

# GRUPO **Petz**

## 2Q25 Results

### **Videoconference**

Friday, August 08th  
11am US ET | 12pm BRT  
[click here](#)



São Paulo, August 07th, 2025 – Pet Center Comércio e Participações S.A. (**B3: PETZ3**) announces its results for the second quarter of 2025 (2Q25).

Since 2019, our Financial Statements have been prepared in accordance with IFRS 16; however, in this report, the figures are presented according to the previous standard, IAS 17/CPC 06, with reconciliation available on pages 22-24 to better represent the economic reality of the business. **The group's results are presented on a consolidated basis**, reflecting the integration with acquired companies.

## Summary of Results and Indicators (IAS 17)

**+8.6% y/y**  
**Gross Revenue**  
totaling R\$1.1 billion

**+5.5% y/y**  
Same Store Sales

**Gross Margin of**  
**39.2% (+0.2 p.p. y/y)**  
Gross Profit of R\$417.9 mm  
(+9.1% y/y)

**Adjusted EBITDA Margin**  
**of 7.8% (+1.7 p.p. y/y)**  
Adjusted EBITDA of R\$83.6 mm  
(+39.5% y/y)

**+81.8% y/y**  
**Adjusted**  
**Net Income**  
totaling R\$18.5 mm

**+43% y/y**  
**Private Label Revenue,**  
reaching an 12.5% share  
of sales (+3.0 p.p. y/y)

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
<b>Grupo Petz Financial Results</b>						
<b>Total Gross Revenue</b>	<b>1,065,030</b>	<b>980,925</b>	<b>8.6%</b>	<b>2,072,747</b>	<b>1,915,076</b>	<b>8.2%</b>
B2C <sup>1</sup> Sales	999,197	921,073	8.5%	1,946,661	1,789,950	8.8%
B2B <sup>1</sup> Sales	34,340	31,276	9.8%	62,538	68,741	-9.0%
Services and Others	31,493	28,576	10.2%	63,548	56,385	12.7%
<b>Gross Profit</b>	<b>417,934</b>	<b>382,973</b>	<b>9.1%</b>	<b>809,932</b>	<b>746,869</b>	<b>8.4%</b>
Gross Margin (%)	39.2%	39.0%	0.2 p.p.	39.1%	39.0%	0.1 p.p.
<b>Adjusted EBITDA<sup>2</sup></b>	<b>83,557</b>	<b>59,880</b>	<b>39.5%</b>	<b>139,542</b>	<b>119,994</b>	<b>16.3%</b>
Adjusted EBITDA Margin (%)	7.8%	6.1%	1.7 p.p.	6.7%	6.3%	0.5 p.p.
<b>Net Income</b>	<b>23,888</b>	<b>818</b>	<b>2,820.3%</b>	<b>24,647</b>	<b>767</b>	<b>3,113.4%</b>
Net Margin (%)	2.2%	0.1%	2.2 p.p.	1.2%	0.0%	1.1 p.p.
<b>Adjusted Net Income<sup>3</sup></b>	<b>18,474</b>	<b>10,163</b>	<b>81.8%</b>	<b>19,530</b>	<b>18,086</b>	<b>8.0%</b>
Adjusted Net Income Margin <sup>3</sup> (%)	1.7%	1.0%	0.7 p.p.	0.9%	0.9%	(0.0 p.p.)
<b>Operational Indicators</b>						
Number of Stores	262	252	10	262	252	10
Store Openings	0	3	(3)	1	6	(5)

<sup>1</sup> B2C Sales (Business to Consumer) refer to sales made directly to the end consumer and include the Petz, Zee.Now, and Zee.Dog e-commerce channels. B2B Sales (Business to Business), on the other hand, refer to sales made to other companies and include the Petix channels (sales to pet shops and supermarkets) and Zee.Dog (pet shop and partners abroad).


<sup>2</sup> Does not consider the effect of IFRS 16, in addition to the adjustments explained on page 15.

<sup>3</sup> Effects explained on page 16. Does not consider the effect of IFRS 16, therefore it should not be used as a reference for the basis for calculating dividends.

# Message from the Management


**We closed the first half of 2025 by consolidating the growth recovery trajectory that began in 3Q24.** Despite a challenging start to the year – marked by one-off expense pressure and temporary impacts on our Distribution Center operations – the performance in 2Q25 demonstrated the resilience of our business model and the team's ability to respond swiftly and consistently to challenges faced. The results achieved in the quarter allow us to state with confidence that we are laying the groundwork for an equally promising second half.



 The quarter reflected the initial impacts of the initiatives implemented earlier this year. We were able to **slightly expand our gross margin** while beginning to **capture significant gains in operational efficiency and expense control** – more than offsetting the EBITDA margin pressure observed in 1Q25 (-90 bps). **As a result, we achieved a 170 bps expansion in EBITDA margin in 2Q25.**

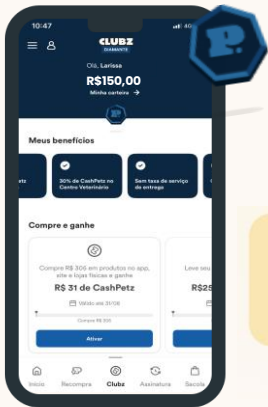
Additionally, with the cash generation agenda adopted since last year and in light of the high interest rate environment in the country, we slowed the pace of new store openings. This contributed to **operating leverage gains, driven by the maturation of our existing store base, without the profitability pressure from newly opened stores**, which typically operate with lower margins in their initial quarters. This set of improvements reinforces our confidence that the combination of **consistent sales growth, efficiency, and disciplined cost management will continue to support stronger results** in the second half of the year.

During the quarter, we observed the normalization of logistics operations, which had been under pressure earlier in the year due to high occupancy levels and the expansion works at our Distribution Center in Embu das Artes/SP. The measures implemented led to higher productivity, lower shrinkage, and the recovery of appropriate inventory levels. These adjustments were essential to sustain the resumption of operating leverage gains.

 From a macroeconomic standpoint, although the environment remains challenging and highly competitive – with pressure from marketplaces, independent pet shops, grocery retail and specialized chains – during 2Q25, we observed the beginning of certain price adjustments by our suppliers. As a result, the return of inflation on products sold at Petz, following a year of price stability in 2024 (with zero inflation), helped ease pressure on profitability and created more balanced conditions for the execution of our efficiency strategy.

The 2Q25 results demonstrate that our focus on efficiency and operating leverage gains is on the right track, and that our performance is not the result of a single major initiative, but rather a consistent set of actions across multiple fronts – including cost control, process optimization, and productivity gains – that together have driven our successful performance.

**Among the highlights of the period, we emphasize the evolution of Clubz**, our subscription-based loyalty program. After operating exclusively in the digital channel for several months, we expanded its availability to physical stores in May – with immediate results: in just one month, the number of subscribers doubled, confirming the strength and engagement of our store teams. The program strengthens our relationship with customers by driving purchase frequency and increasing share of wallet.




**Ative, compre e ganhe**  
Baixe o aplicativo e acompanhe o progresso a cada compra





## Message from the Management

The stores gamification strategy, launched in 2024, continues to be a success case. The new sales championship – launched in July and running through November – has sustained high levels of team engagement, driving performance, and delivering tangible results in both sales and customer experience.

 **Private label brands** maintained their growth trajectory, reinforcing their strategic role in differentiating our value proposition. The strong performance of the toy and accessory lines, as well as Selections pet food, confirms the effectiveness of our strategy to offer high-quality products with distinctive design and competitive pricing – driving greater profitability and customer engagement. In the quarter, private labels grew 43%, reaching a 12.5% share of total product revenue, a 3.0 p.p. increase y/y.

Within the services pillar, **Seres Saúde – a program offering preventive care packages and pet health plans – has been progressing as planned since its launch in April.** After starting in five stores in São Paulo, it has expanded to 43 points of sale. On August 18, we will begin digital channel sales, making the program available to the general public in São Paulo and Campinas. The program not only expands our portfolio of health and wellness solutions but also increases productivity across our network of clinics and hospitals, contributing to greater operational efficiency and margin improvement. Additionally, it reinforces our positioning as a complete ecosystem for both pet owners and their pets.



In May, we inaugurated **Petz Park** at Ibirapuera Park – a space of over **9,000 sqm** that is home to the largest dog park (“cachorródromo”) in Latin America. The opening event brought together **thousands of people** and featured the participation of **13 brands from the Petz ecosystem**. In July, we also hosted the **Festival Pet** at Ibirapuera Park, offering fun and entertainment for families, along with expert-led education and information. These initiatives have helped establish the park as an important customer touchpoint, reinforcing our purpose of strengthening the bond between pets and their owners.

In August, Petz celebrates its 23rd anniversary. As one of the milestones of this celebration, we are strengthening our sustainability journey with the **release of our new Sustainability Report later this month.** For the third consecutive year, the report transparently presents our progress, achievements, and challenges. It highlights how Petz’s commitment to the ESG agenda remains integrated into the Company’s strategy and is in continuous evolution. Among the highlights, we advanced in mapping climate-related risks and opportunities, and we will further enhance our ability to plan for the future, managing it responsibly and in line with best market practices.



It is worth emphasizing our main ESG pillar: animal welfare, promoted since 2007 through the **Adote Petz program – the largest private dog and cat adoption initiative in the country.** Since its inception, the program has facilitated 85,000 adoptions, including 3,500 in 2024 alone. This year, Petz allocated R\$6.9 million in products, meals, veterinary services, and support for social initiatives, benefiting the 137 NGOs partnered with the program.

## Message from the Management

Finally, 2Q25 showcased our execution capabilities. The initiatives implemented – whether in strengthening our value proposition through innovation or advancing operational efficiency – confirm that we are on the right path and well-positioned to pursue an agenda focused on delivering sustainable growth, increased profitability, and, above all, continuously delighting our customers.



### Update on the Merger Agreement between **Petz** and **Cobasi**

On June 2<sup>nd</sup>, 2025, CADE’s General Superintendence approved, without restrictions, the merger between Petz and Cobasi.

Following an appeal by a third party, the case is currently under review by the agency’s Administrative Tribunal. Petz remains confident in the agency’s decision, as both the technical report and supporting studies have already recognized that the transaction poses no competitive risks in a highly fragmented and competitive market – comprising independent pet shops, medium and large specialty chains, marketplaces, grocery retailers, and other players with well-established brands.

If the approval is confirmed, the combined company will hold approximately 10% market share.

**Sergio Zimerman**





## Income Statement

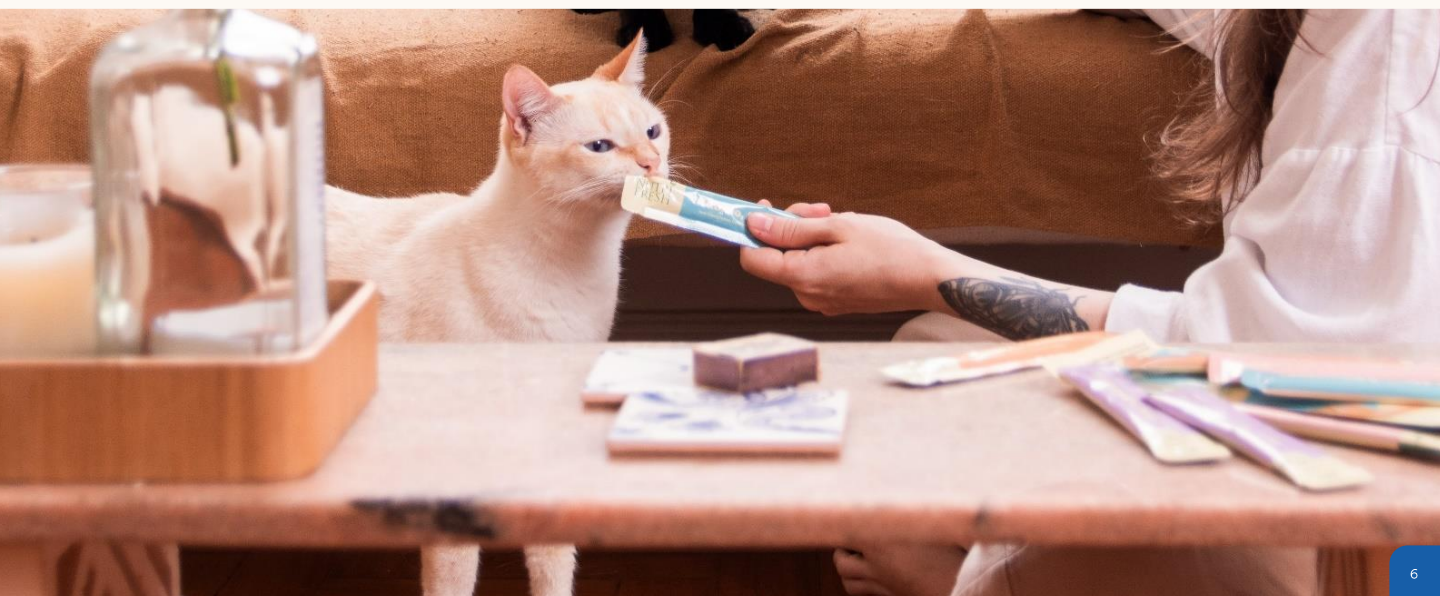
Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
<b>Gross Revenue from Products and Services</b>	<b>1,065,030</b>	<b>980,925</b>	<b>8.6%</b>	<b>2,072,747</b>	<b>1,915,076</b>	<b>8.2%</b>
Taxes and other Deductions	(177,697)	(163,386)	8.8%	(346,247)	(319,963)	8.2%
<b>Net Revenue from Products and Services</b>	<b>887,333</b>	<b>817,539</b>	<b>8.5%</b>	<b>1,726,500</b>	<b>1,595,113</b>	<b>8.2%</b>
Cost of Goods Sold and Services Rendered	(469,399)	(434,566)	8.0%	(916,568)	(848,244)	8.1%
<b>Gross Profit</b>	<b>417,934</b>	<b>382,973</b>	<b>9.1%</b>	<b>809,932</b>	<b>746,869</b>	<b>8.4%</b>
<b>Operating Revenue (Expenses)</b>	<b>(334,377)</b>	<b>(323,093)</b>	<b>3.5%</b>	<b>(670,390)</b>	<b>(626,875)</b>	<b>6.9%</b>
Selling	(250,038)	(237,623)	5.2%	(499,097)	(461,163)	8.2%
General & Administrative	(81,243)	(80,967)	0.3%	(164,770)	(156,992)	5.0%
Other Operating Income (expenses), net	(3,096)	(4,503)	(31.2%)	(6,523)	(8,720)	(25.2%)
<b>Adjusted EBITDA</b>	<b>83,557</b>	<b>59,880</b>	<b>39.5%</b>	<b>139,542</b>	<b>119,994</b>	<b>16.3%</b>
Non-Recurring Results <sup>1</sup>	11,808	(4,246)	-	2,854	(6,300)	(145.3%)
Stock Option Plan <sup>2</sup>	(2,270)	(5,553)	(59.1%)	(2,204)	(11,106)	(80.2%)
Write-off of Fixed Assets	-	-	-	(37)	-	-
Depreciation & Amortization	(48,423)	(45,461)	6.5%	(96,616)	(90,170)	7.1%
<b>Operating Profit before Financial Income</b>	<b>44,672</b>	<b>4,620</b>	<b>866.9%</b>	<b>43,576</b>	<b>12,418</b>	<b>250.9%</b>
<b>Financial Results</b>	<b>(7,930)</b>	<b>(16,787)</b>	<b>(52.8%)</b>	<b>(4,690)</b>	<b>(26,556)</b>	<b>(82.3%)</b>
Financial Income	24,333	23,040	5.6%	56,612	37,080	52.7%
Financial Expenses	(32,263)	(39,827)	(19.0%)	(61,302)	(63,636)	(3.7%)
<b>Earnings before Income Tax and Social Contribution</b>	<b>36,742</b>	<b>(12,167)</b>	<b>-</b>	<b>38,886</b>	<b>(14,138)</b>	<b>(375.0%)</b>
Income Tax and Social Contribution	(12,854)	12,985	-	(14,239)	14,905	(195.5%)
<b>Net Income</b>	<b>23,888</b>	<b>818</b>	<b>2,820.3%</b>	<b>24,647</b>	<b>767</b>	<b>3,113.4%</b>
<b>Reconciliation to Adjusted Net Income</b>						
SOP, M&A, Non-Recurring and tax effects	(2,864)	4,150	-	6,002	11,085	(45.9%)
Swap Impact (4131 Debt)	(2,550)	5,196	-	(11,156)	6,234	(278.9%)
<b>Adjusted Net Income</b>	<b>18,474</b>	<b>10,163</b>	<b>81.8%</b>	<b>19,530</b>	<b>18,086</b>	<b>8.0%</b>
<b>EBITDA</b>	<b>93,095</b>	<b>50,081</b>	<b>85.9%</b>	<b>140,192</b>	<b>102,588</b>	<b>36.7%</b>
<b>Adjusted EBITDA IFRS 16<sup>3</sup></b>	<b>145,632</b>	<b>116,458</b>	<b>25.1%</b>	<b>262,407</b>	<b>232,993</b>	<b>12.6%</b>

<sup>1</sup> Non-recurring explained on page 15, mainly explained by expenses related to the Association Agreement with Cobasi, involving transaction advisor fees and due diligence.

<sup>2</sup> Non-cash effect is accounted for from the moment the grants are distributed, taking into account the vesting period of each option. In this sense, it is worth mentioning that most of these expenses refer to the second option plan approved at the time of the IPO, and calculated based on the share price in July/August 2021 (~R\$23/share).

<sup>3</sup> Contains the mark-to-market effect of the derivative related to the swap operation linked to the "4131" financing line, in dollars. In 2Q25, this variation resulted in positive impact of R\$2.5 million in Net Income. It is worth noting that there is no cash effect, and throughout the entire operation, which ends in March 2028, the combined result of the derivative instrument and exchange rate variation will be zero.

<sup>4</sup> More information on page 22.









## Store Expansion

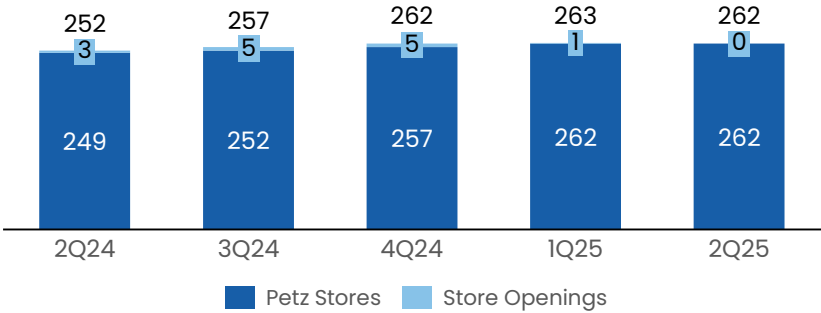
At the end of 2Q25, we operated 262 stores, totaling 221.4 thousand sqm of sales area, reinforcing our leadership position as the largest pet ecosystem in the country. The Company closed one store in São Paulo (SP), due to the shopping mall’s decision not to renew the lease agreement.

We are currently present in 24 Brazilian states across all five regions of the country, with geographic concentration as follows: 64% in the Southeast, 14% in the South, 10% in the Northeast, 10% in the Central-West, and 2% in the North.

**+3.0% y/y**  
total sales area growth

**46% of stores less than 4 years old**  
that have not yet reached maturity

### Number of Stores **Petz**

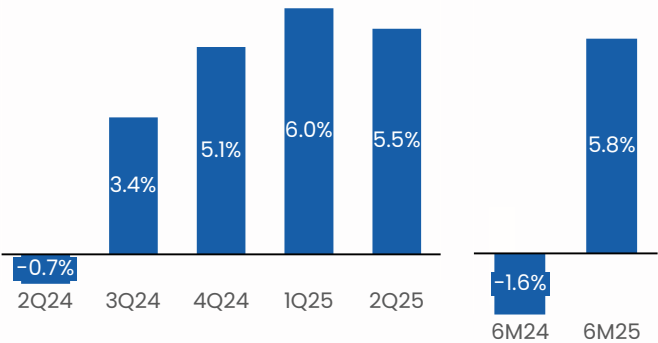


## Same Store Sales (SSS) Performance

Same Store Sales reached a **5.5% y/y growth in 2Q25**, maintaining the consistent performance observed since the trend reversal that began in 3Q24.

### Same Store Sales Growth <sup>1</sup>

% Change, y/y



### 4-Wall EBITDA (Stores)

% of Petz Stores Gross Revenue

Cohort	# Stores	4-Wall EBITDA (Jun/25)
Until 2020	129	15.7%
2021	37	15.5%
2022	49	13.2%
2023	30	13.2%
2024	16	3.1%

<sup>1</sup> Starting 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 Revenue | Performance by Channel

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
By Channel						
Physical	585,343	523,644 <sup>1</sup>	11.8%	1,138,824	1,025,984	11.0%
Digital	445,347	426,005 <sup>1</sup>	4.5%	871,385	820,351	6.2%
B2B Sales	34,340	31,276	9.8%	62,538	68,741	(9.0%)
By Segment						
B2C Sales	999,197	921,073	8.5%	1,946,661	1,789,950	8.8%
B2B Sales	34,340	31,276	9.8%	62,538	68,741	(9.0%)
Services & Others	31,493	28,576	10.2%	63,548	56,385	12.7%
Total Gross Revenue	1,065,030	980,925	8.6%	2,072,747	1,915,076	8.2%

<sup>1</sup> During the CNPJ integration process of Zee.Dog, which took place in April/24, a portion of the revenue was allocated to the digital channel. In 2Q25, a reclassification was carried out to properly reflect the corresponding channel. As a result, channel revenue figures for 2Q24 were adjusted.

In 2Q25, Petz Group’s Gross Revenue reached R\$1.1 billion, growing 8.6% y/y, driven by balanced performance across both B2C (Business to Consumer) and B2B (Business to Business) segments, which grew 8.5% and 9.8% y/y, respectively. The B2B growth recovery was primarily driven by Petix, which delivered strong sales growth in both pet stores and grocery retail channels.

Sales through the physical channel grew 11.8% y/y, **reinforcing the strategic importance of physical stores** and continuing the consistent trajectory observed since the trend reversal in 4Q24. This performance mainly reflects our initiatives around more effective pricing at the point of sale, with a focus on cash margin since May 2024, in addition to the success of store gamification. The new sales championship continues to drive high team engagement, enhance store performance, and improve the customer experience.

It is also worth highlighting that, in this quarter, **93% of Petz’s digital sales were Omnichannel** – that is, products were either shipped from physical stores (Ship from Store) or picked up in-store by customers (Pick-up) – further confirming that physical stores remain a core part of our business and are essential to delighting our customers. The digital channel and omnichannel strategy remain key pillars, supporting healthy growth with a focus on profitability and building long-term customer relationships.

Digital channel sales for the Petz Group totaled R\$445.3 million in the quarter, growing +4.5% y/y – a resilient performance despite a strong comparison base in 2Q24 (+26.4% y/y). As a result, digital penetration reached 41.8% of Gross Revenue (-1.6 p.p. y/y).

Operational indicators continue to show positive and encouraging results, including:

- **+3% y/y increase in the number of active customers** (who made at least one purchase within the last 6 months) in the Digital channel in June
- 559 thousand subscribers in June, **growth of +13% y/y**, representing 43% of total active customers
- **Subscriber Churn all-time low**

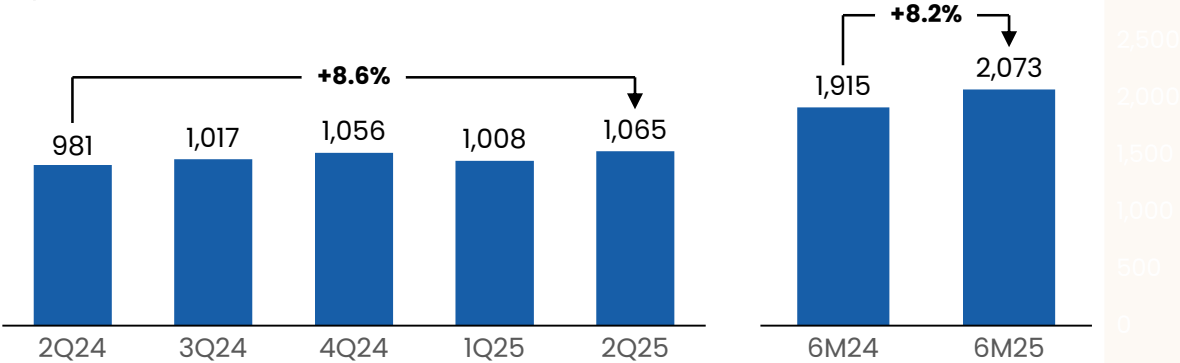
Among our strategic initiatives, **it is worth highlighting the performance of Clubz, our subscription-based loyalty program, which expanded to physical stores in May, doubling its number of subscribers in just one month.** The program has been delivering strong results, driving higher purchase frequency and increasing share of wallet.

Grupo Petz’s Gross Revenue can be analyzed by:  
• **Channels:** (i) Physical: originated from Petz physical store network, including services sales and Zee.Now; (ii) Digital: originated from digital channels (Petz, Zee.Dog, Zee.Now), which include omnichannel sales (Pick-up and Ship from Store) and e-commerce (sales shipped directly to customers from the distribution center); and (iii) B2B Products Sales: Business to Business – sales made to other companies, which include the Petix and Zee.Dog (pet shop and partners abroad) channels.  
• **Segment:** (i) B2C Products Sales: Business to Consumer – sales directly to the end consumer, which include Petz, Zee.Now, and Zee.Dog e-commerce channels; (ii) B2B Products Sales: Business to Business – sales made to other companies, which include the Petix and Zee.Dog channels; and (iii) Services.

Gross Revenue | Performance by Channel

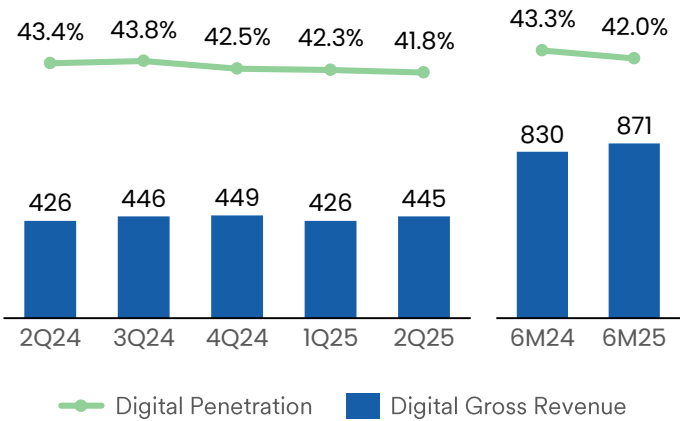
Total Gross Revenue

R\$ million



Total Digital Gross Revenue

R\$ million



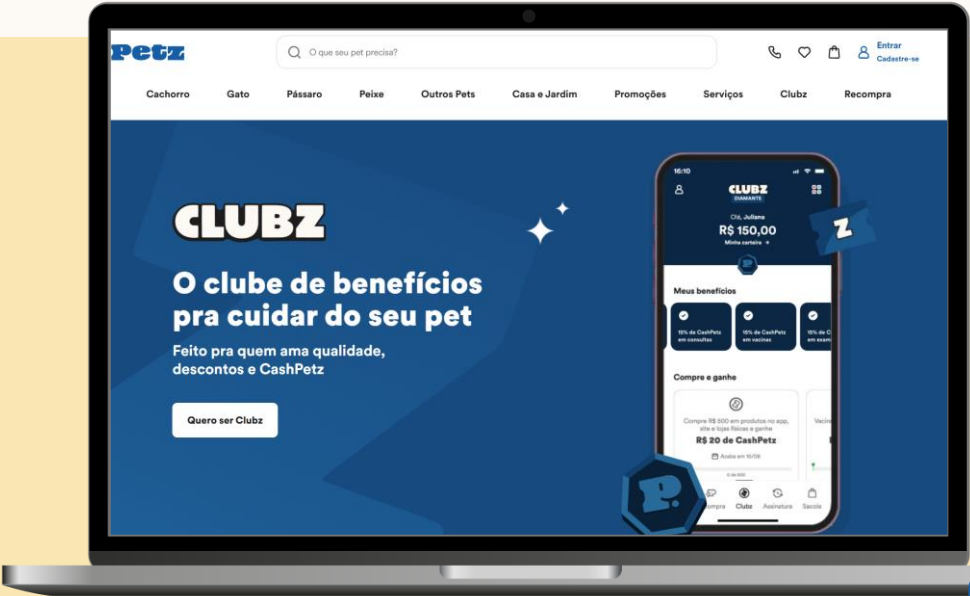
“My Offers”

the program’s new update has tripled its share of total revenue since its launch

**93%**  
Omnichannel Sales

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

**96%**  
of Ship from Store sales delivered within 1 business day





## Gross Revenue | Performance by Segment

### Categories

In the quarter, Gross Product Revenue from the **main categories** grew 10.1% y/y, driven by the strong performance of the **Food** and **Hygiene & Cleaning** categories, followed by **Accessories** and **Pharmacy**.



**The Food category accounted for 59.7% of total product revenue**

### Services

**The Services segment grew 10.2% y/y**, reflecting ongoing efforts to revitalize this front. We highlight the **increase in profitability and cash margin**, driven by a **continued focus on efficiency**, redesigned customer-centric processes, and high-quality service.

Among the key initiatives, we highlight the **franchise pilot launched in selected stores in São Paulo for both Bath & Grooming and Seres (Veterinary)**, which has shown positive initial results.

Launched in April, **Seres Saúde – a program offering preventive care packages and pet health plans – continues to progress as planned**. After launching in five stores in São Paulo, it has already expanded to 43 points of sale. On August 18, we will launch sales through the Petz digital channel, making the service available to the general public, with an initial focus on existing customers in São Paulo and Campinas.







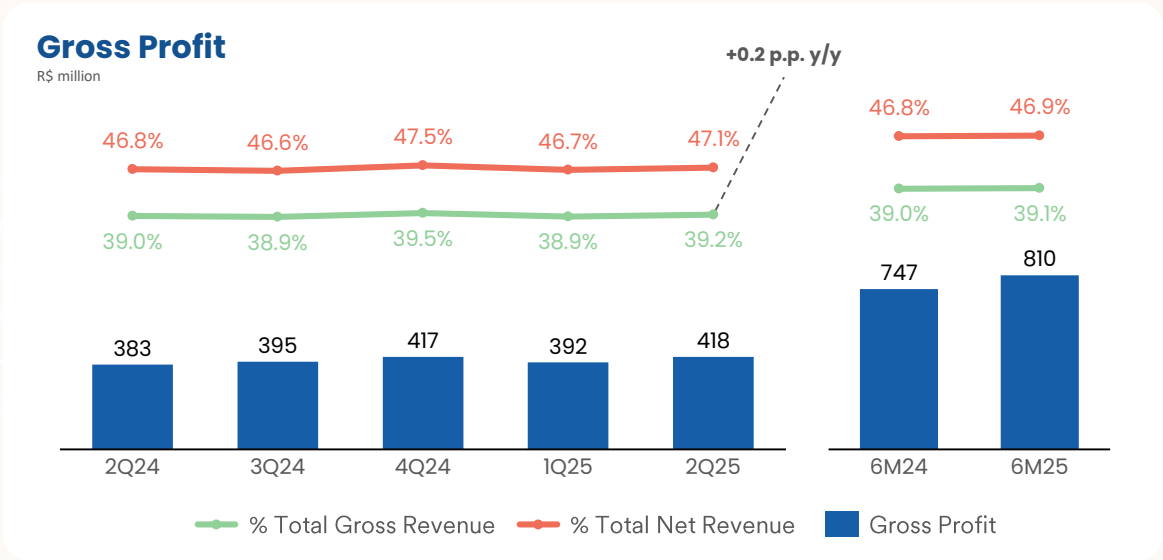


## Gross Profit

Gross Profit totaled R\$417.9 million in 2Q25, up 9.1% y/y, representing a gross margin of 39.2% (+0.2 p.p. y/y).

It is worth highlighting the **performance of the physical channel**, which has been **regaining share over the digital channel since 4Q24**. Additionally, the digital channel's gross margin improved compared to the same period last year, making it more profitable.

The increased penetration of our private label products – which delivered strong growth – along with the recovery of the Accessories category that began in 3Q24, also contributed to gross margin expansion. This result is aligned with our ongoing initiatives to implement more effective pricing at the point of sale, with a focus on cash margin, and reflects a more efficient channel mix.



Operational Expenses

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
Total Operating Expenses	334,377	323,093	3.5%	670,390	626,875	6.9%
% Total Gross Revenue	31.4%	32.9%	(1.5 p.p.)	32.3%	32.7%	(0.4 p.p.)
Selling Expenses	250,038	237,623	5.2%	499,097	461,163	8.2%
% Total Gross Revenue	23.5%	24.2%	(0.7 p.p.)	24.1%	24.1%	(0.0 p.p.)
General & Administrative Expenses	81,243	80,967	0.3%	164,770	156,992	5.0%
% Total Gross Revenue	7.6%	8.3%	(0.6 p.p.)	7.9%	8.2%	(0.2 p.p.)
Others Operating Expenses	3,096	4,503	(31.2%)	6,523	8,720	(25.2%)
% Total Gross Revenue	0.3%	0.5%	(0.2 p.p.)	0.3%	0.5%	(0.1 p.p.)

**Selling Expenses** totaled R\$250.0 million in 2Q25, up 5.2% y/y, representing 23.5% of Gross Revenue – a dilution of 0.7 p.p. compared to the same period last year. **This performance reflects gains in operating leverage, driven by revenue growth, store base maturation, and effective expense management, particularly across the following lines: (i) store personnel, (ii) marketing, and (iii) utilities/indirect expenses, including energy expenses.**

**General and Administrative Expenses (G&A)** amounted to R\$81.2 million in the quarter (+0.3% y/y), representing 7.6% of Gross Revenue – a dilution of 0.6 p.p. versus 2Q24. The Company remains committed to driving efficiency. **Since March, action plans have been implemented to enhance cost control, conducted with strict discipline and diligence. Key initiatives included cost-saving measures related to personnel and warehousing, reinforcing our commitment to financial discipline and sustainable results.**

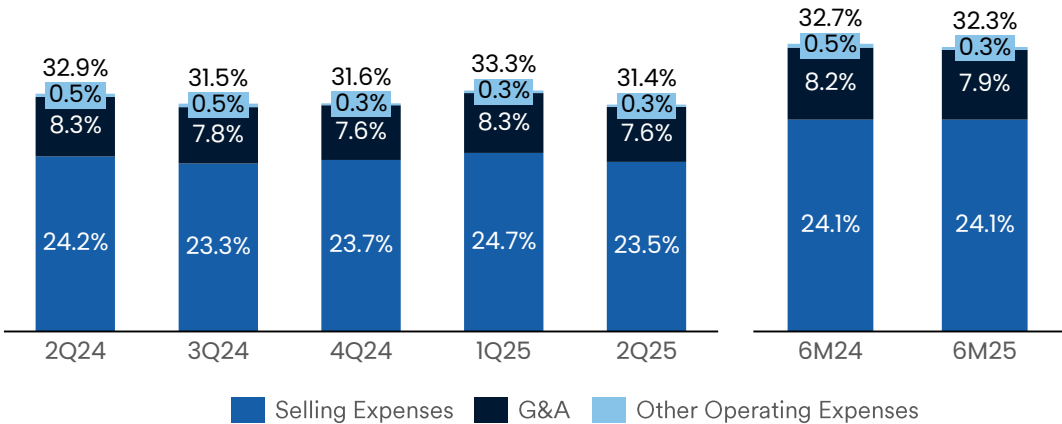
It is important to highlight that, **following a temporary loss of operational efficiency at the Distribution Center (DC) in January and February** – due to high occupancy levels and ongoing expansion works – the situation was fully resolved in March. Throughout 2Q25, expenses were diluted compared to the same period last year, **with part of the 1Q25 impact already offset by structural adjustments in the operation, which enhanced the efficiency of internal warehousing processes.**

**Other Operating Expenses** totaled R\$3.1 million, down 31.2% compared to the same period last year – reflecting a reduction in pre-operating expenses related to store openings, given the lower number of new store openings year over year (no stores opened in 2Q25, compared to three openings in 2Q24).

Additionally, **since last year, the Company has shifted its focus toward cash generation, in a context of high interest rates in Brazil.** As a result, the pace of new store openings has slowed. This strategic movement supports operating leverage gains, driven by the maturation of the existing store base, without the initial profitability pressure from newly opened units, which typically operate with lower margins in their first quarters.

Operational Expenses

% of Grupo Petz's Gross Revenue





Adjusted EBITDA (IAS 17)

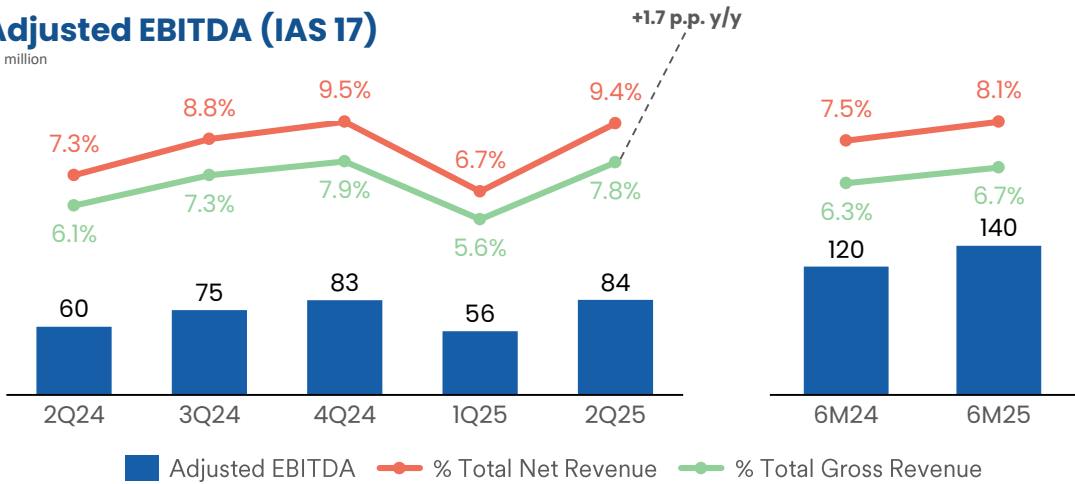
Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
EBITDA	93,095	50,081	85.9%	140,192	102,588	36.7%
(+) Stock Option Plan (SOP)	2,270	5,553	(59.1%)	2,204	11,106	(80.2%)
(+) Non-recurring results	(11,808)	4,246	-	(2,854)	6,300	-
Adjusted EBITDA	83,557	59,880	39.5%	139,542	119,994	16.3%
Adjusted EBITDA /Total Gross Revenues	7.8%	6.1%	1.7 p.p.	6.7%	6.3%	0.5 p.p.
Adjusted EBITDA IFRS 16	145,632	116,458	25.1%	262,407	232,993	12.6%
Adjusted EBITDA IFRS 16/Total Gross Revenues	13.7%	11.9%	1.8 p.p.	12.7%	12.2%	0.5 p.p.

Adjusted EBITDA reached R\$83.6 million in 2Q25, up 39.5% y/y, representing 7.8% of Gross Revenue – an expansion of 1.7 p.p. y/y. This performance was primarily driven by gross margin gains, improved efficiency, and the dilution of operating expenses throughout the quarter.

In 2Q25, Non-Recurring Result totaled a positive R\$11.8 million, including revenues from non-recurring tax credits, expenses related to the Merger Agreement with Cobasi (involving transaction advisor fees and due diligence), and the (non-cash) recognition of the earn-out portion from the Zee.Dog transaction.

Adjusted EBITDA (IAS 17)

R\$ million



Financial Result

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
Financial Results	(7,930)	(16,787)	(52.8%)	(4,690)	(26,556)	(82.3%)
Financial Income	24,333	23,040	5.6%	56,612	37,080	52.7%
Financial Expenses	(32,263)	(39,827)	(19.0%)	(61,302)	(63,636)	(3.7%)

The Financial Result in 2Q25 represented an expense of R\$7.9 million, compared to an expense of R\$16.8 million registered in 2Q24.

In this quarter, the swap operation related to the 4131 debt resulted in a positive impact of R\$2.5 million in Net Income, with no cash effects. The positive result is due to the depreciation of the dollar during the quarter – the exchange rate of the dollar at the beginning of the quarter was R\$5.70 (data as of April 1st, 2025) and, by the end of the quarter, the exchange rate (as of June 30th, 2025), was R\$ 5.45.

Regarding the debt 4131, taken out in the first quarter of 2023, it is important to highlight that, throughout its five-year term, the outstanding balance will be subject to foreign exchange variations, which will be offset due to the full swap for Brazilian real arranged in connection with the operation. It is worth noting that, despite the mark-to-market variation existing between quarters (non-cash effect), at the end of the five-year period the accumulated cash impact of this will be zero.

Net Income

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
Earnings before Income Tax and Social Contribution	36,742	(12,167)	-	38,886	(14,138)	-
Income Tax & Social Contribution <sup>1</sup>	(12,854)	12,985	-	(14,239)	14,905	-
Net Income	23,888	818	2,820.3%	24,647	767	3,113.4%
(-) Stock Option Plan (SOP)	2,270	5,553	(59.1%)	2,204	11,106	(80.2%)
(-) Non-Recurring Effects Adjusted on EBITDA	(11,808)	4,246	-	(2,891)	6,300	-
(-) Interest in accounts payable to selling shareholders	4,789	3,287	45.7%	8,826	6,282	40.5%
(-) Positive Swap Impact / 4131 Debt	(2,550)	5,196	-	(11,156)	6,234	-
(-) Tax effects	1,885	(8,936)	-	(2,137)	(12,603)	(83.0%)
Adjusted Net Income	18,474	10,163	81.8%	19,530	18,086	8.0%
Adjusted Net Margin (%)	1.7%	1.0%	0.7 p.p.	0.9%	0.9%	(0.0 p.p.)
Adjusted Net Income (IFRS 16)	15,876	6,085	160.9%	13,736	9,587	43.3%
Adjusted Net Margin (IFRS 16) (%)	1.5%	0.6%	0.9 p.p.	0.7%	0.5%	0.2 p.p.

The adjustments made to Net Income include the exclusion of: (i) non-recurring expenses, as detailed in the Adjusted EBITDA section; (ii) the Stock Option Plan line (non-cash and currently “out of the money”); and (iii) financial expenses / interest on amounts to be paid in the future to shareholders of acquired companies (non-cash). It is important to note that, for the calculation of these adjustments, the exclusion of income tax (IR) and social contribution (CS) effects is performed using a 34% tax rate. The effective tax rate also reflects the 34% tax impact on the earnings before tax (EBT) of subsidiaries.

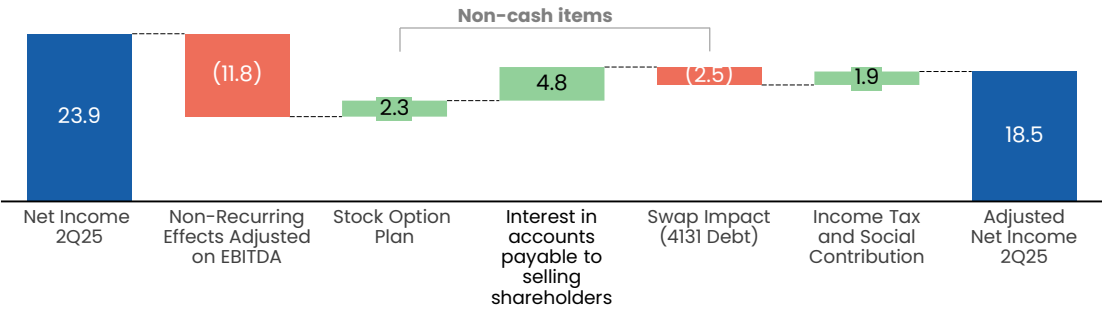
<sup>1</sup> In 2Q25, includes a one-off positive effect from the write-off of an investment in an international corporate structure.

In the quarter, Net Income reached R\$23.9 million. **Adjusted Net Income reached R\$18.5 million, a 81.8% y/y increase**, reflecting the combination of sustainable growth and a strong focus on operational efficiency.

To provide a clearer view of operating performance, starting in 4Q24, we have excluded the impact of exchange rate variation from the 4131 debt swap in the Adjusted Net Income calculation, as it is a non-cash effect and solely reflects the mark-to-market of the derivative (swap), as previously explained.

Adjustments in Net Income

R\$ million

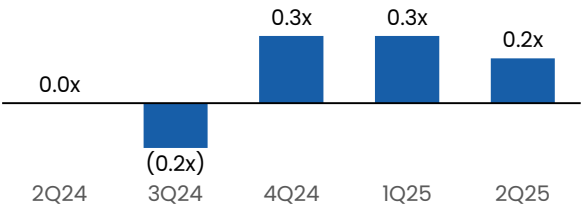


Debt

Grupo Petz	2Q25	2Q24	Δ
R\$ thousands, unless otherwise stated			
Gross Debt	419,411	420,511	(0.3%)
Current Loans and Financing	85,873	18,868	355.1%
Noncurrent Loans and Financing	333,538	401,643	(17.0%)
Cash & Cash Equivalents and Financial Investments	373,912	409,770	(8.8%)
Cash & Cash Equivalents	26,206	24,310	7.8%
Financial applications	347,706	385,460	(9.8%)
Net Debt (Cash)	45,499	10,741	323.6%
Adjusted EBITDA (LTM)	297,431	252,178	17.9%
Net Debt (Cash)/Adjusted EBITDA (LTM)	0.2x	0.0x	0.0x

Leverage

Net Debt (Cash)/Adjusted EBITDA (LTM)



The Company ended 2Q25 with **Net Debt of R\$45.5 million** (a reduction of R\$30.3 million compared to 1Q25), representing 0.2x LTM Adjusted EBITDA.

It is worth highlighting the **dividend distribution** of R\$130 million paid in 4Q24, which represented the cash portion received by Petz shareholders as part of the business combination with Cobasi.

Investments/CAPEX

Grupo Petz	2Q25	2Q24	Δ	6M25	6M24	Δ
R\$ thousands, unless otherwise stated						
New Stores & Hospitals	4,717	14,144	(66.7%)	10,073	26,146	(61.5%)
Renovation, Maintenance & Others	12,073	11,674	3.4%	22,220	22,294	(0.3%)
Technology & Digital	13,024	14,131	(7.8%)	27,795	26,872	3.4%
Total Investments	29,814	39,949	(25.4%)	60,088	75,312	(20.2%)
Non-Cash Effect	(945)	(623)	51.8%	2,702	6,318	(57.2%)
Cash Flow from Fixed & Intangible Assets	28,869	39,326	(26.6%)	62,790	81,630	(23.1%)

**Total Investments** amounted to R\$29.8 million in 2Q25, down 25.4% y/y, reinforcing our ongoing commitment to operational efficiency.

Investments in **New Stores** totaled R\$4.7 million, a 66.7% y/y decrease, reflecting the slower pace of expansion and optimization of capex per store. The adoption of more efficient structures and an improved design contributed to a leaner, more modern store model that better aligns with current market needs.

Investments in **Renovations, Maintenance, and Other** totaled R\$12.1 million in 2Q25, an increase of 3.4% y/y. Most of the resources were allocated to preventive and corrective store maintenance, with a special focus on air conditioning systems, aiming to enhance the customer experience, ensure in-store comfort, and promote greater energy efficiency. Select investments were also made in layout adjustments and logistics improvements.

Lastly, we invested R\$13.0 million in **Technology and Digital** in 2Q25, a 7.8% y/y decrease. Resources were directed toward enhancing the e-commerce journey, including improvements to the website and app, upgrades to user experience (UX), and advances in digital security and online store performance monitoring. These efforts aim to strengthen conversion, customer loyalty, and information security through the continuous development of customer-centric products and solutions.



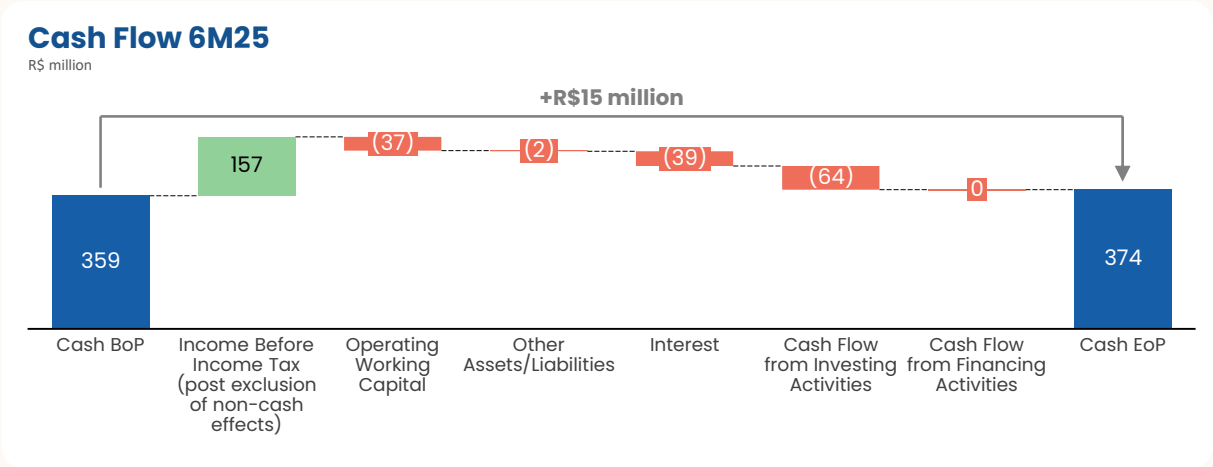
Cash Flow

Grupo Petz R\$ thousands, unless otherwise stated	2Q25	2Q24	Δ	6M25	6M24	Δ
Cash Flow from Operating Activities	56,455	52,897	6.7%	79,792	95,720	(16.6%)
Income Before Income Tax (post exclusion of non-cash effects)	103,806	67,673	53.4%	157,271	133,437	17.9%
Operating Working Capital	(22,127)	(16,045)	37.9%	(36,787)	(18,467)	99.2%
Other Assets/Liabilities	(11,100)	13,852	-	(1,850)	21,549	-
Interest	(14,124)	(12,583)	12.2%	(38,843)	(40,799)	(4.8%)
Cash Flow from Investing Activities	(29,374)	(41,153)	(28.6%)	(64,296)	(84,578)	(24.0%)
Cash Flow from Financing Activities	158	(15,732)	-	(87)	(27,827)	(99.7%)
Free Cash Flow, Net	27,239	(3,988)	-	15,409	(16,685)	-
Cash BoP	346,673	413,758	(16.2%)	358,503	426,455	(15.9%)
Cash EoP	373,912	409,770	(8.8%)	373,912	409,770	(8.8%)

In 2Q25, once again, operating cash generation was sufficient to fully cover the investments made during the period, totaling R\$56.5 million in Operating Cash Flow. Net Cash Flow for the quarter was positive at R\$27.2 million.

This performance was driven by improved operational efficiency and strong Cash Earnings, partially offset by a negative variation in working capital.

This variation reflected: (i) an increase in Accounts Receivable due to higher sales; and (ii) improved inventory levels, offset by a reduction in trade payables.







## IAS 17 – Balance Sheet

<b>Grupo Petz</b> <b>R\$ thousands, unless otherwise stated</b>	<b>2Q25</b>	<b>4Q24</b>	<b>3Q24</b>	<b>2Q24</b>	<b>2Q24</b>
<b>ASSETS</b>					
<b>Current Assets</b>	<b>1,378,294</b>	<b>1,369,929</b>	<b>1,379,191</b>	<b>1,455,983</b>	<b>1,357,701</b>
Cash & Cash Equivalents	26,206	47,981	76,559	170,143	24,310
Financial applications	347,706	298,692	281,944	305,428	385,460
Accounts Receivable	397,132	375,119	386,664	365,381	377,679
Inventories	446,434	485,014	473,207	448,707	416,651
Recoverable Taxes and Contributions	122,883	128,783	124,332	136,506	121,903
Other Credits	37,933	34,340	36,485	29,818	31,698
<b>Noncurrent Assets</b>	<b>1,555,939</b>	<b>1,585,961</b>	<b>1,606,546</b>	<b>1,626,201</b>	<b>1,652,834</b>
Other Credits	41,710	38,495	39,857	41,075	39,175
Recoverable Taxes and Contributions	4,265	5,060	5,060	5,230	27,953
Deferred Income Tax and Social Contribution	44,747	58,590	59,976	22,009	19,773
Property, Plant and Equipment	751,907	769,591	788,428	792,027	798,915
Intangible Assets	713,310	714,225	713,225	765,860	767,018
<b>Total Assets</b>	<b>2,934,233</b>	<b>2,955,890</b>	<b>2,985,737</b>	<b>3,082,184</b>	<b>3,010,535</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>					
<b>Current Liabilities</b>	<b>660,456</b>	<b>677,653</b>	<b>695,777</b>	<b>761,393</b>	<b>580,982</b>
Suppliers	353,862	392,463	408,843	380,541	365,641
Loans, Financing and Debentures	85,873	54,669	63,096	28,795	18,868
Payroll and Related Taxes	91,784	102,061	91,075	104,308	88,322
Taxes Payable	54,062	54,915	59,004	53,282	48,643
Dividends Payable	117	134	134	130,026	26
Accounts payable for the acquisition of subsidiaries	2,063	2,005	2,953	3,163	3,102
Other Payable	71,900	70,632	69,609	58,946	53,983
Loyalty Program	795	774	1,063	2,332	2,397
<b>Non-current Liabilities</b>	<b>480,760</b>	<b>509,549</b>	<b>521,583</b>	<b>535,224</b>	<b>533,519</b>
Loans, Financing and Debentures	333,538	367,771	384,023	397,859	401,643
Accounts payable for the acquisition of subsidiaries	125,279	119,517	113,996	113,015	108,072
Other Payable	-	-	-	663	355
Provisions for Civil and Labor Risks	21,943	22,261	23,564	23,687	23,449
<b>Shareholders' Equity</b>	<b>1,793,017</b>	<b>1,768,688</b>	<b>1,768,377</b>	<b>1,785,567</b>	<b>1,896,034</b>
Capital	1,725,655	1,725,655	1,725,427	1,725,427	1,725,427
Capital Reserves	39,505	39,505	39,505	39,505	39,505
Reserve for Options Granted	85,771	83,502	83,568	75,642	70,089
Treasury Shares	(62,068)	(62,068)	(62,068)	(62,068)	(62,068)
Special Goodwill Reserve	24,825	24,825	24,825	24,825	24,825
Equity adjustment	(129,416)	(129,237)	(128,629)	(130,545)	(128,312)
Profit Reserves	108,745	86,506	85,749	112,781	226,568
<b>Total Liabilities and Shareholders' Equity</b>	<b>2,934,233</b>	<b>2,955,890</b>	<b>2,985,737</b>	<b>3,082,184</b>	<b>3,010,535</b>



IAS 17 – Cash Flow – Indirect Method

<b>Grupo Petz</b>				
<b>R\$ thousands, unless otherwise stated</b>	<b>2Q25</b>	<b>2Q24</b>	<b>6M25</b>	<b>6M24</b>
<b>Cash Flow from Operating Activities</b>	<b>56,455</b>	<b>52,897</b>	<b>79,792</b>	<b>95,720</b>
Operating Profit before income tax	36,742	(12,167)	38,886	(14,138)
Depreciation & Amortization	48,477	45,520	96,724	90,292
Allowance for Inventory Losses	71	(19)	236	146
Recognized options granted	2,269	5,552	2,203	11,105
Interest on Loans and Financing	11,546	20,489	12,870	35,614
PP&E Write-off	118	5,051	118	5,064
Loyalty Program	21	617	(268)	1,468
Provision for Civil and Labor Risks	(156)	35	(1,304)	40
Interest in accounts payable to selling shareholders	4,789	3,287	8,826	6,282
Depreciation & Amortization - Refund of Improvements	(55)	(59)	(109)	(121)
<b>Working Capital Variation</b>	<b>(47,367)</b>	<b>(15,409)</b>	<b>(78,390)</b>	<b>(40,032)</b>
<b>ASSETS</b>				
Accounts Receivables	(20,414)	(6,852)	(11,049)	(10,478)
Inventory	38,509	(8,682)	26,537	24,713
Recoverable Taxes and Contributions	6,627	20,216	2,244	19,211
Other Credits	(8,715)	(9,242)	(6,951)	(12,376)
<b>LIABILITIES</b>				
Suppliers	(40,222)	(511)	(52,275)	(32,702)
Payroll and Related Taxes	(10,269)	(3,234)	717	3,751
Taxes Payable	(3,499)	4,756	(4,235)	4,824
Accounts Payable	4,756	1,356	6,375	6,139
Income Tax and Social Contribution Paid	(16)	(633)	(910)	(2,315)
Interest Paid on Borrowings and Financing	(14,124)	(12,583)	(38,843)	(40,799)
<b>Cash flow from Investing Activities</b>	<b>(29,374)</b>	<b>(41,153)</b>	<b>(64,296)</b>	<b>(84,578)</b>
Investments	(505)	(1,827)	(1,505)	(2,948)
Purchase of Property, Plant and Equipment	(28,869)	(39,326)	(62,791)	(81,630)
<b>Cash Flow from Financing Activities</b>	<b>158</b>	<b>(15,732)</b>	<b>(87)</b>	<b>(27,827)</b>
Proceeds from borrowings and financing	657	-	657	-
Repayment of borrowings and financing	(482)	(11,853)	(955)	(23,948)
Capital increase	(17)	(3,879)	(17)	(3,879)
<b>Free Cash Flow, Net</b>	<b>27,239</b>	<b>(3,988)</b>	<b>15,409</b>	<b>(16,685)</b>
Cash BoP	47,981	36,427	124,540	56,225
Cash EoP	26,206	24,310	74,187	24,310
<b>Cash + Financial Applications BoP</b>	<b>346,673</b>	<b>413,758</b>	<b>358,503</b>	<b>426,455</b>
<b>Cash + Financial Applications EoP</b>	<b>373,912</b>	<b>409,770</b>	<b>373,912</b>	<b>409,770</b>



Annex I – Reconciliation of EBITDA – Financial Statements vs. Adjusted EBITDA

Grupo Petz	2Q25	2Q24	6M25	6M24
R\$ thousands, unless otherwise stated				
Earnings Before Interest Tax (EBIT)	63,780	21,393	81,118	45,687
(+) Depreciation & Amortization	47,894	44,928	95,562	89,096
(+) Depreciation – Right of Use (CPC 06 (R2))/IFRS 16)	43,496	40,377	86,377	80,869
EBITDA	155,170	106,698	263,057	215,652
(+) Rental Expenses	(62,075)	(56,578)	(122,865)	(112,999)
EBITDA ex./ IFRS 16	93,095	50,120	140,192	102,653
(+) Stock Option Plan (SOP)	2,270	5,553	2,204	11,106
(+) Right of use (CPC 06 (R2))/IFRS 16) Write-off	-	(39)	-	(65)
(+) Non-recurring results	(11,808)	4,246	(2,891)	6,300
Adjusted EBITDA	83,557	59,880	139,542	119,994
Adjusted EBITDA IFRS 16	145,632	116,458	262,407	232,993

Annex II – IFRS 16 Impact – Statement of Income

Grupo Petz	2Q25		Δ
R\$ thousands, unless otherwise stated	IAS 17	IFRS 16	
Gross Revenue from Products and Services	1,065,030	1,065,030	-
Taxes and other Deductions	(177,697)	(177,697)	-
Net Revenue from Products and Services	887,333	887,333	-
Cost of Goods Sold and Services Rendered	(469,399)	(469,399)	-
Gross Profit	417,934	417,934	-
Operating Revenue (Expenses)	(373,262)	(354,154)	(19,108)
Selling	(289,501)	(271,479)	(18,022)
General & Administrative	(90,203)	(88,736)	(1,467)
Other Operating Income (expenses), net	6,442	6,061	381
Operating Profit before Financial Income	44,672	63,780	(19,108)
Financial Results	(7,930)	(30,973)	23,043
Financial Income	24,333	24,333	-
Financial Expenses	(32,263)	(55,306)	23,043
Earnings before Income Tax and Social Contribution	36,742	32,807	3,935
Income Tax and Social Contribution	(12,854)	(11,517)	(1,337)
Net Income	23,888	21,290	2,598



## Annex III – IFRS 16 Impact – Balance Sheet

Grupo Petz R\$ thousands, unless otherwise stated	2Q25		Δ
	IAS 17	IFRS 16	
<b>ASSETS</b>			
<b>Current Assets</b>	<b>1,378,294</b>	<b>1,377,094</b>	<b>1,200</b>
Cash & Cash Equivalents	26,206	26,206	-
Financial applications	347,706	347,706	-
Accounts Receivable	397,132	397,132	-
Inventories	446,434	446,434	-
Recoverable Taxes and Contributions	122,883	122,883	-
Other Credits	37,933	36,733	1,200
<b>Noncurrent Assets</b>	<b>1,555,939</b>	<b>2,426,447</b>	<b>(870,508)</b>
Other Credits - LP	41,710	41,710	-
Recoverable Taxes and Contributions	4,265	4,265	-
Deferred Income Tax and Social Contribution	44,747	103,442	(58,695)
Property, Plant and Equipment	751,907	1,574,131	(822,224)
Intangible Assets	713,310	702,899	10,411
<b>Total Assets</b>	<b>2,934,233</b>	<b>3,803,541</b>	<b>(869,308)</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>			
<b>Current Liabilities</b>	<b>660,456</b>	<b>798,492</b>	<b>(138,036)</b>
Suppliers	353,862	353,862	-
Loans, Financing and Debentures	85,873	85,873	-
Payroll and Related Taxes	91,784	91,784	-
Taxes Payable	54,062	54,062	-
Dividends Payable	117	117	-
Accounts payable for the acquisition of subsidiaries	2,063	2,063	-
Other Payable	71,900	51,870	20,030
Loyalty Program	795	795	-
Leasing Right of Use Payable (IFRS 16)	-	158,066	(158,066)
<b>Non-current Liabilities</b>	<b>480,760</b>	<b>1,322,867</b>	<b>(842,107)</b>
Loans, Financing and Debentures	333,538	333,538	-
Accounts payable for the acquisition of subsidiaries	125,279	125,279	-
Provisions for Civil and Labor Risks	21,943	21,943	-
Leasing Right of Use Payable (IFRS 16)	-	842,107	(842,107)
<b>Shareholders' Equity</b>	<b>1,793,017</b>	<b>1,682,182</b>	<b>110,835</b>
Capital	1,725,655	1,725,655	-
Capital Reserves	39,505	39,505	-
Reserve for Options Granted	85,771	85,771	-
Treasury Shares	(62,068)	(62,068)	-
Special Goodwill Reserve	24,825	24,825	-
Equity adjustment	(129,416)	(129,416)	-
Profit Reserves	108,745	(2,090)	110,835
<b>Total Liabilities and Shareholders' Equity</b>	<b>2,934,233</b>	<b>3,803,541</b>	<b>(869,308)</b>



## Annex IV – IFRS 16 Impact – Cash Flow

Grupo Petz	2Q25		Δ
	IAS 17	IFRS 16	
<b>R\$ thousands, unless otherwise stated</b>			
<b>Fluxo de Caixa Operacional</b>	<b>56,455</b>	<b>110,926</b>	<b>(54,471)</b>
<b>Cash Flow from Operating Activities</b>	36,742	32,806	3,936
Profit Before Income Tax and Social Contribution	48,477	47,948	529
Depreciation & Amortization	-	43,496	(43,496)
Depreciation – Right of Use (CPC 06 (R2))/IFRS 16)	-	25,110	(25,110)
Interest Expenses – Right of use (CPC 06 (R2))/IFRS 16)	71	71	-
Allowance for Inventory Losses	2,269	2,269	-
Recognized options granted	11,546	11,546	-
Loyalty Program	21	21	-
Provision for Civil and Labor Risks	(156)	(156)	-
Interest in accounts payable to selling shareholders	4,789	4,789	-
Depreciation & Amortization - Refund of Improvements	(55)	(55)	-
<b>ASSETS</b>			
Accounts Receivables	(20,414)	(20,414)	-
Inventory	38,509	38,509	-
Recoverable Taxes and Contributions	6,627	6,627	-
Other Credits	(8,715)	(8,715)	-
<b>LIABILITIES</b>			
Suppliers	(40,222)	(40,222)	-
Payroll and Related Taxes	(10,269)	(10,269)	-
Taxes Payable	(3,499)	(3,499)	-
Accounts Payable	4,756	5,811	(1,055)
Income Tax and Social Contribution Paid	(16)	(16)	-
Interest Paid on Borrowings and Financing	(14,124)	(14,124)	-
Interest Paid on Right of Use (CPC 06 (R2))/IFRS 16)	-	(10,725)	10,725
<b>Cash flow from investing activities</b>	<b>(29,374)</b>	<b>(29,217)</b>	<b>(157)</b>
Investments	(505)	(505)	-
Purchase of Property, Plant and Equipment	(28,869)	(28,712)	(157)
<b>Cash Flow from Financing Activities</b>	<b>158</b>	<b>(55,127)</b>	<b>55,285</b>
Proceeds from borrowings and financing	657	-	657
Repayment of borrowings and financing	(482)	(482)	-
Payment of Dividends	(17)	(17)	-
Payment of Right of Use (CPC 06 (R2))/IFRS 16)	-	(54,628)	54,628
<b>Free Cash Flow, Net</b>	<b>27,239</b>	<b>27,239</b>	<b>-</b>
Cash BoP	47,981	47,981	-
Cash EoP	26,206	26,206	-

## Glossary

### Operational Metrics

- **Same Store Sales (SSS)** – SSS considers (i) sales from Petz physical stores that are over 12 months old, whether sales of products or services, (ii) omnichannel sales (Pick-up and Ship from Store) from physical stores that are over 12 months old and (iii) e-commerce sales (sales shipped from the CD directly to the end customer).
- **Digital Gross Revenue** – Considers all sales originating on the Petz, Zee Dog, Zee Now website and app, in addition to sales on partner marketplaces and super apps.
- **Omnichannel Sales** – Petz Pick-up and Ship from Store sales.
- **Pick-up** – Sales that are made through the digital channel, but that the customer chooses to collect in physical stores.
- **Ship from Store** – Sales made through the digital channel and delivered to the customer's home, leaving any of our physical stores.
- **Omnichannel Ratio** – Petz Omnichannel Sales as a % of Petz Digital Gross Revenue.
- **E-commerce Sales** – All sales shipped from the Distribution Center directly to the customer.
- **Food Category** – Products such as: prescribed pet food, super premium, premium and standard pet food, wet food, snacks and more.
- **Non-Food Category** – Products such as: accessories, hygiene & cleaning products, medicines, among others.

### Non-Accounting Measures

- **Adjusted EBITDA and Adjusted EBITDA Margin** – Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) is a non-accounting measurement disclosed by the Company in compliance with CVM Instruction 527/12. EBITDA is adjusted to exclude non-recurring effects and, for comparison purposes, the effect of the adoption of CPC 06/IFRS 16, effective on January 1, 2019, is excluded as well, resulting in Adjusted EBITDA. Non-recurring affects are characterized by extraordinary effects that impact the Company's result. Since these amounts are not a recurring portion of the result, the Company chooses to make such adjustment so that Adjusted EBITDA considers only recurring numbers. The Company uses Adjusted EBITDA as a performance measure for managerial purposes and for comparison with peers.
- **Net Debt** – Results from the sum of short- and long-term loans, registered under Current and Non-Current Liabilities, minus the sum of Cash and Cash Equivalents with Marketable Securities, registered under Current and Non-Current Assets.
- The Company understands that the **Net Debt/Adjusted EBITDA ratio** helps to determine leverage and liquidity. Last Twelve Months (LTM) Adjusted EBITDA is the sum of Last Twelve Months EBITDA and also represents an alternative to operating cash generation.
- **Adjusted EBITDA, Adjusted Net Income, Net Debt, Net Debt/LTM Adjusted EBITDA and Operating Cash Generation** presented in this document are not measurements of profit in accordance with the accounting principles adopted in Brazil and do not represent cash flows in the periods presented. Therefore, they are not alternative measures of results or cash flows.
- **Operating Cash Generation** presented here is a managerial measurement resulting from the cash flow from operational activities presented in the Statement of Cash Flow, adjusted by the "Right-of-use Lease" which, after the adoption of CPC 06/IFRS 16, began to be accounted for in the Statement of Cash Flow as a financing activity.

Disclaimer

Statements contained in this document regarding business prospects, projections of operating and financial results and growth prospects for Petz are merely projections and, as such, based exclusively on expectations of the management regarding the future of the business. These expectations substantially depend on market conditions, performance of the Brazilian economy, the industry and international markets and, therefore, are subject to change without prior notice. All changes presented herein are calculated based on numbers in thousands of Brazilian reais (BRL), 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 expectations. Non-accounting data was not reviewed by the Company's independent auditors.

Investor Relations

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**PETZ3**  
R\$4.23 per share

**462,739,925**  
Total Shares

**R\$2.0 billion**  
Market Cap  
*Data as of: August 07th, 2025*

