

RESULTADOS

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MENSAGEM DO CEO

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Um modelo mais **PRECISO**, **INTEGRADO**, **ÁGIL** e **FLEXÍVEL** para um novo ciclo de crescimento, rentabilidade e competitividade



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INFORMAÇÕES
FINANCEIRAS

DANIEL SANTOS

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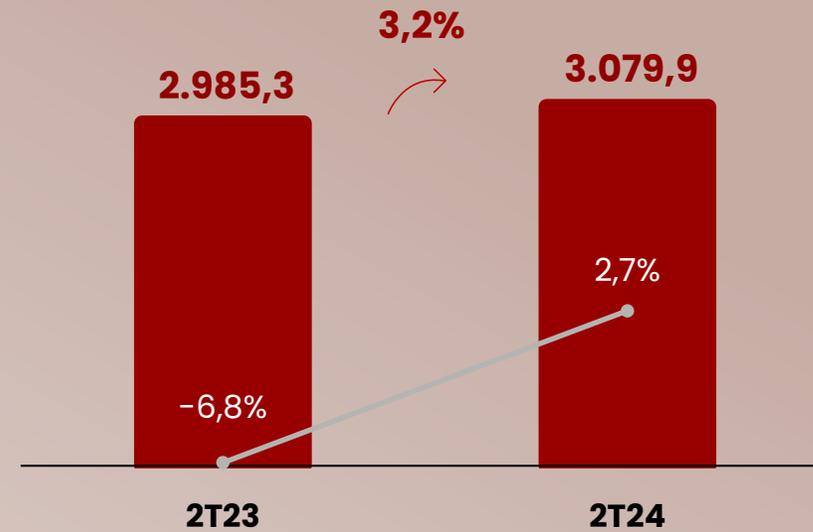
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VENDAS

Boa aceitação da coleção com crescimento por volume de peças e transações pelo 3º trimestre consecutivo

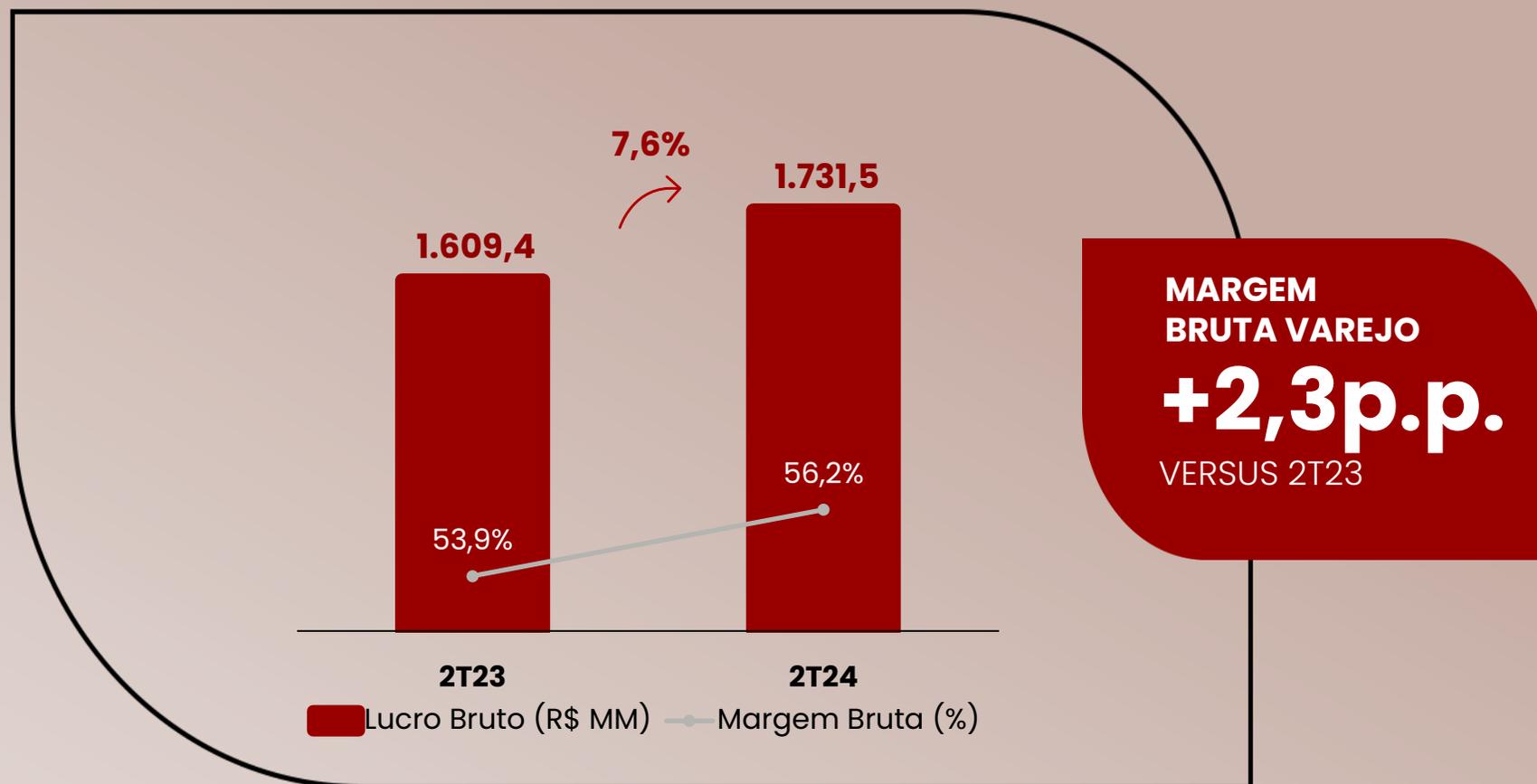


■ Receita Líquida de Varejo (R\$ MM)

—● Vendas em Mesmas Lojas (%)

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Forte expansão de **MARGEM BRUTA:** assertividade da coleção e menores remarcações fruto do desenvolvimento ágil e maior reatividade da cadeia

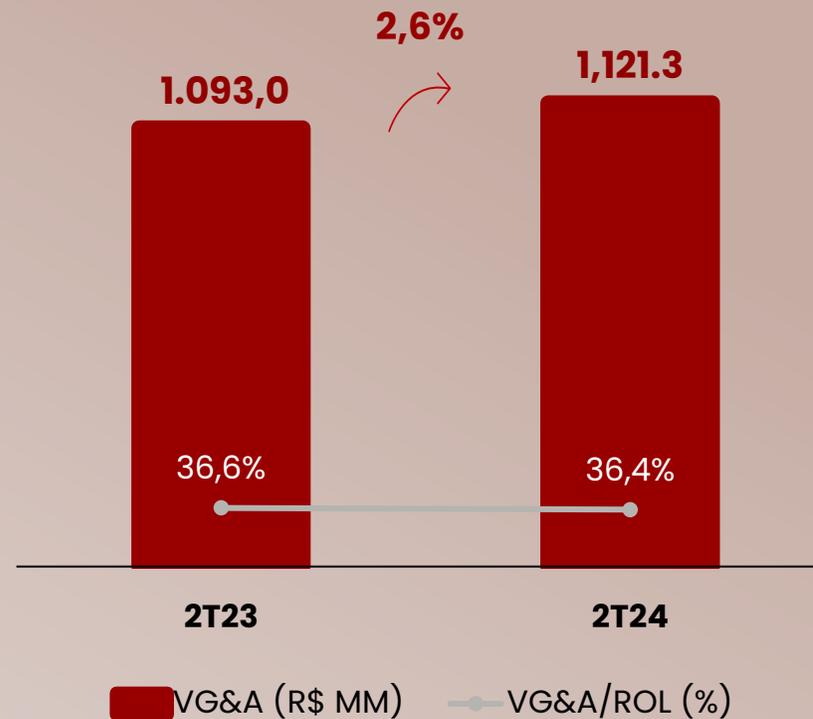


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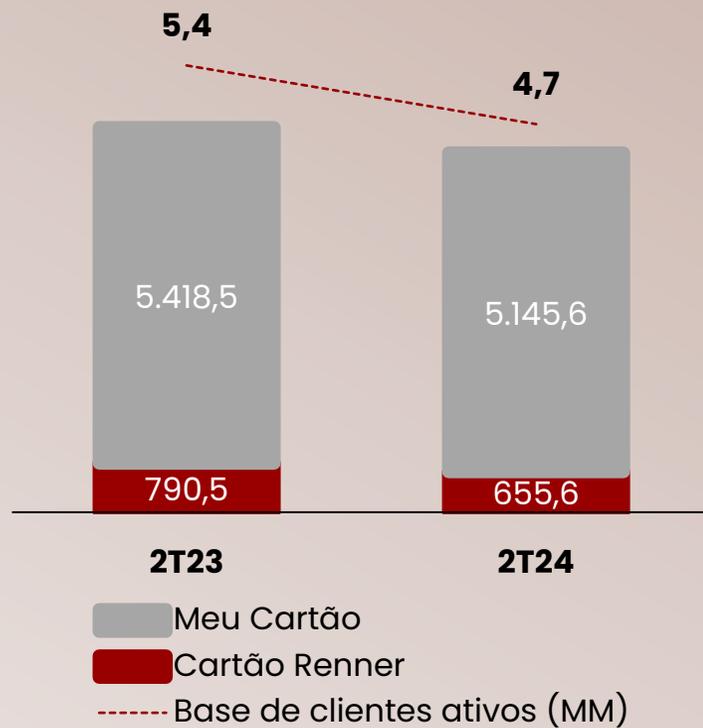
Despesas crescendo abaixo da inflação



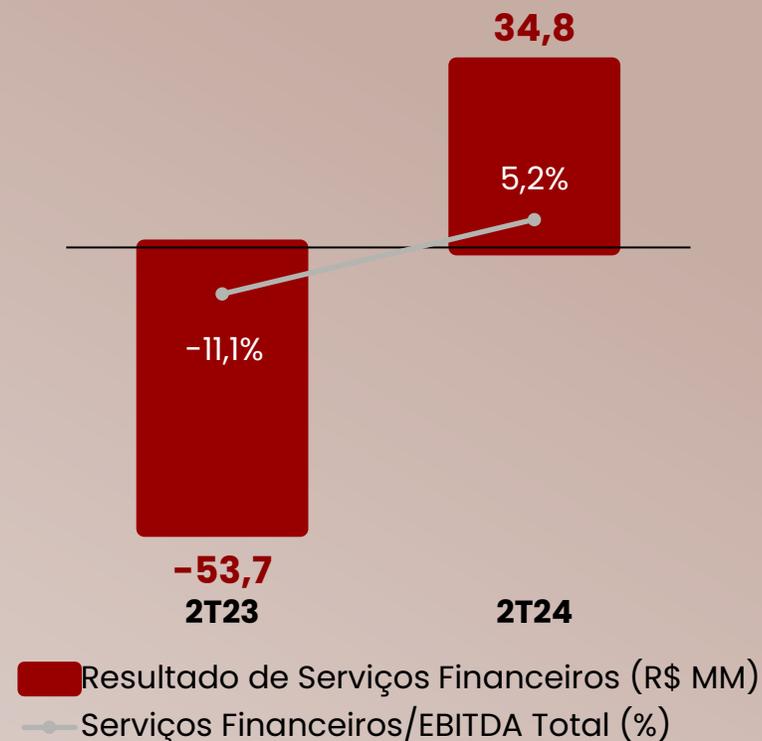
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REALIZE: 3º trimestre consecutivo de **resultado positivo**, com importante redução nas perdas líquidas

Saldo da carteira e base de clientes



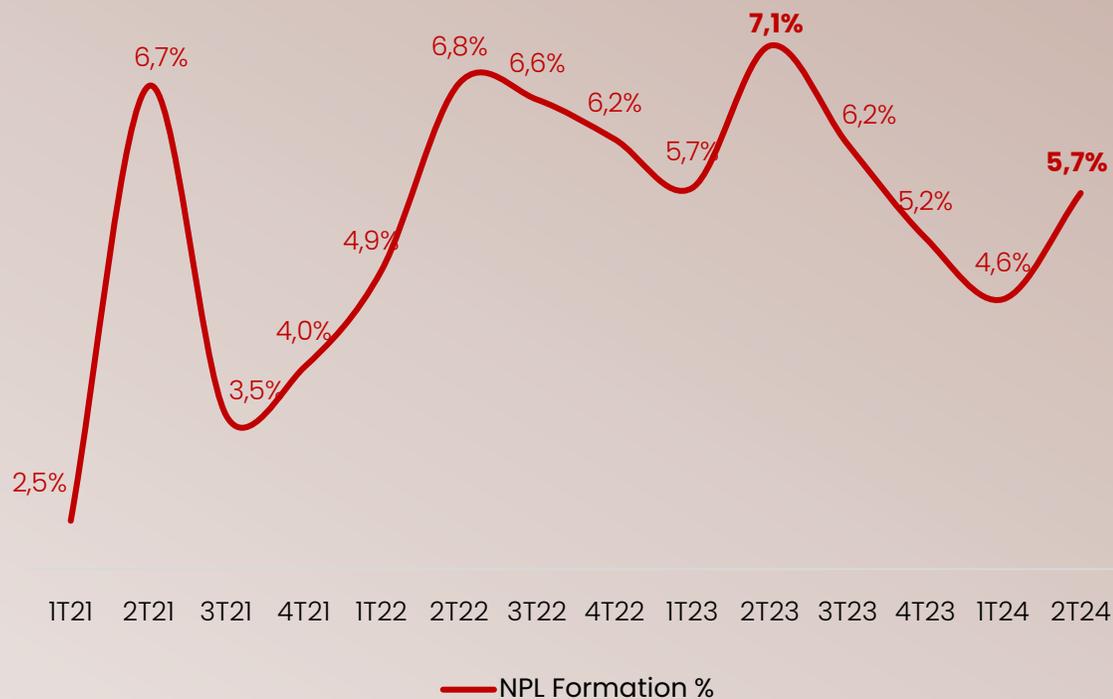
Resultado de serviços financeiros



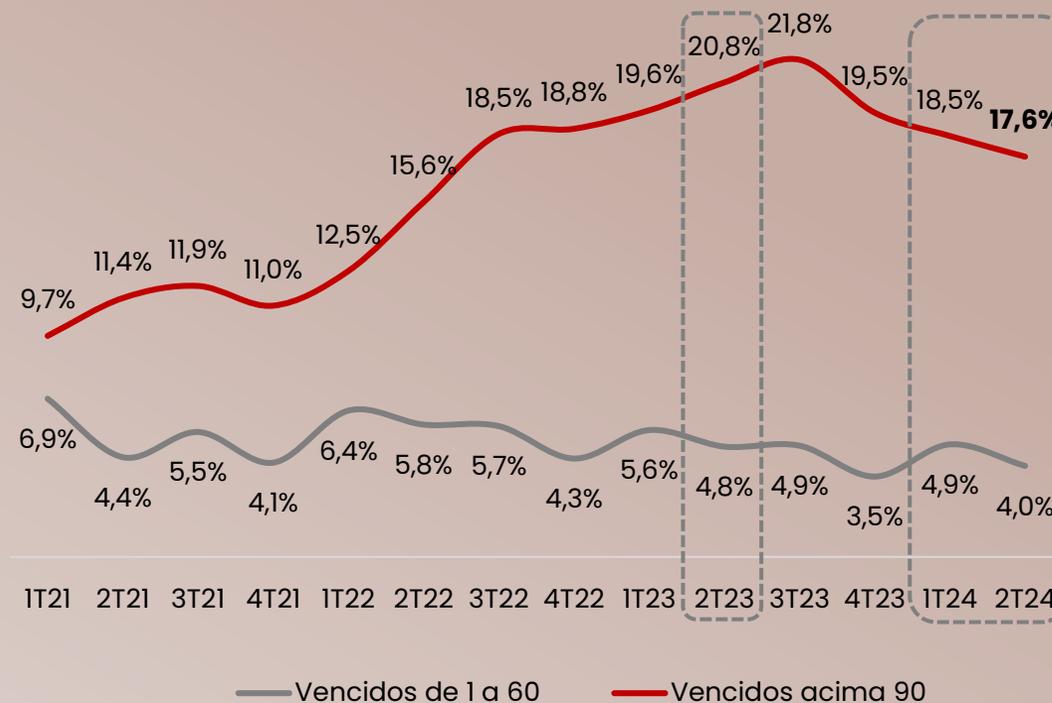
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REALIZE: continuidade da menor formação de **NPL nominal** e redução sequencial do **Over90**

NPL 90 formation (R\$ MM) trimestral sobre carteira (%)

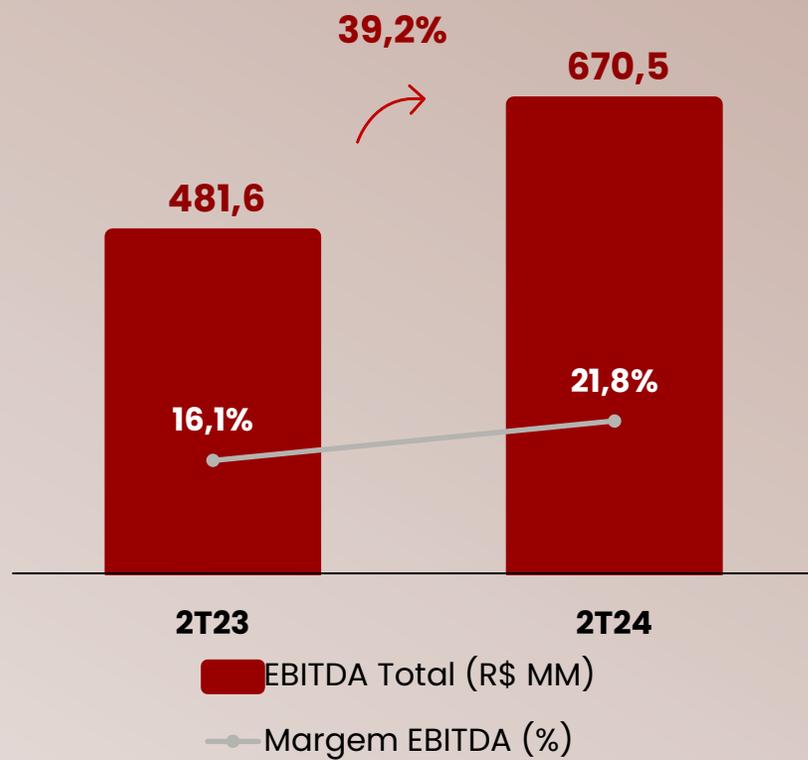


% vencidos por faixa



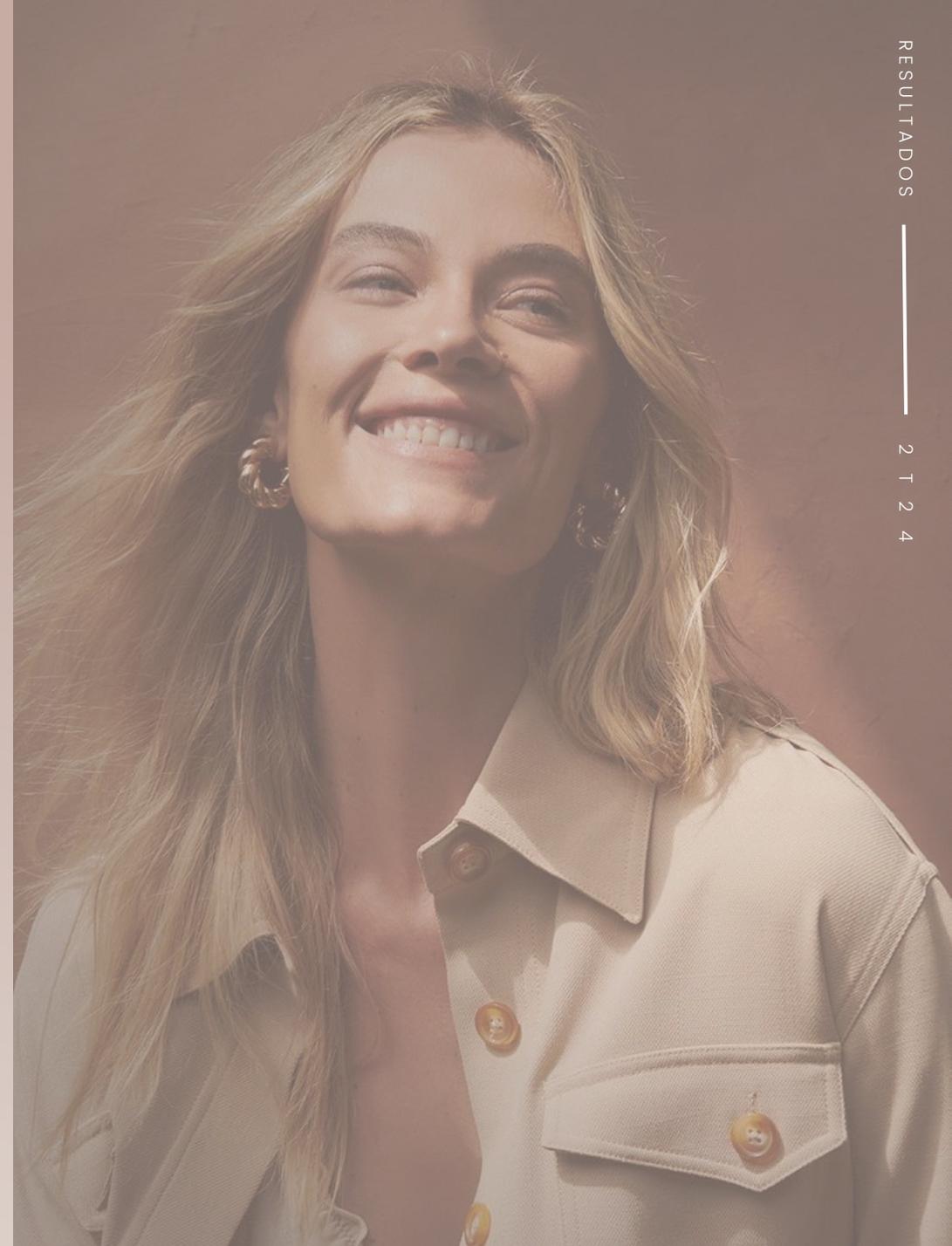
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Evolução no **EBITDA TOTAL**



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Avançamos para o segundo semestre confiantes no ciclo de **crescimento**, **rentabilidade** e **competitividade** que já iniciou

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2Q24 RESULTS

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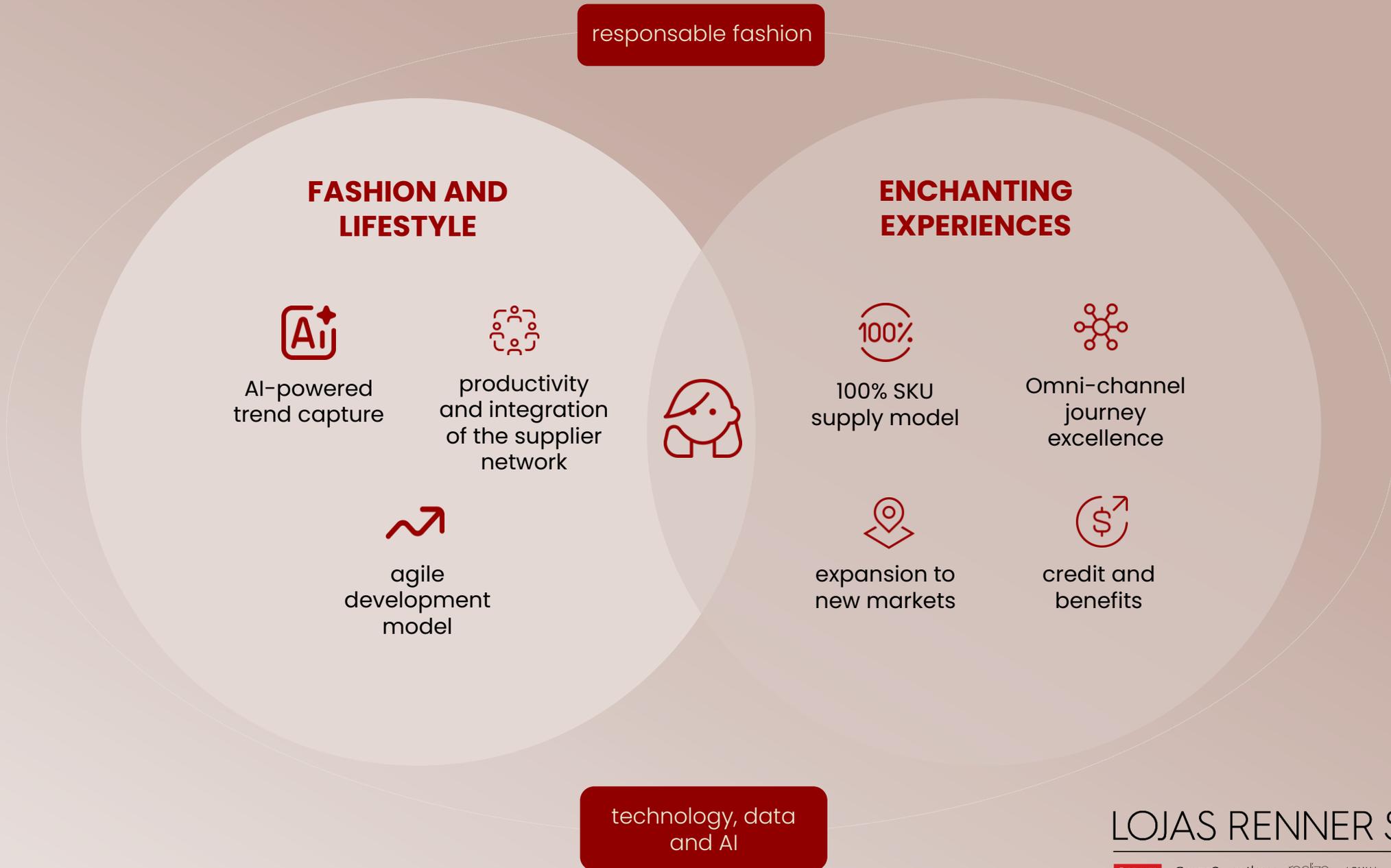
CEO MESSAGE

FABIO FACCIIO

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A more PRECISE, INTEGRATED, AGILE and FLEXIBLE model for a new cycle of growth, profitability and competitiveness



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FINANCIAL INFORMATION

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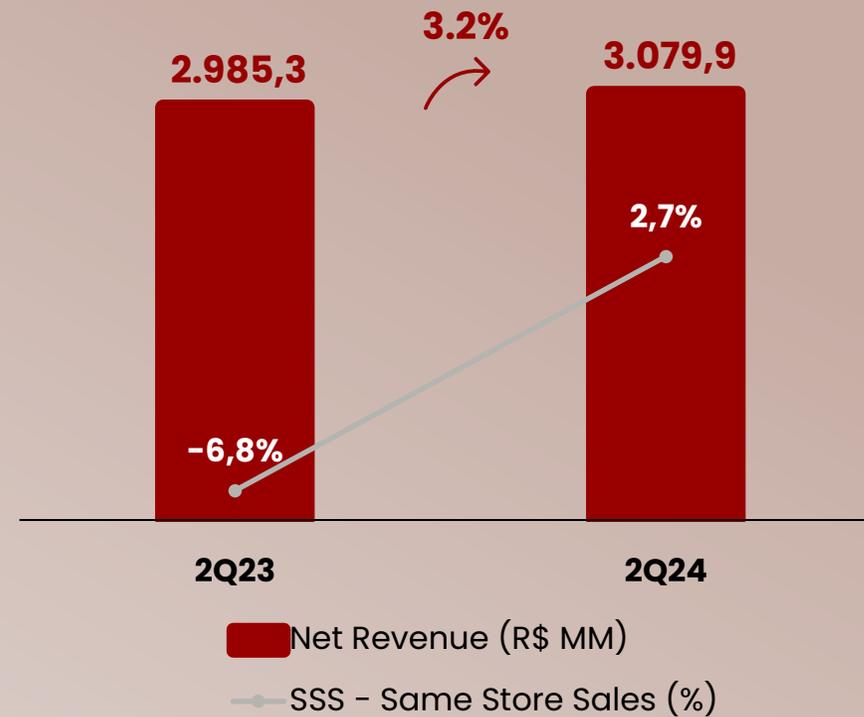
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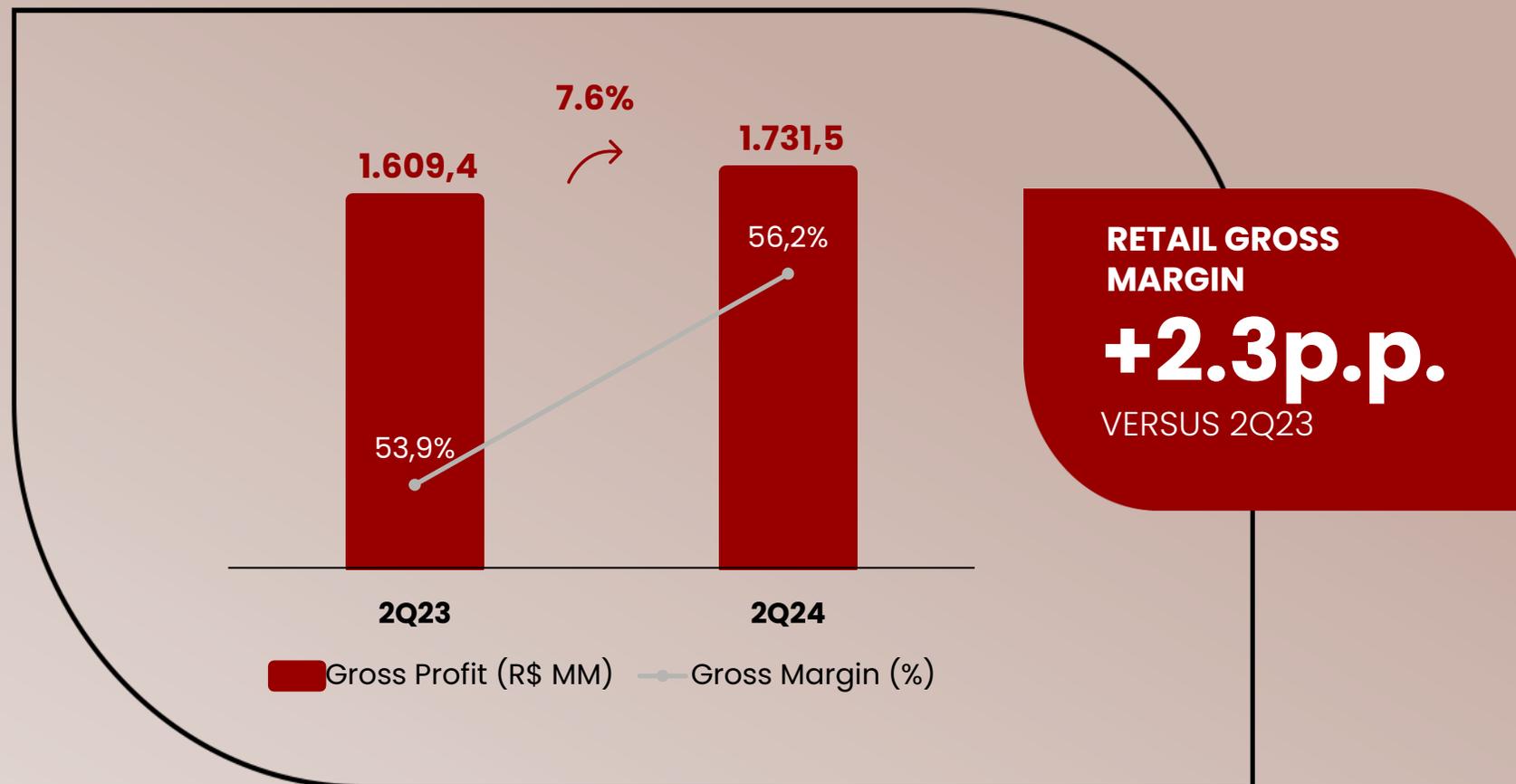
SALES

Good acceptance of the collection by both volume of pieces and transactions for the third consecutive quarter



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Strong expansion
of **GROSS
MARGIN:**
versatility of the
collection and
lower markdowns
due to agile
development
and greater
chain reactivity

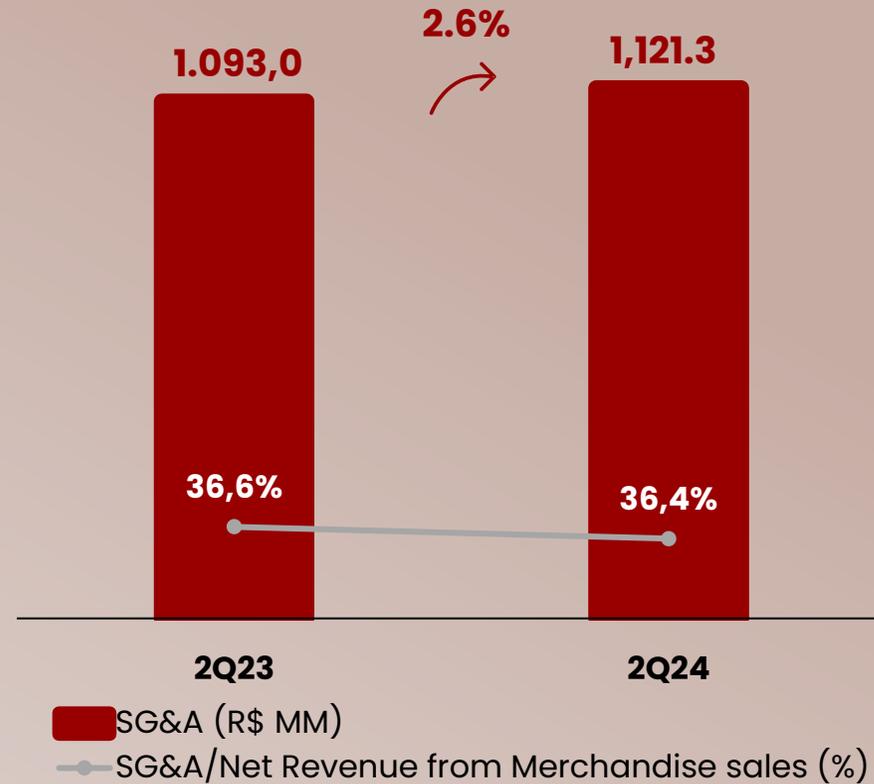


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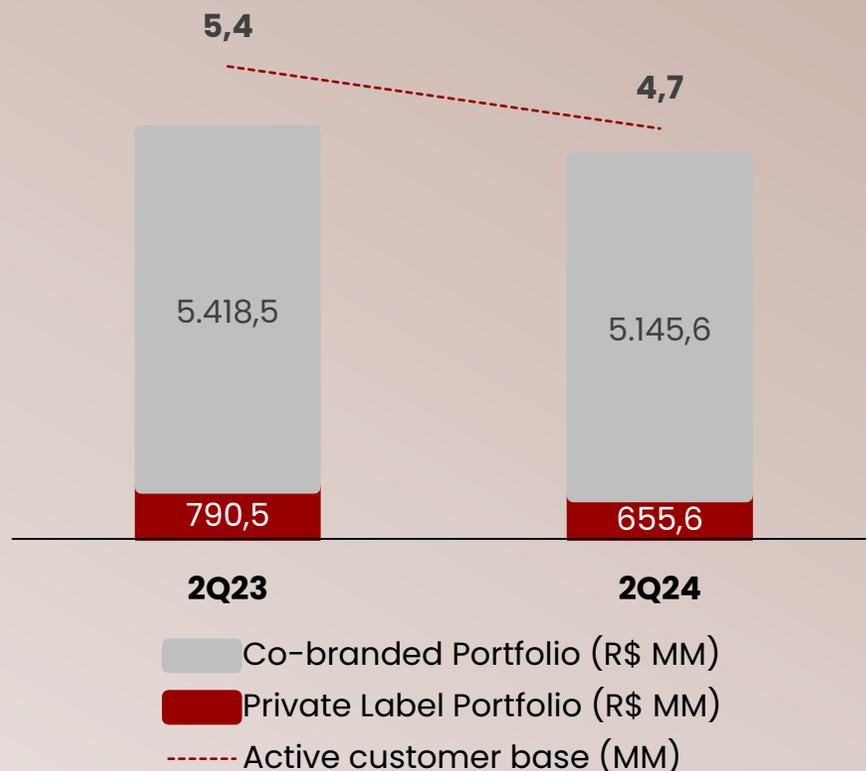
Expenses growing below inflation



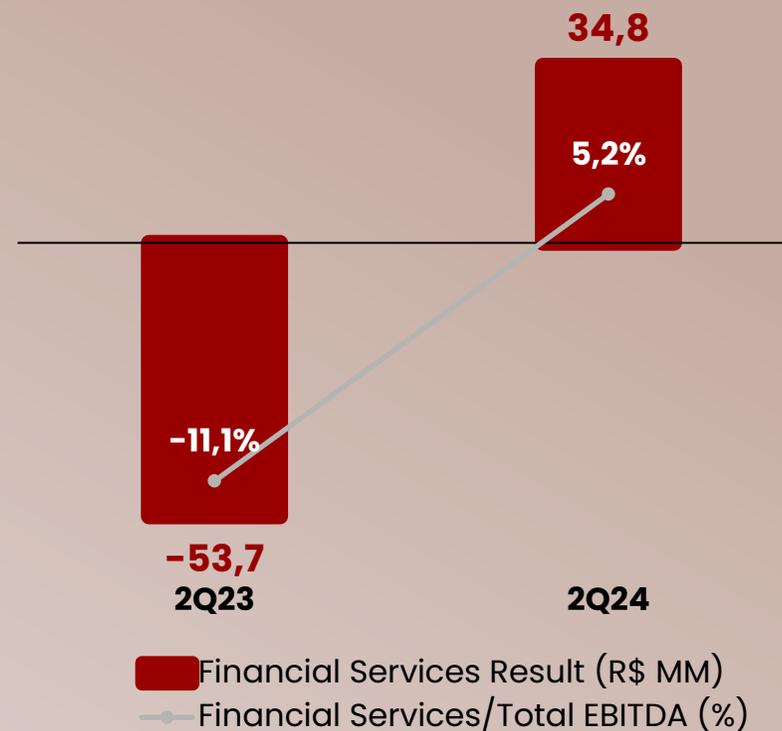
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REALIZE: 3rd consecutive quarter of **positive results**, with an important reduction in net losses

Portfolio balance and customer base



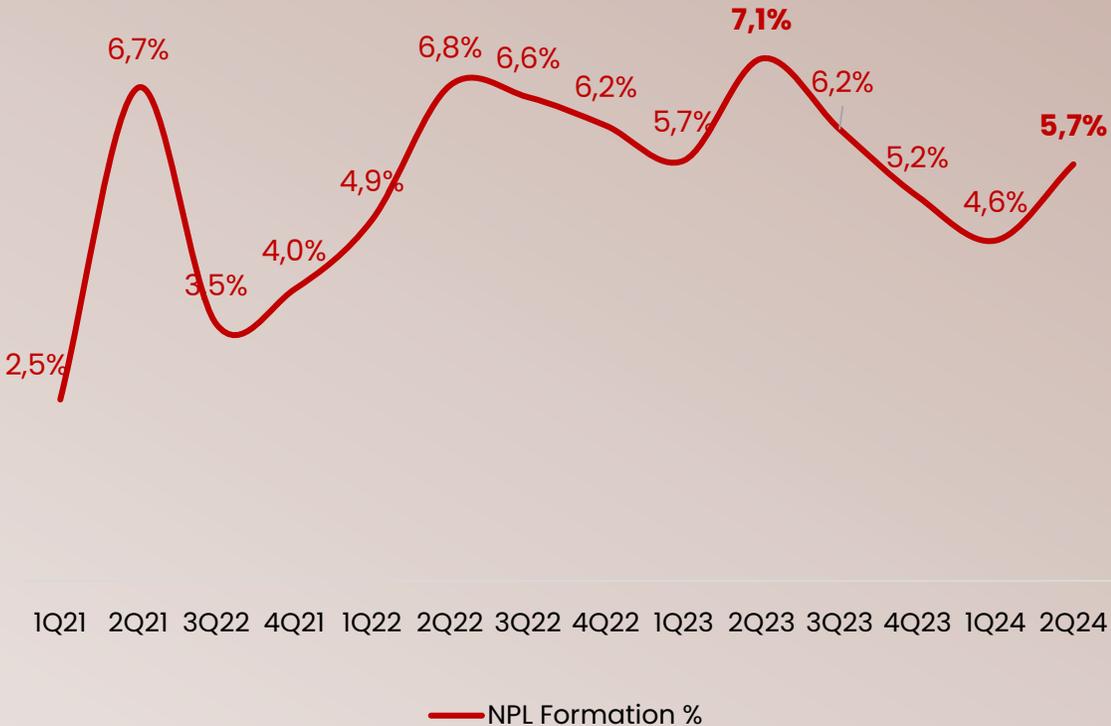
Financial services result



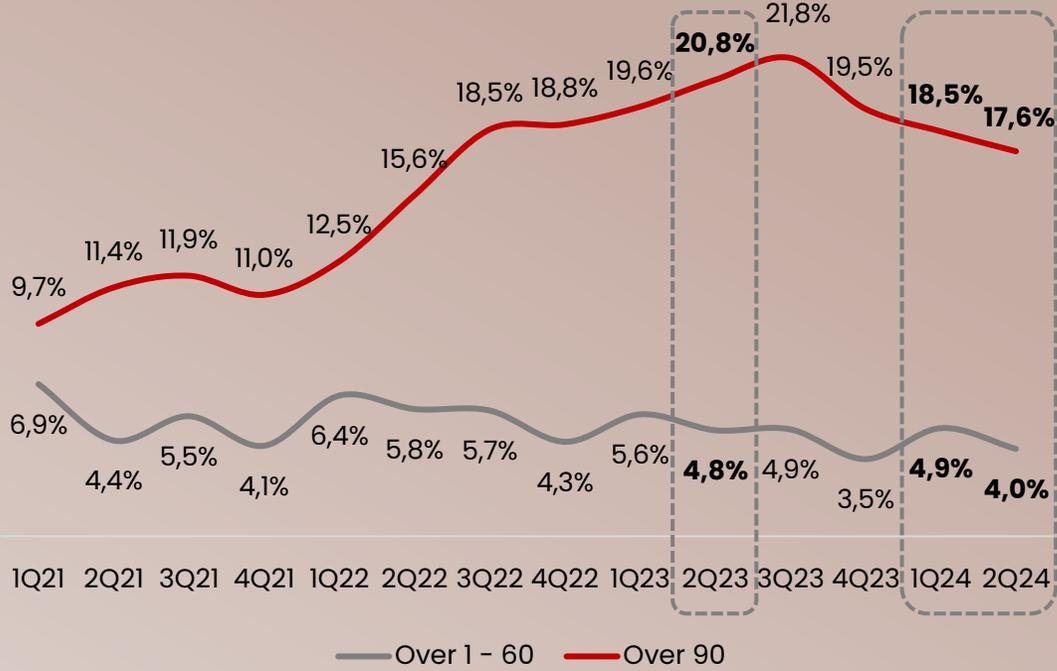
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REALIZE: continuation of lower nominal **NPL formation** and sequential reduction of **Over90**

Quarterly NPL 90 formation (R\$ MM) over portfolio (%)

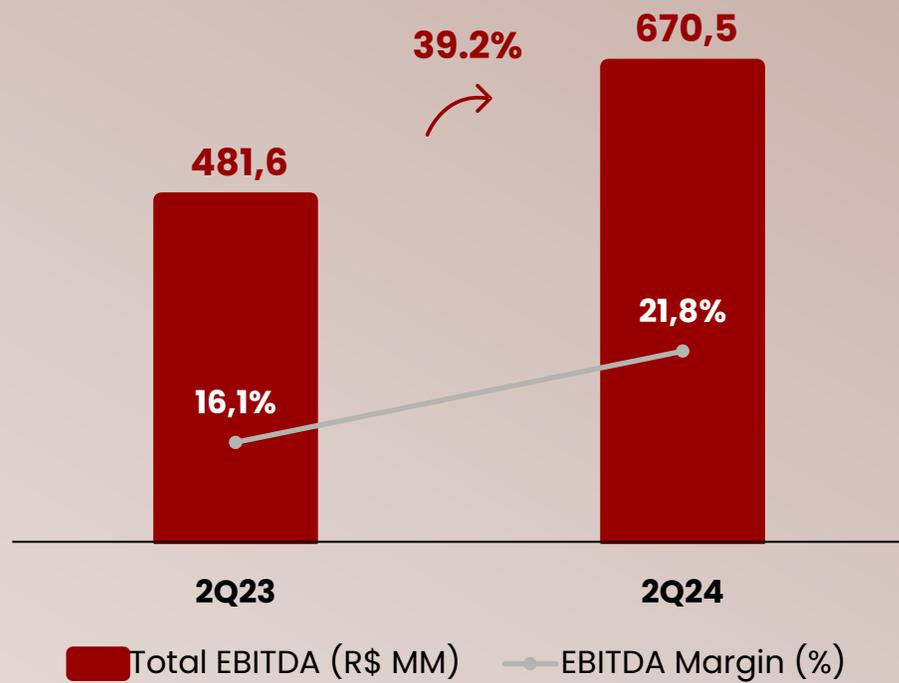


% Overdues by category



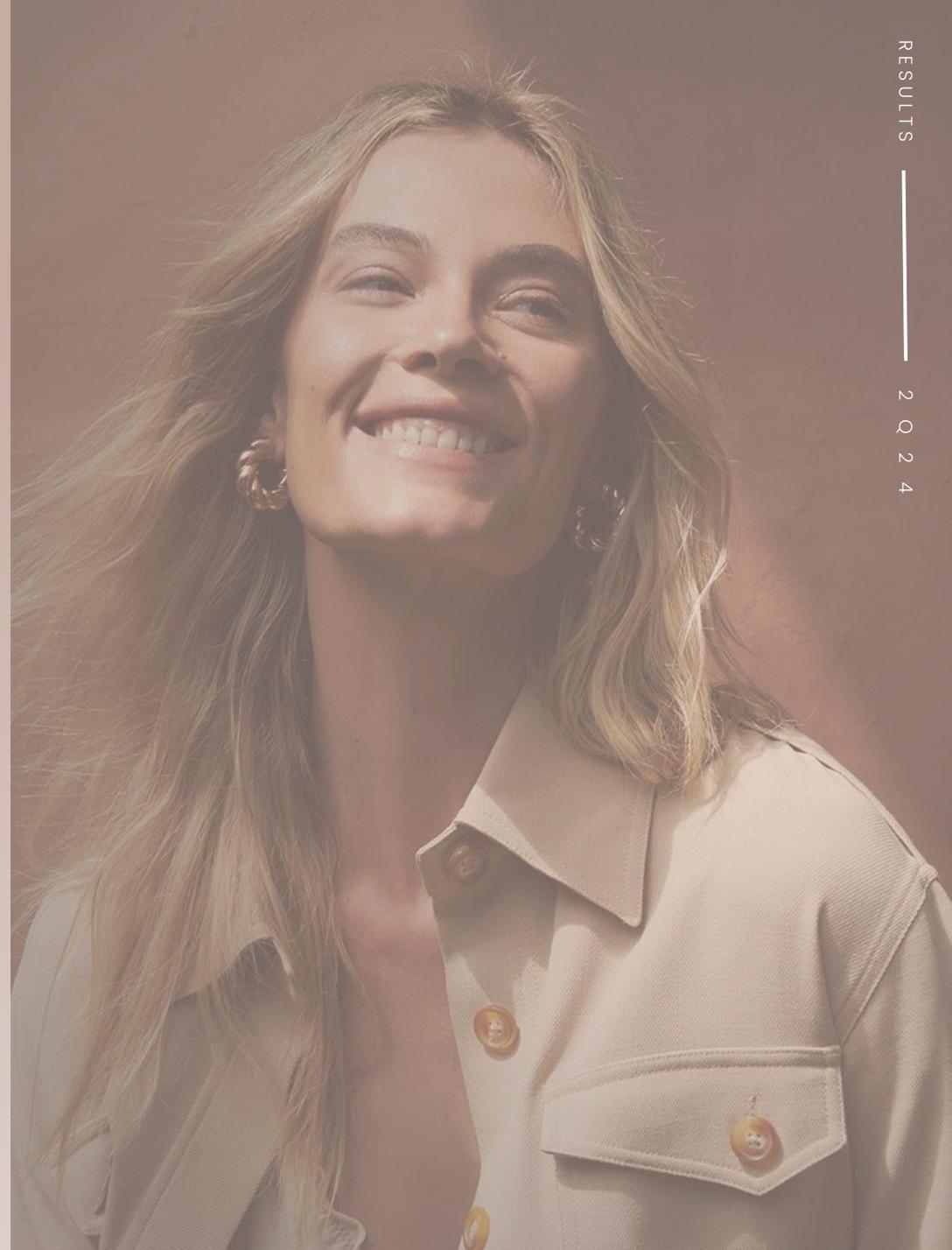
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Improvement in **TOTAL EBITDA**



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We advance into the second half with confidence in the ongoing cycle of **growth, profitability** and **competitiveness**



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