



4Q 2023 RESULTS

## AGENDA

### STRATEGY AND EXPANSION

ILSON MATEUS

### BUSINESS HIGHLIGHTS

JESUINO MARTINS

### NORTHEAST EXPANSION

SANDRO OLIVEIRA

### FINANCIAL RESULTS

TULIO QUEIROZ



Ilson Mateus

# STRATEGY & EXPANSION



## STRONG EXPANSION IN 4Q23

4Q23

# 12 NEW OPENINGS

6 STORES IN RECIFE'S METROPOLITAN REGION

2 NEW STORES IN MACEIÓ

4 CONSOLIDATING THE PRESENCE IN THE STATES: MA, BA, PB E SE



## RECORD OPENING OF CASH AND CARRY STORES

2023

# 28 NEW STORES

22 CASH AND CARRY



3 SUPERMARKETS



3 FURNITURE AND ELECTRONICS

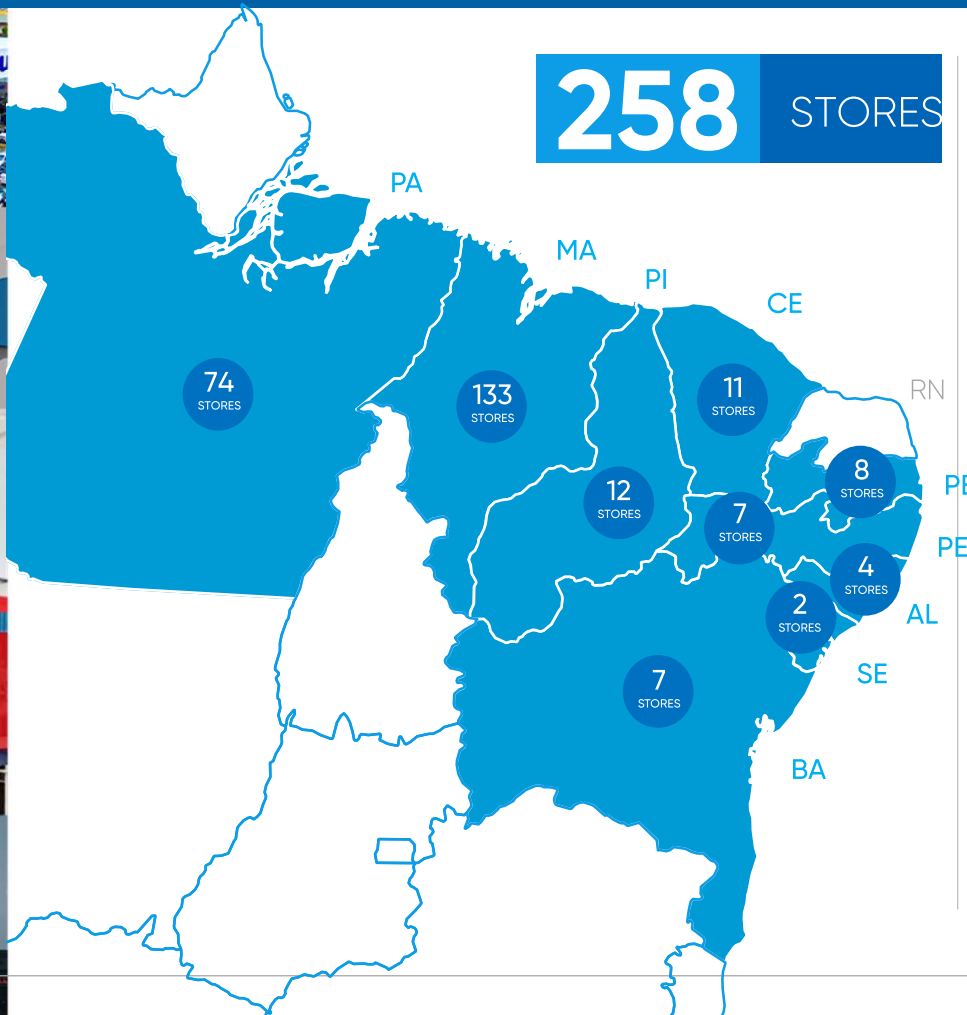


## 3 NEW CAPITAL CITIES

RECIFE • FORTALEZA • JOÃO PESSOA

## 20 NEW CITIES

# WE CONTINUE EXPANDING CONSISTENTLY



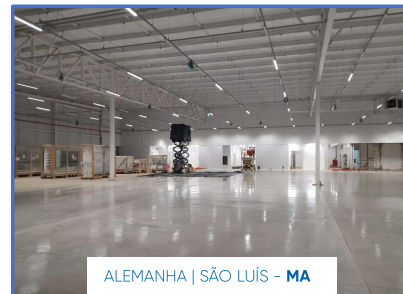
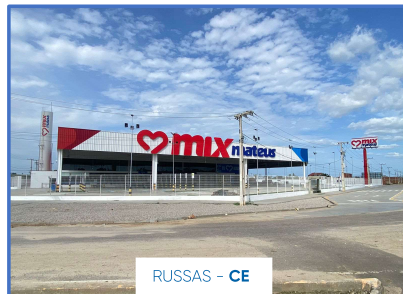
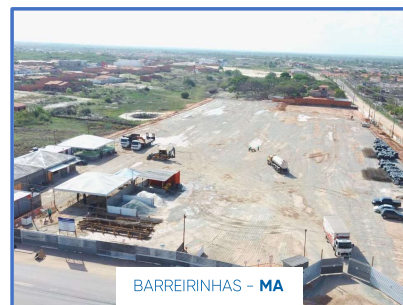
**258** STORES

**+ 1,600**  
CITIES SERVED IN THE  
NORTH AND THE  
NORTHEAST IN 288 ROUTES

**+ 3,900**  
SALES REPRESENTATIVES

# WE KEEP OUR EXPANSION PACE

15 WORKS IN PROGRESS





Jesuino Martins

# **BUSINESS HIGHLIGHTS**



# HIGHLIGHTS

## 4Q23

GROSS REVENUE

**BRL 8.6 bn**

**+25.6%**  
vs 4Q22

**+BRL 1.7 bn**

SAME STORE SALES

**+8.8%**

vs 4Q22

GROSS MARGIN

**21.8%**

**+ 1.4 p.p.**  
vs 4Q22

Ex extraordinary effects

EBITDA

**BRL 561 mn**

**+47.8%**  
vs 4Q22

EBITDA MARGIN

**7.5%**

Ex extraordinary effects

NET PROFIT

**BRL 332 mn**

**+61.1%**  
vs 4Q22

Ex extraordinary effects

## 2023

**BRL 30.2 bn**

**+23.3%**  
vs 2022

**+BRL 5,7 bn**

**+8.5%**

vs 2022

**21.7%**

**-0.3 p.p.**  
vs 2022

Ex extraordinary effects

**BRL 2.0 bn**

**+21.8%**  
vs 2022

EBITDA MARGIN

**7.4%**

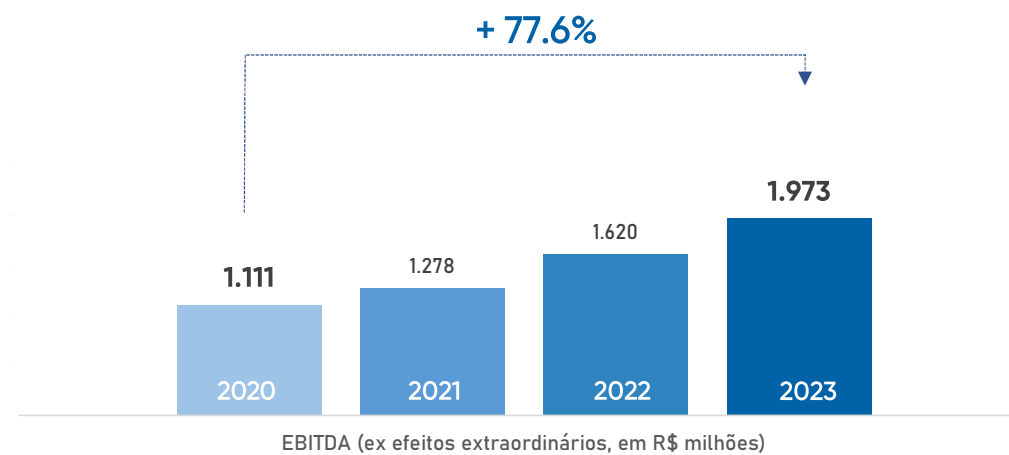
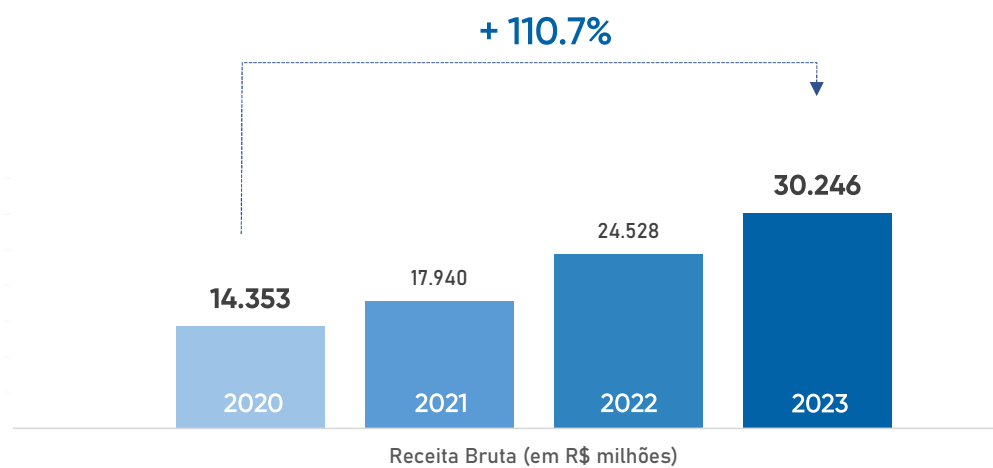
Ex extraordinary effects

**BRL 1.2 bn**

**+20.0%**  
vs 2022

Ex extraordinary effects

## REVENUE / EBITDA EVOLUTION POST IPO





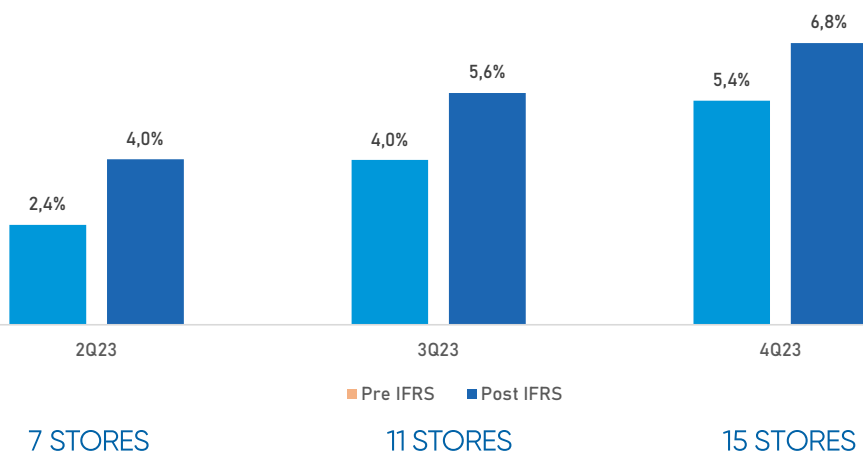
Sandro Oliveira

# NORTHEAST EXPANSION



## NORTHEAST EXPANSION PERFORMANCE

Margin EBITDA evolution in the Northeast Branch

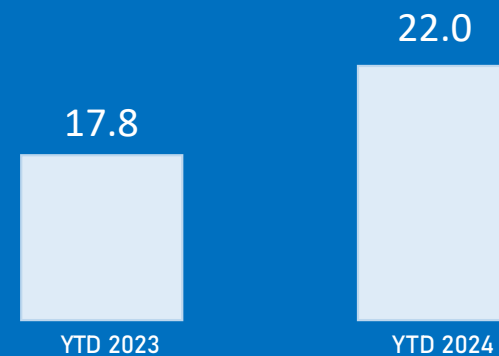


- STORES OPERATING FOR MORE THAN 13 MONTHS (STORES IN CE, PB, PE, AL, SE E BA)
- INCLUDING ADMINISTRATIVE EXPENSES

4Q2023 RESULTS

+4.2 p.p. Share NE

Market Share Evolution- Grupo Mateus RETAIL + CC NE



Source: Nielsen

## INOVATION IN THE **CASH AND CARRY** MODEL

CASA CAIADA STORE | OLINDA-PE

- DINING SPACE 140 SEATS
- MEAT EMPORIUM
- WINE HOUSE
- COLD CUTS EMPORIUM
- FRESH FISH MARKET + SERVICES
- BOULANGERIE

+ 1,200m<sup>2</sup>

22% SALES AREA





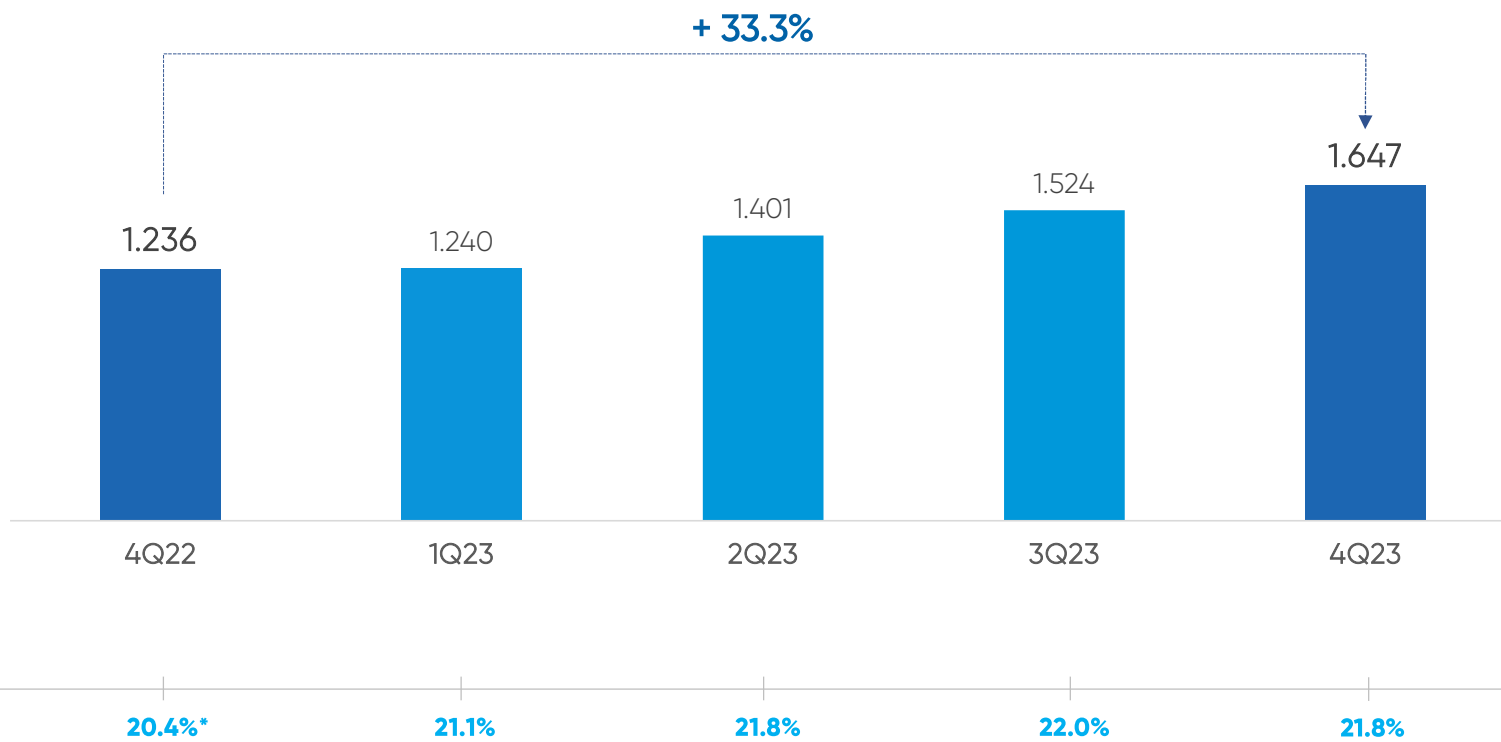
Tulio Queiroz

# FINANCIAL RESULTS



# GROSS PROFIT AND GROSS MARGIN

GROSS MARGIN ROSE 1.4 P.P. COMPARED TO 4Q22



GROSS  
MARGIN

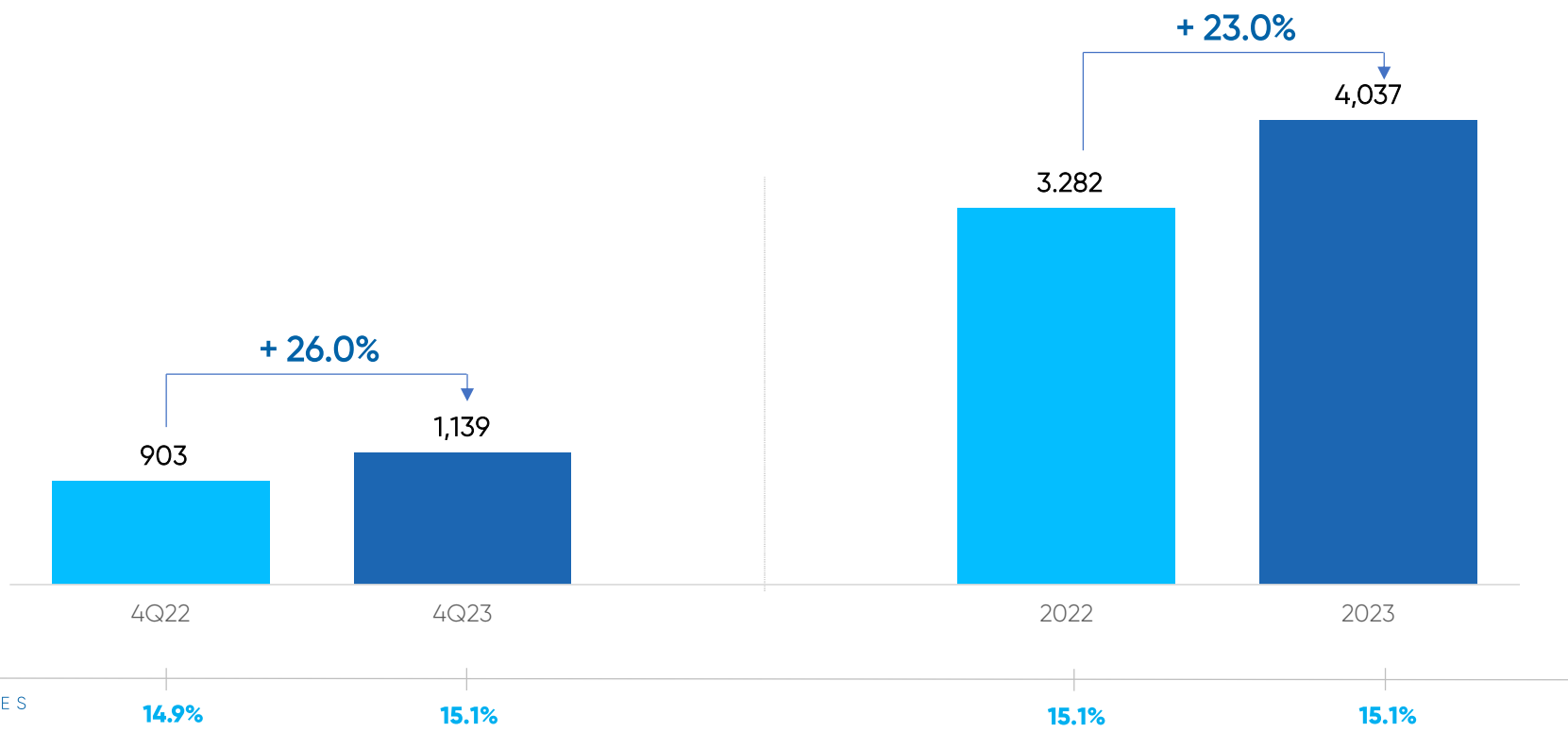
■ BRL MN

\* Ex extraordinary effects

4Q2023 RESULTS

# OPERATING EXPENSES

EXPENSES LEVEL FLAT YoY



TOTAL EXPENSES / NET REVENUE

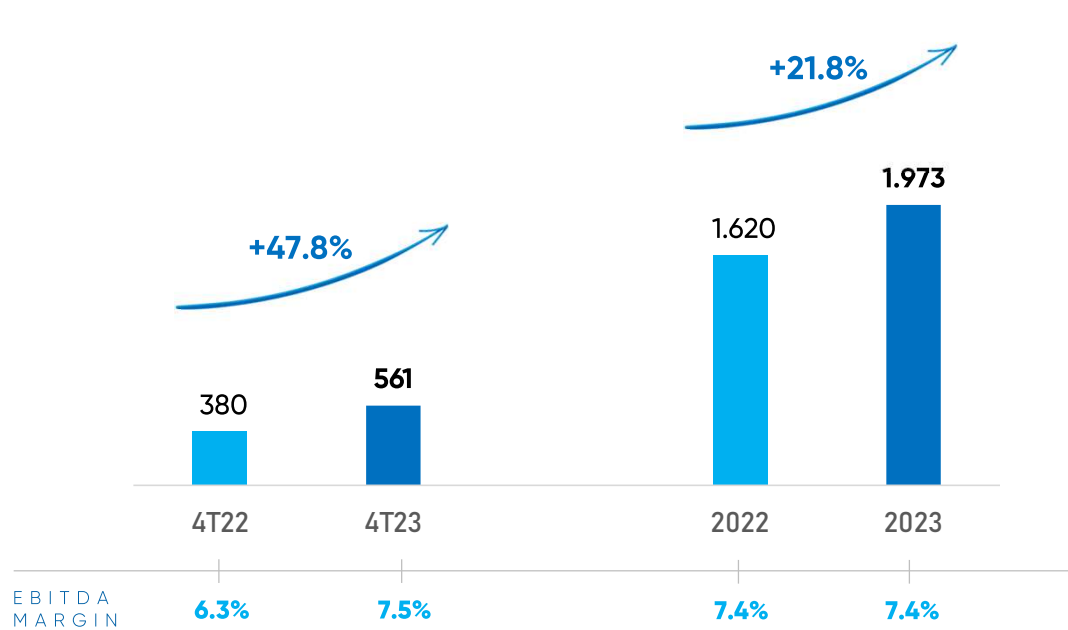
■ BRL MM

## OTHER REVENUES

In BRL thousands	4Q23	4Q22	Var.(%)	2023	2022	Var.(%)
<b>Operating revenues negotiated with suppliers</b>	<b>45,057</b>	<b>23,164</b>	<b>94.5%</b>	<b>171,281</b>	<b>76,064</b>	<b>125.2%</b>
Additional operating revenues and expenses	7,695	13,559	-43.2%	25,161	12,977	93.9%
Recurring total	52,752	36,723	43.6%	196,442	89,041	120.6%
Tax gain and extraordinary effects	45,371	88,445	-48.7%	63,397	88,445	-28.3%
<b>Total</b>	<b>98,122</b>	<b>125,167</b>	<b>-21.6%</b>	<b>259,838</b>	<b>177,485</b>	<b>46.4%</b>

# EBITDA

STRONG GROWTH IN THE QUARTER

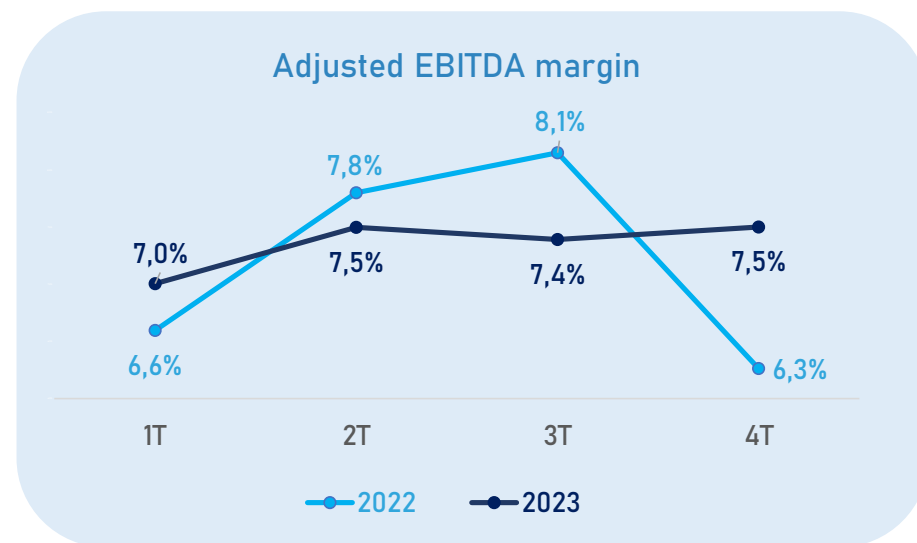


EBITDA MARGIN

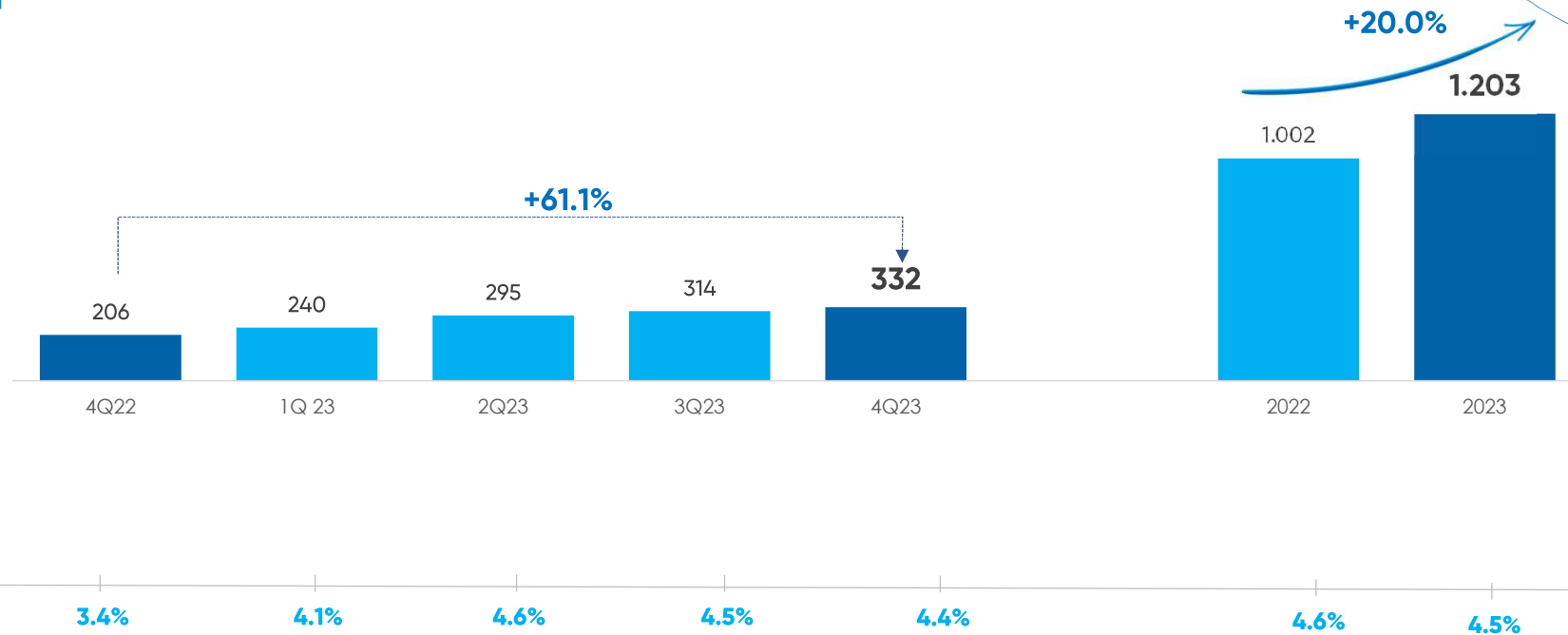
■ BRL MN

\* Ex extraordinary effects

4Q2023 RESULTS



# NET PROFIT



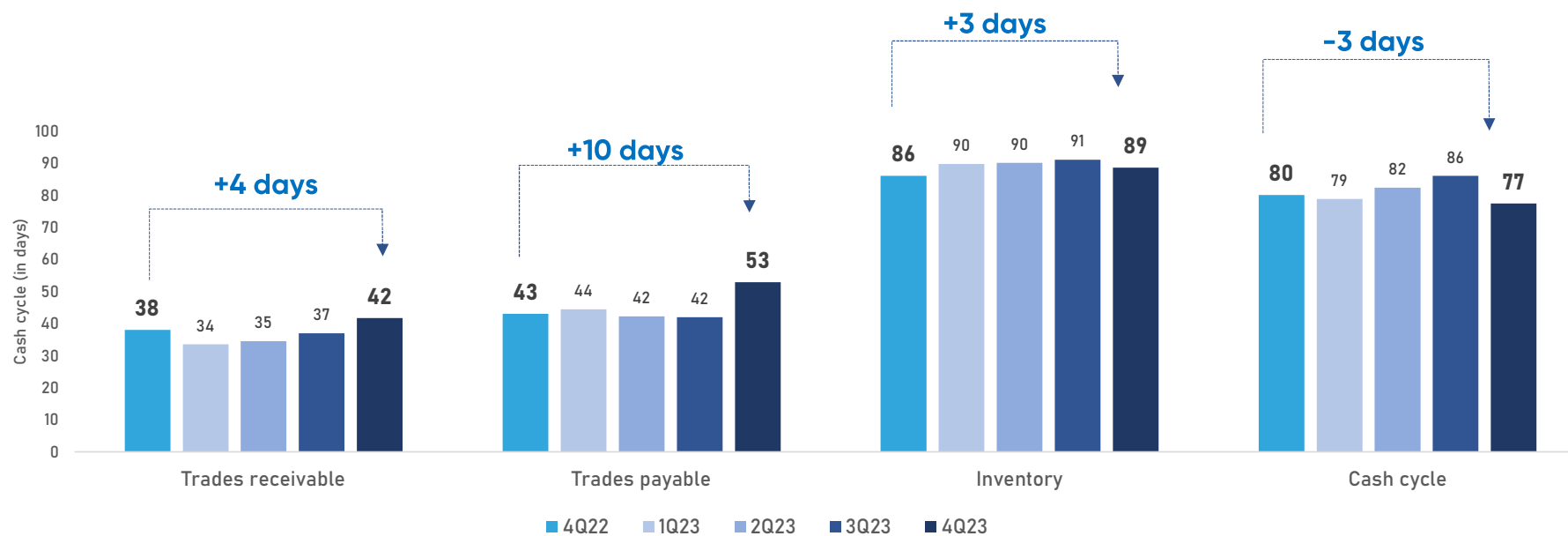
■ BRL MN

\* Ex extraordinary effects

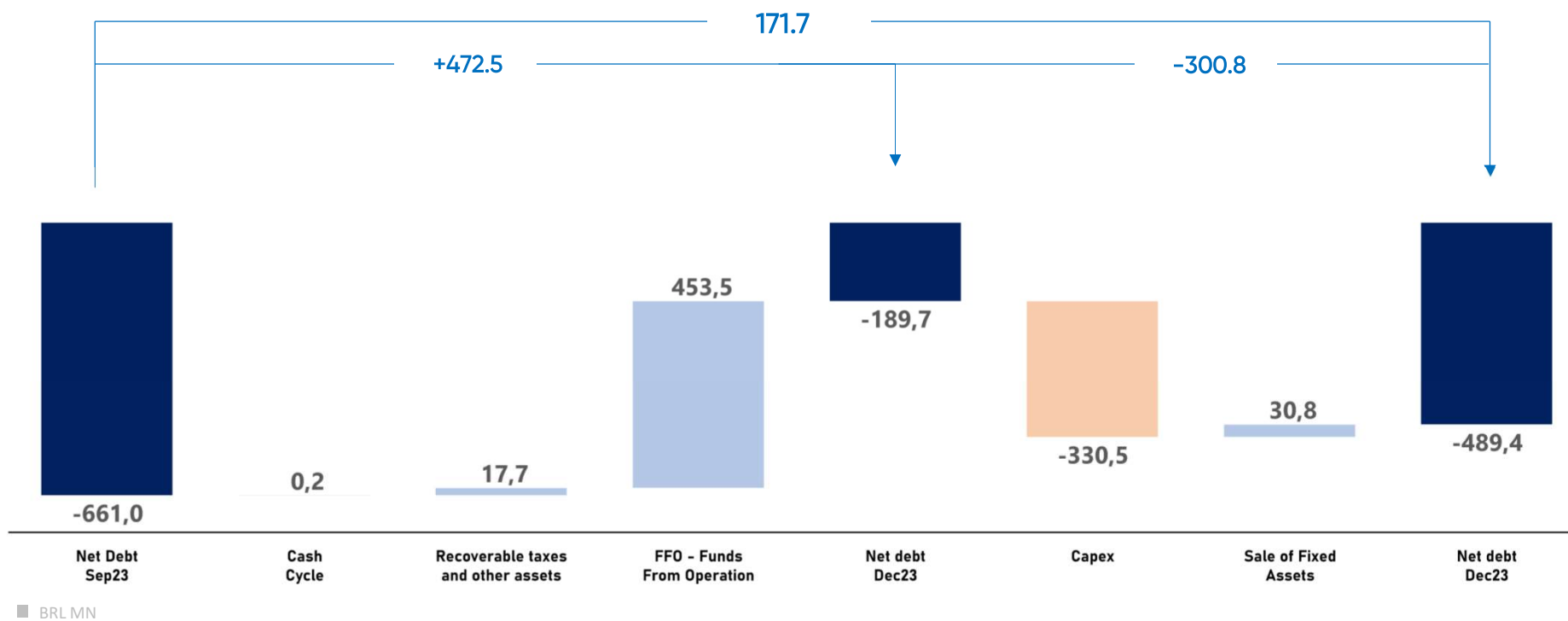
Extraordinary effects on Net Profit	4Q23	4Q22	Var %	2023	2022	Var %
<b>Net Profit</b>	<b>388,117</b>	<b>310,591</b>	<b>25.0%</b>	<b>1,234,638</b>	<b>1,064,795</b>	<b>16.0%</b>
Tax gain and extraordinary effects (EBITDA)	(45,371)	(130,542)	-65.2%	(63,397)	(74,837)	-15.3%
PiS/Cofins / Accelerated Depreciation 9M23	(31,701)	-	100.0%	-	-	100.0%
Tax income and social contribution previous years	20,935	12,096	73.1%	31,546	11,960	163.8%
Interest on loans 9M22	-	13,978	-100.0%	-	-	100.0%
<b>Total extraordinary effects</b>	<b>(56,137)</b>	<b>(104,468)</b>	<b>-46.3%</b>	<b>(31,851)</b>	<b>(62,877)</b>	<b>-49.1%</b>
<b>Net profit ex extraordinary effects</b>	<b>331,980</b>	<b>206,123</b>	<b>61.1%</b>	<b>1,202,787</b>	<b>1,001,918</b>	<b>20.0%</b>

## WORKING CAPITAL

STABLE CYCLE WITH SIGNIFICANT IMPROVEMENT ON TRADES PAYABLE

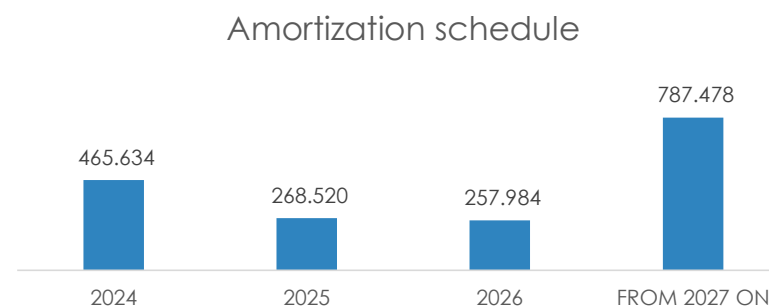
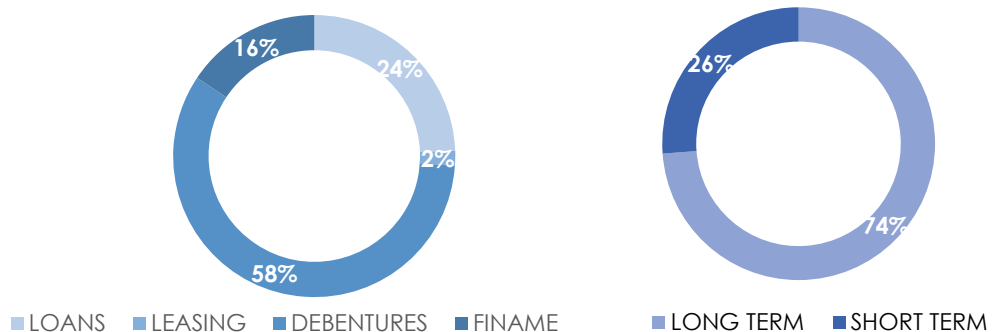


# CASH CONSUMPTION



## NET DEBT

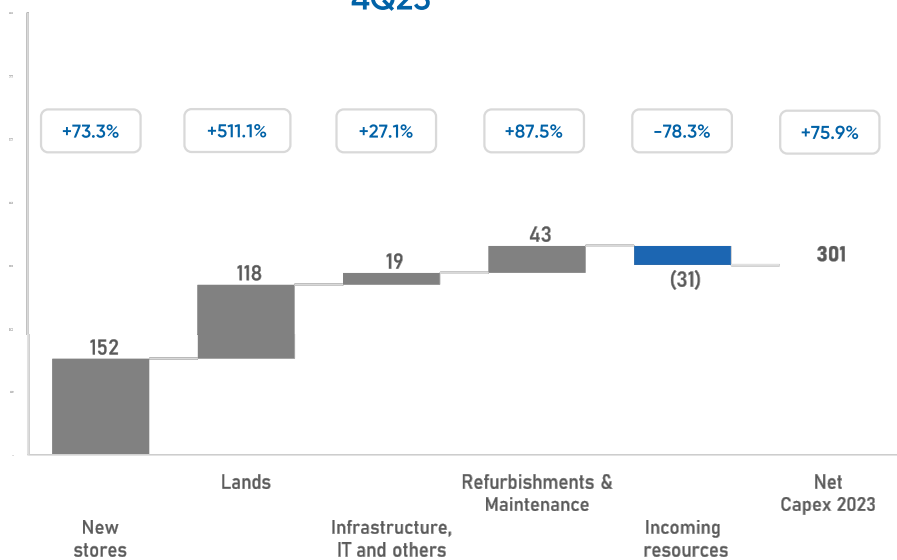
Net Debt (in BRL million)	Dec/23	Dec/22
Gross debt	(1,779,383)	(1,831,053)
Cash and cash equivalentes	1,289,138	1,795,647
Financial Investments	882	1,508
<b>Net Debt</b>	<b>(489,363)</b>	<b>(33,898)</b>
<b>Net Debt/Adjusted EBITDA *</b>	<b>0.3X</b>	<b>0.0X</b>



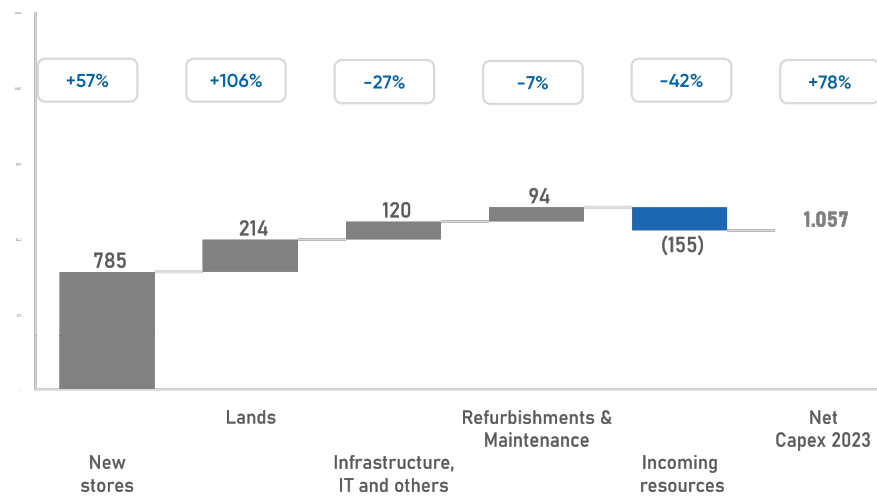
\* LTM Adjusted EBITDA

# CAPEX

## 4Q23



## 2023



■ R\$ MM

# Q&A





4Q 2023 RESULTS