



ASSAÍ

ATACADISTA

EARNINGS RELEASE

1st QUARTER 2023

May 05th, 2023

GROWTH SURPASS 30% WITH CONTINUOUS MARKET SHARE GAINS

Equilibrium between sales growth, stores maturation and competitiveness

EXPANSION ADVANCES

- **59 stores in LTM:**
+38% of sales area
+3 conversions in 1Q23
50 conversions concluded
- **266 stores in operation**
- **28 stores under construction:**
13 conversions + 15 organics



Conversion: São José dos Campos (SP)

SALES: +60% growth in 2 years

Relevant contribution of converted stores

Resilient “same-store” sales

R\$ 16.6 bi
+R\$ 4.1 bi
+33% vs. 1T22

→

+25 p.p
(Expansion)

+

+7.2 p.p
(LfL)

Market Share Gains

Total (+2.4 p.p)
and
“Same-Stores” basis

SUSTAINABLE PERFORMANCE: Gross Mg. suited to the competitiveness
Adj. EBITDA increased R\$ 200M

Gross Profit:
R\$ 2.4 bi, + 33%

Margin: 16.1%

Adjusted EBITDA :
R\$ 951M, +27%

Margin: 6.3%

NET INCOME: Impacted by high interest rates



R\$ 72M
Margin: 0.5%

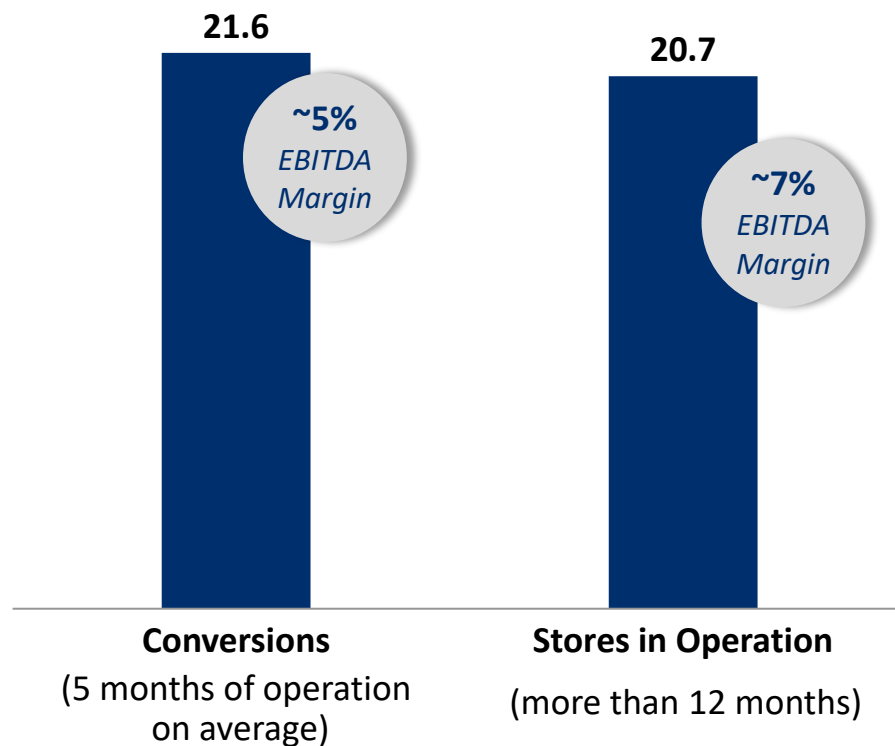
SALES AVERAGE OF CONVERTED STORES SURPASS THE COMPANY'S AVERAGE

Even with only 5 months of operation, converted stores presents EBITDA margin of 5%

Converted stores with 5 months of operation reach **more than 70% of the sales potential and margin of 5%**

2.2x Sales Uplift (vs hiper)
3.2x food perimeter

Sales Average per Store – 1Q23 (R\$ MM)



Conversion: Santos (SP)



Conversion: Goiânia Portugal (GO)



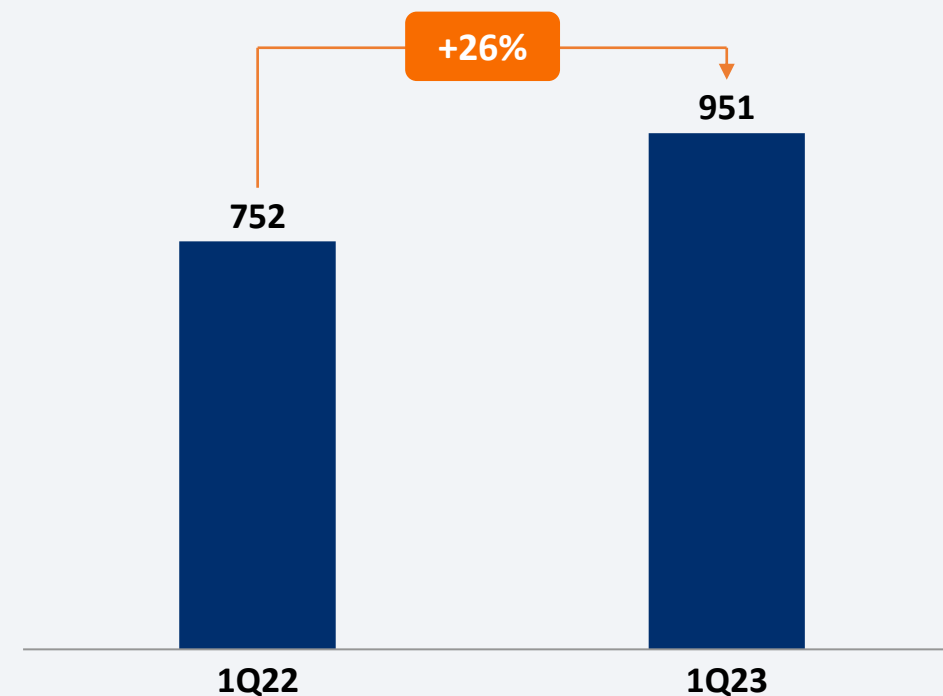
ADJUSTED EBITDA INCREASES R\$ 200 MILLION IN COMPARISON TO 1Q22

EBITDA margin of 6.3% even facing a strong expansion



Adjusted EBITDA

(R\$ Million)



EBITDA ⁽¹⁾
Margin

6.6%

6.3%

**Resilient margin even facing a record expansion in the last 12 months
50 conversions and 9 organics**

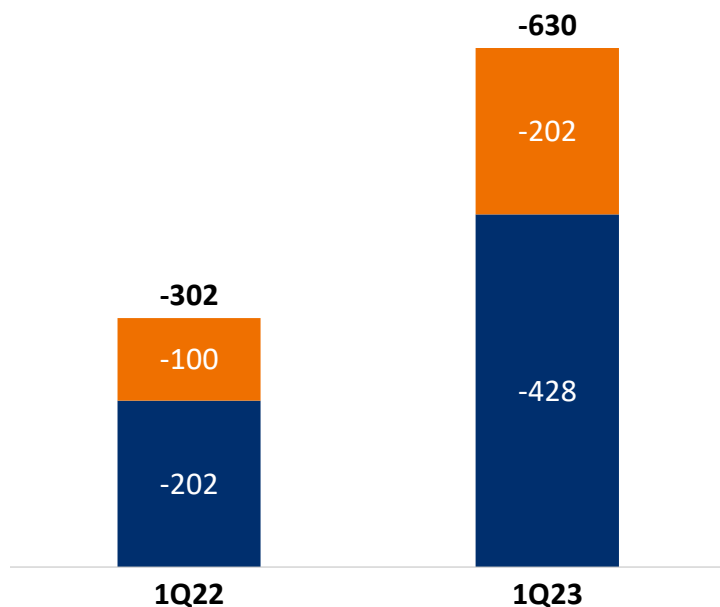
⁽¹⁾% Net Sales

STRONG OPERATIONAL CASH GENERATION

Financial result impacted by the higher interest rates and the current leverage level of the Company

Financial Result

(R\$ Million)



Financial Result
Pré-IFRS16 ⁽¹⁾

-1.8%

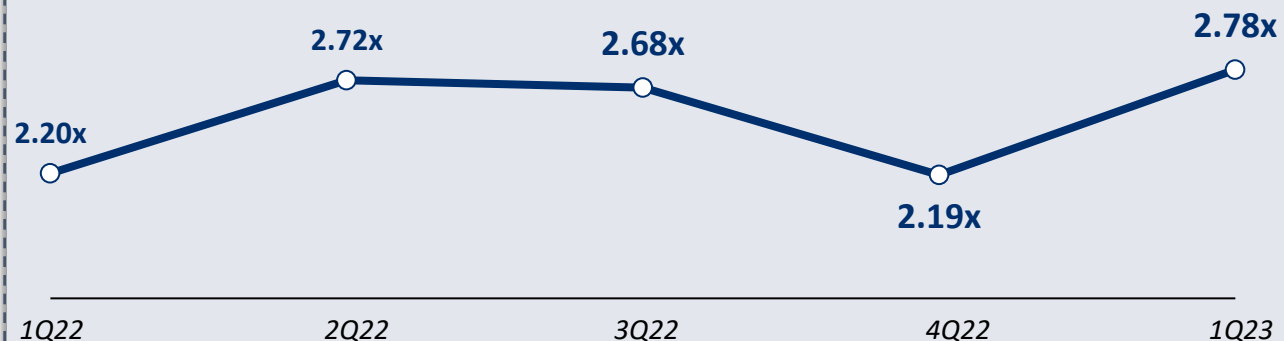
-2.8%

■ Net Financial Result - Pré-IFRS16 ■ Interest on lease liabilities

Cash Generation

	Net Debt ⁽²⁾	ND/EBITDA ⁽³⁾
1Q22	R\$ 6.3 bi	-2.20x
Cash Generation	R\$ 2.9 bi	
CAPEX	-R\$ 3.3 bi	
Cost of Debt	-R\$ 1.3 bi	
Dividends	-R\$ 0.2 bi	
1Q23	R\$ 8.1 bi	-2.78x

Leverage Evolution:



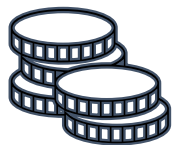
⁽¹⁾ % Net Sales

⁽²⁾ Including credit card receivables

⁽³⁾ Adjusted EBITDA Pré-IFRS 16

POSITIVE NET INCOME IN A CHALLENGING SCENARIO

Resilient operational result given the strong expansion, partially offset by financial result



R\$ 72 Million

Net Margin: 0.5%

+ OPERATIONAL LEVERAGE

- High volume of stores in the early stage of maturation
- Strong conversions performance, with sales above R\$21M and high margin level
- Better shopping experience, ensuring the attractiveness of Assaí stores

- IMPACT ON THE RESULT

- High interest rates

Conversion: Campinas Abolição (SP)

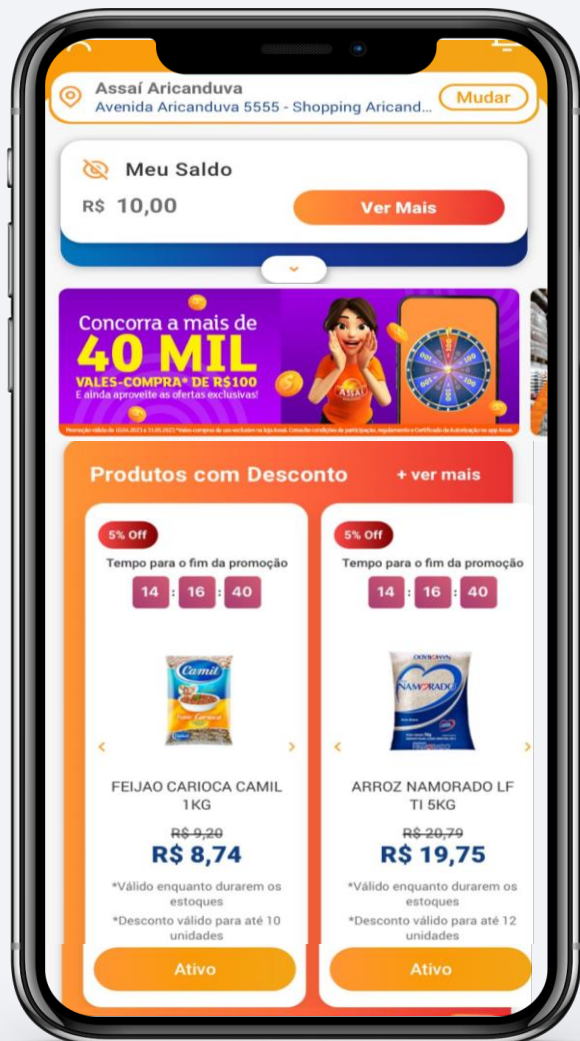


Organic: Tatuapé (SP)



PHYGITAL STRATEGY ADVANCES WITH THE LAUNCH OF 'MEU ASSAÍ' APP

Improved shopping experience and customer relationship



CRM SYSTEM

Favorite Stores

Mapped by Geolocation

Gamification

Interactive Awards

Purchase Recurrence

Digital Wallet

Transaction Bills

Exclusive Offers

Segmentation by Stores

Typification of customer (B2B or B2C)

Working together with the industry

Initial Results

+ 7M customers registered in the CRM base

Among the 5 most downloaded apps in launch week

30% of identified tickets

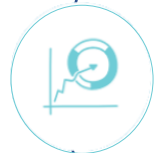
Average ticket 40% higher compared to the Company's average

CONTINUITY OF THE ESG STRATEGY AND RELEVANT RECOGNITION

Commitment in building an inclusive society based on 5 strategic pillars



TACKLING CLIMATE CHANGE



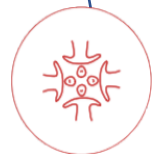
INTEGRATED MANAGEMENT AND TRANSPARENCY



TRANSFORMATION IN THE VALUE CHAIN



ENGAGING WITH SOCIETY



VALUING OUR PEOPLE



Donation of 35.4 tons of food and hygiene and cleaning items in several states.



78% increase in combating food waste in the stores, also becoming a signatory of the **Everyone around the Table Movement** (“Movimento Todos à Mesa”).



GPTW Diversity Ranking, among **the 10 best companies to work** for people over 50 and people with disabilities.

Best wholesaler in SP for the 8th consecutive year, according to Datafolha



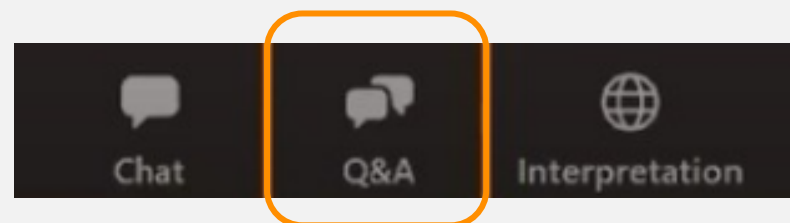
Q&A

To ask questions, please click on the Q&A icon on the bottom of the screen

*Write your **NAME**, **COMPANY** and **LANGUAGE** of the question.*

If announced, a request to activate your microphone will show up on your screen, then, you should enable your audio to ask your question.

We kindly ask you to make all questions at once.





THANK YOU

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