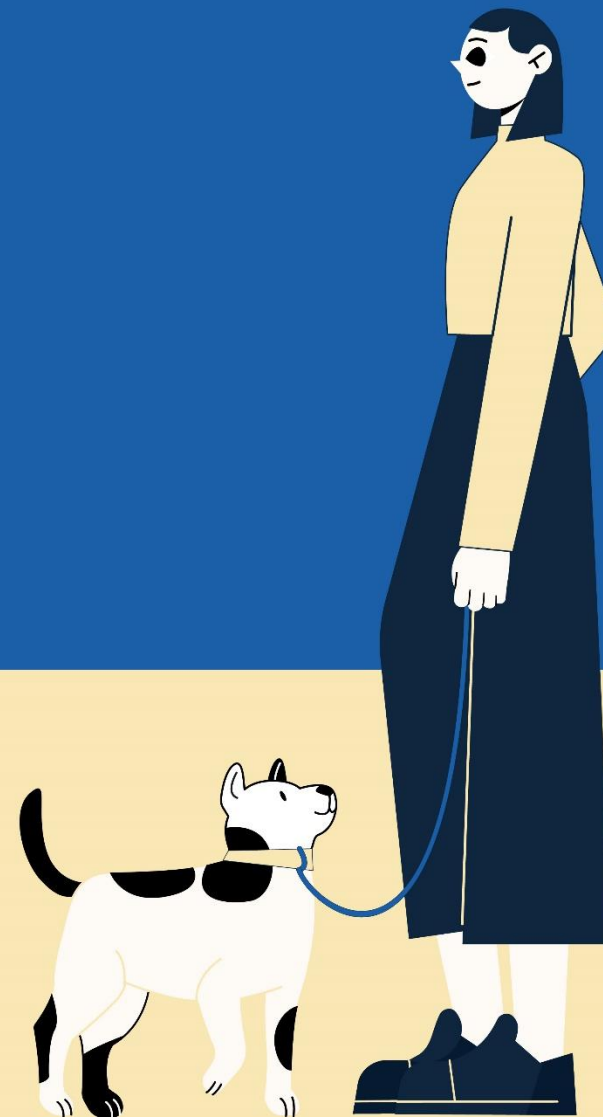


4Q22_Results

March 9th, 2023



Disclaimer

The statements contained in this document regarding outlooks for the business, forecasts of operations, financial results, and growth outlooks for Petz are mere projections. They are solely based on the expectations of management regarding the future of the business. These expectations substantially depend on market conditions, performance of Brazilian economy, the industry and international markets. Therefore expectations are subject to change without prior notice. All changes presented herein are calculated based on figures in thousands of reais, as well as rounded numbers.

This performance report includes accounting and non-accounting data, such as operational, pro-forma financial data, and forecasts based on management's expectations. Non-accounting data was not reviewed by the company's independent auditors.

4Q22 Results Video Conference Agenda

1

Message from
Management

2

4Q22
Results

3

Q&A

1 Message from Management

Sergio Zimmerman | Founder and CEO

2022 Highlights

Record in the pace of store expansion and Digital revenue, further consolidating leadership in the Pet segment in Brazil – despite the macro challenges

Main achievements

Store expansion



Achievement of the guidance of **50 openings**, a record in the Company's history and one of the largest area growth in Brazilian retail (+22% y/y)

Digital Sales



We reached **R\$1 billion** in revenue on the Digital channel for the 1st time, demonstrating the strength of the Petz brand and the Omnichannel platform

These achievements reinforce the resilience of our business, although we are not immune to macro adversities



Consolidation of leadership in the pet segment with 8.3% of market share (approx. +1 p.p. y/y)

Investments in 2022 +

Discipline in capital allocation and execution

2022 Macro challenges

Demand different than **expected**

Interest rates and **inflation** remained at high levels for longer

We continue with healthy profitability, which allowed us to achieve **robust growth**, without making structural adjustments to Petz's strategy

Petz store expansion

Achievement of the guidance of 50 openings, a record in the Company's history and one of the largest area growth in Brazilian retail

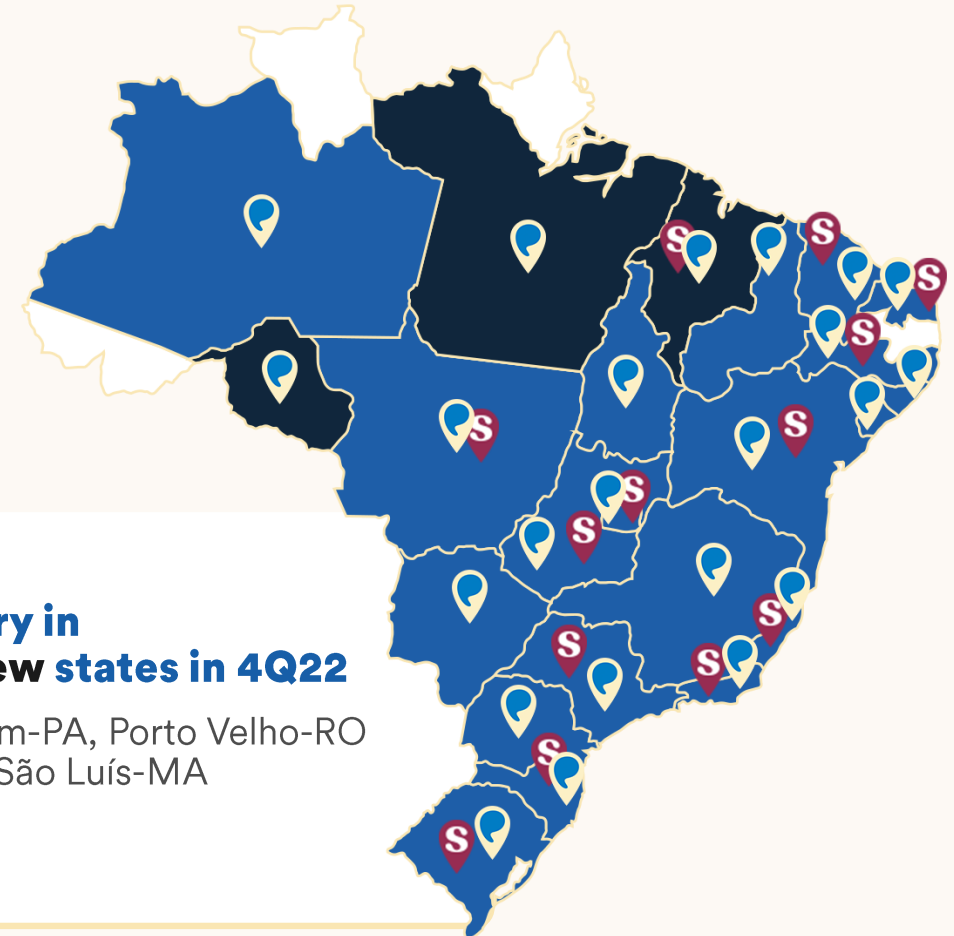
218 stores in 23 states
in all regions of Brazil

Quarterly record with 18 openings in 4Q22,
12 of which located outside the state of SP

For the 1st time in history, 50% of the stores
are located outside São Paulo

Growth of **30% y/y** in the store base

High **adherence** of actual returns earned vs.
forecast in internal viability dossiers



Digital Petz Standalone

We reached R\$1 billion in revenue on the Digital channel for the 1st time, demonstrating the strength of the Petz brand and the Omnichannel platform

+R\$1 billion

Digital revenues in 2022, **+41% y/y** on a strong comparison basis (+90% y/y in 2021)

36.1%

4Q22 Digital Penetration, **record for a quarter** (+5.2 p.p. y/y, but in line with 3Q22)

91%

Omnichannel Index, record in 4Q22, bench in Brazilian and worldwide retail

~70%

of Digital revenue coming from the App, +1 million monthly active users in Dec/22

~370k

subscribers (+45% y/y), with 28% of Petz Standalone Gross Revenue in Dec/22 (+5 p.p. y/y)

~94%

of Ship from Store sales delivered within 1 business day

2.5MM

Omnichannel customers active in Petz base (+18% y/y)

+55-60%

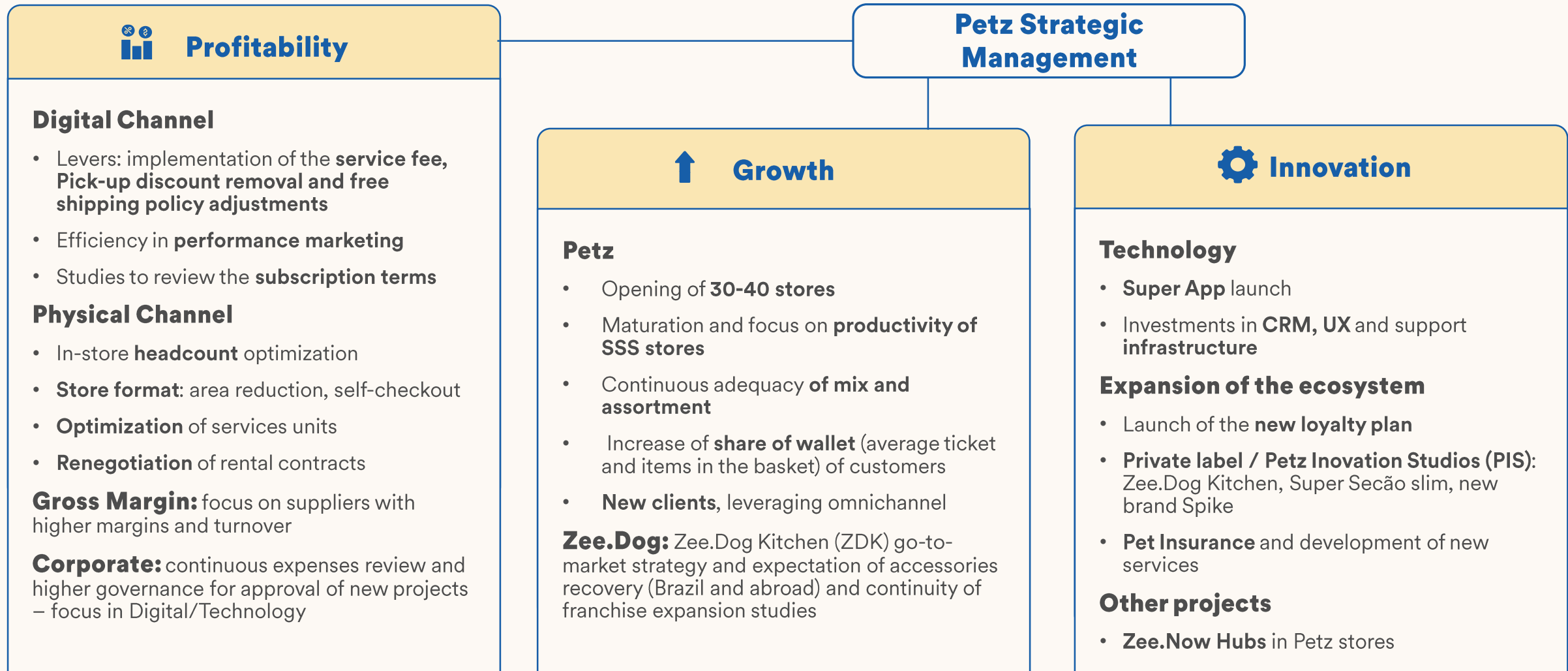
Average monthly omni spending vs. physical channel



Consistent increase in the profitability of the Digital channel over the last few years – agenda to be **intensified in 2023**

2023 Petz Group Roadmap

Strategic management with focus and discipline in the search for the best balance between Growth, Profitability and Innovation



Focus on the Profitability agenda and cash generation...

... to continue growing in a sustainable way over the years, maintaining competitiveness level and investments in the main Ecosystem projects

OPERATING MARGIN

1

Improve Petz **Digital margin**

2

Search for **new efficiency levers** in the **stores** expansion and operation

3

Increase **productivity** in veterinary and grooming **services**

4

Accelerate the **synergies capture curve** in the **integration** process of the acquired units

CAPEX / WORKING CAPITAL

1

Improve **inventory and assortment efficiency** (domestic and imported)

2

Lower accumulation of tax credits with Goiás DC unit

3

CAPEX Optimization: **smaller stores and efficiency in technology investments**

Snapshot: Initiatives to improve the Digital margin

Continuity of the process of reducing the profitability gap vs. physical channel



1. Implementation of the Service Fee

Pioneers in the Pet segment in Brazil

Between **R\$4.90** and **R\$9.90**¹

2. Pick-up¹ discount removal

3. Free shipping Policy adjustments¹

Region	Petz condition
South and Southeast	> R\$149
North, Northeast and Midwest	> R\$299
Medicines all over Brazil	> R\$99

Leader responsibility

Importance of **leading initiatives like these** in favor of more rationality and better profitability in the segment

Recent initiatives by main competitors that support our view of structural movement, given the relevance of the Digital channel

So far, the balance of these initiatives has been **building value and above our expectations**

However, it's a **recent movement** that **demand a longer period of data analysis** on customer purchase behavior

¹ Conditions effective as of March 8th, 2023

Other initiatives aimed at improving profitability and efficiency

Search for new efficiency levers in the expansion and operation of stores

Openings in 2023: 30-40 stores, in line with IPO expectations

Resizing the size and format of new stores

Initiatives to increase the **productivity of existing stores**



Accelerate the synergies capture curve in the integration process of the acquired units

Zee.Now hubs pilot on ABC (SP) and Méier (RJ): successful operation, roll-out until 1H23

Petix slim dog pad machine:

launch of the Super Secão Slim line, with expected synergy gains for Zee.Dog throughout 2H22

Unification of the B2B areas of Zee.Dog and Petix (Brazil and Global)

Integrated logistics network between ZDK and Petix factories



Increase productivity in veterinary and grooming services

Strengthening the team (hiring VP and new structure) in search of operational synergies, cross-sell and fluid journey for tutors and their pets

Some veterinary services and grooming units were temporarily deactivated due to studies for resizing the current network

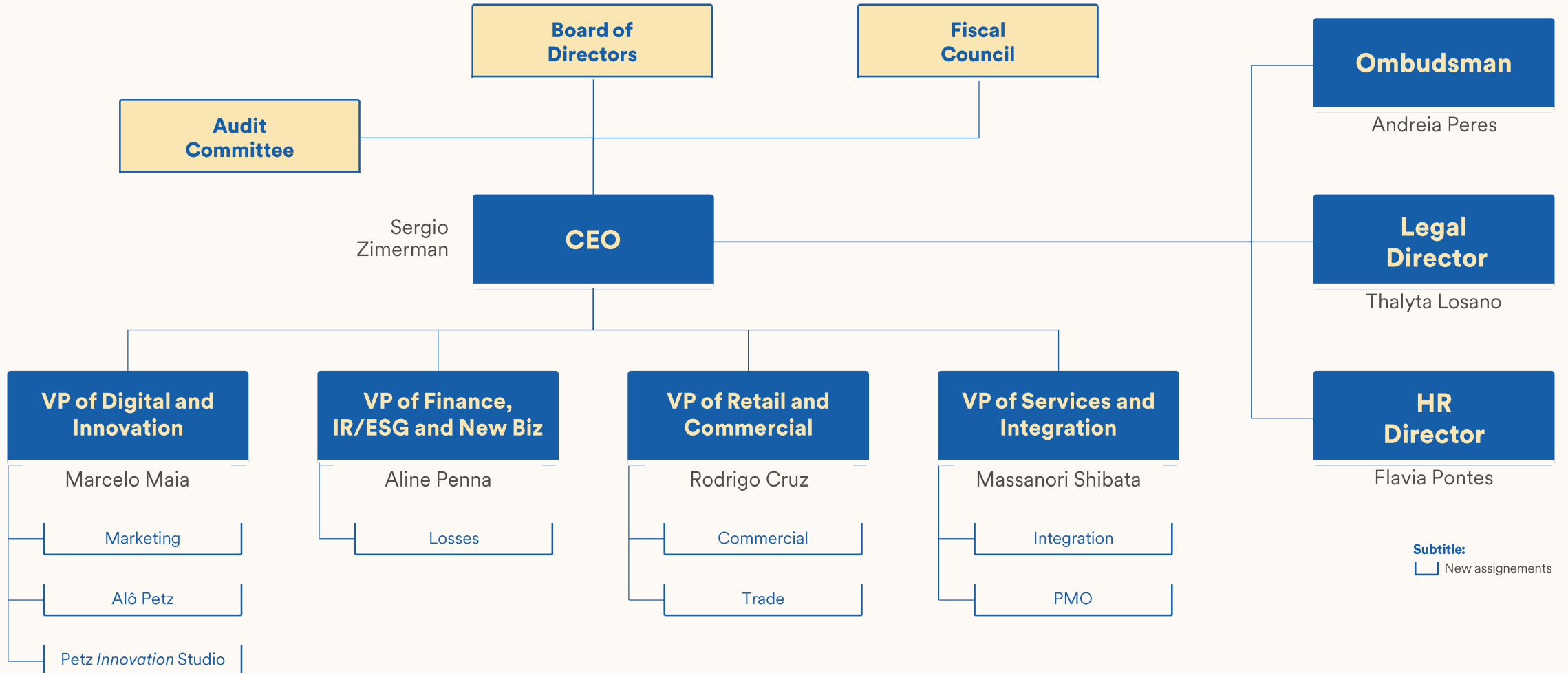
Back-office structuring to launch the **pet insurance** pilot throughout 1H23

Moves supported by the
new organizational structure



New organizational structure

Leverages the expertise and background of Vice Presidents and Executive Directors and further increases the level of cohesion and integration among all Petz Group business units



Reporting structure of the **acquired business units will be defined after completion of the integration process**

Petz Group Corporate Sustainability

ESG agenda focused on collecting indicators and reporting

2023 Goals

- ✦ Publication of the first Greenhouse Gas (GHG) Inventory
- ✦ Publication of the first Sustainability Report



Solidarity actions on the north coast of SP state

- Team of SERES veterinarians in a tent equipped with hospital supplies for care
- Petz stores on the north coast acting as collection points for donations of groceries
- Availability of hospital for more complex cases



- Vaccination Campaign focused on avoiding cases of leptospirosis, common in cases of floods/contaminated water
- Financial donation to the NGO GRAD (Group for the Rescue of Animals in Disasters) equivalent to almost 4 tons of feed

2 4Q22 Results

Aline Penna | VP of Finance, IR/ESG
and New Business

Financial Highlights – 4Q22

	Total Gross Revenue (TGR)	Digital Gross Revenue	Gross Profit	Adjusted EBITDA	Adjusted Net Income
Petz Standalone	R\$ 847.0 MM +22.0% y/y SSS +7.1% y/y <div>Normalized SSS of +13% y/y</div>	R\$ 305.7 MM +42.5% y/y 36.1% TGR <div>+5.2 p.p. y/y, in line vs. 3Q22</div>	R\$ 334.6 MM +17.1% y/y 39.5% TGR <div>-1.6 p.p. y/y</div>	R\$ 73.6 MM +12.3% y/y 8.7% TGR <div>-0.7 p.p. y/y</div>	-
Petz Group	R\$ 934.8 MM +34.6% y/y	R\$ 354.3 MM +65.2% y/y 37.9% TGR <div>+7.0 p.p. y/y</div>	R\$ 365.7 MM +28.0% y/y 39.1% TGR <div>-2.0 p.p. y/y</div>	R\$ 69.2 MM +5.5% y/y 7.4% TGR <div>-2.0 p.p. y/y</div>	R\$ 24.9 MM -32.6% y/y 2.7% TGR <div>-2.7 p.p. y/y</div>

Financial Highlights – 2022

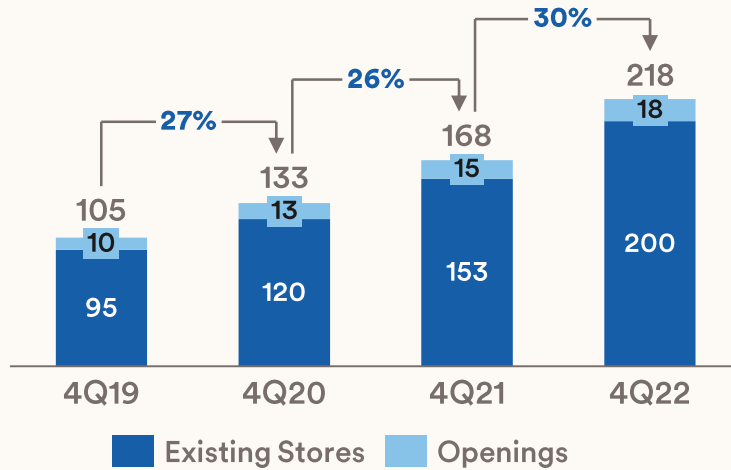
	Total Gross Revenue (TGR)	Digital Gross Revenue	Gross Profit	Adjusted EBITDA	Adjusted Net Income
Petz Standalone	R\$ 3,085.0 MM +24.8% y/y SSS 9.3% y/y <div>Normalized SSS of +15% y/y</div>	R\$ 1,054.9 MM +40.6% y/y 34.2% TGR <div>+3.8 p.p. y/y</div>	R\$ 1,245.2 MM +22.9% y/y 40.4% TGR <div>-0.6 p.p. y/y</div>	R\$ 271.6 MM +12.4% y/y 8.8% TGR <div>-1.0 p.p. y/y</div>	-
Petz Group	R\$ 3,366.8 MM +36.2% y/y	R\$ 1,219.7 MM +62.6% y/y 36.2% TGR <div>+5.9 p.p. y/y</div>	R\$ 1,352.8 MM +33.6% y/y 40.2% TGR <div>-0.8 p.p. y/y</div>	R\$ 259.5 MM +7.4% y/y 7.7% TGR <div>-2.1 p.p. y/y</div>	R\$ 109.5 MM +1.5% y/y 3.3% TGR <div>-1.1 p.p. y/y</div>

Expansion of store network

50 openings in 2022, reaching the *guidance* of the year

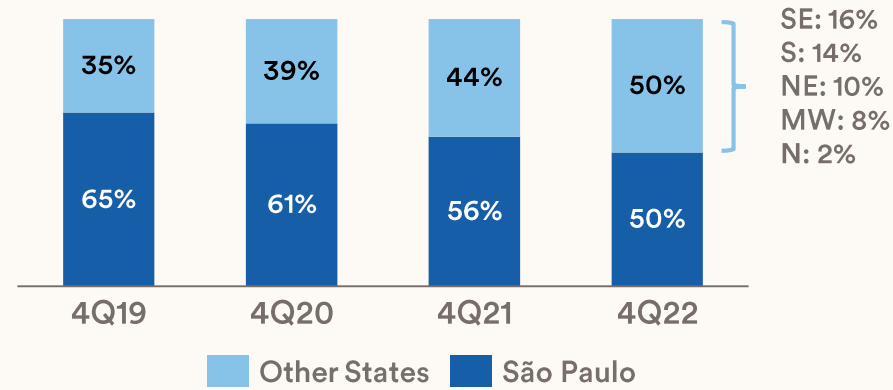
Number of Stores

Existing stores, openings



Store Mix in SP & Other States

% of total stores



31 openings

In the 2H22, therefore expected impact in the short term arising from the maturation process of these new units

53% of the stores

have not yet completed their 3rd year of operation, with 23% in their 1st year

Area Growth

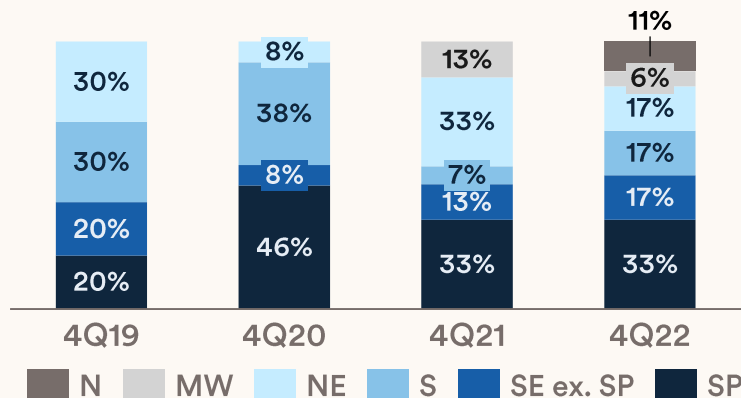
of 22% y/y in 2022. One of the largest area growths in the Retail sector

3 new states in 4Q22

With openings in Belém-PA, Porto Velho-RO and São Luís-MA

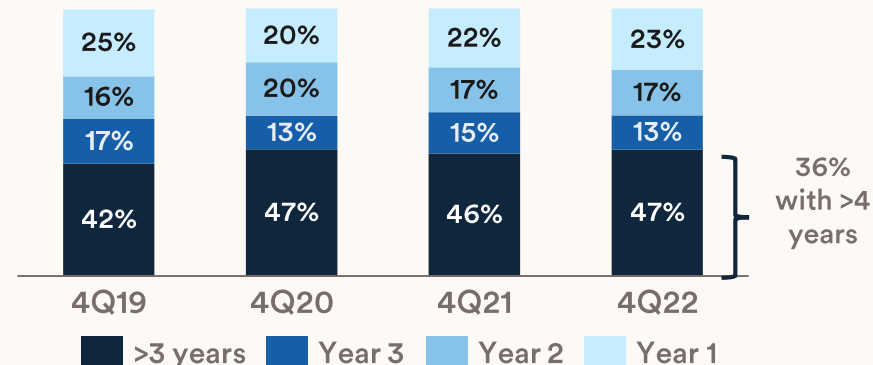
Mix of store openings by region

% of total openings



Distribution by age

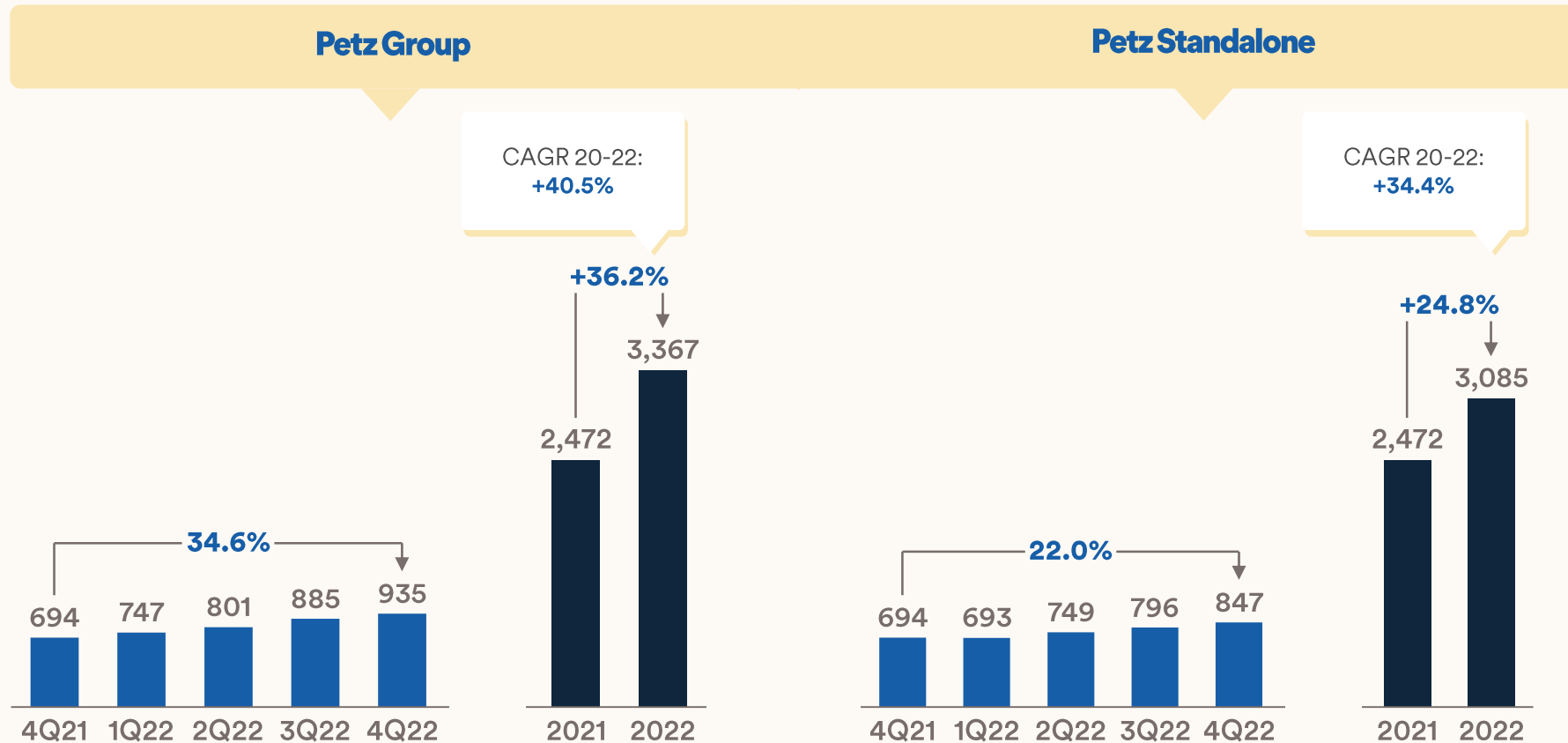
% of total stores



Solid sales growth

Highlight for another expressive performance by Digital

Gross Revenue R\$ millions



+22.0% y/y

Gross Revenue of Petz Standalone in the 4Q22, even under a strong comparison basis (+32.3% y/y in the 4Q21)

**SSS de 7.1%
(13% adjusted¹)**

With sequential growth m/m during the 4Q22

R\$ 102 MM

Acquisitions Gross Revenue (Zee.Dog + Petix)

Acquisitions

Performance reflects the macro impact on the Zee.Dog international unit, in addition to a flat y/y revenue from Petix

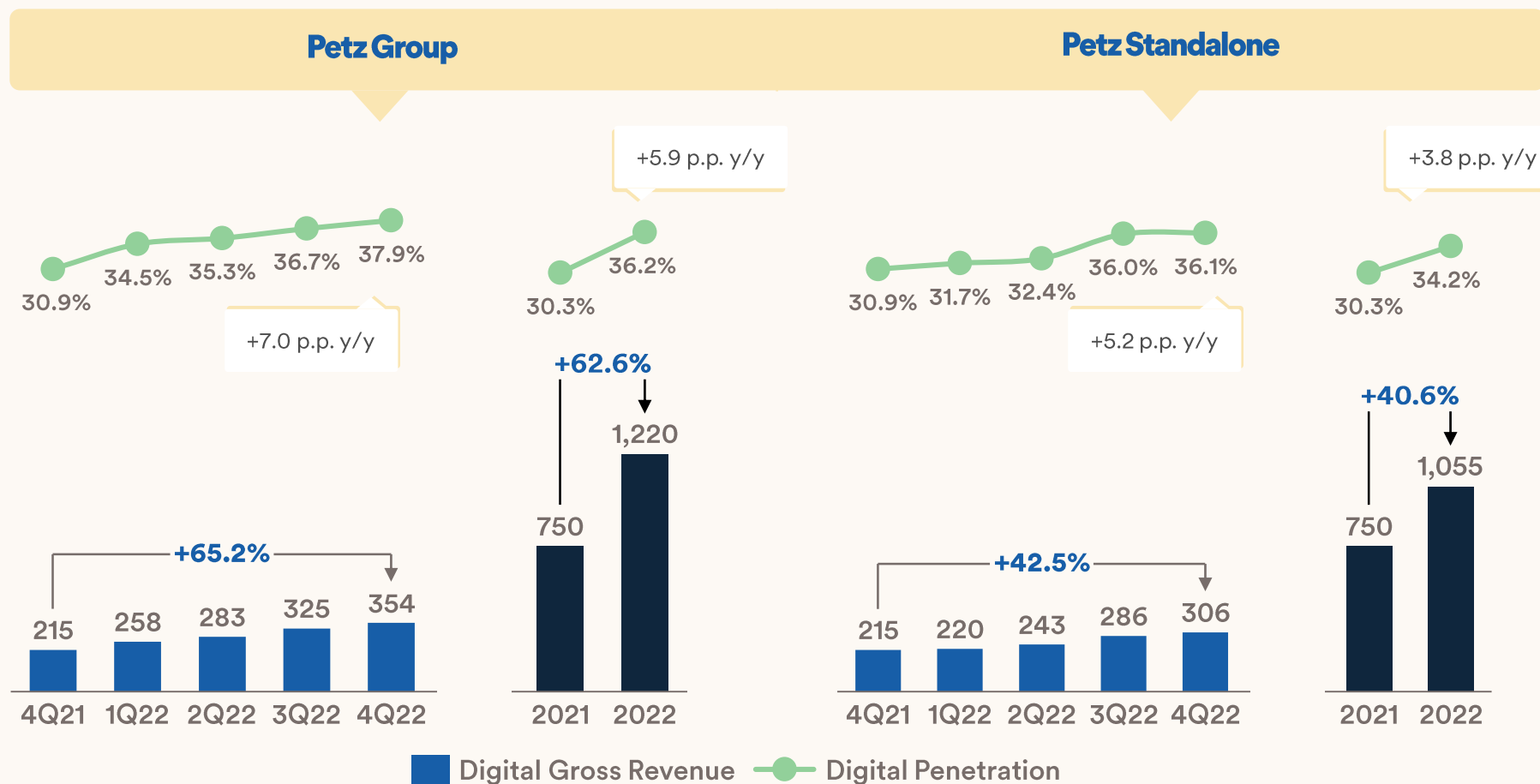
¹ Excluding stores impacted by new Petz stores in the zones of influence and/or in the same city

Digital Platform

Digital Sales of Petz Group reached R\$1.2 Bi in 2022 (+62.6% y/y), representing 36.2% of Total Gross Revenue

Digital Gross Revenue and Digital Penetration

R\$ millions, % Total Gross Revenue



+65.2% y/y

Petz Group Digital Gross Revenue in the 4Q22

+42.5% y/y

Petz Standalone Gross Revenue in the 4Q22, even under a strong comparison basis (+57% y/y in the 4Q21)

+5.2 p.p. y/y

of 4Q22 increase on the Digital Penetration in the Petz Standalone Revenue

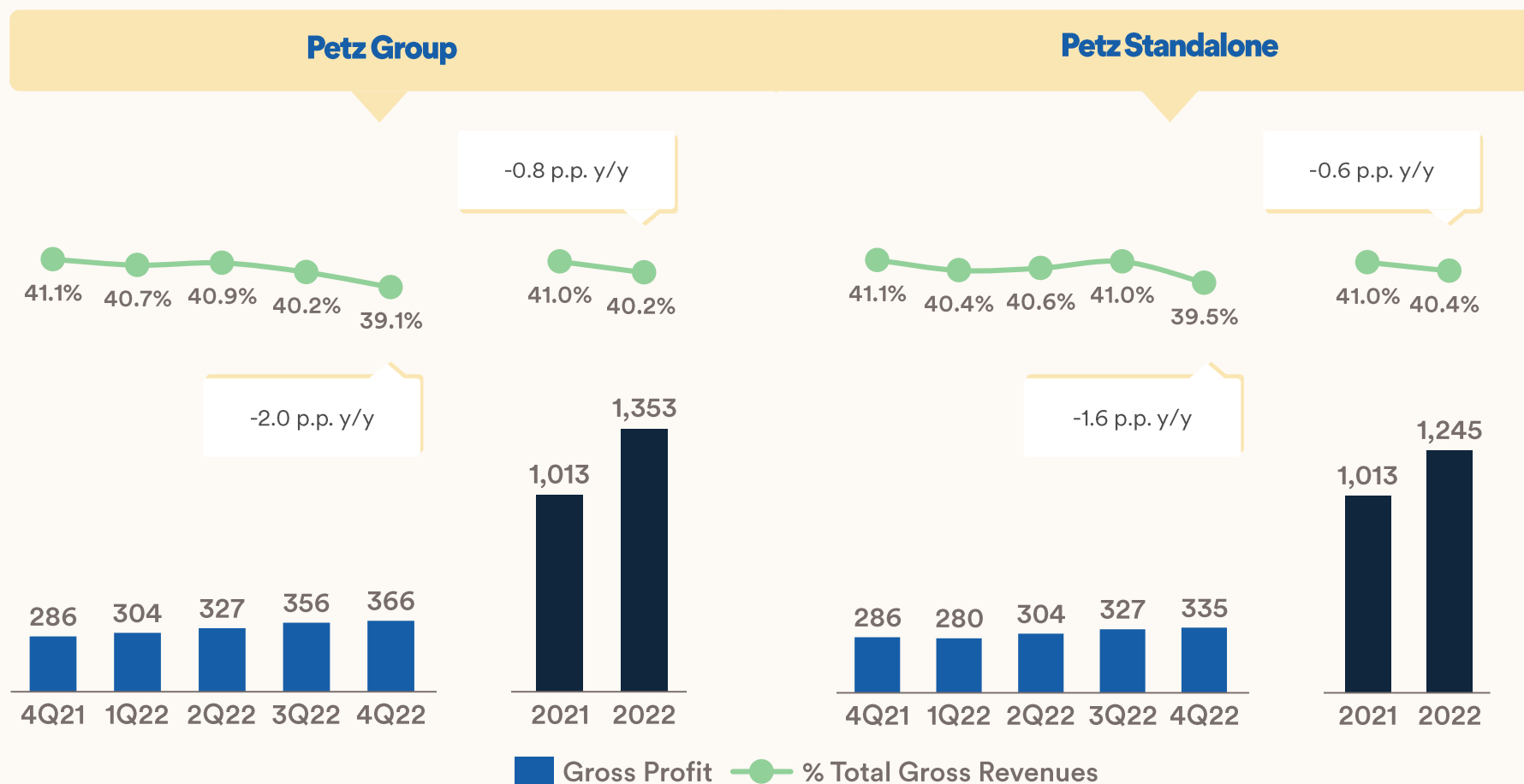
Stable Penetration q/q

of the 4Q22 Petz Standalone Digital Penetration, reflection of seasonal aspects, but also of **initiatives to improve the profitability of this channel**

Healthy profitability in 2022

Despite a challenging macro scenario and increase in Digital's share, we continue with healthy margins

Gross Profit¹
R\$ million, % Gross Revenue



-1.6 p.p. y/y

of Petz Standalone Gross Margin in 4Q22, as a result of the increase in Digital Penetration, product mix and the ramp-up of utilization of the Hidrolândia-GO² DC

59.1% of Food

(+1.2 p.p. y/y) in 4Q22 Petz Standalone, with sequential improvement m/m of Non-Food share

40.4% in 2022

of Petz Standalone Gross Margin (-0.6 p.p. y/y), despite several profitability offenders

Cooling down

of domestic inflation in the Pet segment – still at high levels, but with more normalized growth prospects for Petz in 2023

¹ Reflecting the tax refund process related to CAT-42, as explained in the 4Q21 results. ² Ramp-up of the use of the Hidrolândia-GO DC, with a potential reduction in the accumulation of ICMS credits in São Paulo due to the lack of tax substitution in the State of Goiás, with a positive impact on Petz's working capital management (more details on 4Q22 Earnings Release – Gross Profit section)

Acceleration of store expansion and increase in the Digital channel

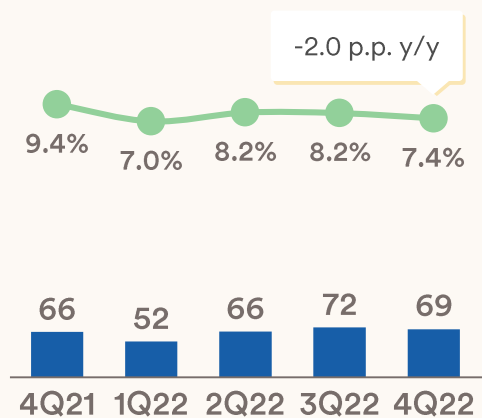
Pressure on margins in the short term



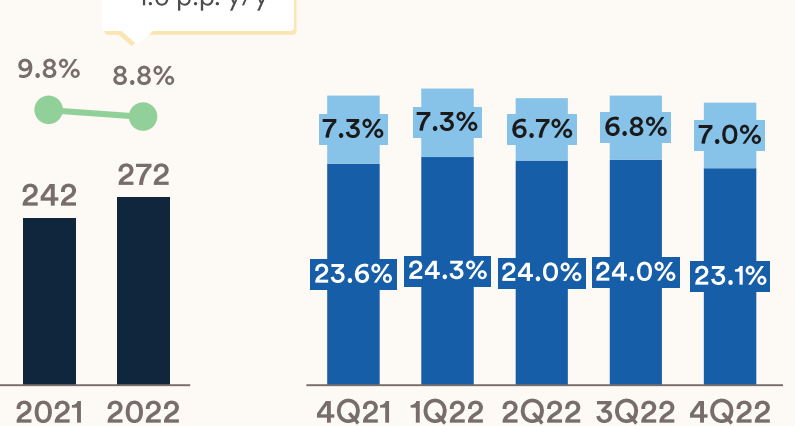
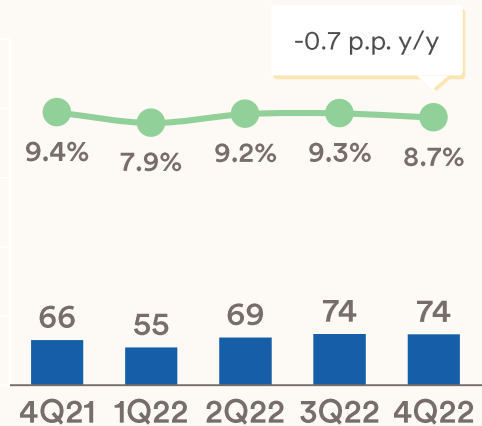
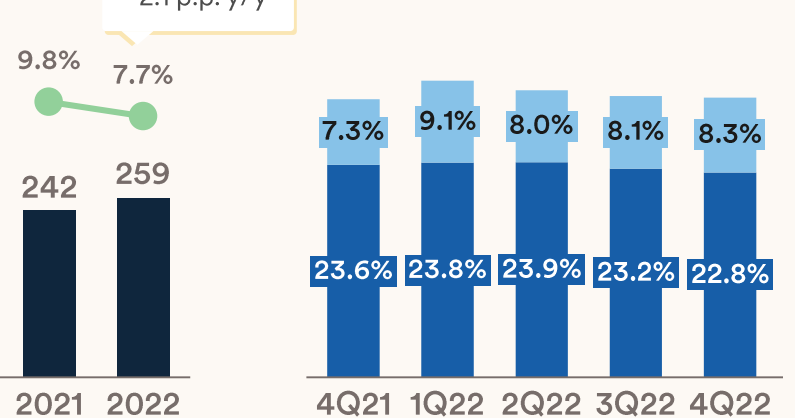
Petz Group

Petz Standalone

Adjusted EBITDA¹
R\$ million, % Gross Revenue



SG&A
% Gross Revenue



Adjusted EBITDA % EBITDA Margin

Sales SG&A

+19.5% y/y

Petz Standalone sales expenses vs. a 22% YoY growth in Gross Revenue, as a result of efficiency gains in the quarter

+16.6% y/y

growth in Petz Standalone G&A, net effect of higher expenses with DC rental and investments in personnel and corporate IT for development initiatives

Acquisitions EBITDA

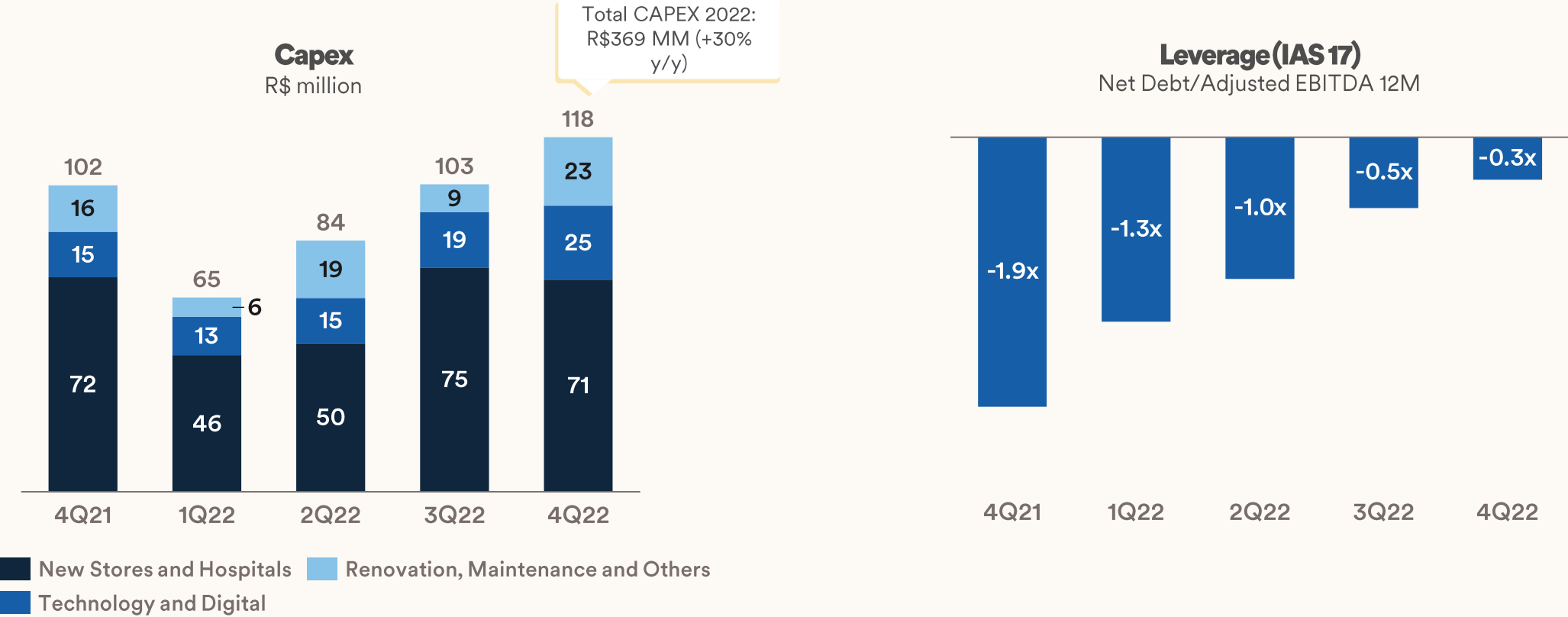
-R\$4.5 MM, reflecting the ZDK ramp-up curve and Zee.Dog Internacional's operational deleveraging

Cohorts	#Stores	EBITDA4-wall (2022)
Until 2018	80	18.9%
2019	26	18.8%
2020	28	16.2%
2021	37	14.0%
2022	50	9.4% ²

¹ Reflecting the tax refund process related to CAT-42, as explained in the 4Q21 results. ² 2022 Vintage: excluding the 18 stores opened in 4Q22 (7 of which in December alone), IAS 17 4-wall EBITDA would have been 10.3%.

Discipline in the capital structure

Constant evaluation of more efficient financing options for our investment plans



Investments in 4Q22 new stores opening in line vs. 4Q21, despite the accelerated pace of expansion

Net Cash of R\$72 million in 4Q22, corresponding to leverage of -0.3x Adjusted EBITDA for 2022

Process of new funds raising in progress and with **favorable rates** given the current credit scenario

First 2 months of 2023: on track

January and February 2023 preview show results in line with expectations, despite still uncertain macro scenario



Petz Standalone revenues growth ~20% y/y in the first two months of 2023, **in line with expectations**



Non-Food Share with still gradual increase in the product mix of Petz Standalone, showing first signs of improvement in the category of discretionary items



Stable **Digital Penetration** (36%) **vs. 4Q22**, despite initiatives to improve channel profitability



Digital Sales with growth of ~40% y/y, already under a strong comparison base

3 Q&A





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André Alves

Intern of RI/ESG

PETZ
B3 LISTED NM

IBOVESPA B3

IBRX100 B3

IBRA B3

IGC B3

ITAG B3

IGCT B3

IGC-NM B3

ICON B3

SMLL B3