



#### Conversion of R\$1.6 Bn in debt into shares

Strengthening the capital structure, supporting the management strategy and evolving the Transformation Plan

# Others Domus VII Participações S.A. (subsidiary of Mapa Capital) 14.5% | 95.1 MM 85.5% | 558.8MM CASASBAHIA % of shares | # of BHIA3 shares

- Conversion of -100% of Series 2 under the terms of the Company's 10th Debenture Issuance
- Conversion price: R\$2.95 (80% of VWAP)<sup>(1)</sup>90 Days)

#### MAIN IMPLICATIONS

#### Improvement of capital structure

- Conversion of R\$1.6 billion from the 2nd series of debentures into shares
- Net debt/EBITDA increases from 1.8x to 1.1x in Q2'25

#### **Management Stability with Reinforced Governance**

- Confidence in current management and belief in strategy
- Continuity of the Transformation Plan
- Number of Board members increases from 5 to 7, maintaining 4 current ones (3 new ones appointed by Mapa Capital)

#### WHO IS MAPA CAPITAL

#### Areas of activity

Management of holdings, financial and strategic advice

#### Team

- Formed by partners with extensive market experience
- Reputation: acting with a long-term vision, focusing on governance and sustainable value generation

#### Selected operations (examples)









Portfolio (examples)





VESTE



#### **Q2'25 HIGHLIGHTS**

7th consecutive quarter of sequential improvement in EBITDA margin Conversion of R\$1.6 Bn in debt into equity: 40% debt reduction GMV growth across all channels (+7.6% y/y)

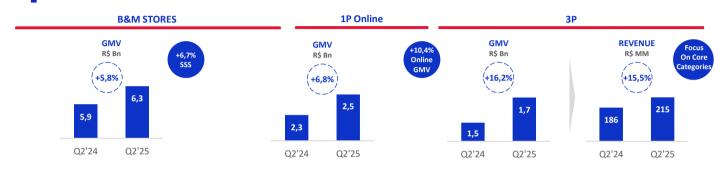
Generation of R\$ 173 MM in free cash flow

- 7 consecutive quarters of EBITDA margin improvement: 8.3% (+1.3 pp.vs Q2'24 and +0.1 pp.vs Q1'25)
- Conversion of R\$1.6 Bn from the 2nd series of debentures into shares
- ➤ Reprofiling of the 1st series of debentures (Nov/26 →Nov/27): Additional cash flow of R\$400 MM in the next 2 years
- Free Cash Flow Generation of R\$173 MM (+88% y/y) and liquidity balance of R\$3 Bn
- Online GMV growth (+10.4% y/y), with continued growth in 3P (+16.2% y/y) and recovery in online 1P (+6.8% y/y)
- Gain of market share offline in all categories (+0.8pp. y/y)
- ▶ BNPL portfolio in R\$ 6.2 billion (+R\$630 MM y/y), with a +12% increase in revenue from financial solutions and default under control

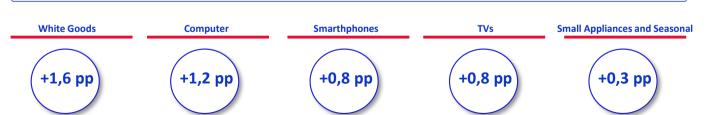




+6.7% of same-store sales growth, with the capture of the Transformation Plan initiatives







# GROWTH AND PROFITABILITY OF THE ECOSYSTEM

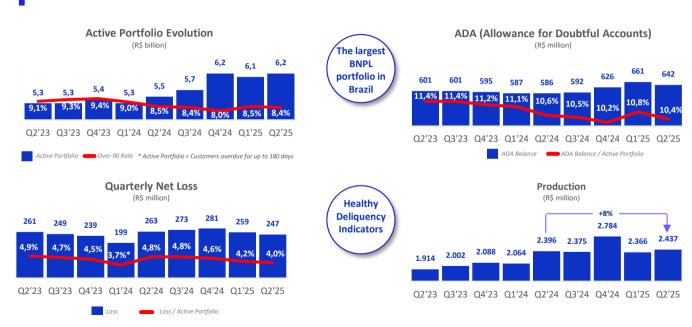




#### 1

#### **BNPL: PORTFOLIO GROWTH WITH DELIQUENCY UNDER CONTROL**

Production 8% higher y/y, with a focus on better credit risk quality

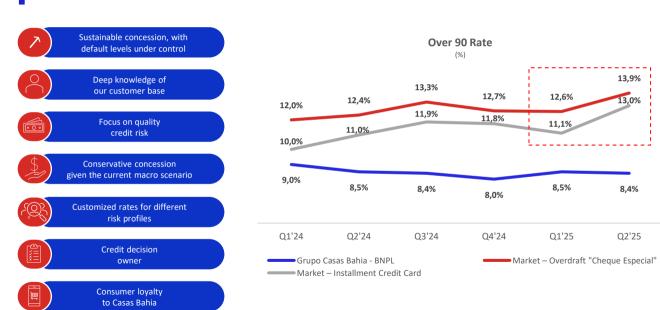






#### BNPL: GRUPO CASAS BAHIA'S DELIQUENCY REMAINED UNDER CONTROL

While market deliquency have worsened in the face of the challenging macroeconomic scenario since Q3'24



Source: Central Bank 8



### 2 | CB full

#### LOGISTICS PLATFORM INTEGRATING INTERNAL EXPERTISE AND ACQUISITIONS, SERVING B2C, B2B AND D2C CUSTOMERS



**25** 

Centers of Distribution



2.6 MM m<sup>2</sup>

Capacity of storage



64%

1P orders delivered on the same day

**72%** 

Up to 24 hours

**81**%

Up to 45 hours





100%

Cities covered by deliveries



1,043

B&M Stores (Click and Collect)



15%

1P orders delivered on the same day

40%

Up to 24 hours

**65%** 

Up to 45 hours



1,600+

Station scross docking (e.g. Post Office)





#### **Q2'25 HIGHLIGHTS**



#### **EXPANDING THE SOLUTIONS PORTFOLIO**

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Implementation of new formats brandformance



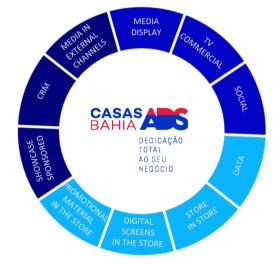
Strategic positioning (home and search)



Brand building and sales performance for advertisers



ROAS 40% higher than the platform average



- 1)Considers the entire Casas Bahia media ecosystem Ads
- 2) Advertiser ROAS is the acronym for "Return on advertising spend"

# TRANSFORMATION PLAN STATUS



#### **REVIEW OF THE 2ND YEAR OF THE TRANSFORMATION PLAN**

rental costs review, amongst others

line with inventory shrinkage

• DC productivity improvement, and rented footprint adjustment, in

Fixed

IT Costs

Store Profitability

Freight and DC Optimization



structure - Approx. 20% of the staff and 40% of the leadership

75% reduction in expenses with labor lawsuits vs. 2Q23 90 stores with negative margins closed since 2023; creation of a store

recovery plan

13 DCs readjusted since 2023





#### **EVOLUTION OF INITIATIVES TO IMPROVE CAPITAL STRUCTURE**

Operational improvement brought credibility to gradually improve liabilities

Strong support from creditors and prioritization of liquidity and cash flow management

#### 1 Aug/23 – Transformation Plan

• Launch of the plan with operational levers and capital structure

#### 3 Mar/24 - Reprofiling

- CCB + 9th debenture issue
- · Reprofiling of R\$ 1.5 billion
- · 3-year extension for maturities between 2024 and 2025
- 18-month grace period for principal repayment
- Cost: CDI + 4% per year

#### 5 Jan/25 – FIDC Operationalization

- Expectation of reaching R\$ 500 MM in equity
- · New financing mechanism for credit
- · Credit: formalization in CCB
- Banking correspondent in 100% of stores, mitigating fungibility risk
- · Digital biometrics



#### 2 Sep/23 andNov/23 - Raising

- FollowOnof R\$ 623 MM in Sep/23
- CCBs of R\$ 400 MM in Nov/23

#### 4 Jun/24 – Reprofiling (RE)

- Reprofiling of R\$4.1 billion (6th to 9th debenture issues + CCBs)→ with issuance of the 10th debenture)
- Extension of the average term from 22 to 72 months and reduction of 1.5 p.p. in the average cost of debt
- Grace period of 24 months for interest and 30 months for principal; total amortization in 78 months

#### 6 Aug/25 – Capital Structure Transformation

- Advance conversion into shares of the 2nd series of debentures, totaling R\$1.6 billion (Oct/25→ Aug/25)
- Reprofiling of the 1st series (Nov/26→Nov/27), generating additional cash flow of R\$400 million in 2 years
- Cash sweep waiver for strategic operations of up to R\$500 million

Inventory optimization: reduction of R\$ 814 MM vs Q2'23

Net Monetization of tax credits: R\$2.7 billion since Q3'23

2

### **ESG**















SUSTAINABILITY
REVIVA RECYCLING AND
RENEWABLE ENERGY PROGRAM

#### 86% of Energy Usage

from renewable sources in operations.
Our goal is to reach 90% by 2025.

#### +711 Ton

destined waste for recycling.

#### 755 Collectors

distributed electronics in stores and operations.

#### 16 Ton of Electronics

forwarded to disposal and recycling.

#### ISE B3

Participation in the Corporate Sustainability Index.

#### FUNDAÇÃO CASASBAHIA

SOCIAL CASAS BAHIA FOUNDATION

#### Young Protagonism

Hiring of 21 young people from Ins. Proa. 145 students trained in the project "Proprofession" and mentoring by employees of the Grupo Casas Bahia visiting the headquarters.

#### **Fostering Entrepreneurship**

Beginning of the training of 1,500 women entrepreneurs in the states of São Paulo, Rio de Janeiro, Rio Grande do Sul, Bahia and the Federal District.



#### GOVERNANCE CORPORATE

#### **External Auditor's Assessment:**

Since 2020, there have been no material weaknesses or significant deficiencies in internal controls.

#### **Robust practices:**

-Listing on Novo Mercado
-Independent Board members
-Different executives for CEO and
Chairman of the Board
-Statutory Audit, Risk and Compliance
Committee.

# FINANCIAL HIGHLIGHTS



#### FINANCIAL HIGHLIGHTS

**Evolution of the Transformation Plan** 

#### DISCIPLINE OF **OPERATIONAL EXECUTION**

#### Sequential improvement of operating margins

7 consecutive quarters of EBITDA margin improvement: 8.3% (+1.3 pp.vs Q2'24 and +0.1 pp.vs Q1'25)

> GMV growth in all channels: +7.6% v/v

SG&A Improvement: -2.1 pp. a/a under the recipe

> Credit with deliquency under control

#### LIQUIDITY **AND CASH FLOW**

#### Liquidity management and cash flow

Best Q2 liquidity balance change in the last 6 years +R\$ 500 MM v/v

> Free cash flow generation +R\$ 173 MM (+88% v/v)

Lowest disbursement for 20 lawsuits in the last 6 years -34% v/v

#### STRUCTURE OF **CAPITAL**

#### Structural advancement in the Company's leverage

Conversion of R\$ 1.6 billion from the 2nd series of debentures into shares

Cash flow preservation R\$400 MM in the next 2 years with reprofiling of the 1st series of debentures  $(Nov/26 \rightarrow Nov/27)$ 

> Cash sweep waiver for strategic operations with limit at R\$ 500 MM



#### IENIT G



#### 7TH CONSECUTIVE QUARTER OF EBITDA MARGIN IMPROVEMENT

#### Revenue growth, efficiency and operational leverage resulting from the Plan's structural adjustments

y/y

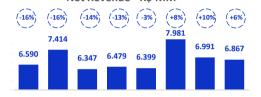
y/y

Discipline and consistency of the

**Transformation** 

Plan

#### Net Revenue - RS MM



Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q'25

GMV growth across all channels (+7.6%), driven by online (+10%), with the resumption of online 1P (+7%) and continuity of 3P (+16%)

#### SG&A - R\$ MM

#### Var (y/y)

Var (v/v)



Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q'25

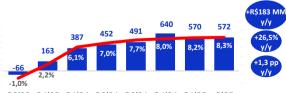
Capture of adjustments made since 2023, with greater operational efficiency and expense discipline

#### Gross Profit - R\$ MM



Higher penetration of installment payments and services, a more profitable mix. and proper inventory quality

#### Adjusted EBITDA - R\$ MM



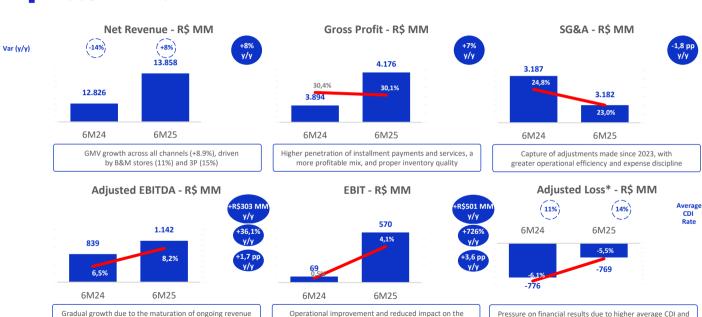
Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q'25

Gradual growth due to the maturation of ongoing revenue growth and cost/expense reduction initiatives

#### **1H25 – GROWTH WITH PROFITABILITY**



#### 36% y/y growth on Adjusted EBITDA



line Others due to non-recurring factors

\*Excluding monetary updates and debt modifications in the Financial Result

growth and cost/expense reduction initiatives

without capturing recent improvements in the capital structure





#### **Operational evolution and increase in financial expenses**

Gradual improvement of operational margins

(R\$ Million)	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Var. YoY	6M24	6M25	Var. YoY
Gross Revenue	7.724	7.628	9.520	8.299	8.186	6,0%	15.266	16.485	8,0%
Net Revenue	6.479	6.399	7.981	6.991	6.867	6,0%	12.826	13.858	8,0%
Gross Profit	1.992	2.023	2.460	2.109	2.067	3,8%	3.894	4.176	7,2%
Gross Margin	30,7%	31,6%	30,8%	30,2%	30,1%	(0,6p.p.)	30,4%	30,1%	(0,3p.p.)
SG&A	-1.612	-1.596	-1.898	-1.616	-1.566	-2,9%	-3.187	-3.182	-0,2%
Adjusted EBITDA	452	491	640	570	572	26,5%	839	1.142	36,1%
Adjusted EBITDA Margin	7,0%	7,7%	8,0%	8,2%	8,3%	1,3p.p.	6,5%	8,2%	1,7p.p.
Other Expenses	-97	-40	-119	-18	-49	-49,5%	-229	-67	-70,7%
Financial Results	-42	-738	-921	-922	-1.147	n/a	-528	-2.069	291,9%
ЕВТ	43	-558	-660	-635	-864	n/a	-459	-1.499	226,6%
Income Tax & Social Contribu	-6	189	208	227	309	n/a	235	536	128,1%
Net Income (Loss)	37	-369	-452	-408	-555	n/a	-224	-963	329,9%
Adjusted Net Loss*	-384				-423	10,2%	-776	-769	-0,9%

#### Q2'25 Highlights

7 consecutive quarters of EBITDA margin improvement: 8.3% (+1.3 p.p. vs. Q2'24 and +0.1 p.p. vs. Q1'25)

#### Revenue

- B&M Stores: Same-store sales growth of +6.7% v/v
- Financial Solutions: +12% y/y growth
- BNPL: +8% y/y growth in production

#### SG&A:

- 2.1 p.p. reduction on SG&A/revenue
  - New actions for reduction: 22 stores closed in Q2'25, 91 stores closed since 2023

#### Financial result and EBT:

- Despite the operational improvement, financial expenses increased significantly due to the higher Selic rate
- In comparison with Q2'24, we have the effect of debt modification and monetary updates not comparable with Q2'25



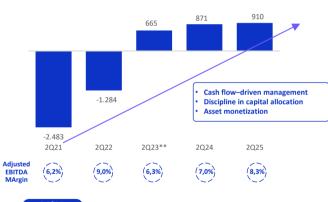
#### **R\$ 173 MM OF FREE CASH FLOW GENERATION**

#### R\$ 500 MM of liquidity increase vs Q1'25

R\$ Million	Q2'20	Q2'21	Q2'22	Q2'23	Q2'24	Q2'25
Net income (loss)	65	132	6	(492)	37	(555)
Adjusted net income (loss)	585	934	1.048	902	725	402
Working Capital Variation	(1.343)	(277)	909	365	148	(200)
Inventory	(28)	580	273	716	(22)	128
Suppliers	(1.315)	(857)	636	(351)	170	(328)
Losses	(183)	(223)	(243)	(278)	(254)	(268)
Lawsuits	(243)	(437)	(274)	(359)	(219)	(145)
Onlending of third parties	(35)	90	30	(136)	(5)	98
Taxes to Recover/Obligations	(267)	14	(58)	218	357	391
Other assets and liabilities	414	(159)	(769)	(8)	(328)	192
Net Cash (used) in Operating Activities	(1.072)	(58)	643	704	424	470
Net Cash (used) in Leasing Activities	(153)	(272)	(289)	(267)	(255)	(225)
Net Cash (used) in Investments Activities	(102)	(184)	(138)	(100)	(77)	(72)
Free Cash Flow	(1.327)	(514)	216	337	92	173
Net proceeds	1.711	497	(615)	(308)	338	923
Payments of Interest	(202)	(164)	(462)	(789)	(451)	(596)
Follow-on, net of costs	4.313	-	-	-	-	-
Others	-	-	(35)	-	-	-
Cash Flow from Financing Activities	5.822	333	(1.112)	(1.097)	(113)	328
Cash and cash equivalents of the Opening balance*	3.320	7.088	5.198	3.548	2.900	2.468
Cash and Cash equivalents at the End of the Period*	7.815	6.907	4.302	2.788	2.879	2.968
Variation Opening Balance - End of the Period	4.495	(181)	(896)	(760)	(21)	500

#### Free Cash Flow<sup>1</sup>

(Last 12 months - R\$ MM)



#### Q2'25

- Better conversion between EBITDA and Free Cash Flow
- Lowest cash outflow with legal claims for a Q2 in the last 6 years

<sup>1)</sup> Free Cash Flow = cash flow available for paying debts (principal and interests) and shareholders

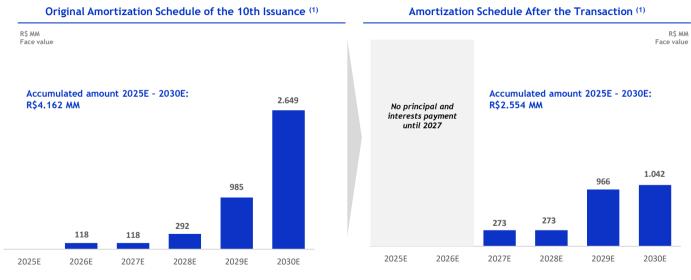
<sup>\*</sup>Considers cash, credit card receivable and other receivables

<sup>\*\*</sup>Excluding R\$1.75 billion resulting from the renewal of the co-branded card partnership





New Proposed Amortization Schedule for the Debentures of the 10th Issuance



Reduction of debt by approximately R\$1.6 billion with the conversion of Series 2



### CAPITAL STRUCTURE Net debt reduction by 40% and improvement in financial leverage ratios

		2Q25	
R\$ MM	2Q25	Pro-forma	Variation
10th Debentures Issuance	4.698	3.081	-34,4%
Series 1	1.734	1.734	0,0%
Series 2	1.617	0	-100,0%
Series 3	1.347	1.347	0,0%
Other Liabilities	704	704	0,0%
Debt Modification - Debentures MTM	-536	-527	-1,7%
Supply Chain Financing - WK	2.281	2.281	0,0%
Instalment Plan - Net Asset Liability	-128	-128	0,0%
Gross Debt	7.019	5.411	-22,9%
		_	
Cash & Equivalent	-2.968	-2.968	0,0%
Net Debt	4.051	2.443	-39,7%
Equity	1.539	3.147	104,5%
% Net Debt/(Equity + Net Debt)	72,5%	43,7%	(28,8p.p.)
Adjusted EBITDA LTM	2.273	2.273	0,0%
Net Debt/EBITDA	1,8x	1,1x	-0,7x

## **KEY MESSAGES**



#### **1H25 HIGHLIGHTS**

#### Growth of R\$1.7 Bn in GMV and +8% in revenue

GRUPO



#### **IMPROVEMENT OF MARGINS**

- 7 consecutive quarters of EBITDA margin improvement
- Expenses-1.8 p.p. a/a (SG&A/revenue)
  - **❖** EBITDA margin 8.2% (+1.7 p.p. a/a)



- Better EBITDA-to-cash conversion
- Lowest disbursement for legal claims in 1H of the last 6 years
  - -R\$ 282 MM (-35% y/y)

#### **ECOSYSTEM PROFITABILITY**



- BNPL portfolio of R\$ 6.2 billion, deliquency indicators under control
  - Evolution in 3P revenue +16.5% y/y
  - ADs Implementation of new formats of brandformance

#### STRUCTURE OFCAPITAL



- Conversion of R\$1.6 Bn from the 2nd series of debentures into shares
- Additional cash flow of R\$400 MM in 2 years with reprofiling of the 1st series of debentures (Nov/26 →Nov/27)
  - \* Cash sweep waiver for strategic operations
    - ❖ with a limit of up to R\$500 MM

#### **SHORT-TERM VISION**

Sequential improvement in operating margins, growth in physical stores and credit, and increased liquidity



2025+ Sustained growth and value capture					
Q	Gradual growth of B&M stores, focusing on experience and profitability				
	More profitable digital, driven by credit, retail media and other services				
.adl	Improved operational efficiency – use of AI, advanced CRM and dynamic pricing				
==	Strategic expansion of credit: more customers, more recurrence				
<u> </u>	Rigor in controlling the Company's costs and expenses				
	New opportunities for improvement in the capital structure				

#### GRUPO CASASBAHIA

#### **INVESTOR RELATIONS**

Elcio Ito

**Gabriel Succar** 

**IR Director** 

**Daniel Morais** 

**IR Specialist** 

**Caio Gandolfi** 

IR Analyst

Ticker: BHIA3 (B3)

<u>ri@casasbahia.com.br</u> | www.ri.grupocasasbahia.com.br