

3Q21 RESULTS



November 12, 2021

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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3Q 21 Highlights

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Update do Negócio

12

Expansion

3Q 21 HIGHLIGHTS

+26%

Net revenue
growth
vs 2Q 20

BRL 4.3 billion
in the quarter

4.9bi

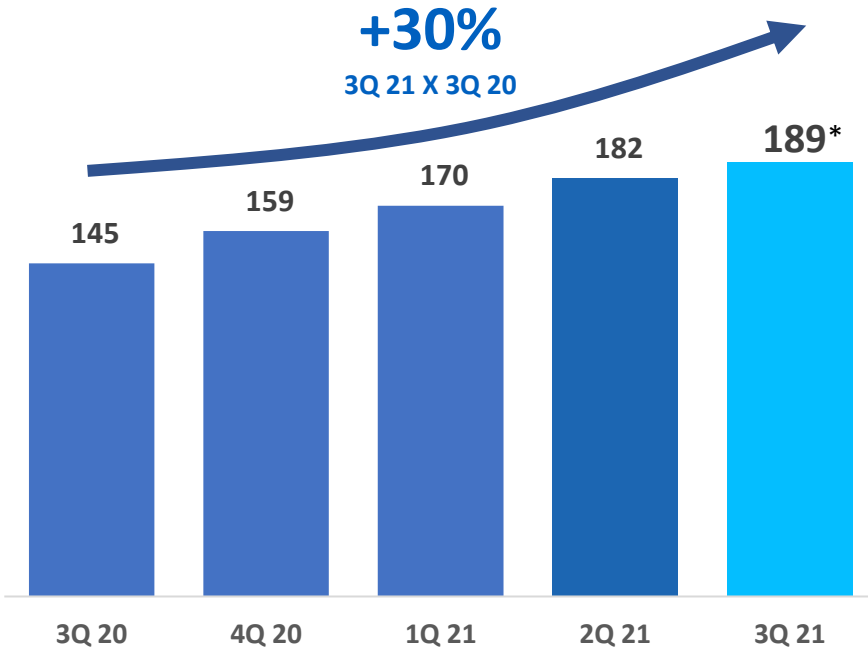
Record
Gross
Revenue

45

Shops opened in
the last 12 months

21 stores in new cities

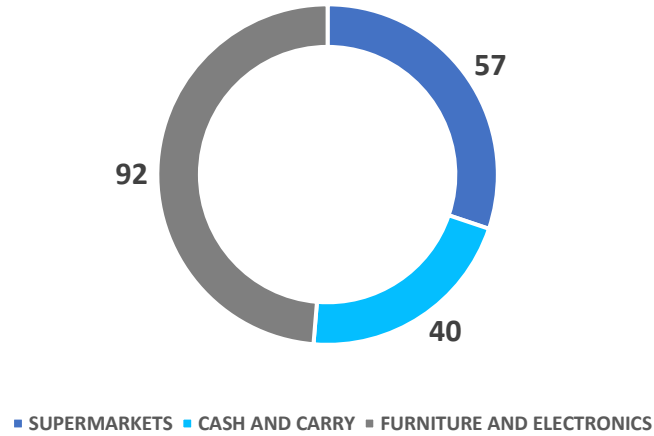
Number of Shops



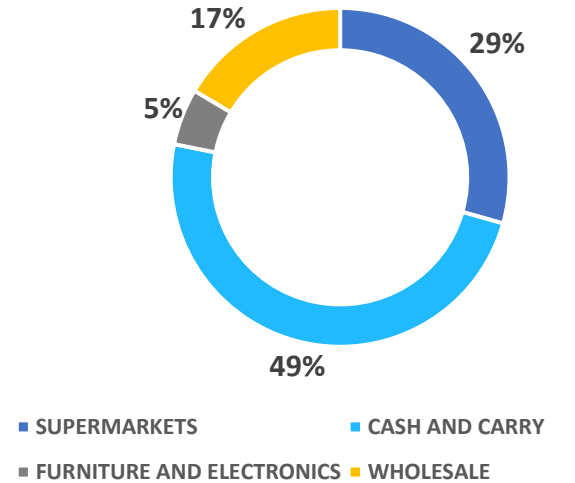
Shops opened in the period	8	14	11	12	8
Sales area (.000m2)	301	329	350	372	385

* Total considering the closure of on Furniture & Electronics store

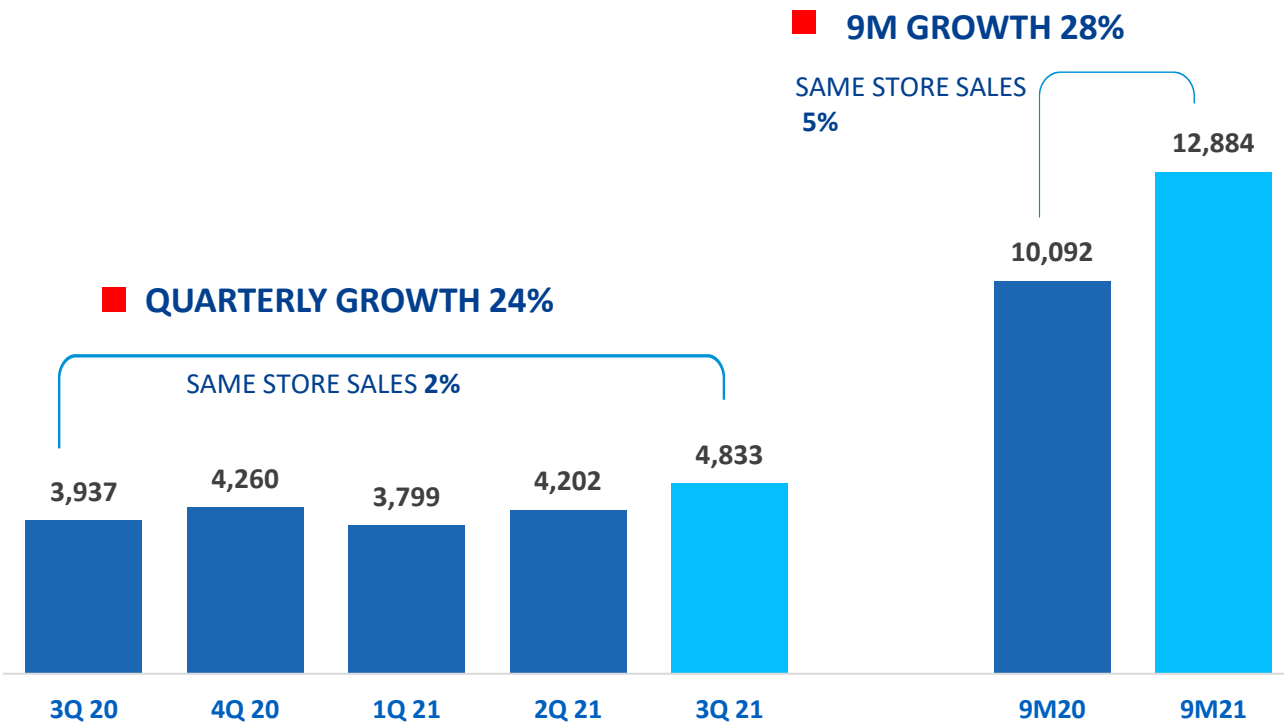
Shops by segment



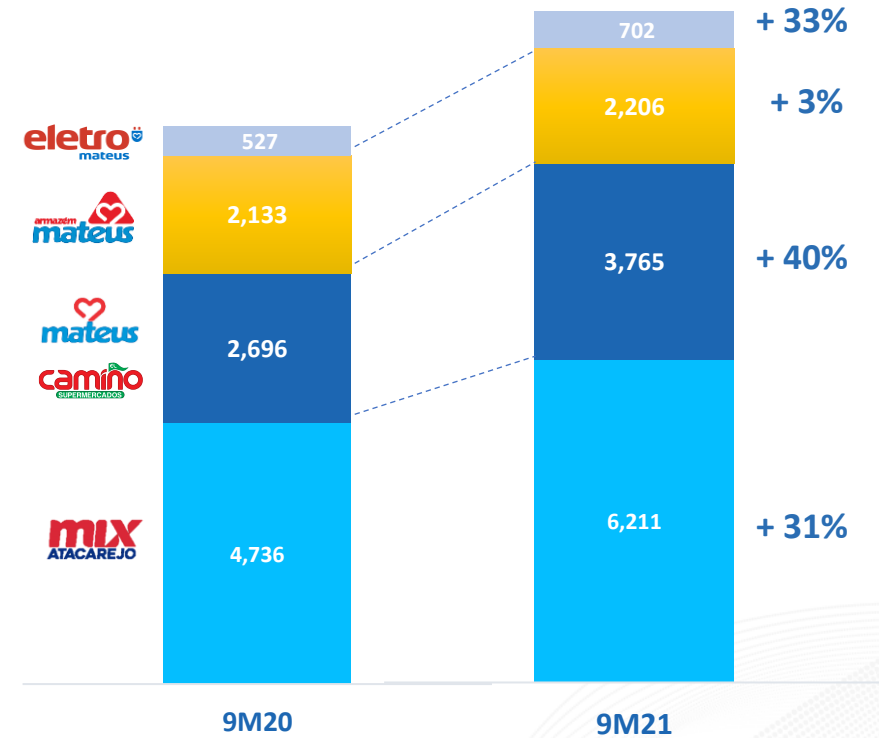
Revenue by segment



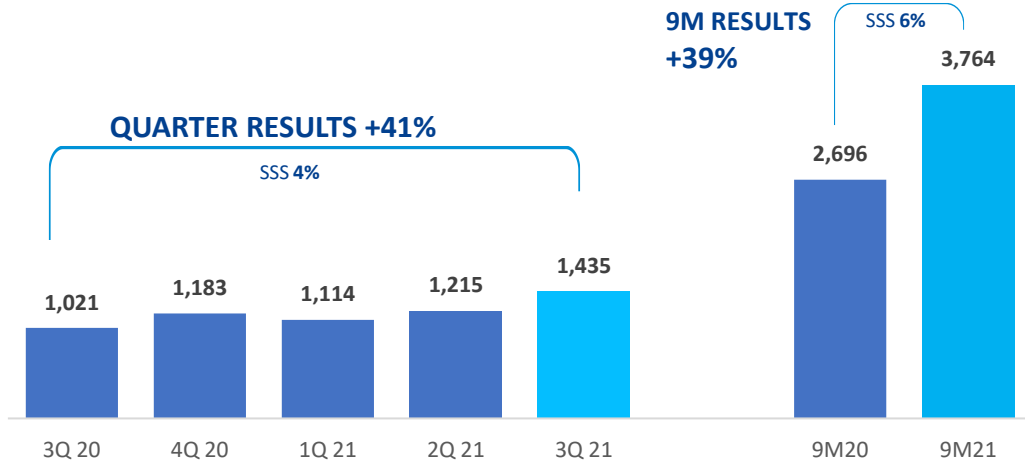
GROSS REVENUE
(in BRL million)



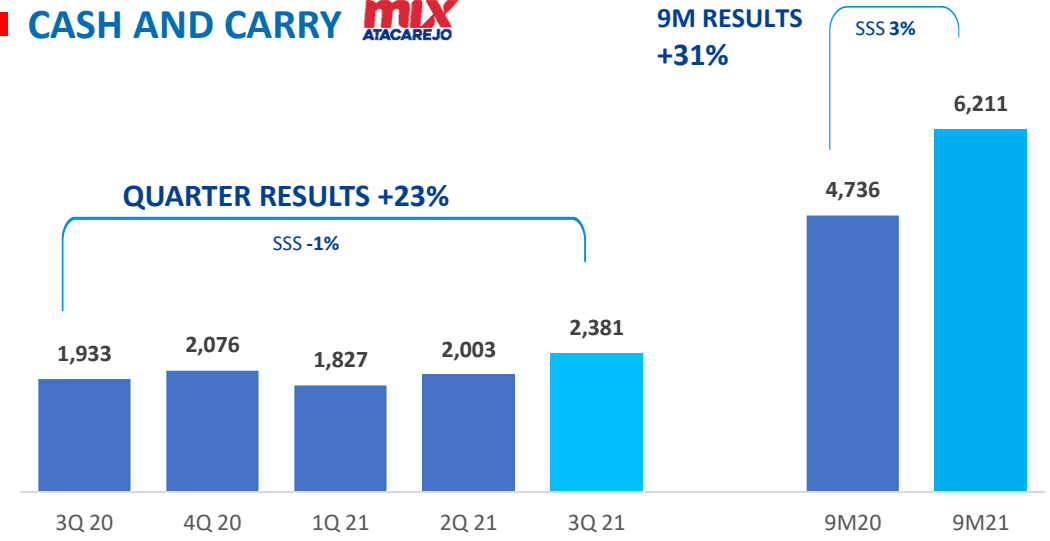
■ 9M GROWTH BY SEGMENT



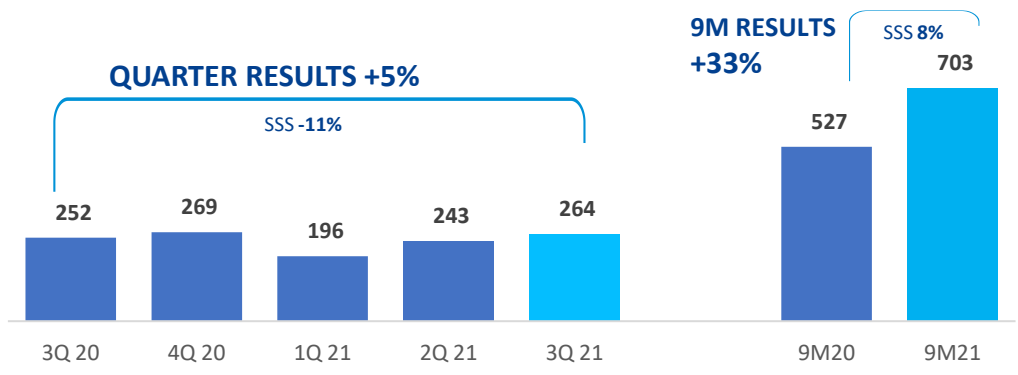
■ SUPERMARKETS  



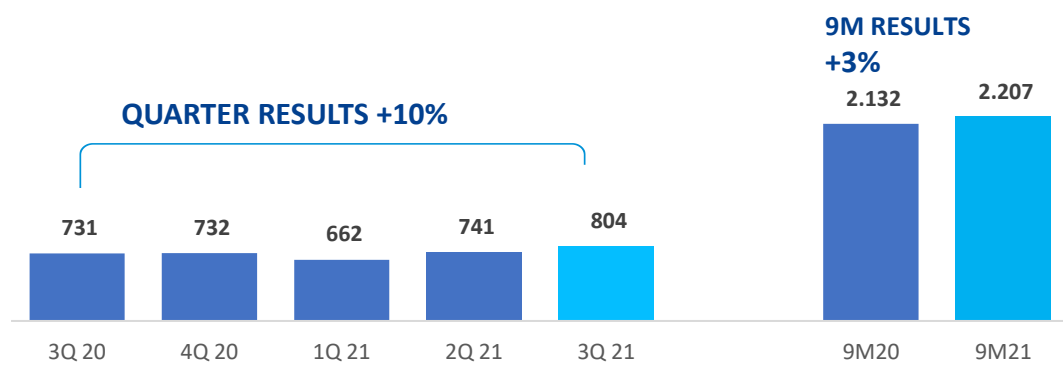
■ CASH AND CARRY 



■ FURNITURE AND ELECTRONICS 



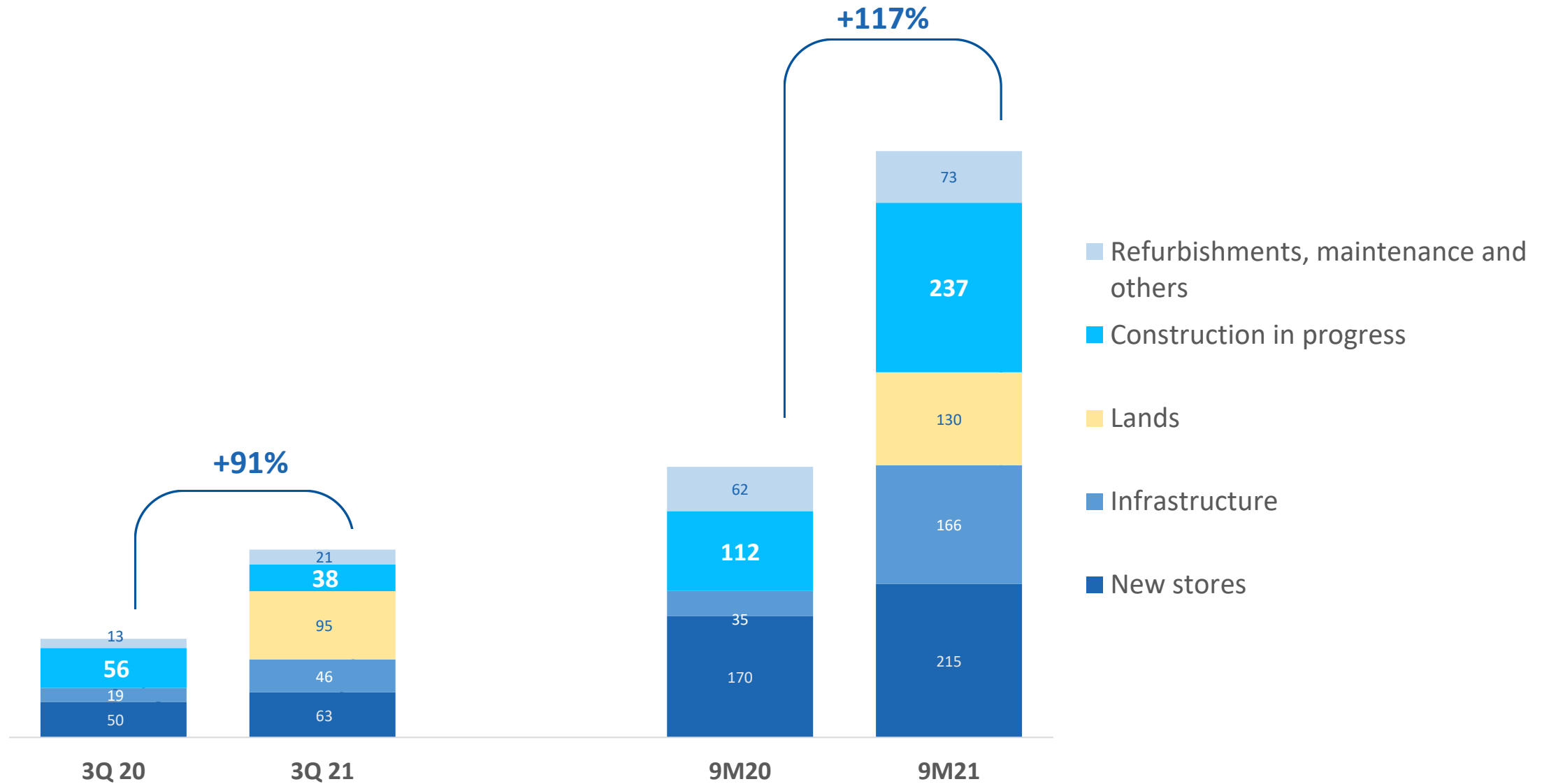
■ WHOLESALE 



FINANCIAL RESULTS



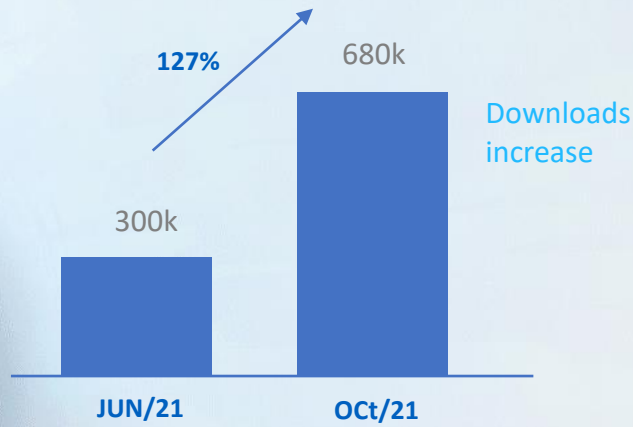
BRL million)	3Q 21	3Q 20	Δ%	9M 21	9M 20	Δ%
Net Revenue	4,349	3,463	26%	11,436	8,762	31%
Gross Profit	1,038	838	24%	2,703	2,135	27%
<i>Gross margin</i>	23.9%	24.2%	-0.3 p.p.	23.6%	24.4%	-0.7 p.p.
Administrative, general and commercial expenses	(744)	(567)	31.3%	(2,021)	(1,502)	34.5%
<i>% of Net Revenue</i>	17.1%	16.4%	+0.7 p.p.	17.7%	17.1%	+0.6 p.p.
Other expenses	(54.7)	(934)	5,730%	(67,146)	(1,178)	5,600%
Adjusted EBITDA	350	325	8%	825	737	12%
<i>Adjusted EBITDA margin</i>	8.1%	9.4%	-1.3 p.p.	7.2%	8.4%	-1.2 p.p.
Financial results	(26)	(33)	-22%	(54)	(97)	-44%
Income tax	-	(1)	-	-	(1)	-
Net Profit	213	236	-9%	561	533	5%
<i>Net margin</i>	4.9%	6.8%	-1.9 p.p.	4.9%	6.1%	-1.2 p.p.



Net debt (in BRL thousand)	3Q 21	3Q 20	Δ%
Gross debt	(531,489)	(1,305,899)	-59.3%
Cash and cash equivalents	959,079	811,985	18%
Financial investments	1,338	4,931	-72.9%
Net cash / Net debt	428,928	(488,983)	-187.7%
Net debt/Adjusted EBITDA	(0,38)X	0,57X	(0.95)x

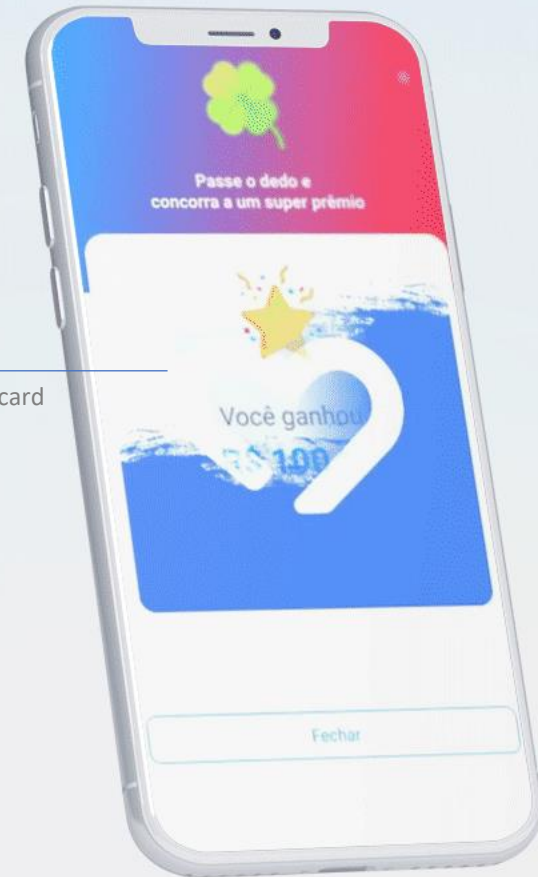
BUSINESS UPDATE





Virtual scratch card

- INTERACTING WITH OUR CUSTOMERS DURING OUR ANNIVERSARY IN AUGUST
- CASHBACK IN PARTNERSHIP WITH SUPPLIERS





■ DELIVERY OF FOOD
PURCHASES IN FURNITURE
AND ELECTRONICS STORES

■ DELIVERY OF FURNITURE
AND ELECTRONICS
PURCHASES IN CAMIÑO
STORES

Customers can receive their
purchases at home in both cases

EXPANSION



40 SHOPS EXPECTED FOR 2021



26 SHOPS UNDER CONSTRUCTION

- **DC FEIRA DE SANTANA - Bahia**
15,000m² (20,000 pallet positions)



Operations starting in Nov/21

- **DC CABO DE SANTO AGOSTINHO - Pernambuco**
20,000m² (34,000 pallet positions)



Operations starting in Nov/21

■ **TEIXEIRA DE FREITAS - Bahia**



Opening in 1Q 22

■ **JUAZEIRO - Bahia**



Opening in 1Q 22

■ **PETROLINA - Pernambuco**



Opening in 1Q 22



- **MACEIÓ - Alagoas**
- **ARACAJU - Sergipe**

Expansão Nordeste



WE OFFICIALLY INTRODUCED OUR
COMPANY TO THE REGIONAL SUPPLIERS
FROM OUR EXPANSION'S NEW STATES



EVENTO EM SALVADOR -BA



EVENTO EM RECIFE-PE



3Q 21 RESULTS



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