

Grupo Casas Bahia Q3'25 Results

Renato Franklin – CEO

Hello! Welcome to the presentation of Grupo Casas Bahia's Q3'25 results. Once again, the results show the consistency of our Transformation Plan's progress.

We delivered our 8th consecutive quarter of EBITDA margin improvement, reaching 8.5% - up 0.8 pp y/y and 0.2 pp q/q.

This performance reinforces our discipline in executing the Plan, our focus on profitability, and the efficiency of our operations.

We strengthened our position as specialists in our core categories, with total GMV up 8.5% and growth across all channels.

In B&M stores, same-store sales grew 7.8%, the 5th consecutive quarter of increase, driving a 0.7pp gain in market share, led by white goods, smartphones, and computers.

1P online grew 9.2%, with market share gain in white goods, computers, small appliances, and furniture, supported by CRM efficiency and higher conversion.

3P grew 17.7%, driven by complementary items not covered in 1P.

As a result, total online sales maintained positive trend, up 12.7%, marking the 4th consecutive quarter of growth.

To further expand our digital presence, we signed a strategic partnership with Mercado Livre.

This alliance strengthens our omnichannel strategy, integrating our logistics, credit, and service solutions into a new sales channel, positioning Casas Bahia as the largest 1P in Brazil.

In addition to expanding e-commerce reach and attracting new customers, the partnership allows us to leverage operations, gain market share, and reinforce our preparation for the future of retail.

In Buy Now Pay Later, origination grew 5%, with the active portfolio reaching R\$ 6.2Bn and financial solutions revenue up 7%.

We continue to maintain healthy delinquency indicators, even in a challenging macroeconomic scenario — a reflection of portfolio quality and conservative credit practices.

The quarter also stood out for generating R\$ 488MM in free cash flow — an improvement of R\$ 667MM y/y — and for increasing our liquidity position to R\$ 3Bn, demonstrating disciplined management and continued operational performance improvement.

Now I'll hand it over to Elcio to go over the financial highlights.

Elcio Ito – CFO

Thank you, Renato. Hello everyone.

The macroeconomic environment remained challenging throughout the quarter.

Once again, the results reinforce the Company's ability to maintain focus, discipline, and consistent execution of our Transformation Plan.

Let's go through the main financial highlights, structured around our three fundamental pillars.

Under operational execution, we continue with a set of initiatives combining higher profitability with solid revenue growth and positive free cash flow generation.

This combination of margin, growth, and cash flow is not simple — especially given the macroeconomic conditions we've faced this year — but it demonstrates the consistency of our execution model.

Under the cash pillar, strong operational performance and disciplined management of working capital and capex strengthened our cash generation.

We entered the high season well-prepared, with higher-quality and healthier inventories compared to last year.

This gives us confidence and flexibility to execute in Q4.

And finally, as we've reiterated, capital structure remains a central focus for the Company.

During the quarter, we converted the 2nd debenture series into equity, totaling R\$ 1.6Bn, reducing leverage and strengthening the balance sheet.

We also completed the issuance of a R\$ 555MM FIDC (receivables-backed fund), well above the initial base offer of R\$ 300MM — a result that demonstrates investor confidence in our Transformation Plan.

These operations have allowed us to reduce spreads on other funding lines, even though the full impact on financial results is not yet visible due to seasonality.

Now, looking at the quarterly results in more detail:

Net revenue grew 7.3% y/y, reflecting positive performance across all channels and categories, as Renato mentioned.

In B&M stores, same-store sales rose 7.8%, reinforcing our strategy of strengthening the most profitable channel of the Company, while e-commerce grew 12.7% for the 4th consecutive quarter, focused on core categories.

Gross profit reached R\$ 2.1Bn, with a 30% gross margin — down 1.6pp y/y, explained by the higher participation of online sales and greater penetration of smartphones, which have lower margins.

Operating expenses decreased 3.2% in nominal terms y/y, despite 7.3% revenue growth and 5.2% inflation in the period.

This reduced the expense-to-revenue ratio by 2.4pp, representing a significant efficiency gain.

As a result, and reflecting operational leverage capture, adjusted EBITDA reached R\$ 587MM, up 19.6% y/y.

EBITDA margin rose to 8.5% - the highest level in the past 30 months - consolidating the 8th consecutive quarter of improvement and a sustained recovery cycle.

Financial results remain pressured by the capital structure and the high CDI rate, impacting financial expenses and resulting in a net loss of R\$ 496MM in the quarter.

In cash flow, we generated R\$ 488MM in free cash flow in the quarter and R\$ 1.6Bn over the past 12 months, directly reflecting operational results combined with efficient management of working capital, capex, and items such as labor liabilities and tax monetization.

We ended the quarter with R\$ 3Bn in liquidity.

As mentioned before, we continue working on additional initiatives to further strengthen our capital structure.

Renato, back to you for closing remarks.

Renato Franklin – Closing

Thank you, Elcio.

Q3'25 reinforces that we are on the right path.

We continue to deliver consistent advances in profitability, efficiency, and cash generation — strengthening the foundation for sustainable growth.

We ended the quarter with a stronger operation, a reinforced capital structure, and a portfolio of initiatives that keep delivering results.

Looking ahead to Q4, we're excited and better prepared than ever to deliver a successful Black Friday and capture seasonal opportunities.

As part of our credit strategy, we will offer around R\$ 1.2Bn in Buy Now Pay Later throughout November.

We are ready to capture the sales potential of the season, with inventory levels aligned to demand, assortment focused on core categories, and the addition of a new sales channel through the partnership with Mercado Livre.

It will be an important quarter for us — always maintaining focus on profitability and cash flow, which guide all our decisions.

We continue to innovate and invest to ensure sustainable growth and prepare the group for a new expansion cycle.

I thank our customers, employees, suppliers, sellers, and investors for their trust and partnership.

We continue Totally Dedicated to You.

Thank you very much, and see you next time.