

EARNINGS RELEASE

2nd QUARTER

July 28th, 2021



SIGNIFICANT IMPROVEMENT OF SALES IN THE 2Q21, MAINTAINING THE STRONG GROWTH PACE, COMBINED WITH MARKET SHARE AND PROFITABILITY GAINS, AS WELL AS LOWER DEBT LEVEL

NET REVENUES

R\$ 10 bi
+ 22%

Expansion: +13.2%
Same-Store: +9.2%

ADJUSTED EBITDA

R\$ 793 M
+ 33%

Adj. EBITDA Mg:
7,9%; +0.7 p.p.

NET INCOME

R\$ 305 M
+ 62%

Net Margin: 3,0%; +0,7p.p.
1H21: Growth of +81%

Net Debt/EBITDA

-1,90x

Reduction of 0,8x
EBITDA vs. 2Q20 (-2,73x)



2021 EXPANSION PLAN

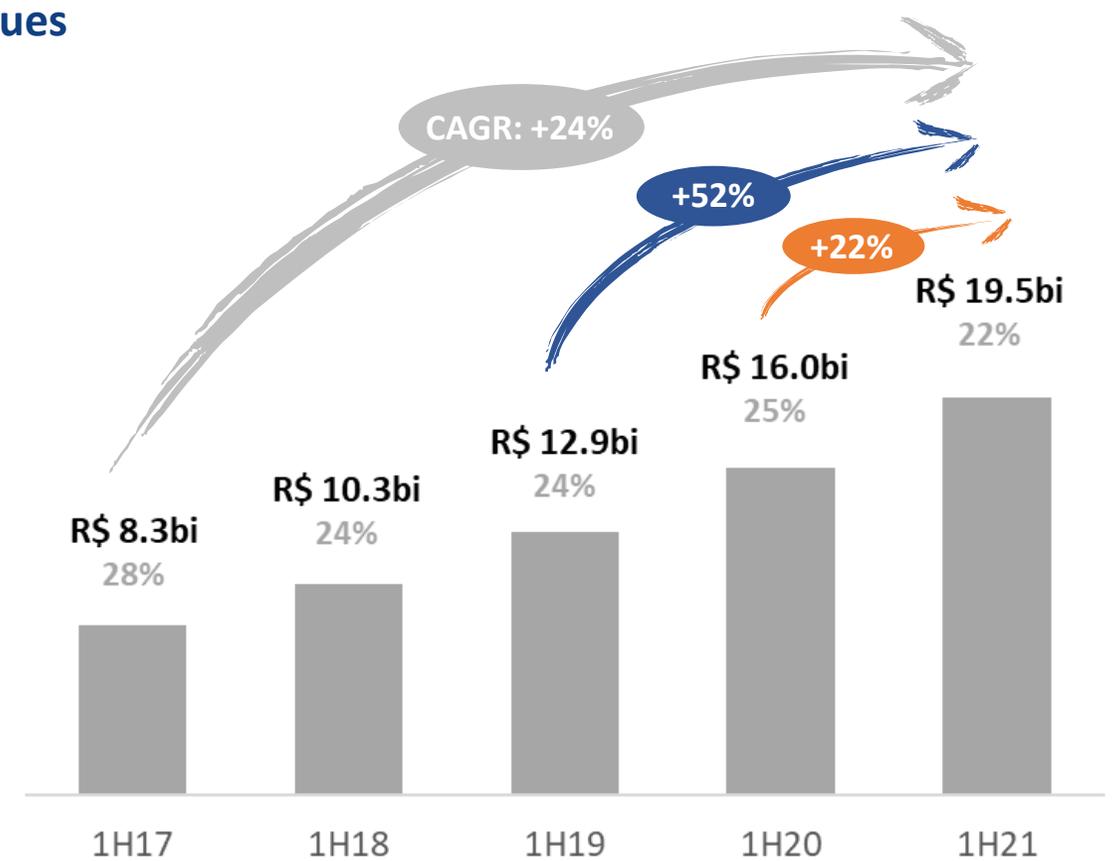
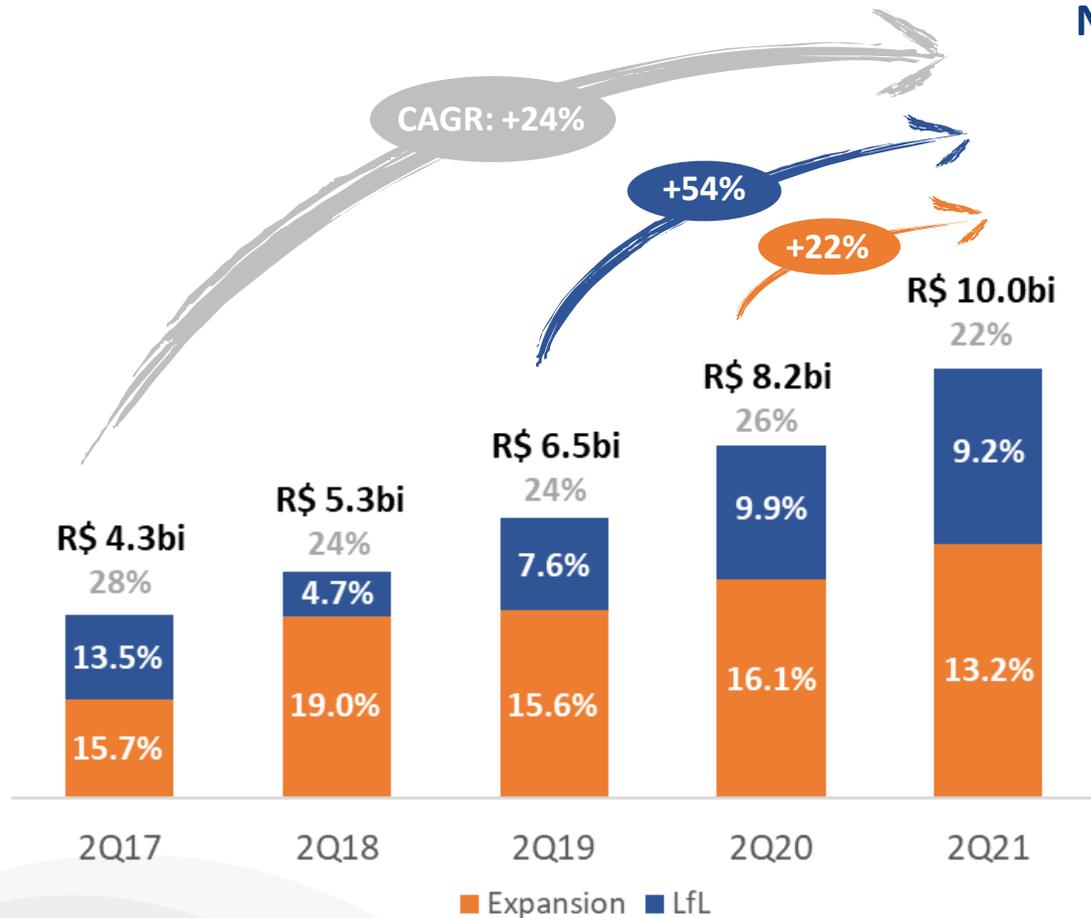
3 NEW STORES INAUGURATED

25 STORES UNDER CONSTRUCTION

NET REVENUES SURPASSED R\$ 10 BI IN THE QUARTER CHIEFLY DUE TO THE ROBUST ORGANIC EXPANSION AND SOLID SAME-STORE SALES PERFORMANCE



Net Revenues



Sales growth accelerates in the 2Q21 vs. 1Q21

HIGHER GROSS MARGIN REFLECTS THE INCREASED SHARE B2C IN SALES, ACCELERATED STORES MATURATION AND APPROPRIATE LEVEL OF COMPETITIVENESS



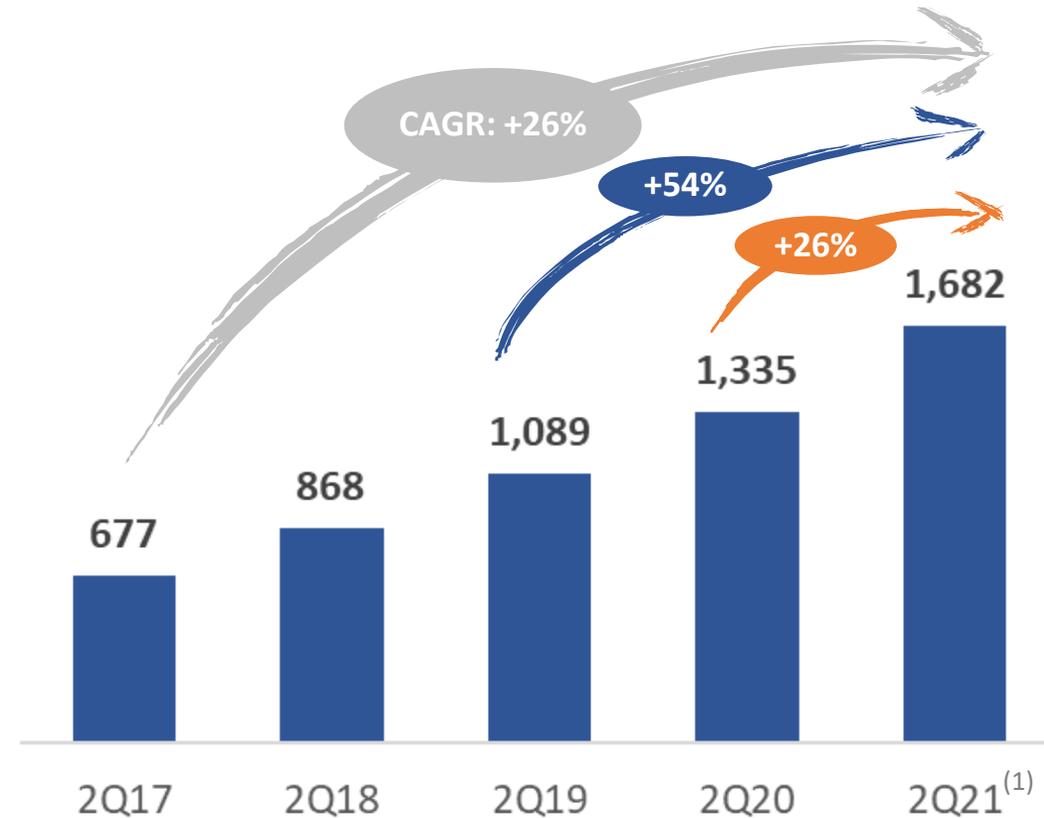
Tancredo Neves (SP)



Santa Cruz (RJ)



Gross Profit (R\$ Million)



Gross Margin % Net Revenue

Quarter	Gross Margin %
2Q17	15.9%
2Q18	16.4%
2Q19	16.7%
2Q20	16.2%
2Q21 ⁽¹⁾	16.8%

+0.6 p.p.

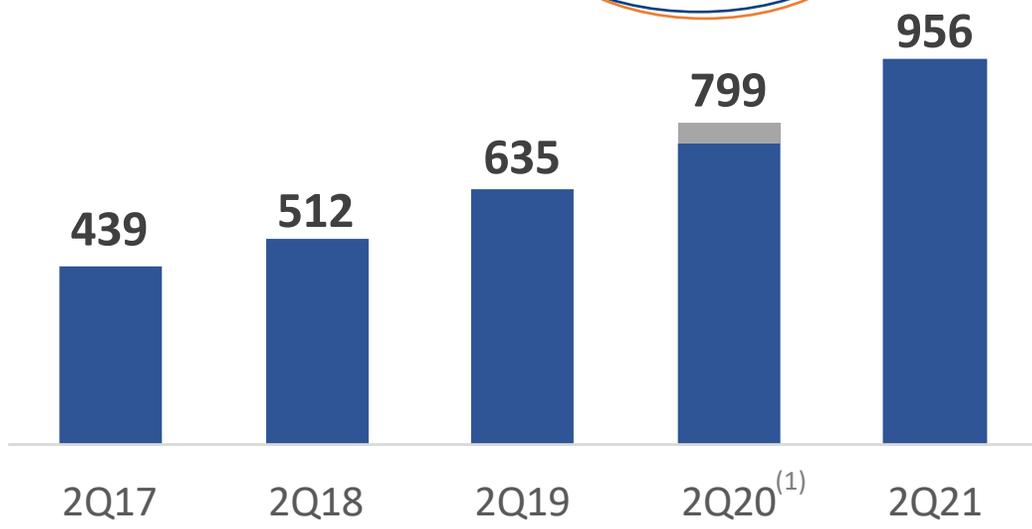
(1) Excluding tax credits in the amount of R\$ 40 million

EFFICIENCY IN OPERATION MANAGEMENT: 0.1 p.p. SAVINGS WHEN CONSIDERING 2Q20 COVID EXPENSES ALLOCATED IN SG&A LINE



SG&A
(R\$ Million)

SG&A growth below sales increase



	2Q17	2Q18	2Q19	2Q20 ⁽¹⁾	2Q21
% Net Revenue	-10.3%	-9.7%	-9.7%	-9.7%	-9.6%

+0.1 p.p.



PARA A SUA PROTEÇÃO, O FLUXO DE PESSOAS DENTRO DAS NOSSAS LOJAS ESTÁ CONTROLADO.

Limitando a quantidade de clientes no ambiente, evitamos aglomerações e contribuimos com a sua segurança.

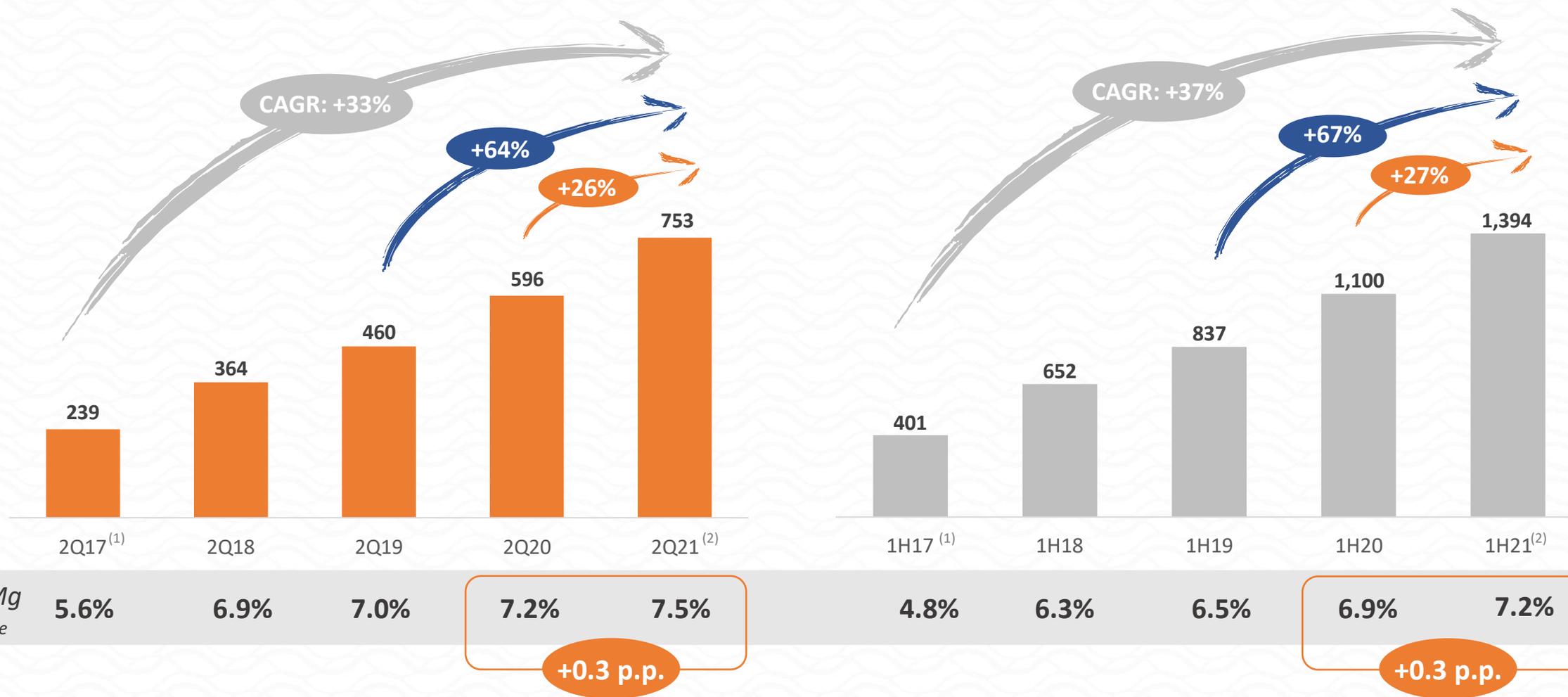
Juntos vamos fazer o nosso melhor.

(1) Considers expenses related to COVID from 2Q20 that were recognized in SG&A (60bps impact)

PROFITABILITY GAINS CONFIRM THE RESILIENCE OF ASSAÍ OPERATIONS AND THE ORGANIC EXPANSION EFFECTIVENESS



Adjusted EBITDA (R\$ Million)

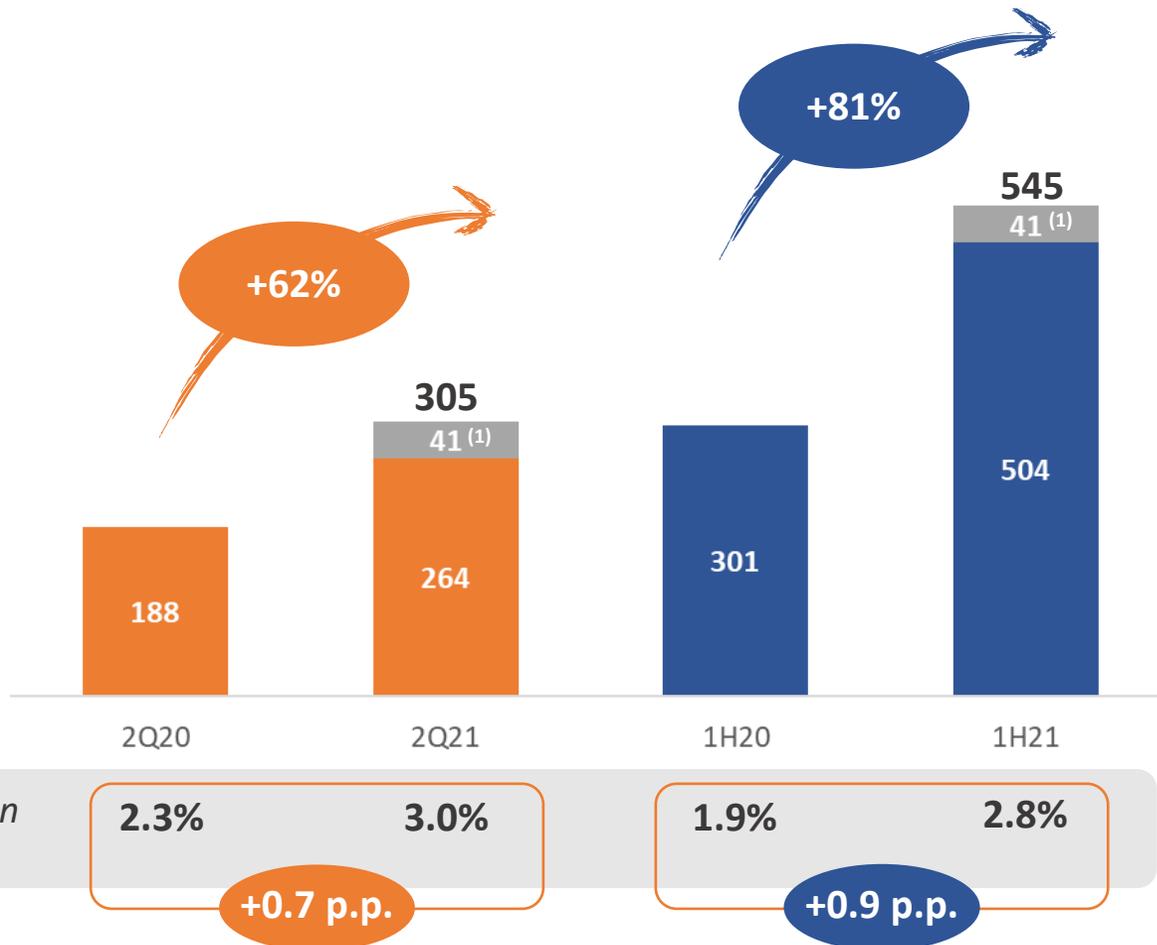


(1) Pre-IFRS16

(2) Excluding tax credits in the amount of R\$ 40 million

STRONG OPERATIONAL AND FINANCIAL PERFORMANCE, REFLECTING THE BUSINESS MODEL EFFICIENCY

Net Income (R\$ Million)



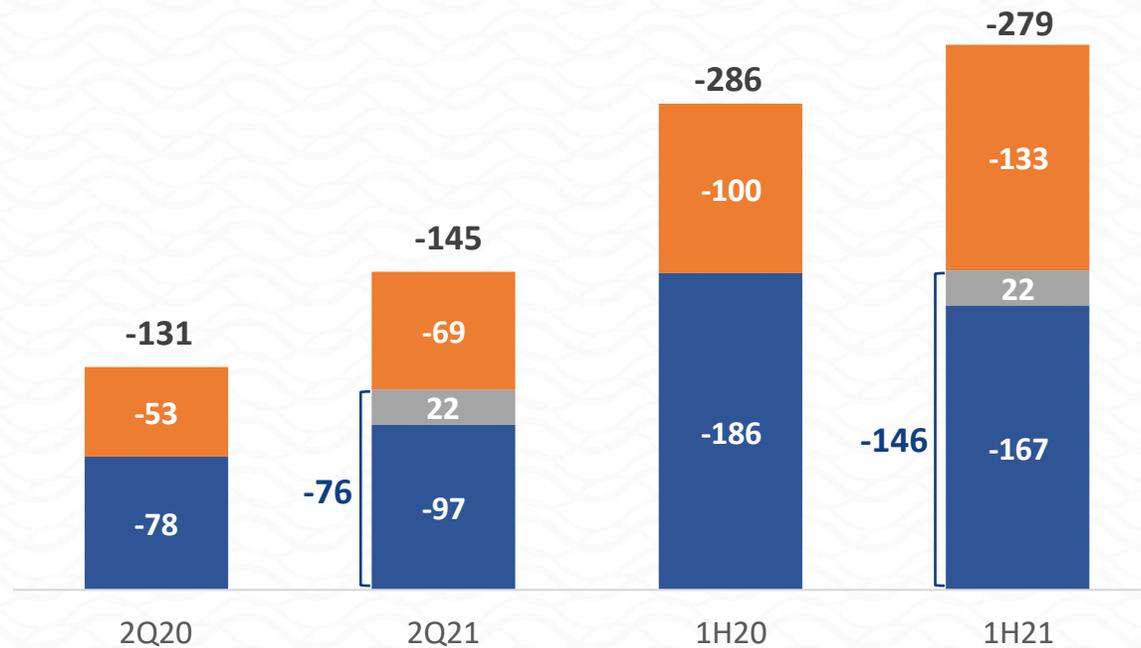
(1) Including tax credits in the amount of R\$ 41 million

STRONG CASH GENERATION CONTRIBUTES TO DELEVERAGE PROCESS AND LOWER FINANCIAL RESULT



Financial Result

(R\$ Million)



■ Net Financial Result - Pré-IFRS16

■ Interests on Lease Liabilities

Financial Result
Pré-IFRS16 ⁽¹⁾
% Net Revenue

-0.9%

-0.8%

+0.1 p.p.

-1.2%

-0.7%

+0.5 p.p.



Caldas Novas (GO)



(1) Including tax credits in the amount of R\$ 22 million

ONGOING DELEVERAGING PROCESS AND IMPROVEMENT OF DEBT PROFILE



Net Debt

including credit card receivables

2Q20	2Q21
R\$ 5.3 bi	R\$ 4.9 bi

Reduction of R\$ 388M

Net Debt/Adj. EBITDA

Pré-IFRS16

-2.73x	-1.90x
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Improvement of 0.8x EBITDA

Fundraising

- **2nd debenture issue in the 2Q21: R\$ 1.6bi**
 - Costs reduction and lengthen the debt maturity
 - Payment of R\$ 1.8bi of the 1st debenture issue set to Aug/21
- **3Q21: CRI⁽¹⁾ of R\$ 1.5bi and Promissory Notes⁽²⁾ of R\$ 2.5bi**
 - Average maturity over 4 years
 - Cover payments coming due in 2022 and 2023



Hortolândia (SP)

⁽¹⁾ The conclusion of the public offer is subject to obtaining registration from Brazilian Securities and Exchange Commission (CVM) and to fully meeting the conditions precedent established in the respective documentation.

⁽²⁾ The conclusion of the Promissory Notes offer is subject to fully complying with the conditions precedent established in the respective documentation.



Combating CLIMATE CHANGES

- Target to reduce **30%** of carbon emissions by 2025, linked to the variable compensation of the Company's leaders
- Rate of recyclable items increased to **41%** and solid waste sent to landfills decreased **-2p.p.** vs 2Q20



Engagement WITH SOCIETY

- **220** tons of food donated in the first semester, benefiting **23 thousand** families
- Resumption of the **Solidarity Campaign**: collection of **+240** tons of first-need items



Integrated and Transparent MANAGEMENT

- Partnership with the **Instituto Ethos** de Empresas e Responsabilidade Social
- **Release of the annual and sustainability report** referring to 2020 actions



Valuing our **PEOPLE**

- **25.2%** women in leadership positions (+5p.p. vs. 2Q20)
- **65%** of our employees declare themselves as black or brown
- Adherence to the **LGBTI+ Companies and Rights Forum**
- Partnership with **Transempregos**
- **5th Diversity Week**

ONGOING ORGANIC EXPANSION HIGHLY CONCENTRATED IN THE SECOND SEMESTER, WITH 25 STORES UNDER CONSTRUCTION IN 14 STATES

At end-june/21

187 stores

824k m²
sales area

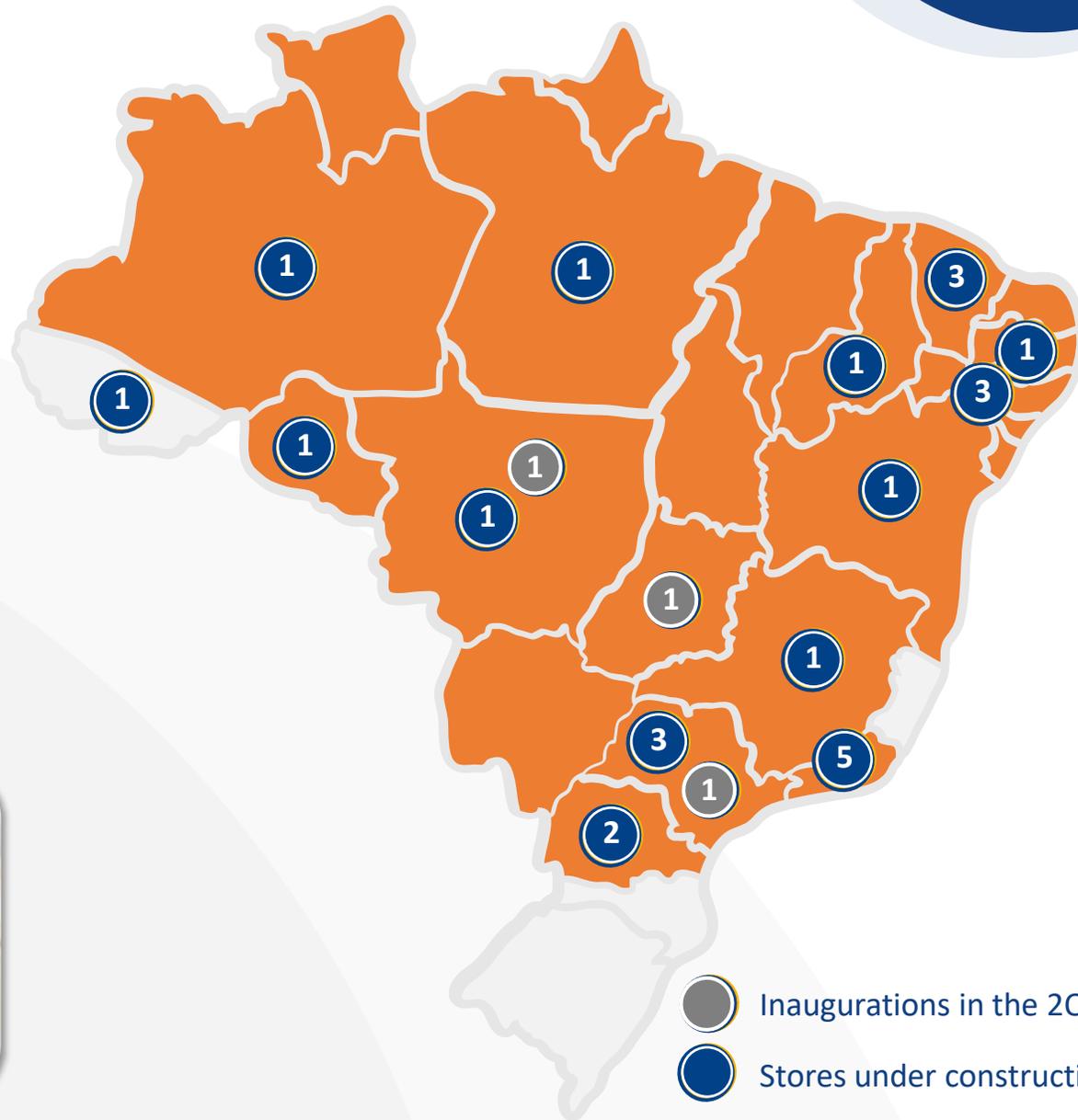
+100 sqm
in the last 12 months



Tancredo Neves (SP)



Caldas Novas (GO)



Inaugurations in the 2021
 Stores under construction

Thank You

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