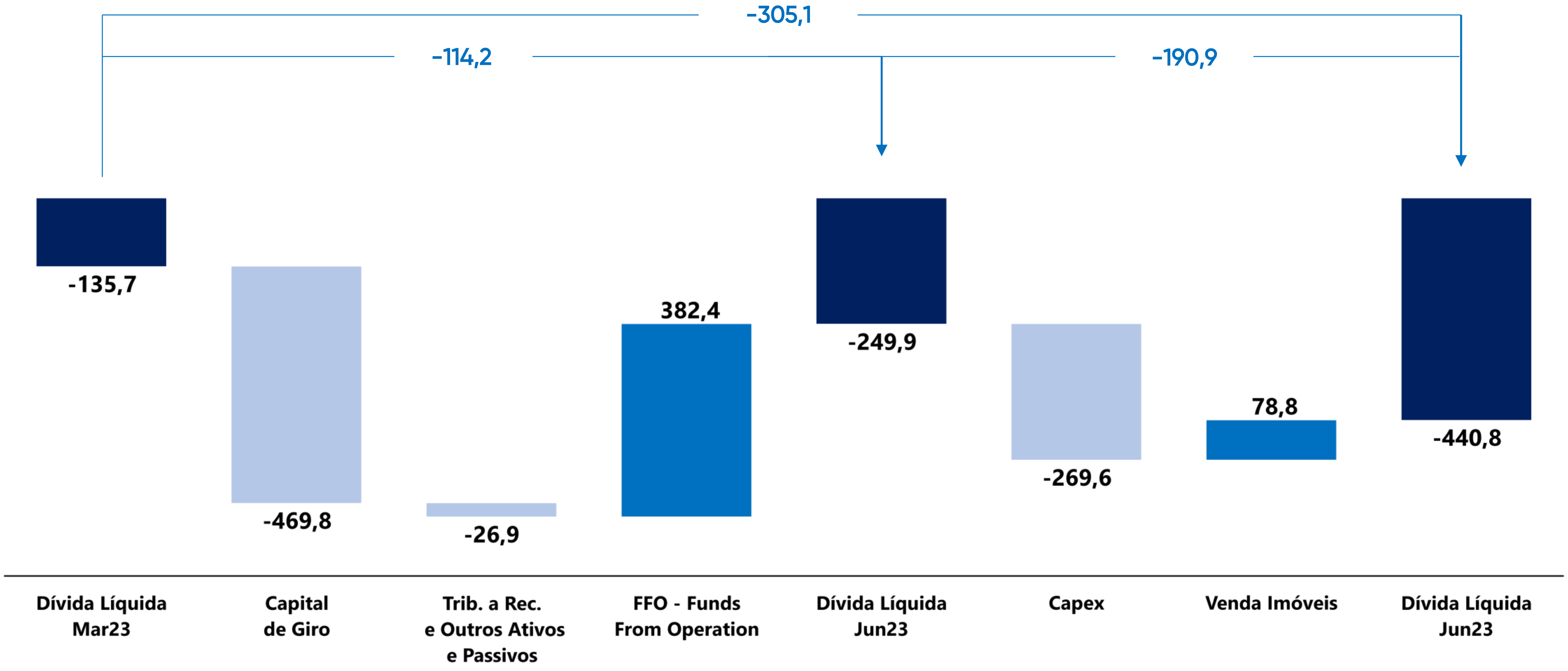

*Ex extraordinary effects

# CASH CYCLE

IMPROVEMENTS VERSUS PREVIOU YEAR MAINTENED

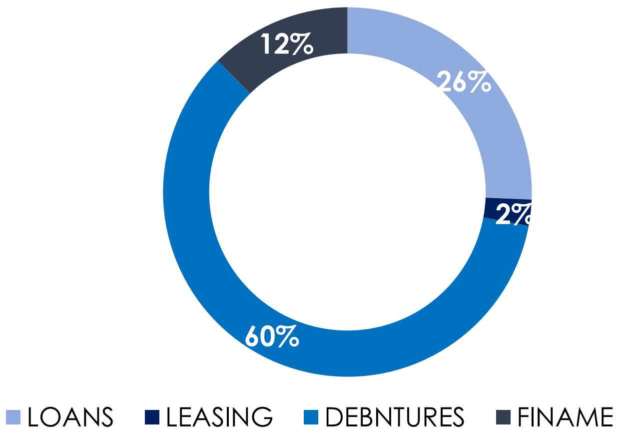


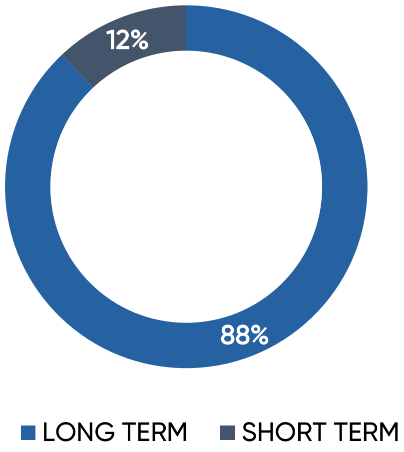
# CASH CONSUMPTION

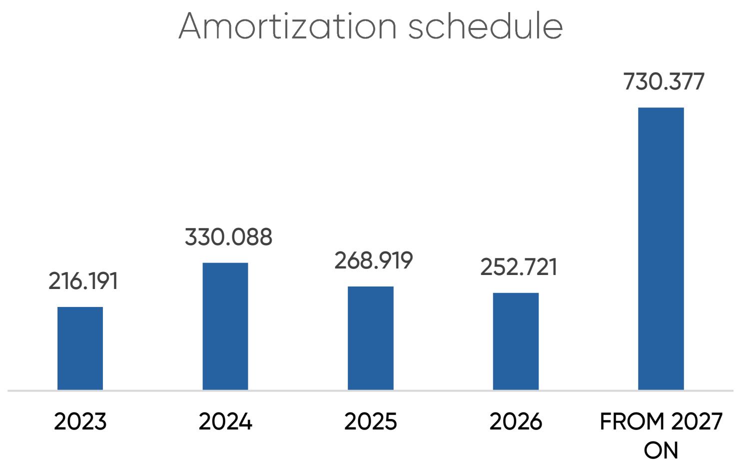


# NET DEBT

| In BRL thousands | Jun/23 | Dec/22 | Jun/22 |
|---|---|---|---|
| Gross debt | (1,798,296) | (1,831,053) | (1,063,809) |
| Cash and cash equivalents | 1,355,789 | 1,795,647 | 889,893 |
| Financial investments | 1,681 | 1,508 | 1,287 |
| Net Debt | (440,826) | (33,898) | (172,629) |
| Net Debt/Adjusted EBITDA* | 0.3x | 0.0x | 0.1x |

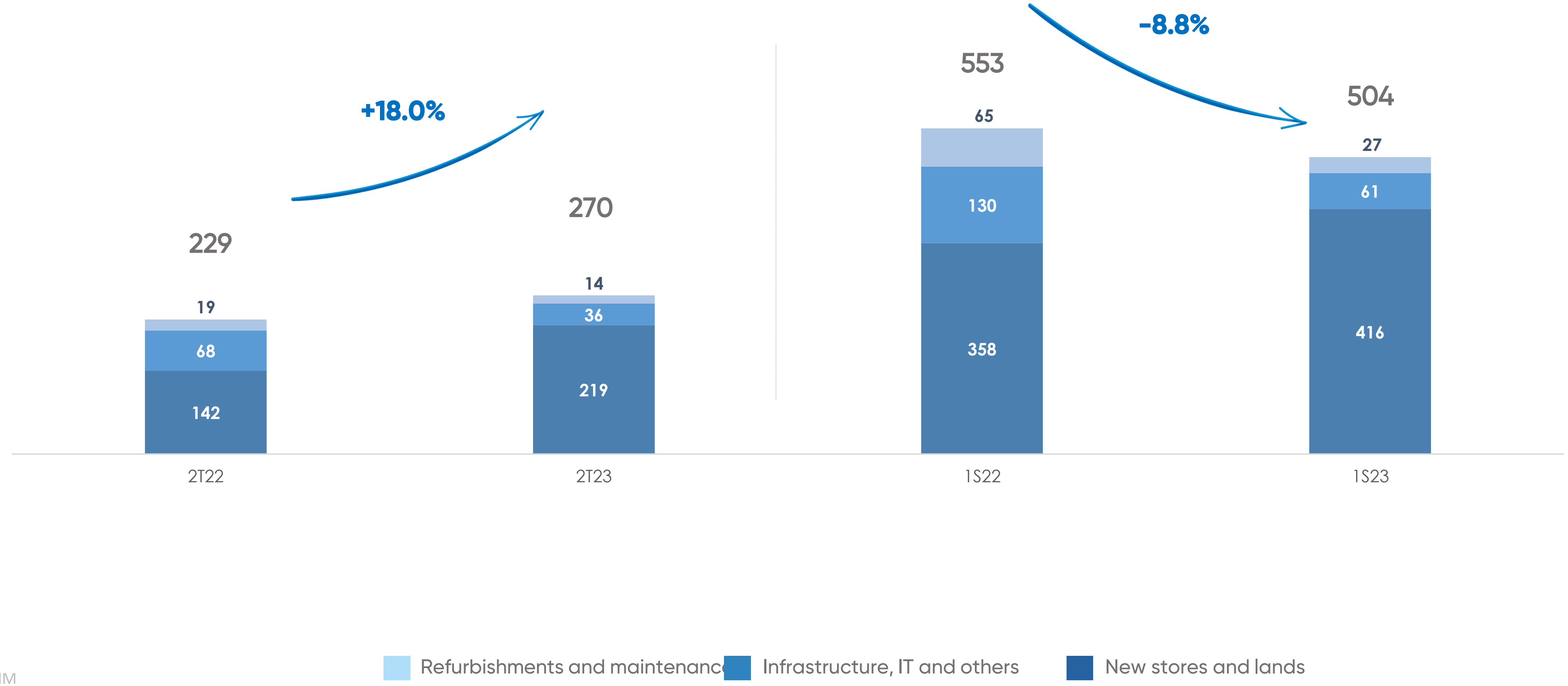



* LTM adjusted EBITDA

# CAPEX


+18.0%
-8.8%
229
19
68
142
270
14
36
219
553
65
130
358
504
27
61
416
2T22
2T23
1S22
1S23
Refurbishments and maintenance
Infrastructure, IT and others
New stores and lands

BRL MM

# Q&A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2Q2023 RESULTS