

EARNINGS RELEASE

3Q23

JUST
DO
IT



FISIA

DISTRIBUIDORA
OFICIAL
NO BRASIL



GRUPO SBF

FISIA

DISTRIBUIDORA
OFICIAL
NO BRASIL



NIKE.COM.BR



AGENDA

- > THIRD QUARTER KEY MESSAGES
- > 3Q23 RESULTS
- > Q&A

CENTAURO

FISIA

fit
dance

NWB

ONEFAN

X3m

GRUPO

SBF

NET REVENUE

R\$ 1.8 bn
(3Q23)

+22.0%
vs 3Q22

EBITDA (ex-IFRS | adjusted)

R\$ 169.4 mm
(3Q23)

+74.2%
vs 3Q22

NET PROFIT (ex-IFRS | adjusted)

R\$ 70.5 mm
(3Q23)

+52.5%
vs 3Q22

DILUTION OF EXPENSES (ex-IFRS | adjusted)

- 4.4 p.p.
(vs 3Q22)

- 4.6 p.p.
(vs 2Q23)

CENTAURO | FOCUS ON PROFITABILITY AND MULTICHANNEL PLATFORM DEVELOPMENT

- Expenses Reduction
- Profitability of the Digital Chanel

SG&A/Net Revenue

-4.4p.p.
vs 2Q23

SHARE OF SALES CLICK & COLLECT

+8 p.p.

september/23 X january/23



FISIA | DTC EXPANSION AND START OF WHOLESALE RECOVERY

FISIA

GROSS REVENUE FISIA

+42.5%

vs 3Q22

SSS NVS

+19.9%

vs 3Q22

GMV DIGITAL

+58.3%

vs 3Q22

GROSS REVENUE WHOLESALE

+15.9%

vs 2Q23



43 STORES

(in 3Q23)

+19 STORES

(opened in the last 12 months)



NEW DISTRIBUTION CENTER FISIA

37k sqm
580 employees
60k itens per day

OPERATING CASH
FLOW

R\$ 115 mm
3Q23

-R\$ 70 mm
2Q23

LEVERAGE
REDUCTION

2.98x
3Q23

3.35x
2Q23

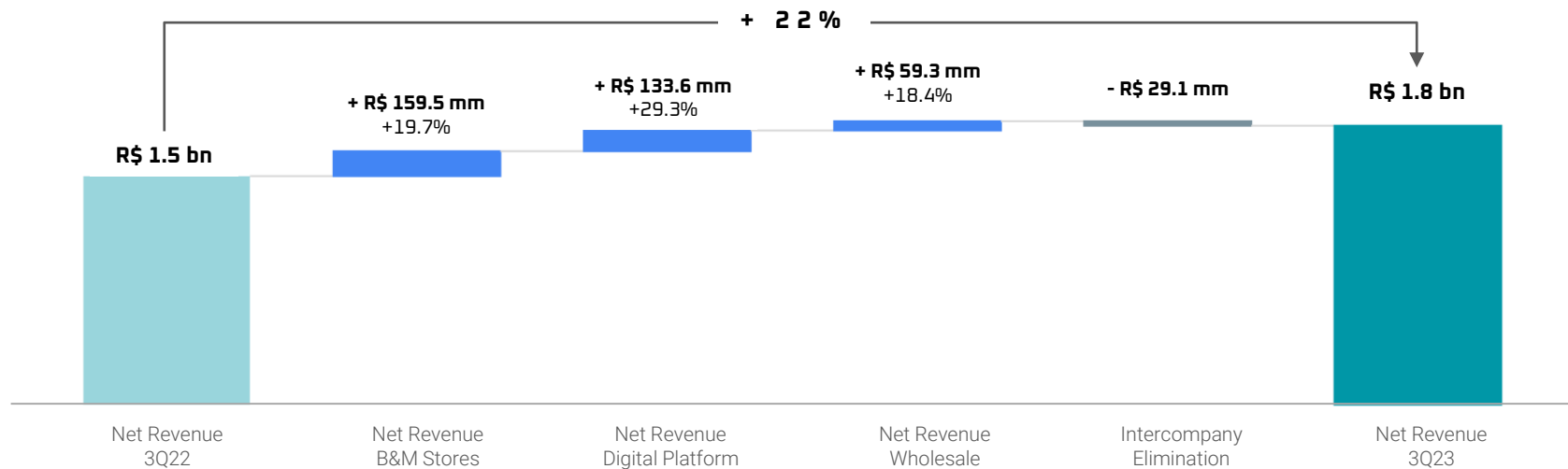
INVENTORY
REDUCTION

-R\$ 121 mm
3Q23 X 2Q23

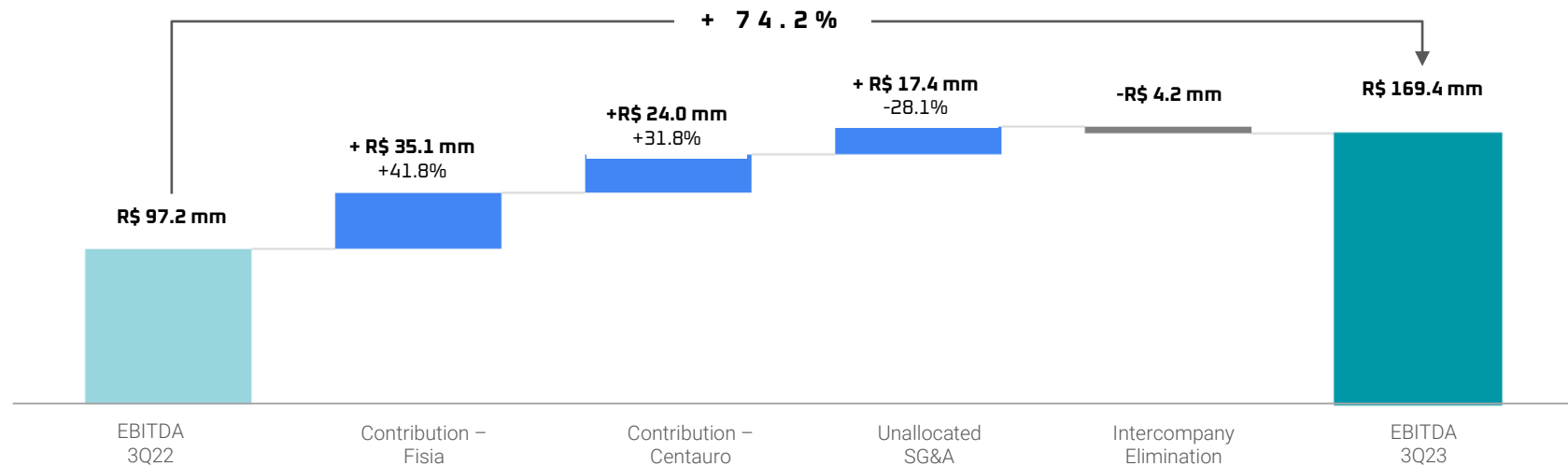
RESULTS

3Q23

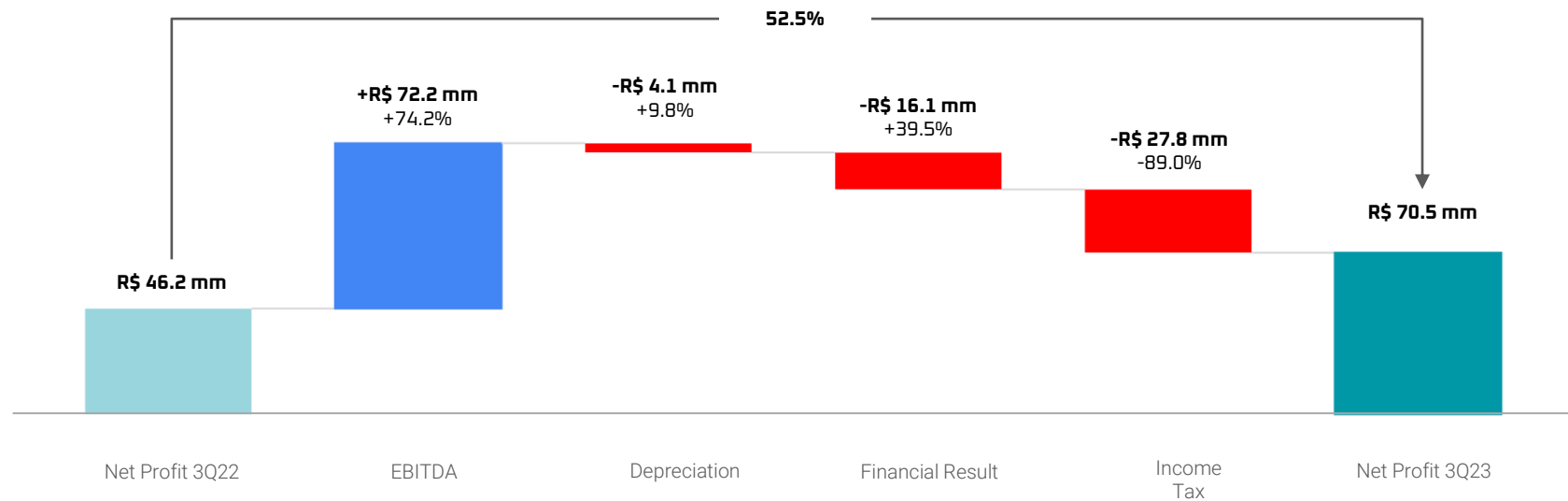
NET REVENUE



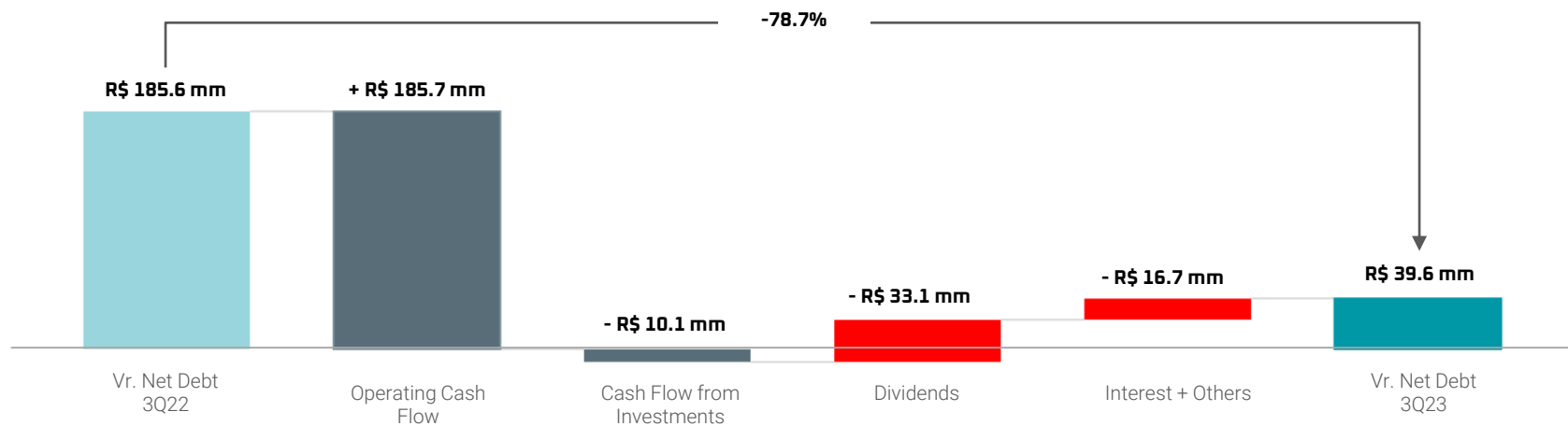
EBITDA



NET PROFIT

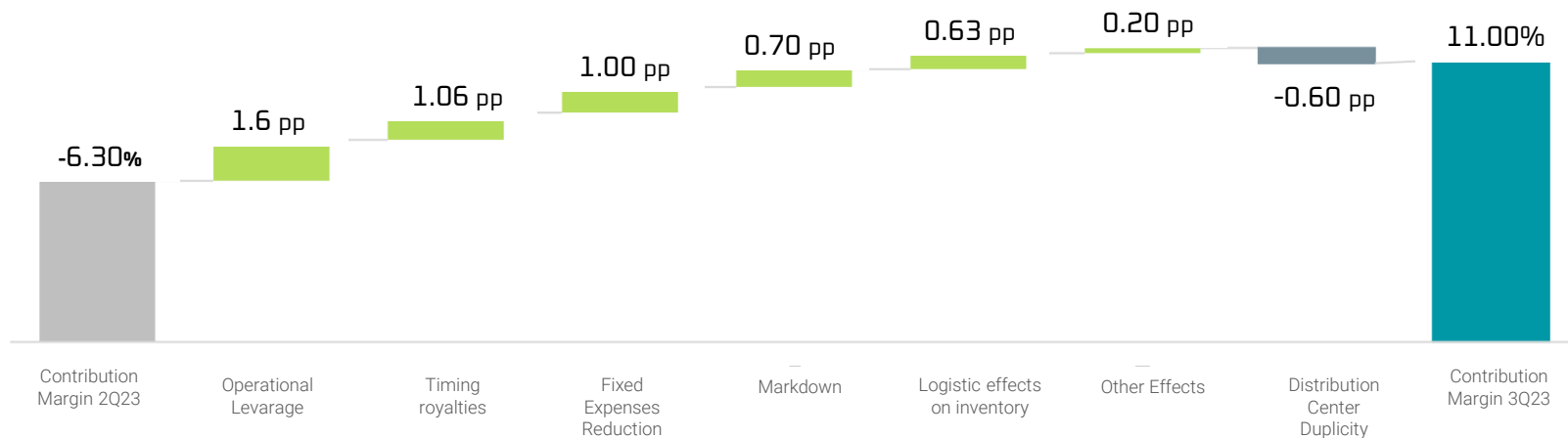


CASH GENERATION - 3Q23 X 3Q22



P&L FISIA

Contribution Margin 3Q23 X 2Q23



Q & A

GRUPO SBF



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Disclaimer

The forward looking statements contained herein relating to the Company's business prospects, projections, results, and growth potential constitute mere estimates based on management's expectations with regard to the Company's future. These expectations highly rely on changes in the markets and on the performance of Brazil's economy, the sector, and the International market, therefore, subject to changes.

SMLL B3 | ICON B3 | IGC B3 | IGC-NM B3 | IGCT B3 | ITAG B3 | IBRA B3 | IGPTWB3

ANNEXES

P&L CONSOLIDATED

Release

Adjusted | R\$ thousand

Grupo SBF	3Q23
Gross Revenue	2,219
Gross Revenue - CENTAURO	1,106
Gross Revenue - FISIA	1,325
(+) Intercompany elimination	-212
Net Revenue	1,793
Net Revenue - CENTAURO	883
Net Revenue - FISIA	1,058
(+) Intercompany elimination	-147
Gross Profit	832
Gross Profit - CENTAURO	416
Gross Profit - FISIA	442
(+) Intercompany elimination	-26
SG&A	-662
(+) Intercompany elimination	21
EBITDA ex IFRS	169

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Gross Profit - FISIA	442
(+) Eliminação Intercompany	-26
SG&A	-662
SG&A Fixed - Centauro	-218
SG&A Variable - Centauro	-98
SG&A Fixed - Fisia	-92
SG&A Variable - Fisia	-231
SG&A - Unallocated	-44
(+) Eliminação Intercompany	21
EBITDA ex IFRS	169

P&L CENTAURO

3Q23 X 3Q22

Adjusted | R\$ thousand

Centauro	3Q23	3Q22	Δ%
Gross Revenue	1,106.2	1,089.0	▲ 1.6%
Net Revenue	882.7	868.7	▲ 1.6%
Gross Profit	415.7	406.8	▲ 2.2%
SG&A	-316.4	-331.4	▲ 4.5%
SG&A Fixed	-218.0	-220.7	▲ 1.2%
SG&A Variable	-98.4	-110.8	▲ 11.2%
Contribution ex. IFRS ⁴	99.3	75.4	▲ 31.8%
Gross Margin	47.1%	46.8%	▲ 0.3p.p.
SG&A/Net Revenue	-35.8%	-38.2%	▲ 2.3p.p.
SG&A Fixed/Net revenue	-24.7%	-25.4%	▲ 0.7p.p.
SG&A Variable/Net revenue	-11.1%	-12.7%	▲ 1.6p.p.
Contribution margin % ex IFRS	11.3%	8.7%	▲ 2.6p.p.

3Q23 X 2Q23

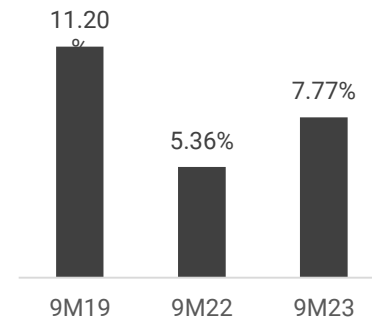
Adjusted | R\$ thousand

Centauro	3Q23	2Q23	Δ%
Gross Revenue	1,106.2	1,001.0	▲ 10.5%
Net Revenue	882.7	802.9	▲ 9.9%
Gross Profit	415.7	410.9	▲ 1.2%
SG&A	-316.4	-323.4	▲ 2.2%
SG&A Fixed	-218.0	-225.3	▲ 3.2%
SG&A Variable	-98.4	-98.1	▼ 0.3p.
Contribution ex. IFRS ⁴	99.3	87.6	▲ 13.4%
Gross Margin	47.1%	51.2%	▼ 4.1p.p.
SG&A/Net Revenue	-35.8%	-40.3%	▲ 4.4p.p.
SG&A Fixed/Net revenue	-24.7%	-28.1%	▲ 3.4p.p.
SG&A Variable/Net revenue	-11.1%	-12.2%	▲ 1.1p.p.
Contribution margin % ex IFRS	11.3%	10.9%	▲ 0.3p.p.

9M23 X 9M19

Adjusted | R\$ thousand

CONTRIBUTION MARGIN



* Values for 2022 and 2023 adjusted to a detailed basis of 2019

P&L FISIA

3Q23 X 3Q22

Adjusted | R\$ thousand

Fisia	3Q23	3Q22	Δ%
Gross Revenue	1,324.6	929.4	▲42.5%
Net Revenue	1,057.7	719.2	▲47.1%
Gross Profit	441.9	310.1	▲42.5%
SG&A	-322.8	-226.2	▼42.7%
SG&A Fixed	-92.3	-83.5	▼10.5%
SG&A Variable	-230.5	-142.6	▼61.6%
Contribution ex. IFRS ⁴	119.1	84.0	▲41.8%
Gross Margin	41.8%	43.1%	▼1.3p.p.
SG&A/Net Revenue	-30.5%	-31.4%	▲0.9p.p.
SG&A Fixed/Net revenue	-8.7%	-11.6%	▲2.9p.p.
SG&A Variable/Net revenue	-21.8%	-19.8%	▼2.0p.p.
Contribution margin % ex IFRS	11.3%	11.7%	▼0.4p.p.

3Q23 X 2Q23

adjusted | R\$ thousand

Fisia	3Q23	2Q23	Δ%
Gross Revenue	1,324.6	1,151.3	▲15.1%
Net Revenue	1,057.7	906.0	▲16.7%
Gross Profit	441.9	374.3	▲18.1%
SG&A	-322.8	-317.4	▼1.7%
SG&A Fixed	-92.3	-103.3	▲10.7%
SG&A Variable	-230.5	-214.1	▼7.7%
Contribution ex. IFRS ⁴	119.1	56.9	▲109.2%
Gross Margin	41.8%	41.3%	▲0.5p.p.
SG&A/Net Revenue	-30.5%	-35.0%	▲4.5p.p.
SG&A Fixed/Net revenue	-8.7%	-11.4%	▲2.7p.p.
SG&A Variable/Net revenue	-21.8%	-23.6%	▲1.8p.p.
Contribution margin % ex IFRS	11.3%	6.3%	▲5.0p.p.