

GRUPO
Petz
1Q25
Results

Petz

CENTRO VETERINÁRIO
seres

**BANHO
& TOSA**
Petz


Cão Cidadão


adotepetz


zee.dog

**CANSEI
DE SER
GATO**

petix.
o melhor para seu pet

**ATACADO
PET**



Agenda

1Q25 Results Videoconference

1 Message from the Management and Strategic Initiatives

2 Financial Results

3 Q&A



1

Message from the Management

@ Sergio Zimerman
Founder and CEO



1Q25 Highlights

+9.0% y/y

Growth of
B2C sales
(inflation ~0% y/y)

+6.0%

Same Store Sales (SSS)

+10.8% in the volume
of items sold

Gross Margin of 38.9%
(stable y/y)

Gross Profit of R\$ 392.0 mm
(+7.7% y/y)

**Adjusted EBITDA of
R\$ 56.0 mm**

Adjusted EBITDA
Margin of 5.6%

**+31% in
Private Label**


reaching an 11.3% share in
total sales (+1.8 p.p. y/y)

+554k subscribers

growth of +19% y/y,
representing 29% of
total revenue

Quarter highlights demonstrate a consistent growth rate


Increase in **volume**
(+10.8%), **coupons** (+7.9%)
and **items per basket** (+2.6%) 

Launch of the “**Seres Saúde**”:
the health plan for
your pet to
live longer 

Private Label Accessories:
Toys doubled their
participation, strengthened by
the launch of over 200 SKUs
– in addition to beds that
tripled their representation

Balance in growth between
Physical (+10.2%) and
Digital (+8.0%) 
channels

+5% y/y of active customers
(who made at least one
purchase in 6 months) in the
Digital channel

**Significant growth in the
spending behavior** of
Clubz customers after
signing up for our
benefits club 



Private Label on the spotlight

Petz brand products continue to be an important driver of growth and loyalty in 1Q25



ROBUST REVENUE GROWTH

+31% (y/y)
in 1Q25

Launch of over 200 SKUs in Toys category, reinforcing our commitment to offering products with **quality**, **competitive prices**, and **unique design**



SHARE IN TOTAL REVENUE

~11.3%
in 1Q25
(+1.8 p.p. y/y)

Selections Dry Food continues to be highly accepted, confirming the brand's strength and strong bond with pet tutors



CLUBZ

Petz's benefits club



Significant growth in the spending behavior of customers after signing up for Clubz

LEVELS



SILVER



GOLD



DIAMOND

ANNUAL PRICE

12x
R\$6.90

12x
R\$12.90

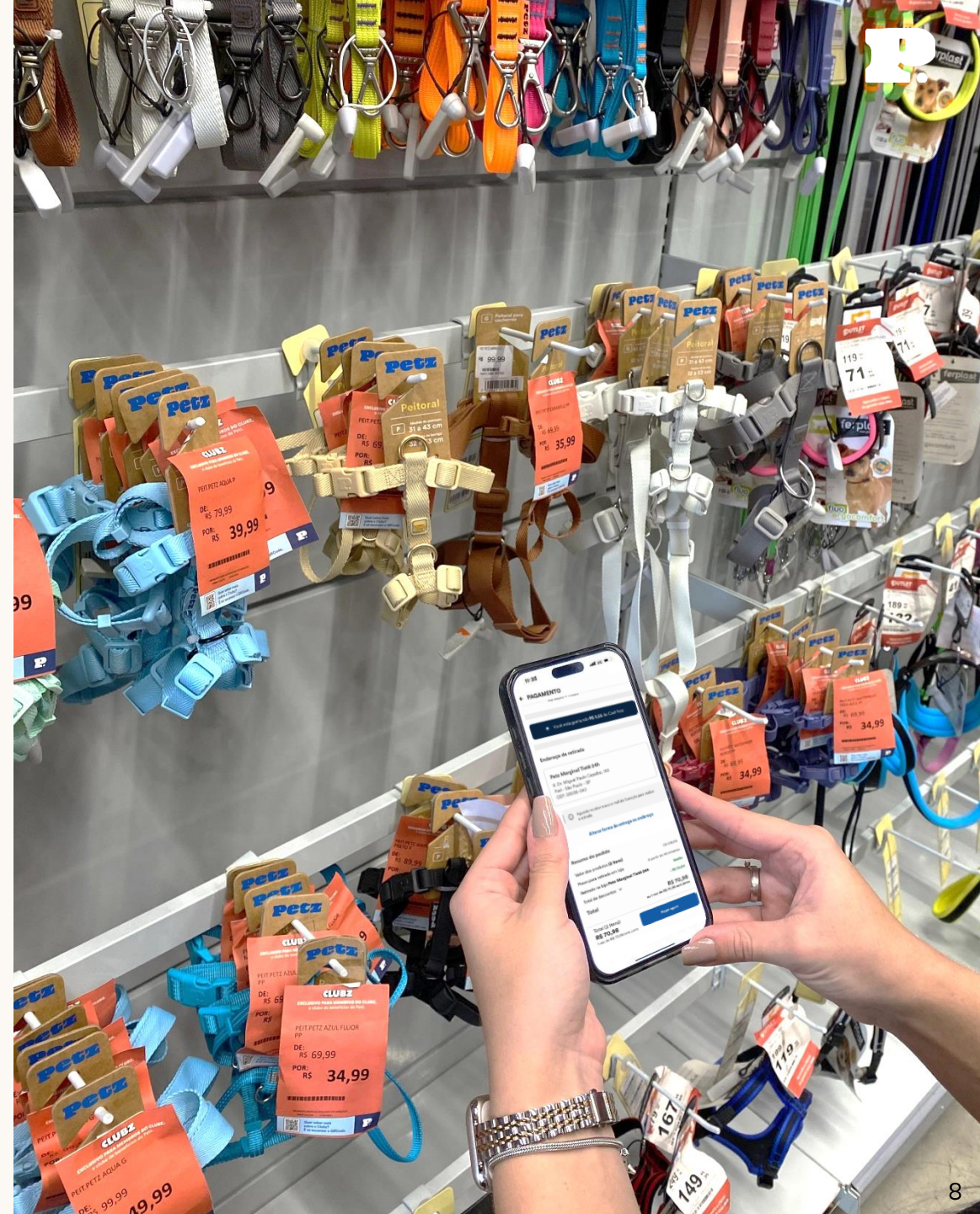
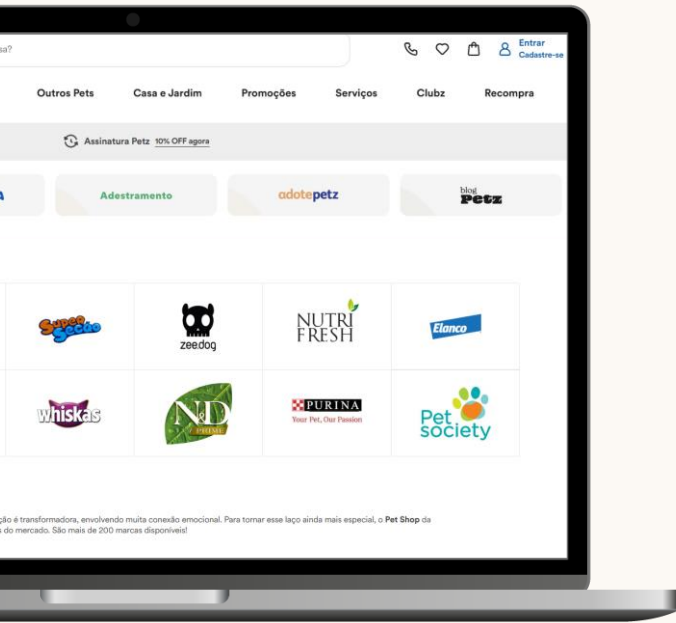
12x
R\$24.90

Omnichannel and Subscription

The digital channel and omnichannel strategy are fundamental pillars, offering a high level of service and convenience to the customer, as a **competitive differentiator** of our strategy

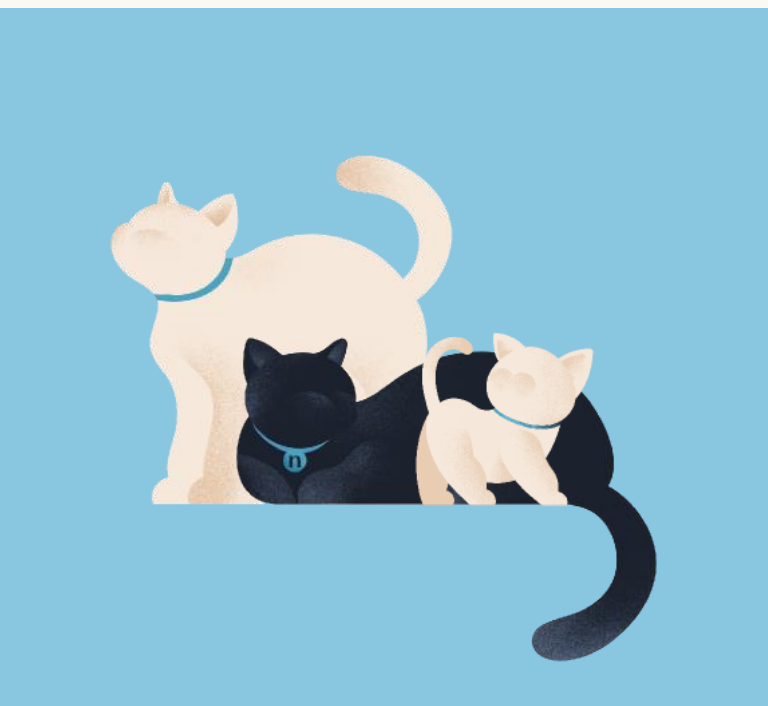
Omnichannel customers **consumes 2.5 times more** than customers who use only a single channel

Subscribers customers **consumes 60% more** than the non-subscriber

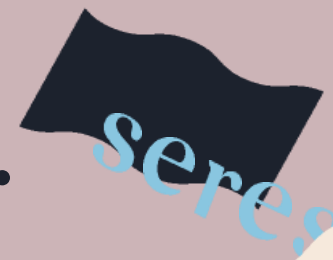




seres
saúde



The health plan
for your pet
to live longer.



Launch of “Seres Saúde”:

A pet program focused on prevention and well-being, **offering preventive care packages and a health plan**, covering all stages of life, not just during times of illness.





Prevention Packages

It covers essential services for preventive health.

Dogs & Cats

Essential

Clubz Silver

Effective and
simple care

All life
stages

12x
R\$49.90



Full

Clubz Gold

Advanced protection
for your pet

All life
stages

12x
R\$79.90



Health Plans

Comprehensive and personalized coverage for each stage of the pet's life.

Dogs

Clubz Diamond

Puppy

12x
R\$219.90



Healthy adult

12x
R\$269.90



Special adult

12x
R\$299.90



Senior

12x
R\$309.90



Cats

Clubz Diamond

Puppy

12x
R\$199.90



Healthy adult

12x
R\$239.90



Special adult

12x
R\$269.90



Senior

12x
R\$289.90



Update on the Merger Agreement

Petz + Cobasi

CADE

- **Ongoing process**

Both parties remain cooperative with CADE and are monitoring the situation in further clarification is needed

- **Third party admitted**

Participation accepted by CADE in April/2025

- **Confidence in CADE’s approval and technical review**

The merger does not raise competition concerns – the transaction will benefit pet owners and their pets with even more competitive prices

- **Approximately ~10% market share**

The pet market has strong, competitive players and a wide range of strategic approaches

Integration Planning

Workstream		Updates
1	Master Plan	Mapping of relevant company processes
2	Value Creation	Refinement and validation of the synergies identified in the due diligence
3	Technology	Definition of system architecture, load testing, and implementation roadmap



2

Financial Results

👤 Aline Penna
CFO, IR/ESG and New Businesses

Financial Highlights | 1Q25



Gross Revenue

R\$ 1.0 Bn
(+7.9% y/y)

- B2C¹ sales: **+9.0% y/y**
- Physical stores: **+10.2% y/y**
- Digital channel: **+8.0% y/y**
- Same Store Sales: **+6.0% y/y**
- Services: **+15.3% y/y**



Gross Profit

R\$ 392.0 mm
(+7.7% y/y)

Gross Margin of 38.9%
(stable y/y)

- Digital channel's gross margin showed **growth vs 1Q24**
- **Aligned** growth of both physical and digital channels
- Improved efficiency in product and category portfolio management, coupled with **increased penetration of private label brands**



Adjusted EBITDA

R\$ 56.0 mm
(-6.9% y/y)

Adjusted EBITDA Margin of 5,6%
(-0.9 p.p. y/y)

- Effect of **operational expenses**, with a 0.8 p.p. y/y pressure
- **One-time impact on G&A** due to increased occupancy in the Distribution Center
- **Reduction of -18.7% y/y** in Others Operating Expenses

¹ B2C (Business to Consumer) sales refer to sales made directly to the end consumer and include the Petz channels, Zee.Now, and Zee.Dog's e-commerce.

Stores performance

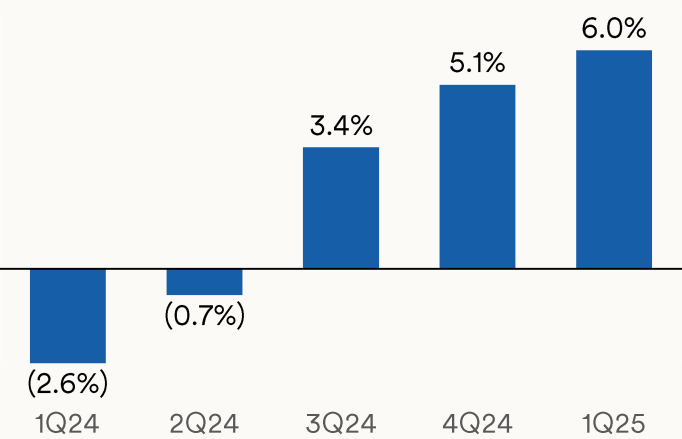
SSS
+6.0% y/y

221.6k sqm
of sales area

263 stores
in 24 states

49% of the stores are
less than 4 years old

Same Store Sales Growth¹
% Change, y/y



EBITDA “4-Wall” (Stores)
% of Petz Stores Gross Revenue

Safras	# Stores	EBITDA "4-Wall" (Mar/25)
Until 2020	130	15.5%
2021	37	15.1%
2022	49	12.7%
2023	30	11.9%
2024	16	1.1%

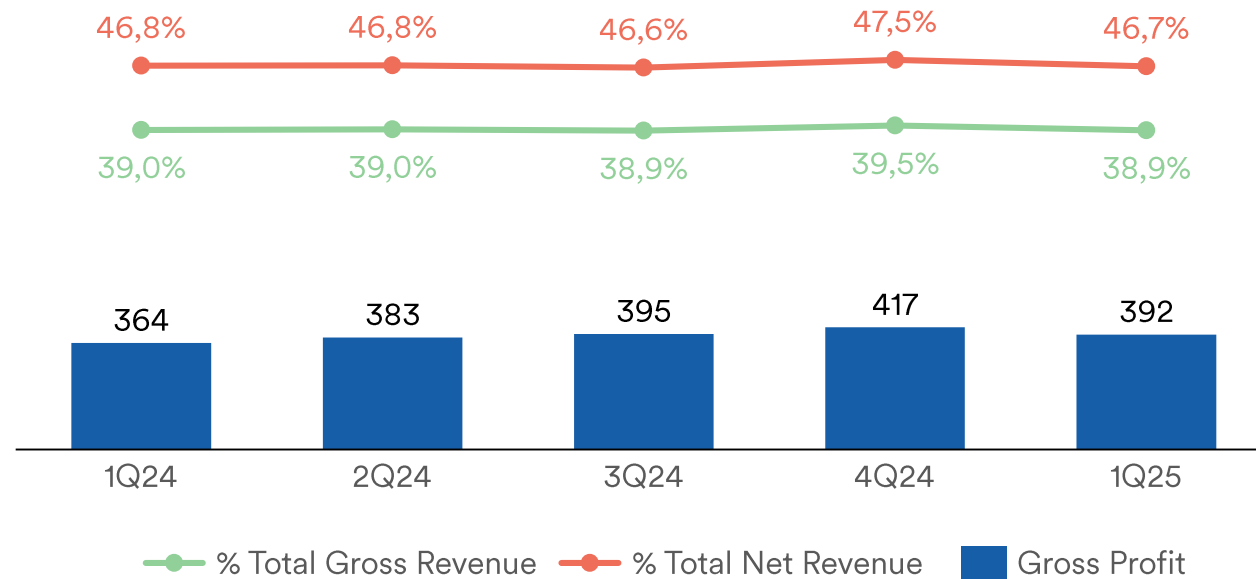
¹Starting from 3Q24, the methodology for calculating SSS now includes consolidated sales from Petz + Zee.Now. For better comparability, the figures for previous quarters have been updated to reflect Zee.Now sales in the comparison base.



Gross Margin

Gross Margin

R\$ million



Gross Margin stable y/y

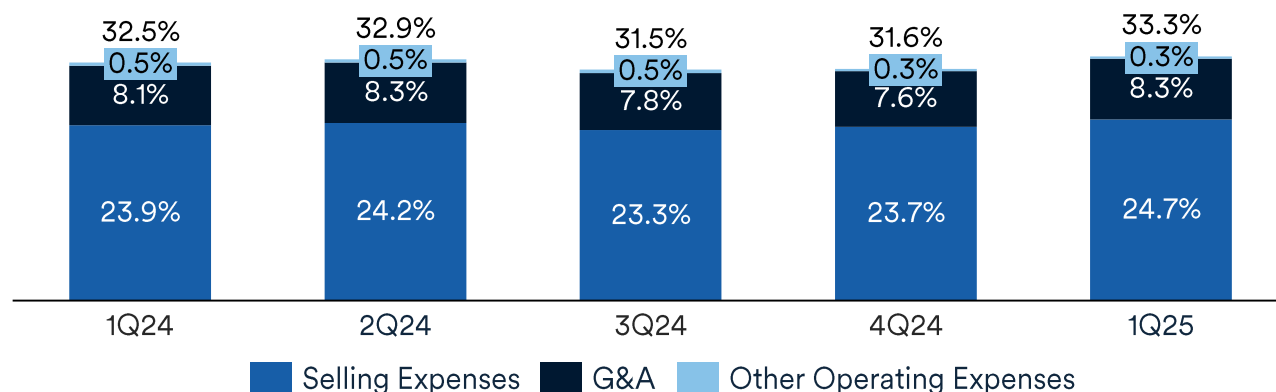
- Digital channel's gross margin showed growth vs 1Q24
- Aligned growth of both physical (+10.2%) and digital (+8.0%) channels
- Ongoing initiatives of more accurate pricing strategy, with a focus on cash margin
- Improved efficiency in product and category portfolio management, coupled with increased penetration of private label brands

Operational Expenses and Adjusted EBITDA



Operational Expenses

% of Grupo Petz's Gross Revenue



Selling Expenses: +11.4% y/y 24.7% of Gross Revenue (+0.8 p.p. y/y)

- Increase in the volume of items sold and shipped, which drove up shipping expenses
- Higher sales growth in the North and Northeast regions of Brazil (which are farther from our Distribution Centers)

General & Administrative Expenses: +9.9% y/y 8.3% of Gross Revenue (+0.2 p.p. y/y)

- Growth in the number of coupons and higher sales of more affordable products significantly increased the occupancy rate of our Distribution Center (DC)
- Temporary loss of operational efficiency, requiring the hiring of additional staff and inventory adjustments

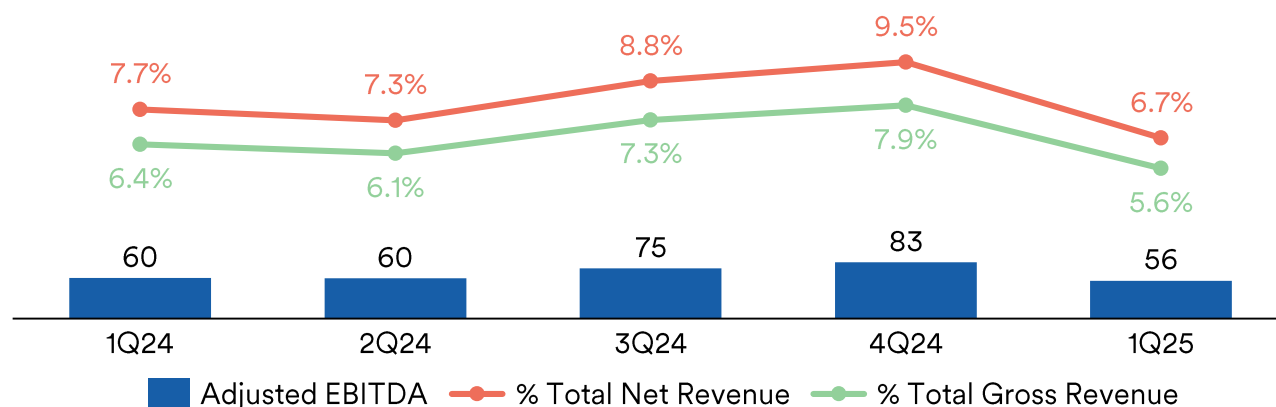
Other Expenses: -18.7% y/y 0.3% of Gross Revenue (stable y/y)

- Reduction in pre-operational expenses for store openings, given the decrease in the number of store openings compared to 1Q24

Adjusted EBITDA Margin: -0.9 p.p. y/y

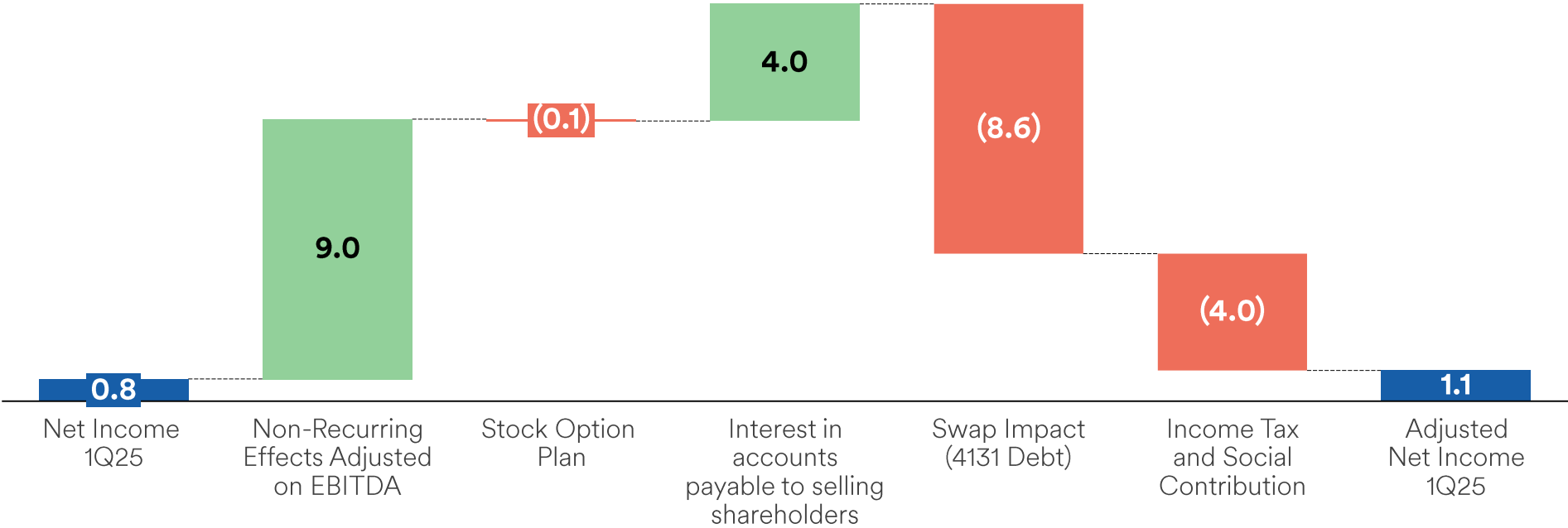
Adjusted EBITDA (IAS 17)

R\$ million



Adjustments on Net Income

R\$ million



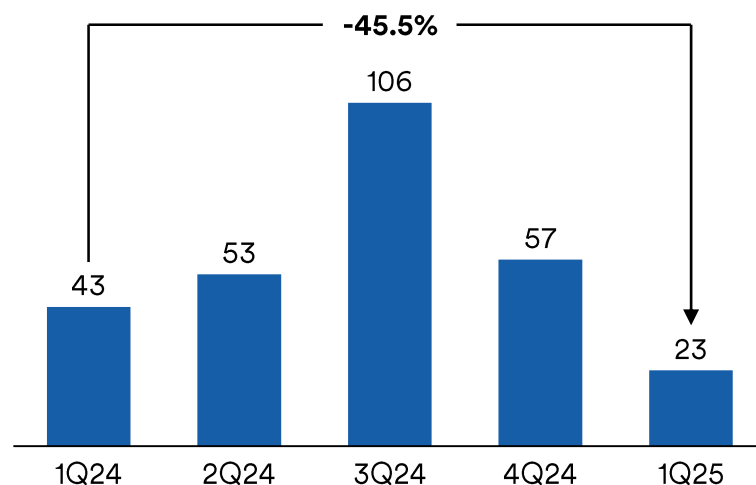
Adjustments made to net income included the exclusion of (i) non-recurring expenses, as explained in the Adjusted EBITDA section; (ii) the Stock Option plan line (non-cash) that is currently "out of the money"; and (iii) financial expenses/interest on amounts to be paid in the future to shareholders of the acquired companies (non-cash). It is important to mention that for the calculation of these adjustments, the exclusion of effects on income tax (IR) and social contribution (CS) is performed using a rate of 34%. The effective tax rate also considers the 34% effect on the earnings before tax (EBT) of the subsidiaries.

Cash flow, investments and debt



Operating Cash Flow

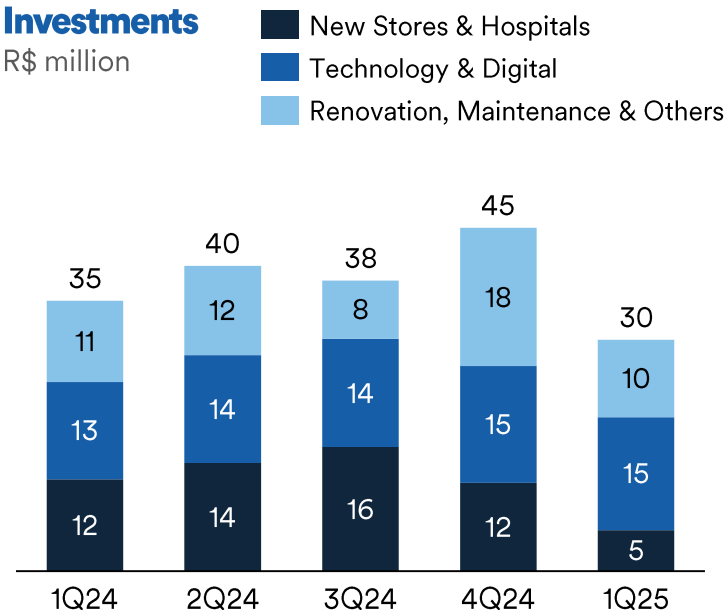
R\$ million



- **Operating Cash Flow of R\$23.3 million**, mainly driven by:
 - i) lower operating results and cash earnings
 - ii) changes in working capital, with an increase in inventory levels due to higher occupancy rates at the distribution center and the opening of a new warehouse adjacent to the distribution center in Embu das Artes/São Paulo

Investments

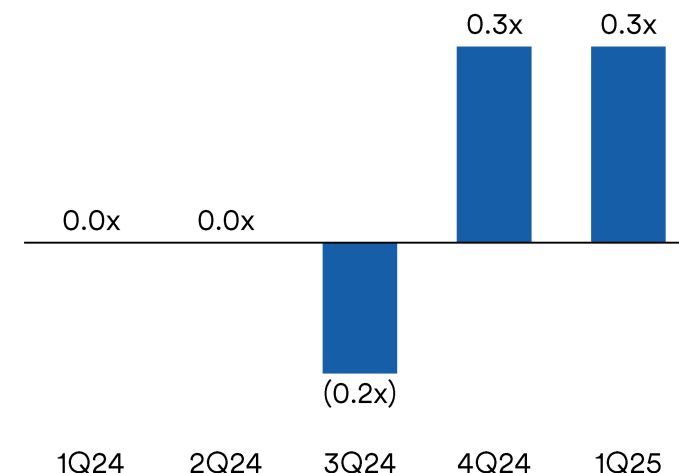
R\$ million



- **Reduction of -14.4% y/y** in Total Investments
- **Reduction of -55.4% y/y** of New Stores, reflecting the slowdown in the pace of expansion and the optimization of capex per store
- **Increase of +15.9% y/y** in Technology and Digital, reflecting investments in the health plan and the e-commerce journey, including improvements to the website and app, user experience enhancements, digital security, and performance monitoring of the online store

Leverage (IAS 17)

Net Debt (Cash)/Adjusted EBITDA (LTM)



- **Net Debt of R\$75.8 million**, representing 0.3x of Last Twelve Months (LTM) Adjusted EBITDA

Q&A

PT

- Para perguntar, clique em “Q&A” na parte inferior da tela;
- **Escreva seu nome, empresa e idioma;**
- Ao ser anunciado, uma solicitação para ativar o microfone aparecerá na tela. Você deve ativá-lo para fazer perguntas.

EN

- To ask questions, click on the “Q&A” icon at the bottom of the screen;
- **Write your name, company and language;**
- When announced, a request to activate the microphone will appear on the screen. You must activate it to ask questions.



**Aline Penna**

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Disclaimer

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This performance report includes both accounting and non-accounting data, such as operational, financial pro forma, and projections based on management's expectations. The non-accounting data have not been subject to review by the Company's independent auditors.