

# EARNINGS RESULTS

2<sup>nd</sup> QUARTER 2026



# MARKET SHARE GAINS, HIGHER LFL TRAFFIC, AND STABLE PROFITABILITY REINFORCE ASSAÍ'S RESILIENCE

Leverage declines to 2.37x, reaching its lowest level since 3Q21



## Sales



**Gross Revenue:** R\$21.4 billion (+2.4%)



**Same-Store Sales:** +0.9%, despite a challenging consumer environment<sup>1</sup>



**Same-Store Market Share<sup>2</sup>:** +0.3 p.p.



**Customer Traffic:** +3.4%, exceeding 40 million monthly customers



## Current context



### Macroeconomic Environment

Persistently high interest rates and elevated household indebtedness continued to weigh on consumers' purchasing power.



### Consumer Environment

Consumer spending remained under pressure from higher interest payments, particularly among lower-income consumers.



### Consumer Dynamics

Trade-down persisted as a hedge against inflation, helping preserve basket volumes.



## Profitability

- **EBITDA Margin Pre-IFRS 16<sup>5</sup>:** 5.6% (-0.1 p.p.)
  - **Gross Margin (+0.4 p.p.):** commercial strategy, operational maturation, and continued progress in higher value-added initiatives.
  - **SG&A Expenses (+5.1%):** inflation, higher store traffic, and investments in new growth avenues.



## Net Income

- **Recurring Pre-IFRS 16 Net Income R\$ 344M<sup>3</sup>** (+94%)
  - **Reported Pre-IFRS 16 Net Income<sup>4</sup>:** R\$ 537M



## Cash Generation and Leverage

- 12 months operating cash generation: R\$3.3 billion
- Net debt reduced by R\$1.4 billion over the last 12 months
- Leverage: 2.37x, down 0.80x vs. 2Q25 and 0.15x vs. 1Q26
- Total cash availability: R\$7.0 billion
- Discounted receivables were reduced by R\$953 million vs 2Q25

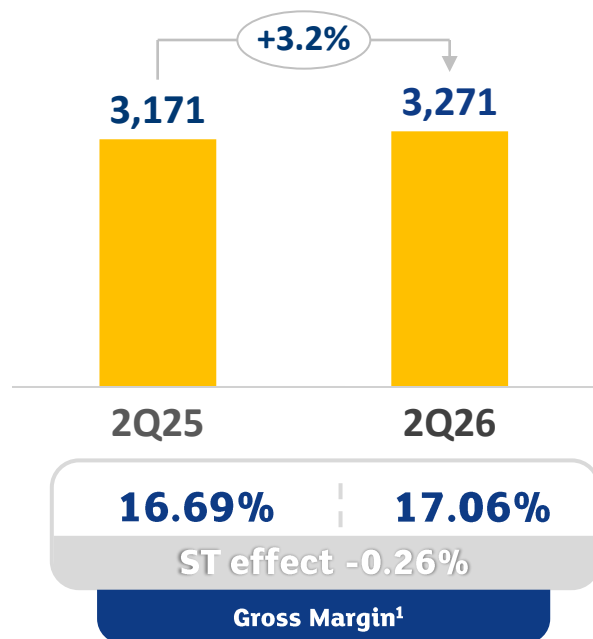
# OPERATIONAL EVOLUTION SUSTAINS PROFITABILITY

## Stable profitability despite a challenging consumer environment



### GROSS PROFIT

R\$ million; Pre-IFRS 16

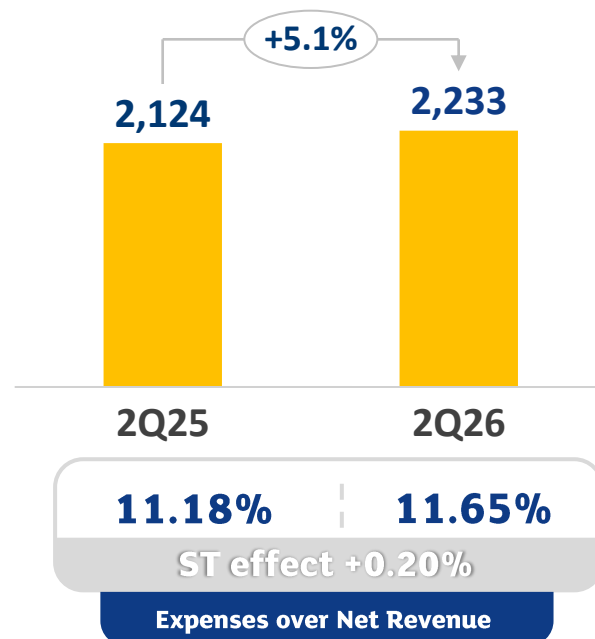


- Commercial strategy adapted to market conditions
- Operational maturation of stores and services
- Higher gross margin while maintaining competitiveness and gaining market share



### SG&A EXPENSES

R\$ million; Pre-IFRS 16

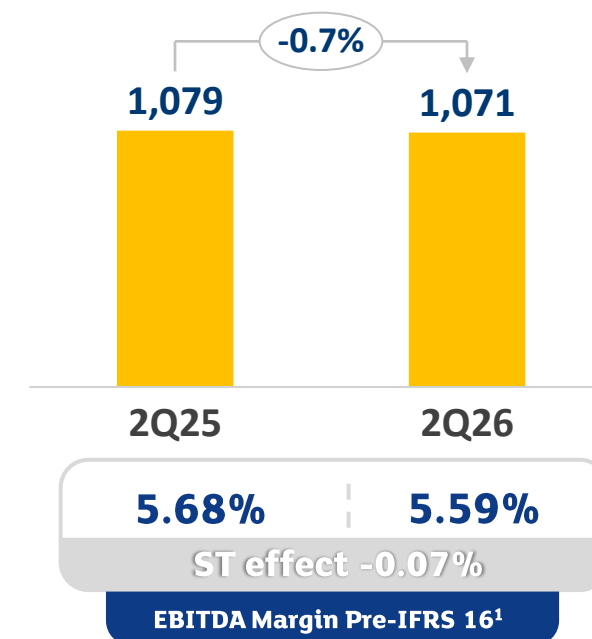


- Investments in new growth avenues
- Expenses reflect higher customer traffic combined with the trade-down trend



### ADJUSTED EBITDA

R\$ million; Pre-IFRS 16



- Stable margin

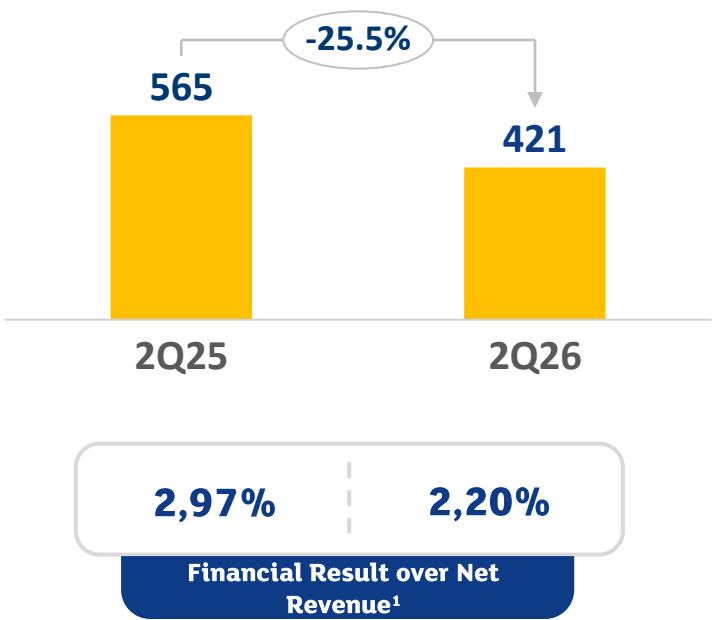
<sup>(1)</sup> % Net Revenue

# LOWER FINANCIAL RESULTS AND 94% GROWTH IN RECURRING NET INCOME



## NET FINANCIAL RESULT

R\$ million; Pre-IFRS 16

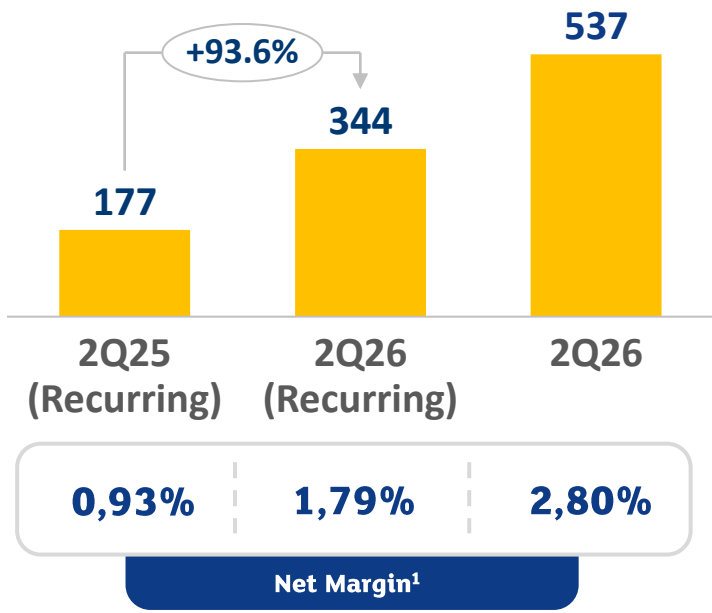


- Lower average debt during the period
- Lower receivables discounting costs
- Monetary adjustment of tax credits



## NET INCOME

R\$ Million; Pre-IFRS 16



- Growth in recurring net income
- Positive impact from tax credits

<sup>(1)</sup> % Net Revenue

# DELEVERAGING PROCESS DRIVEN BY NET DEBT REDUCTION

Cash generation supports leverage reduction to 2.37x in 2Q26



## LTM CASH GENERATION

(R\$ billion)

|                                                                       |            |
|-----------------------------------------------------------------------|------------|
| <b>Operating Cash Generation</b>                                      | <b>3.3</b> |
| Capex + SLB                                                           | -0.6       |
| <b>Free Cash Generation</b>                                           | <b>2.7</b> |
| Cost of Debt + Dividends                                              | -2.3       |
| <b>Final Cash Generation</b>                                          | <b>0.4</b> |
| Normalization of Receivables Discounting                              | 1.0        |
| <b>Final Cash Generation +<br/>Receivables Discounting Adjustment</b> | <b>1.4</b> |



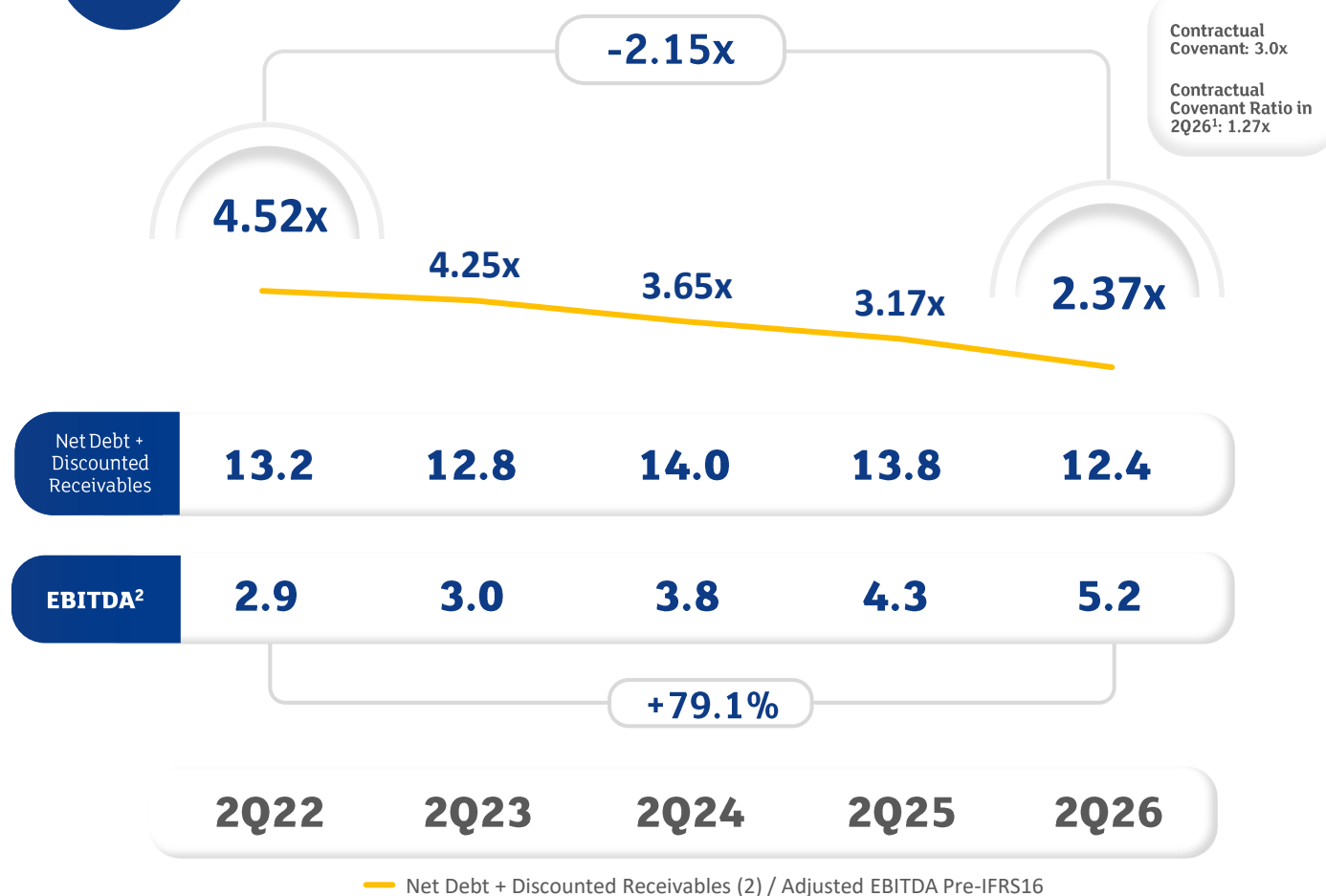
## NET DEBT REDUCTION

(R\$ billion)

|                                          | 2Q25        | 2Q26        | Variation  |
|------------------------------------------|-------------|-------------|------------|
| <b>Gross Debt</b>                        | <b>16.2</b> | <b>15.7</b> | <b>0.4</b> |
| <b>Adjusted Cash</b>                     | <b>2.4</b>  | <b>3.4</b>  | <b>1.0</b> |
| Gross Cash                               | 4.5         | 4.5         | 0.0        |
| Discounted Receivables                   | -2.1        | -1.1        | -1.0       |
| <b>Net Debt + Discounted Receivables</b> | <b>13.8</b> | <b>12.4</b> | <b>1.4</b> |



## FINANCIAL LEVERAGE



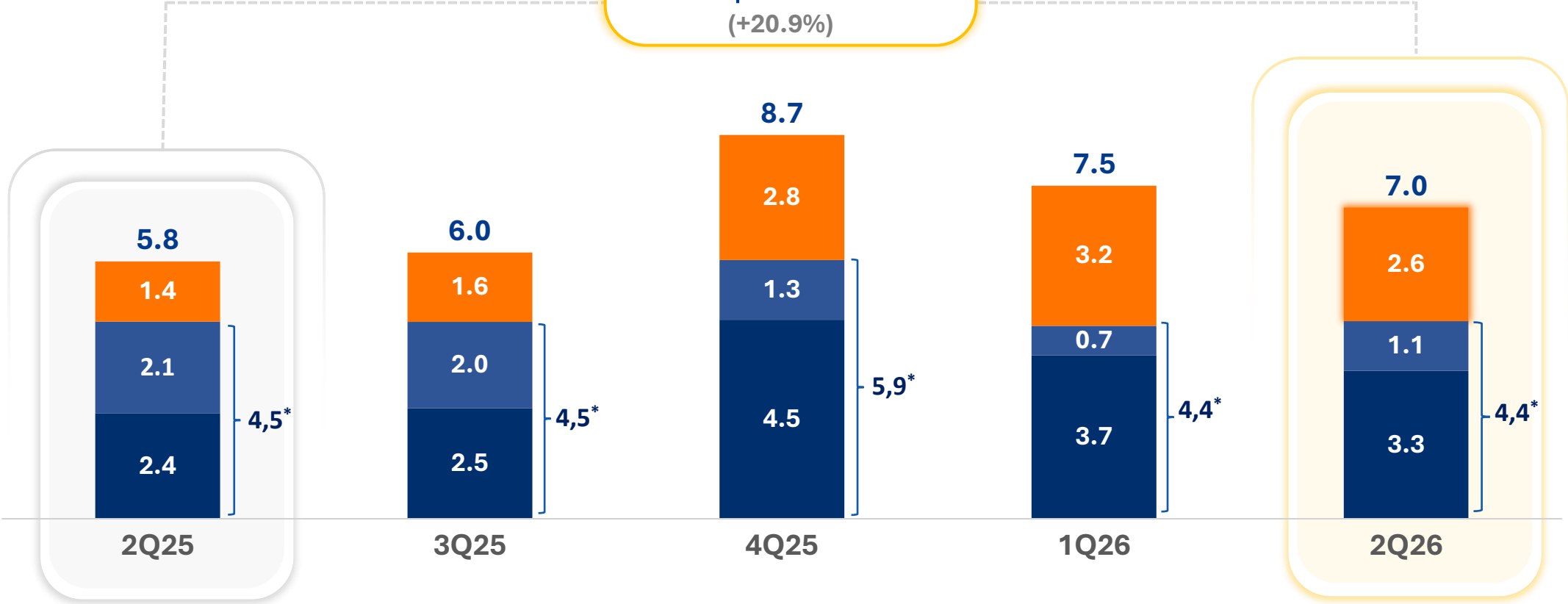
(1) Covenant leverage ratio: [Gross Debt (-) Cash and Cash Equivalents (-) Trade Receivables discounted net of a 1.5% haircut] / [Gross Profit (+) Logistics Depreciation (-) SG&A].  
(2) Adjusted for other operating income and expenses and excluding equity income from the last twelve months.

# CASH AVAILABILITY REACHES R\$7.0 BILLION IN 2Q26



## CASH AVAILABILITY (R\$ billion)

**+R\$ 1.2Bn**  
(+20.9%)



■ Cash (Ex. Discounted Receivables) ■ Discounted Receivables ■ Receivables Not Discounted

(\*) Considering undiscounted receivables with D+1 liquidity.

# SUSTAINABILITY



EARNINGS RELEASE  
2026



# ESG PROGRESS

Committed to sustainable growth, creating value for society and the environment



**ETHICAL AND  
TRANSPARENT  
MANAGEMENT**

**4th  
Consecutive Year in  
the B3 ISE**

**Improved**  
Position in the ranking and the  
only food retailer included

**EFFICIENT OPERATIONS**

**47%**  
Waste Reused

**+60.5%**  
Increase in the  
Number of Stores  
with Composting

**+37%**  
Increase in the  
Number of Water-  
Efficient Stores

**5th  
Consecutive  
Year**  
with the GHG  
Protocol Gold Seal

**PEOPLE AND COMMUNITIES**

**26,8%**  
of Leadership  
Positions Held by  
Women

**44,2%**  
of Leadership  
Positions Held by  
Black Professionals

**15,5%**  
of Employees  
Aged 50+

**1,6%**  
of employees  
who are migrants  
or refugees

**5,4%**  
of employees  
with disabilities  
(PwD)

**5,0%**  
of young  
apprentices

**Instituto Assaí**

**2025 Annual Report**  
results of the first three-year cycle (2023–2025) and the progress of the Company's  
social investment initiatives.

# GROWTH AVENUES

EARNINGS RELEASE  
2026



# EVOLUTION OF THE BUSINESS MODEL

Growing customer traffic (40 million/month) driving higher share of wallet

## Ongoing Initiatives



### WELLNESS

Expansion of the **supplements** category

**93 → 300 stores**  
By the end of 3Q26

Whey Protein, Creatine, and Pre-workout



### PRIVATE LABEL

Launch of **~30** "Private Label" products

Capturing consumption trends while preserving profitability

New products added to the assortment every week.



### ASSAÍ DIGITAL

**+237%** in sales via Last Mile

**104 stores** operating via iFood

**16 million** Meu Assaí app users



### IN & OUT

Highly attractive products at **competitive prices**

**Seasonal product** calendar

TV bundles and football-related products

## In Progress / Under Evaluation



### FINANCIAL SERVICES

Evaluating strategic partners & new products

**Assaí Pay** pilot project underway in **30 stores.**

**~55%** are new Assaí customers



### EV CHARGING STATIONS

**~20 million** vehicles/month

Up to **50% savings** on EV charging

Integrated digital platform

CRM and loyalty program

New initiatives that **generate value**, strengthen our ecosystem, and **deepen our connection** with customers

# Assaí Farma

**New milestone** in the evolution of our business model: **First in the sector**, launched just **4 months after the legislation<sup>2</sup> was approved**.



In **July**, we opened the **first Assaí Farma store**, further strengthening our business model and **launching our proprietary e-commerce platform**.



## OUR EXPANSION



**2**

Stores in operation<sup>1</sup>



**25**

Stores by the end of 2026



**250**

Potential locations in the long term

## A complete pharmacy

Complete assortment of **medications**, including prescription (e.g., GLP-1) and controlled drugs, as well as dermocosmetics, vitamins, supplements, personal care, and beauty products.

Will be fully integrated with the **Meu Assaí** app.



## Convenience

shop online and pick up in store



## Trust

backed by an **established brand in Brazilian retail**



## Care

focused on customers' health and well-being

# Q&A

*Para fazer perguntas, clique no ícone Q&A na parte inferior da tela.*

*Escreva seu **NOME**, **EMPRESA** e **IDIOMA** da pergunta a ser feita.*

*Quando seu nome for anunciado, uma solicitação para ativar seu microfone aparecerá na tela; ative-o para fazer suas perguntas.*

*Orientamos que todas as perguntas sejam feitas de uma só vez.*

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

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

*When your name is 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 request that you ask all of your questions at once.*



Chat



Q&A



Interpretation



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