



1Q25 RESULTS



EXPANSION

ILSON MATEUS

BUSINESS HIGHLIGHTS

JESUINO MARTINS

NORTHEAST EXPANSION

SANDRO OLIVEIRA

FINANCIAL RESULTS

TULIO QUEIROZ

EXPANSION

ILSON MATEUS



ILHÉUS



PARQUE ATHENAS (SÃO LUÍS)



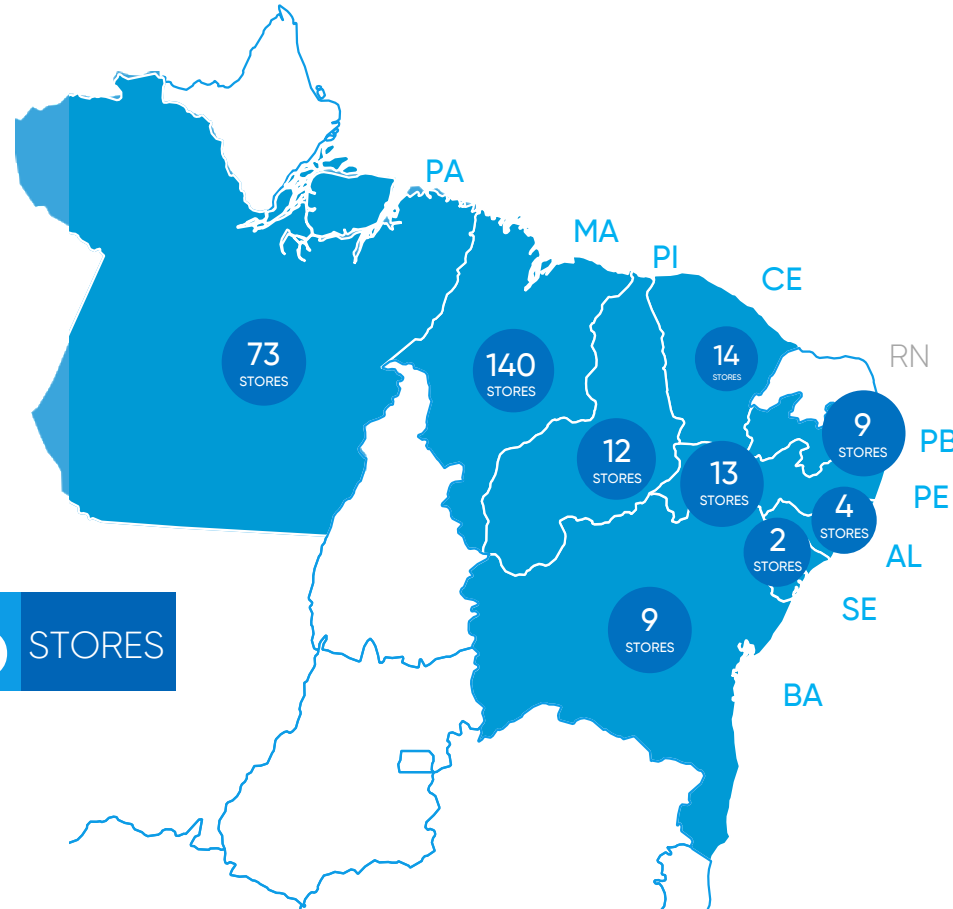
JABOATÃO DOS GUARARAPES



SÃO MATEUS



1Q25 CURRENT SCENARIO



276 STORES

92 STORES		
45 STORES		
35 STORES		
104 STORES		
227 MINI MARKETS		

+ 45,000 CLIENTS SERVED PER MONTH	18 DISTRIBUTION CENTERS	+ 1,700 CITIES SERVED	+ DE 4.700 SALES REPRESENTATIVES
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2025 EXPANSION

NEW STORES OPENED IN APRIL 2025

ROSÁRIO



ANANINDEUA



MARITUBA



2025 EXPANSION

MARANHÃO



SÃO LUÍS | SHOPPING - MA



SÃO LUÍS | ANJO DA GUARDA - MA



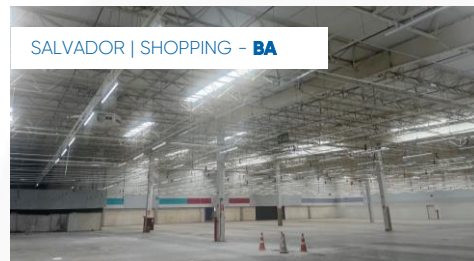
PORTO FRANCO - MA



SÃO LUÍS | PONTA D'AREIA - MA

+ SÃO LUÍS | MAIOBA E JK | IMPERATRIZ - MA

BAHIA



SALVADOR | SHOPPING - BA



FEIRA DE SANTANA - BA

CEARÁ



FORTALEZA | JUNGURUSSU - CE



FORTALEZA | GUARARAPES - CE

SERGIPE



ARACAJU | SANTA MÔNICA - SE

PIAUI



TERESINA | JOÃO XXIII - PI

+ TERESINA | FREI SERAFIM - PI

ALAGOAS



ARAPIRACA - AL

PARÁ



BELÉM | DOCAS - PA

+ JACUNDÁ - PA

16 OBRAS EM ANDAMENTO EM VÁRIOS ESTADOS

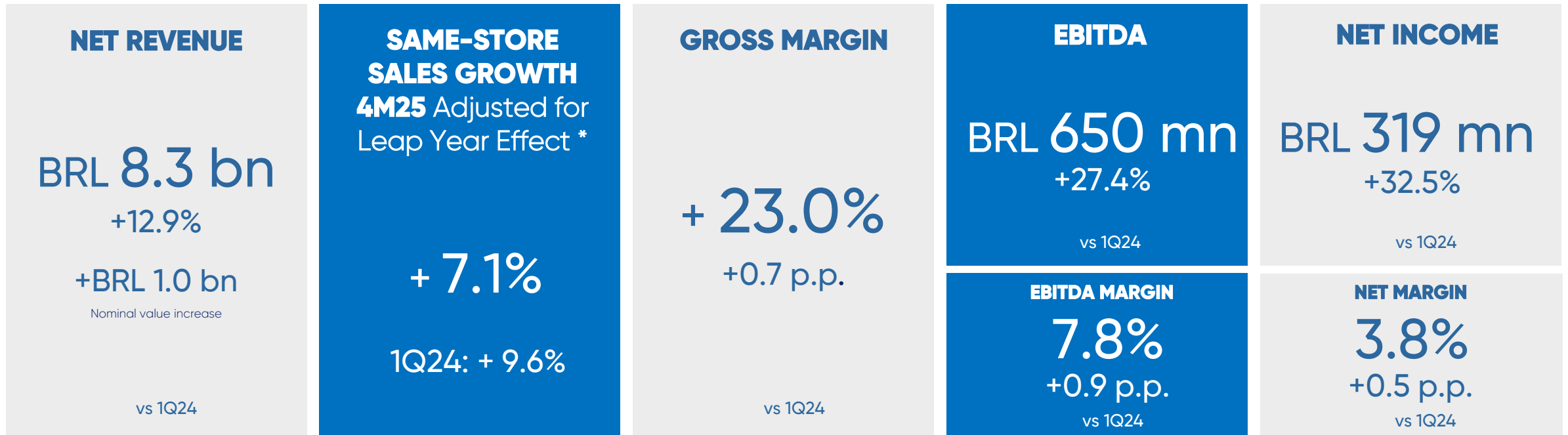


BUSINESS HIGHLIGHTS

JESUÍNO MARTINS



1Q25



* SSS refers to sales growth in the same stores from January to April 2025, adjusted for the leap day effect (Feb 29, 2024). Preliminary and unaudited April/25 data.

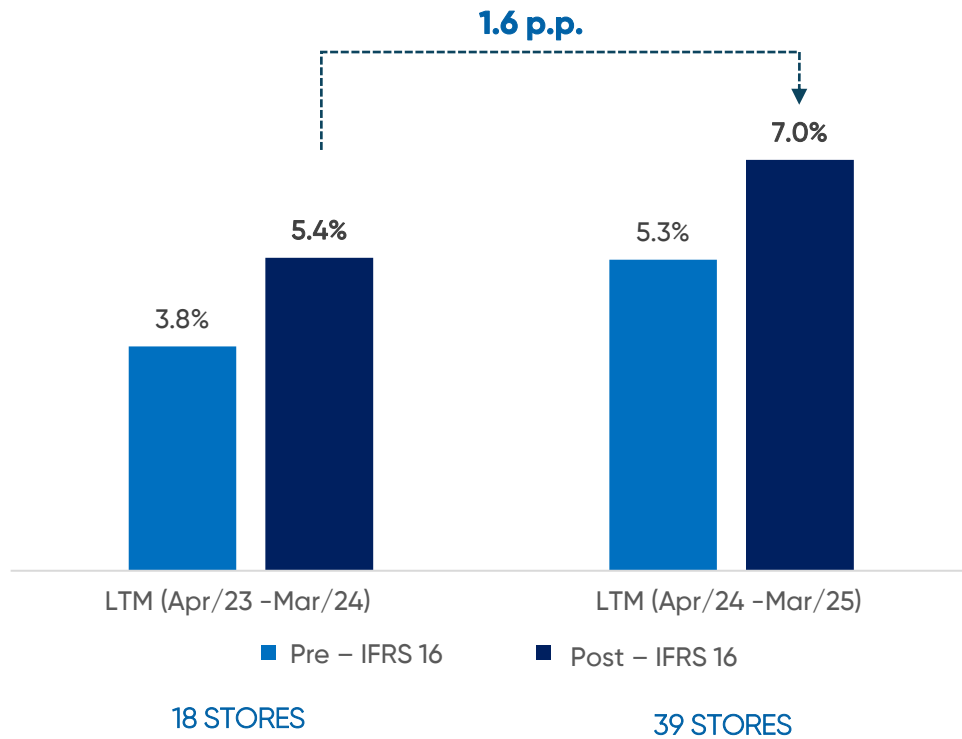
NORTHEAST EXPANSION

SANDRO OLIVEIRA



NORTHEAST EXPANSION PERFORMANCE

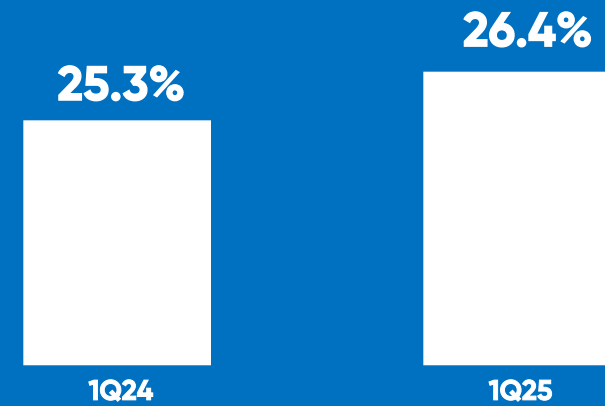
Northeast Branch - EBITDA Margin Evolution



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

+1.1 p.p. Market Share NE + PA

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



Source: Nielsen - does not include Wholesale B2B sales

FINANCIAL RESULTS

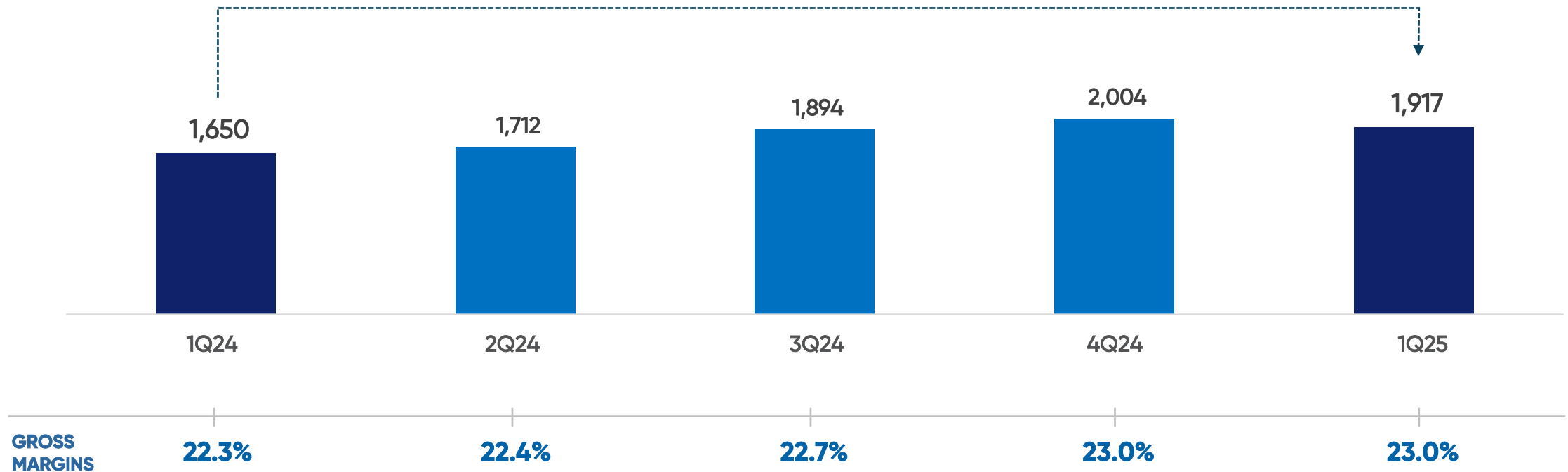
TULIO QUEIROZ



GROSS PROFIT AND GROSS MARGIN

SIGNIFICANT GROWTH IN GROSS PROFIT
GROSS MARGIN UP BY +0.7 P.P. IN 1Q25 VS. 1Q24

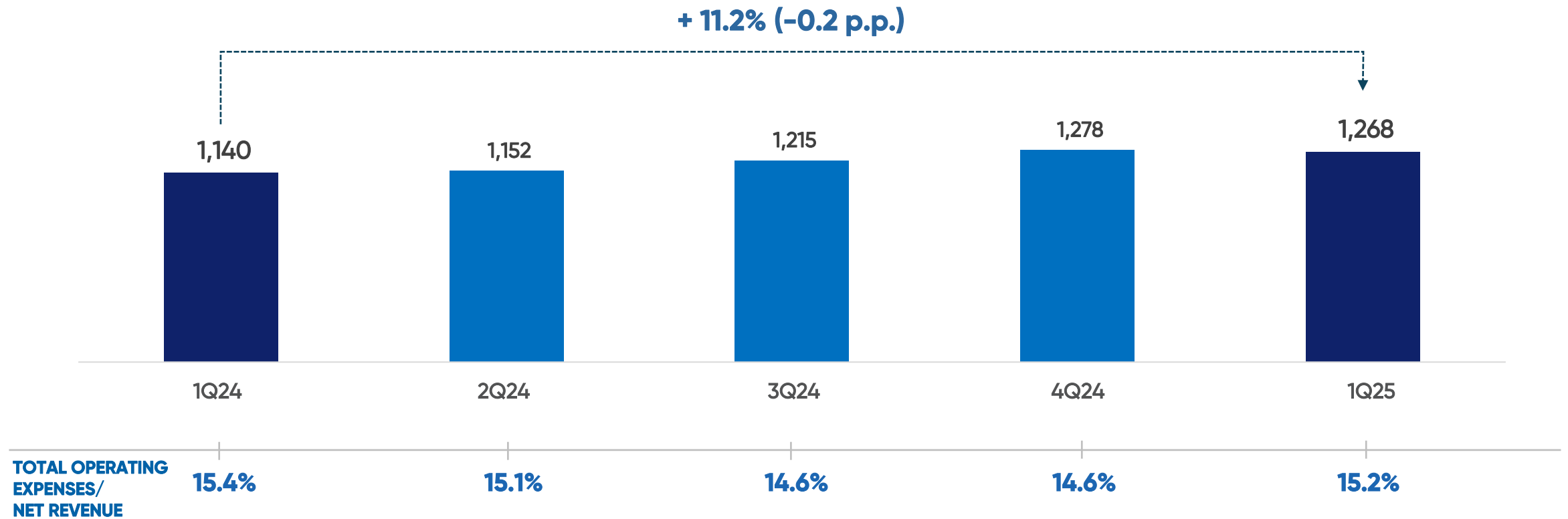
+ 16.2% (+0.7 p.p.)



■ R\$ Mm

OPERATING EXPENSES

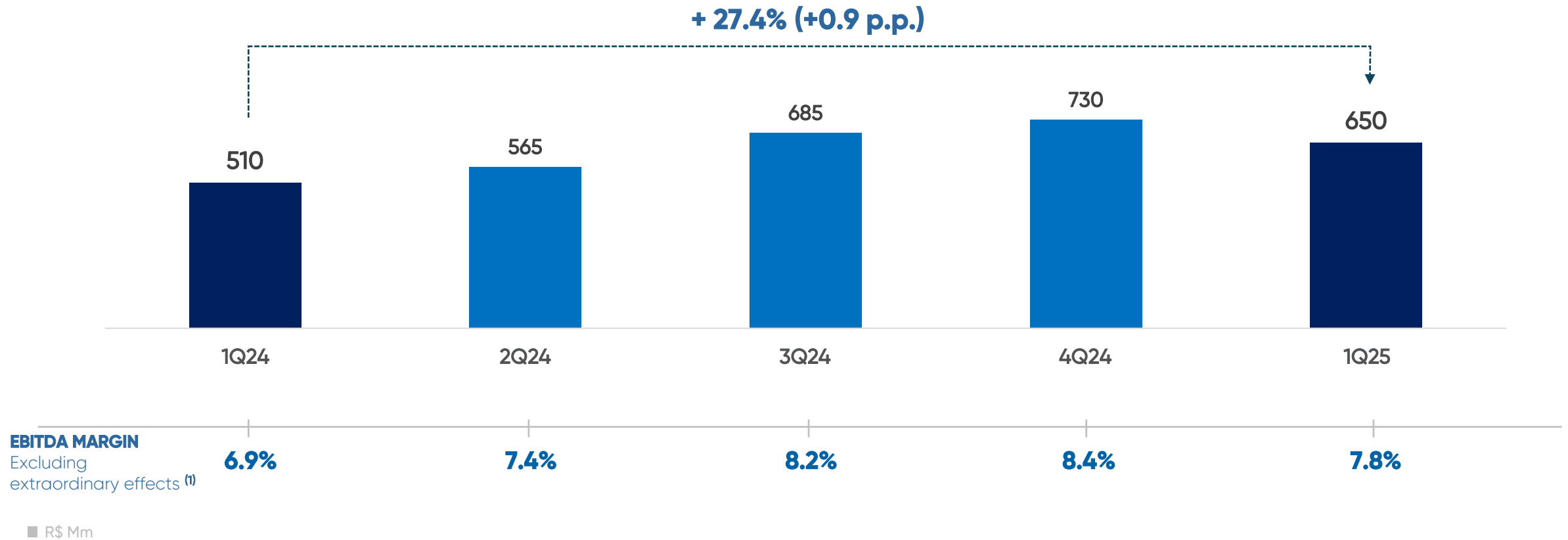
DILUTION OF -0.2 P.P IN THE QUARTER IN OPERATING EXPENSES/NET REVENUE.



■ R\$ Mm

EBITDA POST IFRS 16

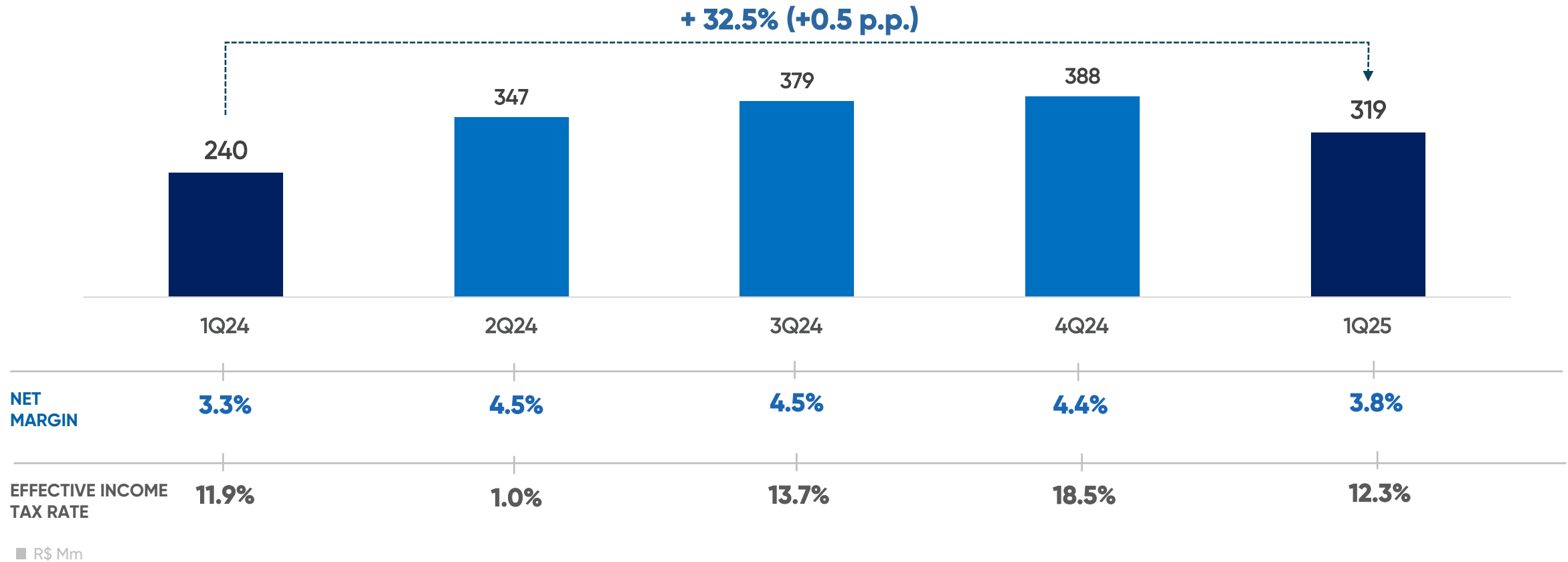
SIGNIFICANT EXPANTION OF EBITDA MARGIN OF +0.9 P.P. VS 1Q24



(1) Extraordinary Effects Recognized in 2Q24 were primarily: (i) the impact of the understanding established by the Superior Court of Justice (STJ) that the value of ICMS under tax substitution (ICMS-ST) does not form the calculation basis for PIS/COFINS credits on the acquisition of goods for resale; and (ii) a tax benefit from previous periods, mainly related to PIS/COFINS credits on essential operating expenses

NET INCOME

+0.5 P.P. NET MARGIN IMPROVEMENT WITH 32.5% NET INCOME INCREASE

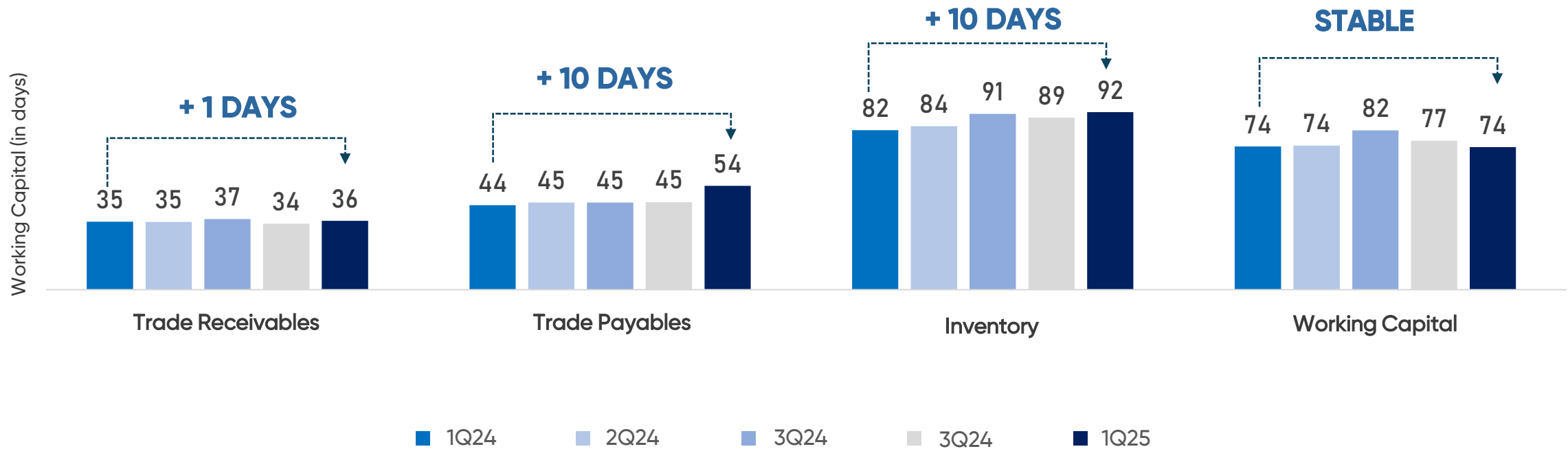


+ 32.5% (+0.5 p.p.)

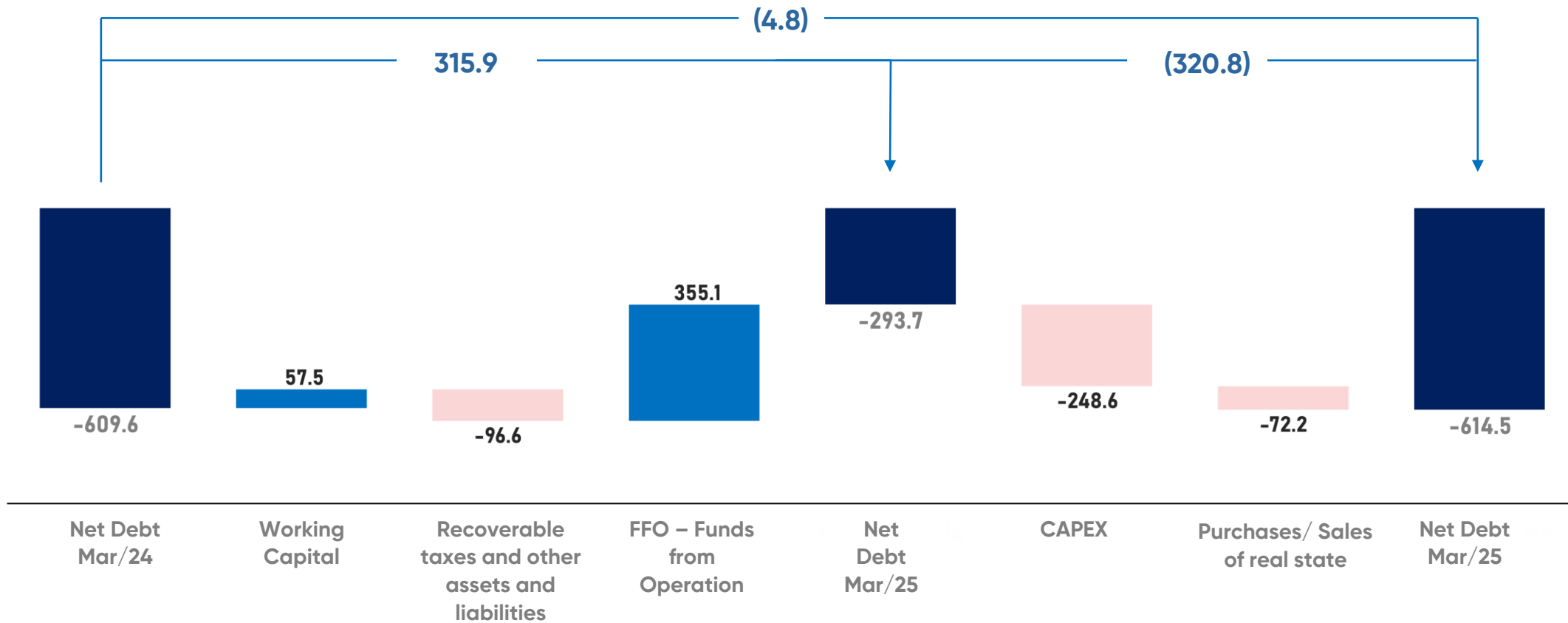
(1) Extraordinary effects: refer to the impacts recognized in EBITDA in 2Q24, as well as the effects on Income Tax and Social Contribution from previous years, recognized in 2Q24. As disclosed in the 2Q24 earnings release.

WORKING CAPITAL

WORKING CAPITAL STABLE VS. 1Q24



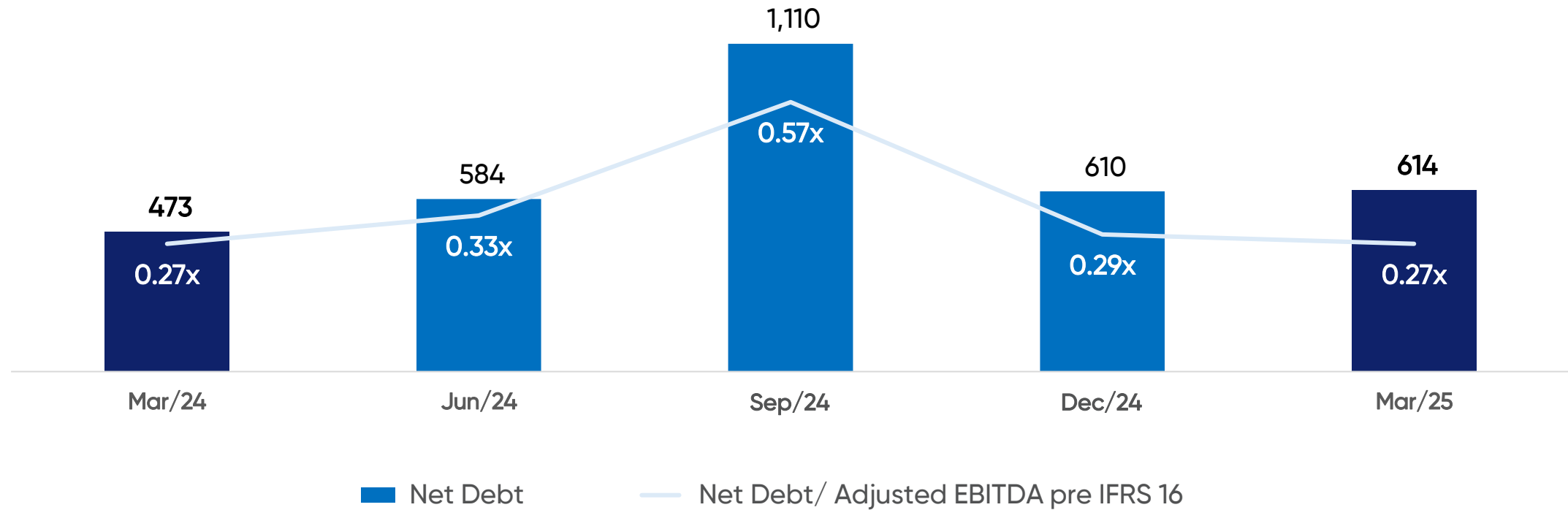
CASH CONSUMPTION



■ R\$ Mm

INDEBTEDNESS

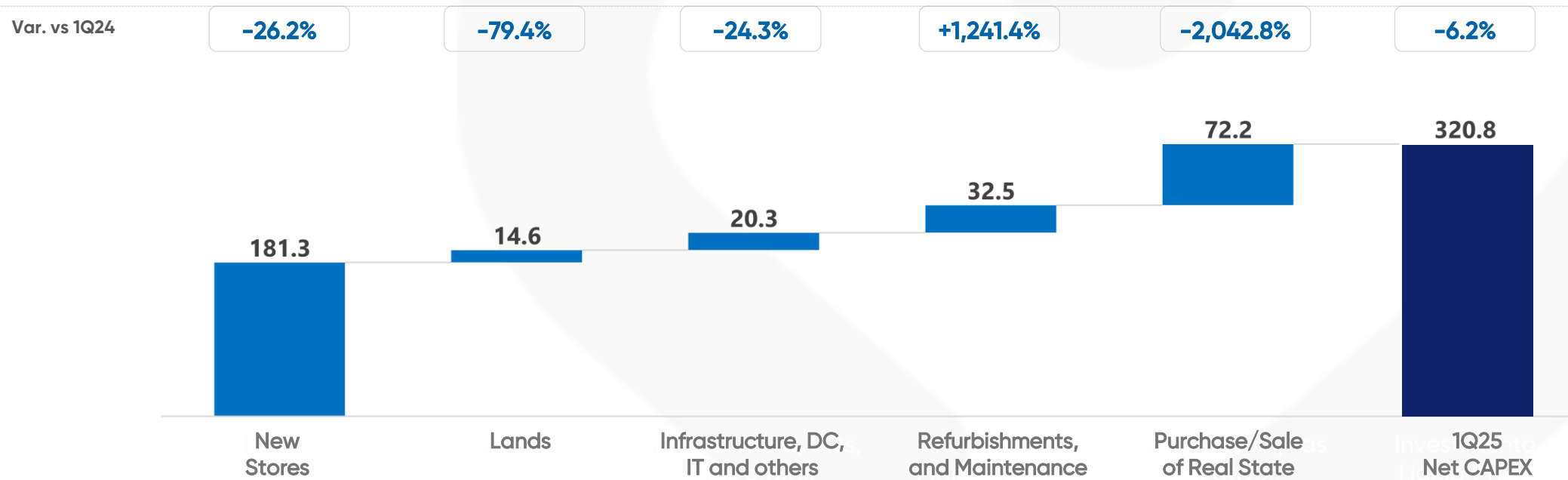
CONSISTENT CONTROL OF DEBT LEVELS



■ R\$ Mm

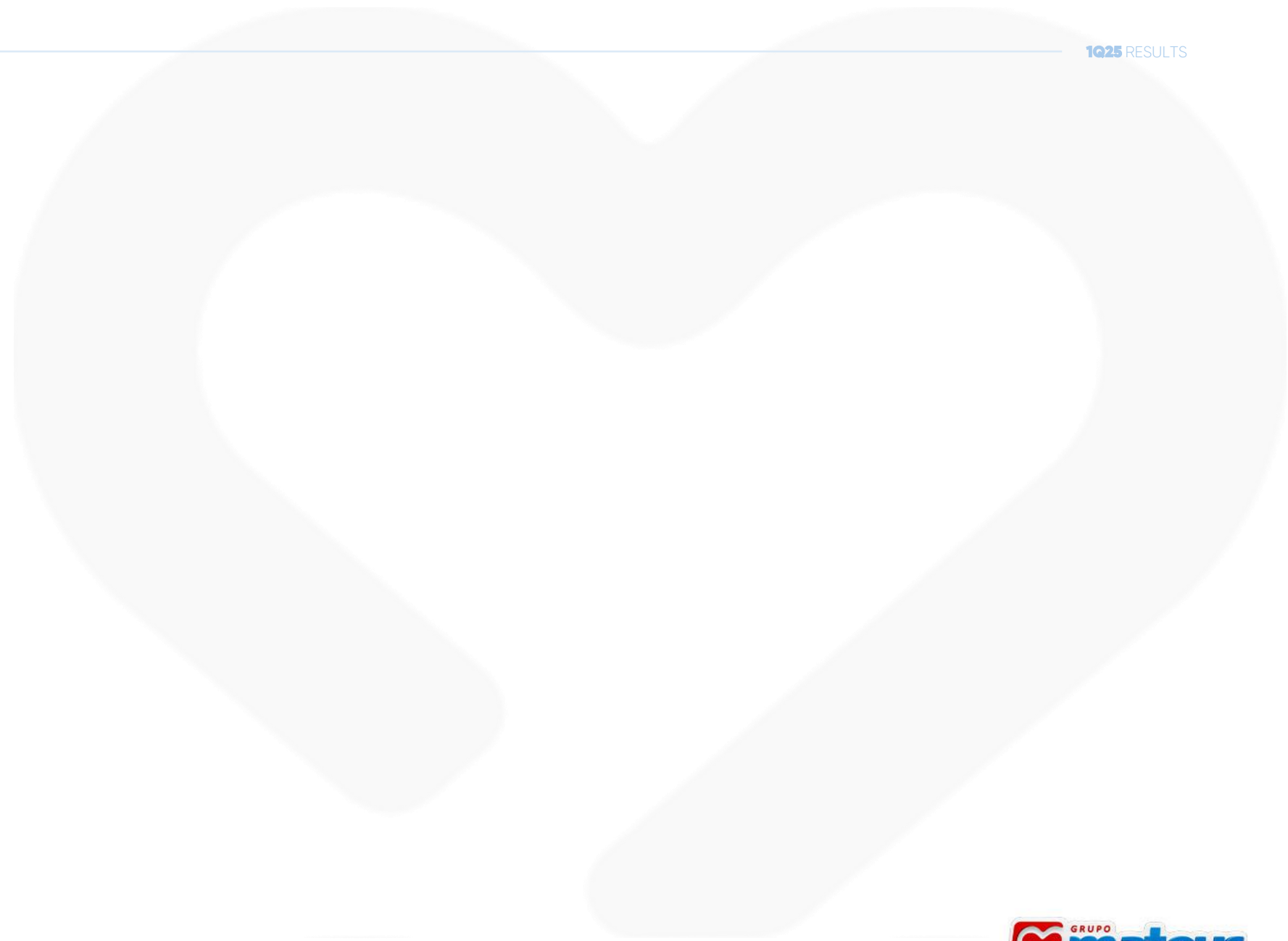
EBITDA pre IFRS 16 last 12 months

CAPEX



■ R\$ Mm

Q&A





1Q25 RESULTS



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Disclaimer:

The statements contained in this document related to business prospects, projections on operating and financial results and those related to Grupo Mateus S.A. growth prospects are merely projections and, as such, are based exclusively on the company's expectations regarding the future of its business. 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.