



4Q21/2021 RESULTS



March 11, 2022



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.



04

Highlights 4Q21

07

Expansion 2021

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Financial Results

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ESG & Digital

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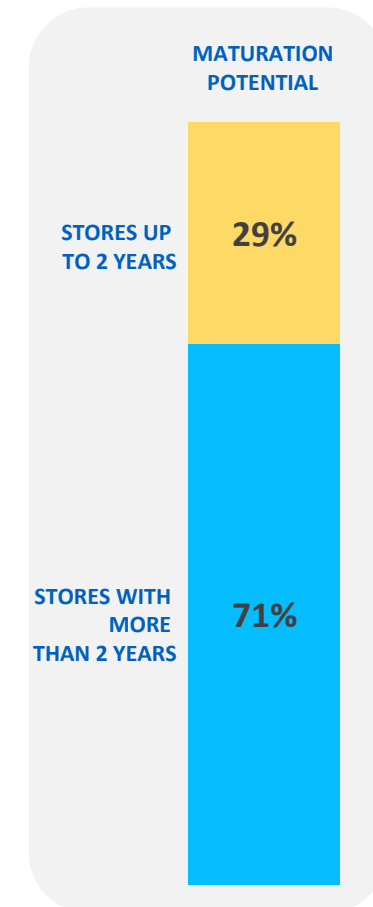
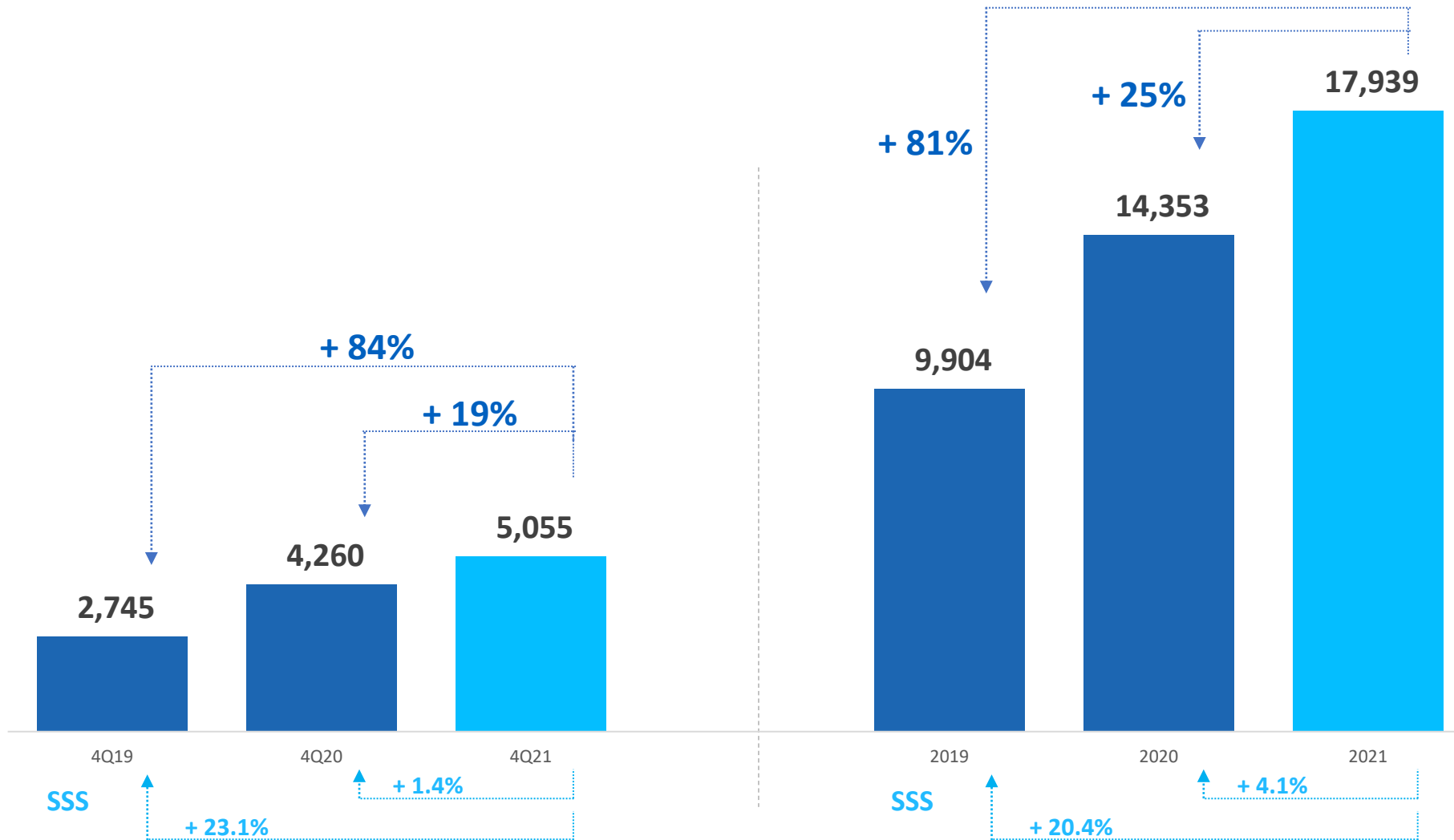
2022 Outlook

HIGHLIGHTS

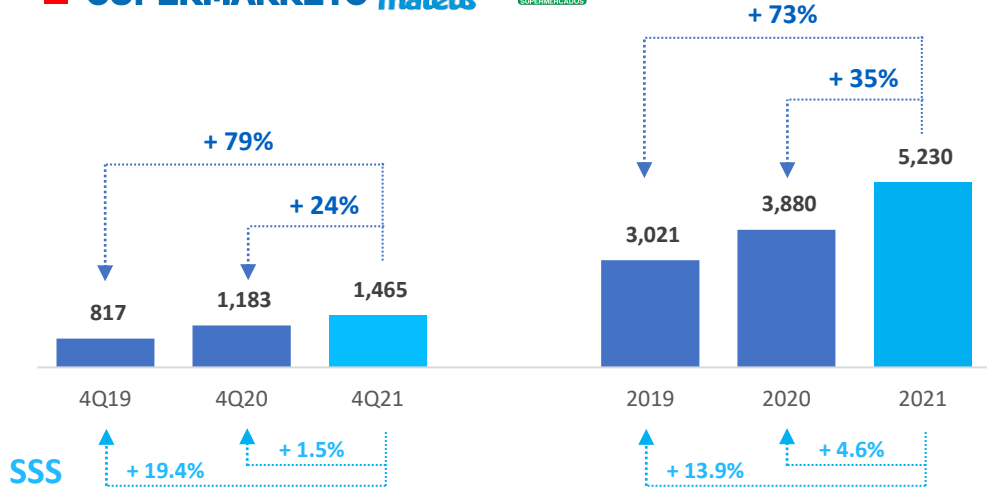
	4Q21	2021
NET REVENUE	4.4 bi + 22% vs 4Q20	15.9 bi + 28% vs 2020
GROSS PROFIT	208 mi + 8% vs 4Q20	866 mi* + 12% vs 2020
OPEN SHOPS	13	44

*ADJUSTED NET PROFIT

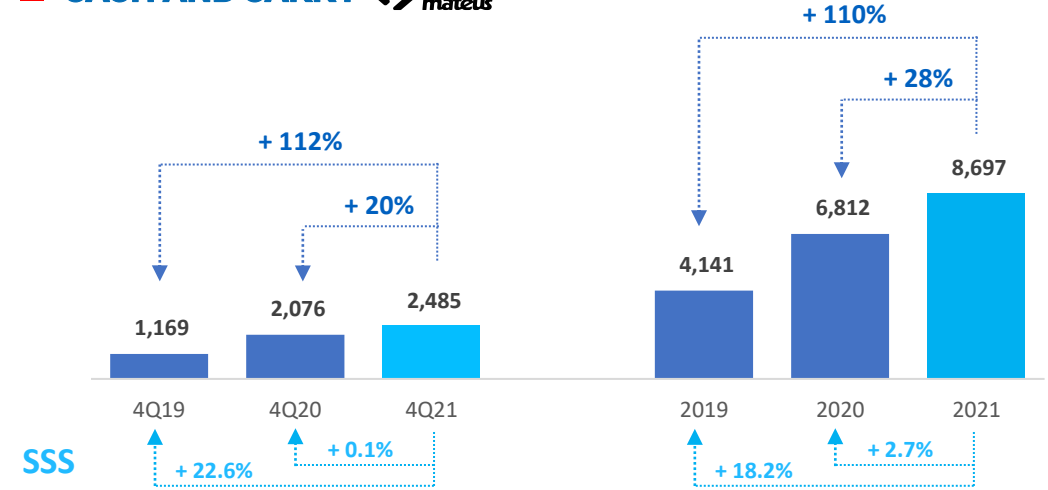
STRONG GROSS REVENUE GROWTH DESPITE THE STRONG COMPARISON BASIS (BRL MM)



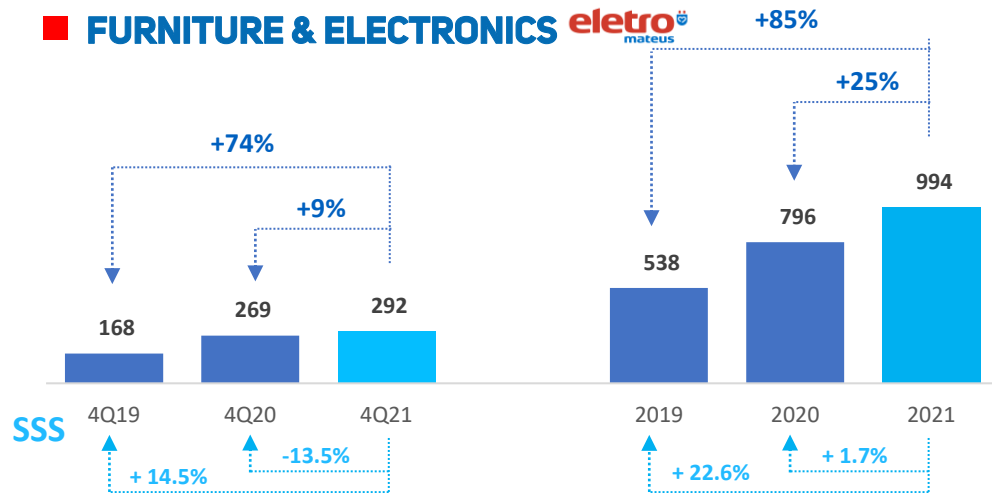
■ **SUPERMARKETS**  



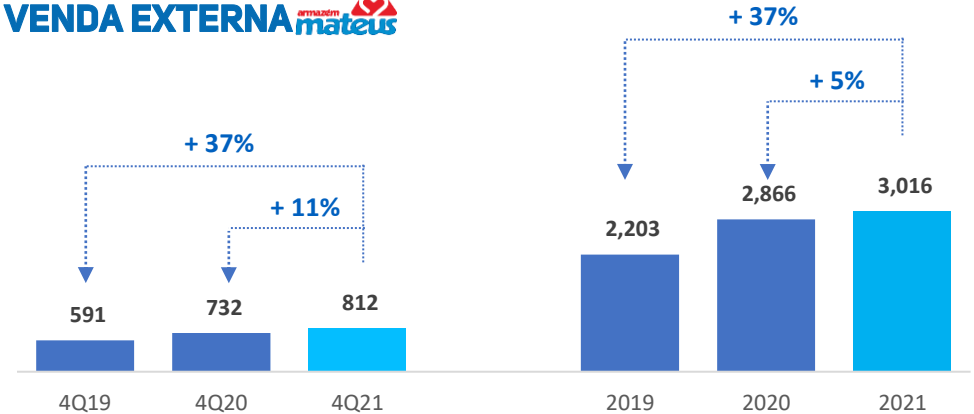
■ **CASH AND CARRY** 



■ **FURNITURE & ELECTRONICS** 

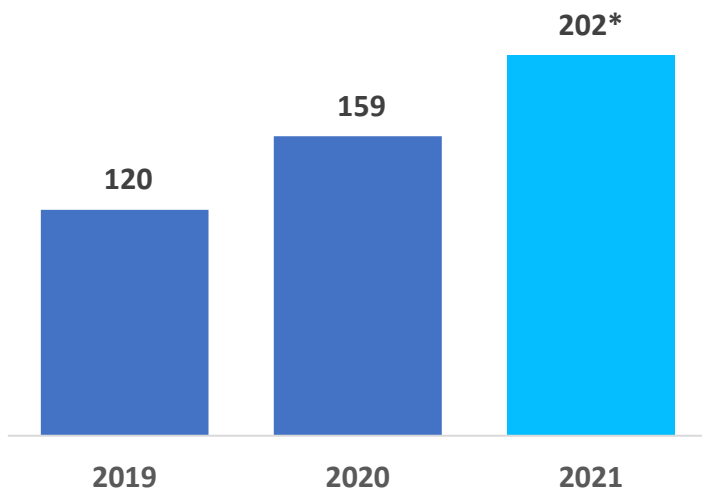


■ **VENDA EXTERNA** 



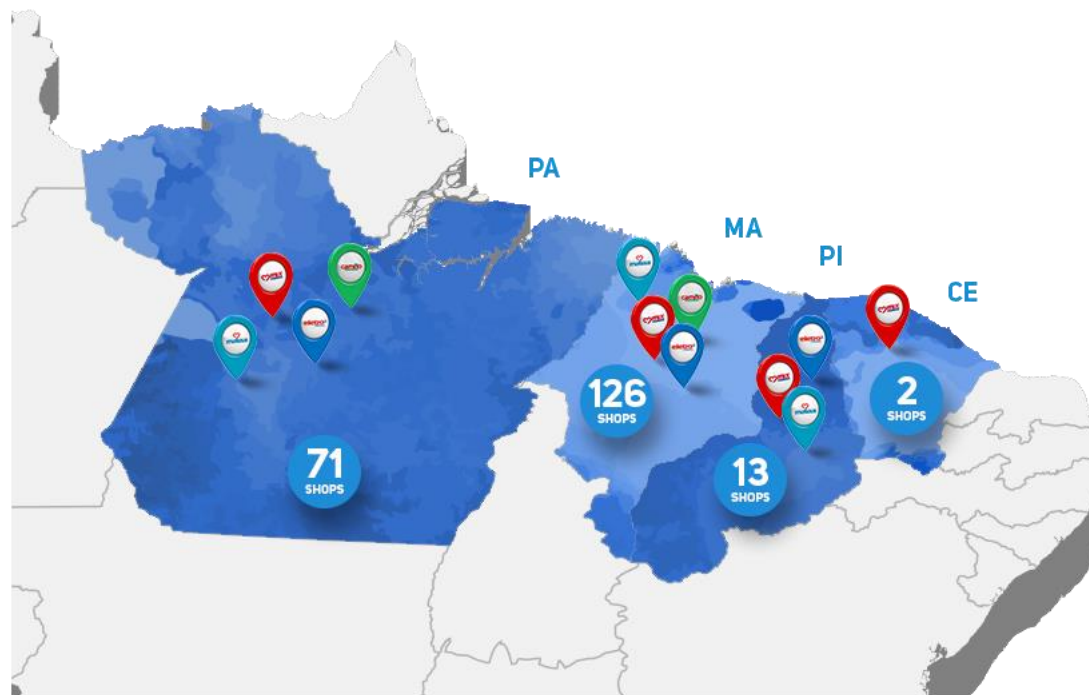
2021 EXPANSION  GRUPO **mateus**

■ **NUMBER OF SHOPS**

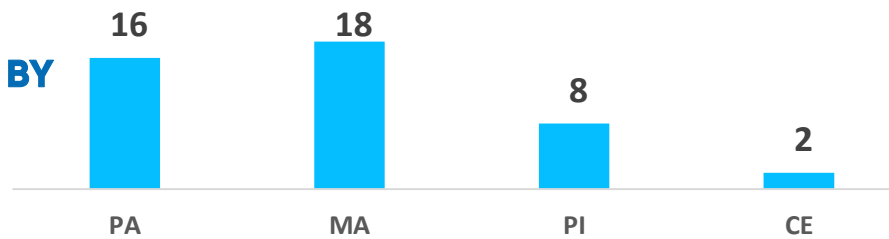


Shops opened in the period	25	39	44
Sales area (,000m ²)	255	328	406

* Considering the closure of one Furniture & Electronics shop



■ **OPENINGS BY STATE**



44

**NEW
SHOPS**

SUPERMARKETS



**CASH AND
CARRY**



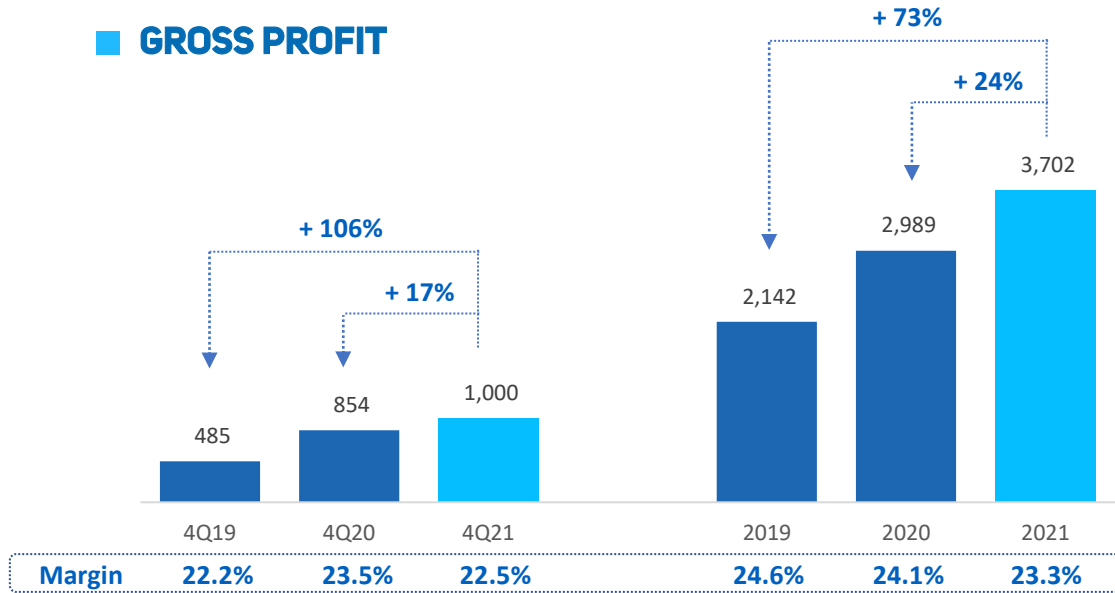
**FURNITURE &
ELECTRONICS**



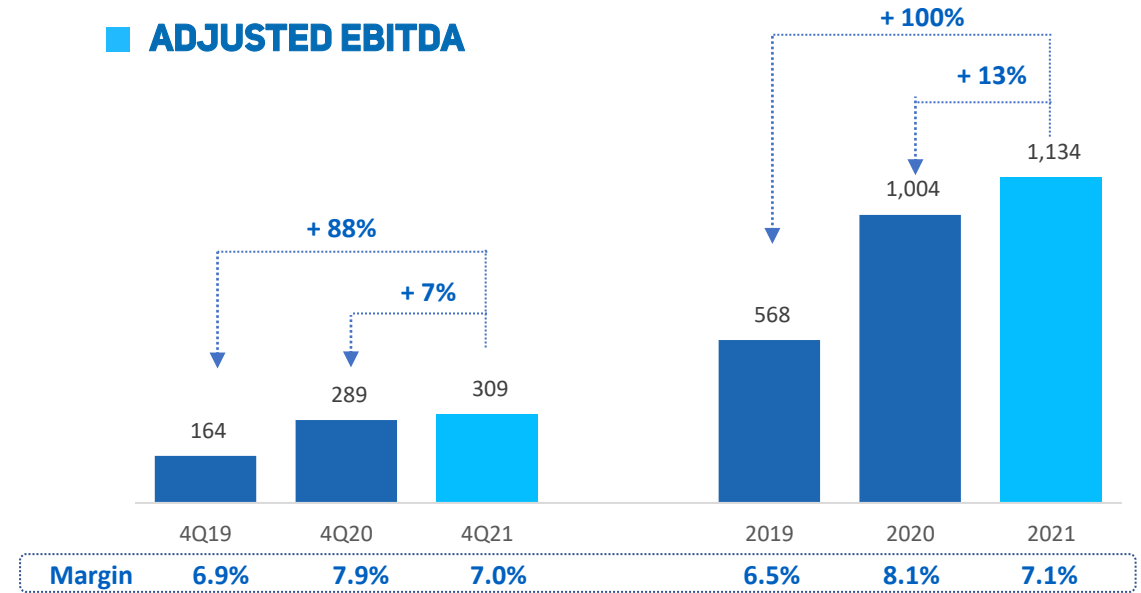
The background features a dark blue gradient on the left, transitioning into a lighter blue area with large, overlapping, organic shapes. On the right, there are thin, curved lines in light blue and red, suggesting a graph or data trend.

FINANCIAL RESULTS

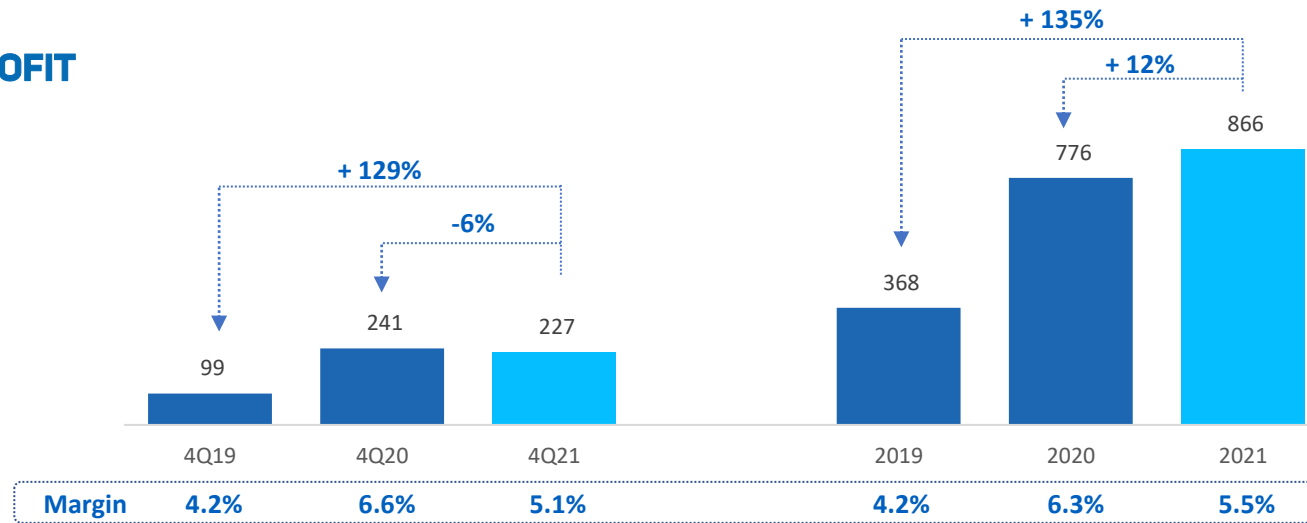
GROSS PROFIT

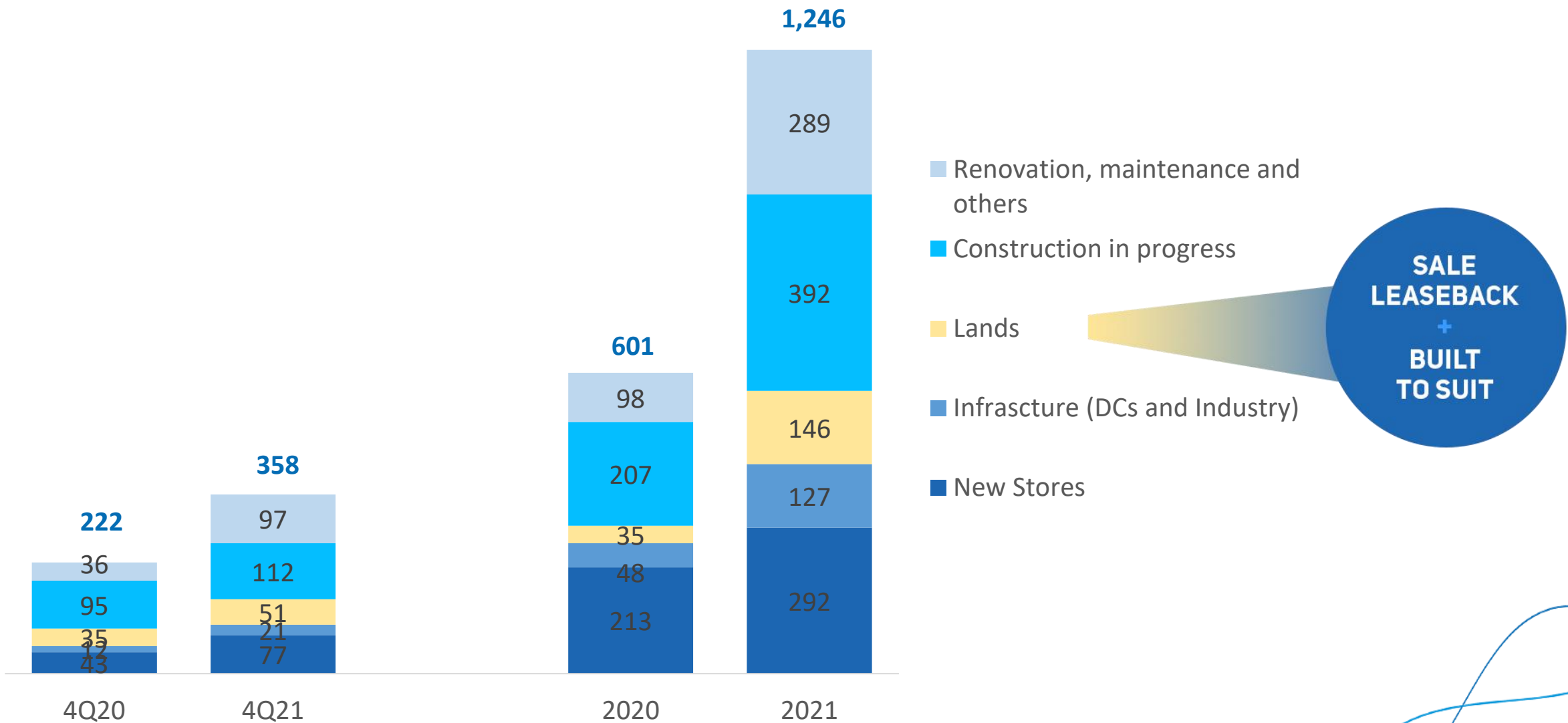


ADJUSTED EBITDA

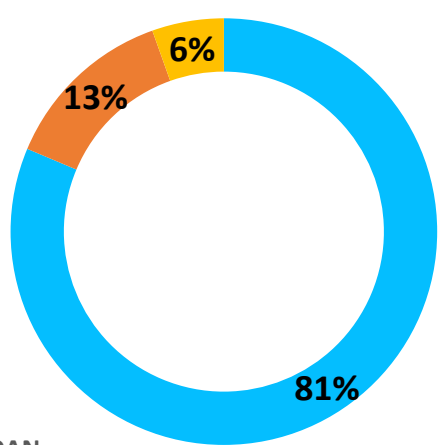


ADJUSTED NET PROFIT

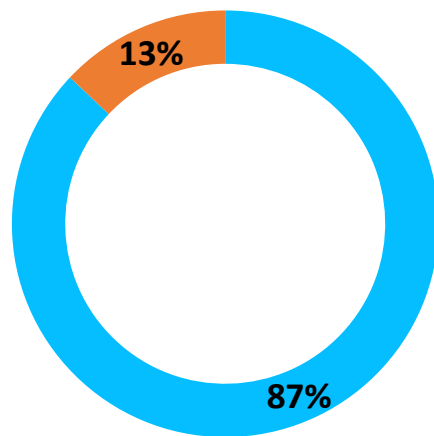




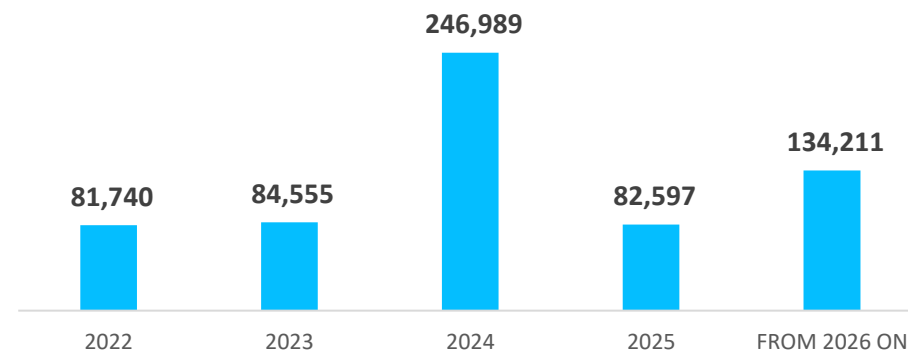
Net Debt (in BRL thousands)	12/31/2021	12/31/2020	Δ%
Gross Debt	(1,042,369)	(592,495)	75.9%
Cash and cash equivalents	877,255	2,112,365	-58.5%
Financial investments	3,071	14,965	-79.5%
Net cash/net debt	(162,043)	1,534,855	
Net debt/Adjusted EBITDA	0.14X	-1.5X	



- LOAN
- LEASING
- SPECIAL FUNDING FOR EQUIPMENT ACQUISITION



- LONG TERM
- SHORT TERM



The background features a dark blue gradient on the left side, transitioning into a lighter blue area with large, overlapping, organic shapes. On the right side, there are thin, curved lines in light blue and red that sweep across the white background.

ESG & DIGITAL

SOCIAL PROJECTS



MATEUS KIDS



DONATE BLOOD



STRANDS OF LOVE



SING LANGUAGE



EMBRACING LIVES



PROJECT SHOESHINE



FIELD HOSPITAL

10K TONS
RECYCLED WASTE



18,5K NEW JOBS
IN 2021



88%
GREEN
ENERGY



**SET UP FISCAL COUNCIL
AND GOVERNANCE
SECRETARIAT**



2016

BEGINNING OF
E-COMMERCE

2020

START OF DELIVERY
AND PICKUP STORE

2022 TODAY

+1.3 million downloads

+600k active users

+120k Users benefited from
cashback

+ BRL 2MM distributed in partnership
with suppliers

67 cities served
| reduced delivery time

OUR SERVICES

 **FOOD AND NON FOOD SALES**

 **PERISHABLE DELIVERY**

- MEAT

- FISH

- FRUITS AND VEGETABLES

- BAKERY

 **SCHOOL SUPPLIES LIST**

 **BOTECO GELADO**
- SALES OF COLD DRINKS FROM
SEVERAL BRANDS

 **B2B WHOLESALE**

 **FOOD DELIVERY IN FURNITURE &
ELECTRONICS
SHOPS AND VICE VERSA**



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2022 OUTLOOK

■ WE STARTED THE YEAR ACCELERATING THE EXPANSION PLAN

12

 Shops in
2 months

8

 New
cities

2

 New
States



Expansão Nordeste

**PERNAMBUCO
PETROLINA**



**BAHIA
JUAZEIRO**



NEW CUSTOMERS USING OUR SERVICES



■ MIX MATEUS LAUNCH EVENT IN PERNAMBUCO AND BAHIA



Juazeiro - BA

+ than **700** regional suppliers attended

■ **KEEPING OUR
ROUTE
STRATEGY**

ENTRING NEW MARKETS/ WHOLESALE

**DC
PERNAMBUCO**



**DC
BAHIA**



**MACEIÓ 1
ALAGOAS**



**MACEIÓ 2
ALAGOAS**



**SOUSA
PARAÍBA**



**GUARABIRA
PARAÍBA**



**ARACAJU
SERGIPE**



AND OTHER NEW CITIES



4Q21/2021 RESULTS



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