



Divulgação dos resultados

1T24

C&A



SOS rio grande do sul

juntos, abraçamos
quem mais precisa





Destaques do 1T24

**EBITDA ajustado atinge R\$180,5 milhões,
+125% vs. 1T23**

+22,2%

Receita líquida de vestuário
vs. 1T23

+21,9%

Vendas mesmas lojas¹ de
vestuário vs. 1T23

54,1%

Margem bruta de vestuário,
+1,0 p.p. vs. 1T23

12,4%

Margem EBITDA ajustada³
+6,0 p.p. vs. 1T23

-1,8 p.p.

Em despesas operacionais²
como % da receita líquida vs. 1T23

1,5x

Alavancagem⁴ no 1T24,
reduzindo de 4,0x no 1T23

(1) SSS: Same Store Sale - Crescimento de vendas em mesmas lojas. É composto pelas vendas das lojas ativas há mais de 13 meses em relação ao mesmo período do ano anterior, incluindo o ecommerce e todas as suas modalidades de vendas e entrega (100% online, vendas diretas, Ship from Store e Clique e Retire). (2) Considera apenas despesas com vendas, gerais e administrativas para fins de análise. (3) Ajustes incluem: (i) Outras receitas (despesas) operacionais líquidas; (ii) Receitas financeira de fornecedores; (iii) Recuperação de créditos fiscais; (iv) Incentivo de longo prazo pago aos colaboradores da C&A. (4) Inclui o compromisso com Bradescard



Gestão da performance

Aumento da venda por m²

Performance nas lojas high e conceito

Crescimento do volume de peças vendidas

Aumento no fluxo e conversão nas lojas

Assertividade da coleção com alto freshness

Evolução do Hub de Inteligência Comercial

9º trimestre consecutivo de crescimento de margem

estratégia **energia C&A**



categoria



dispersão



jornada



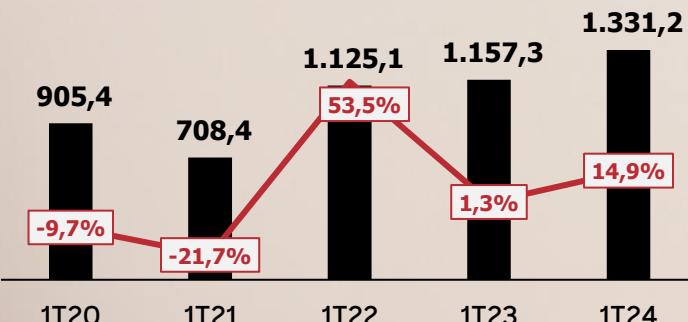
refactoring

Receita de mercadorias

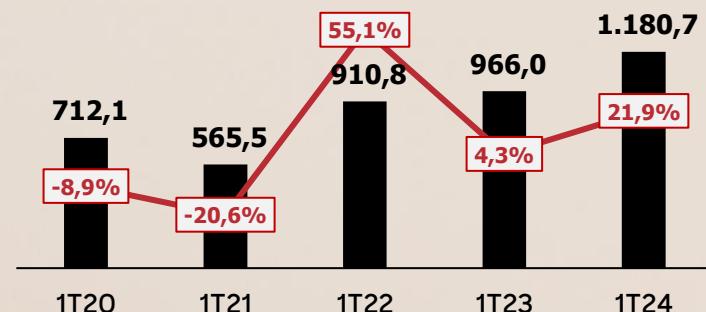
R\$ Milhões e %

Crescimento de receita principalmente em função do bom desempenho de vestuário.
Aumento da receita em todas as divisões, com destaque para o Feminino.

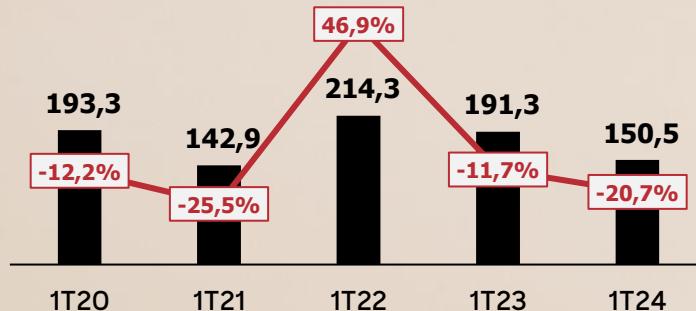
Receita de Mercadorias



Vestuário



Eletrônicos e Beleza



■ Receita Líquida

— Vendas mesmas lojas

resultados 1T24

6

Margem bruta de mercadorias

R\$ Milhões e %

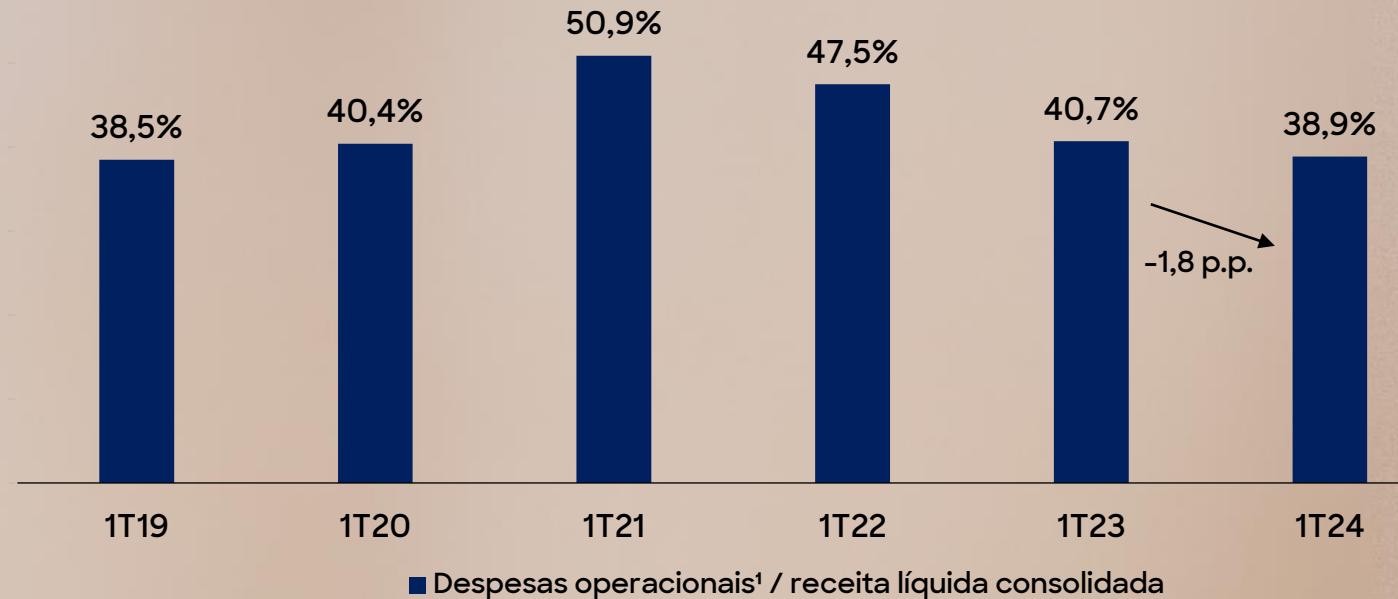
9º trimestre de expansão na margem bruta de vestuário (YoY), impulsionada pela assertividade das coleções, push & pull e precificação dinâmica



■ Lucro Bruto — Margem Bruta

Diluição em despesas operacionais¹

R\$ Milhões e %



	1T19	1T20	1T21	1T22	1T23	1T24	1T24 x 1T23
Despesas operacionais:							
Despesas de vendas, gerais e administrativa	400,8	394,3	394,7	568,9	504,7	565,7	+12,1%

1- As despesas consideram o impacto do pagamento do arrendamento mercantil, conforme norma contábil IFRS16. Mas desconsidera as despesas de Depreciação e Amortização e a Depreciação de Direito de Uso (Arrendamento), além das despesas com perdas em crédito, líquidas e outras (despesas) receitas operacionais



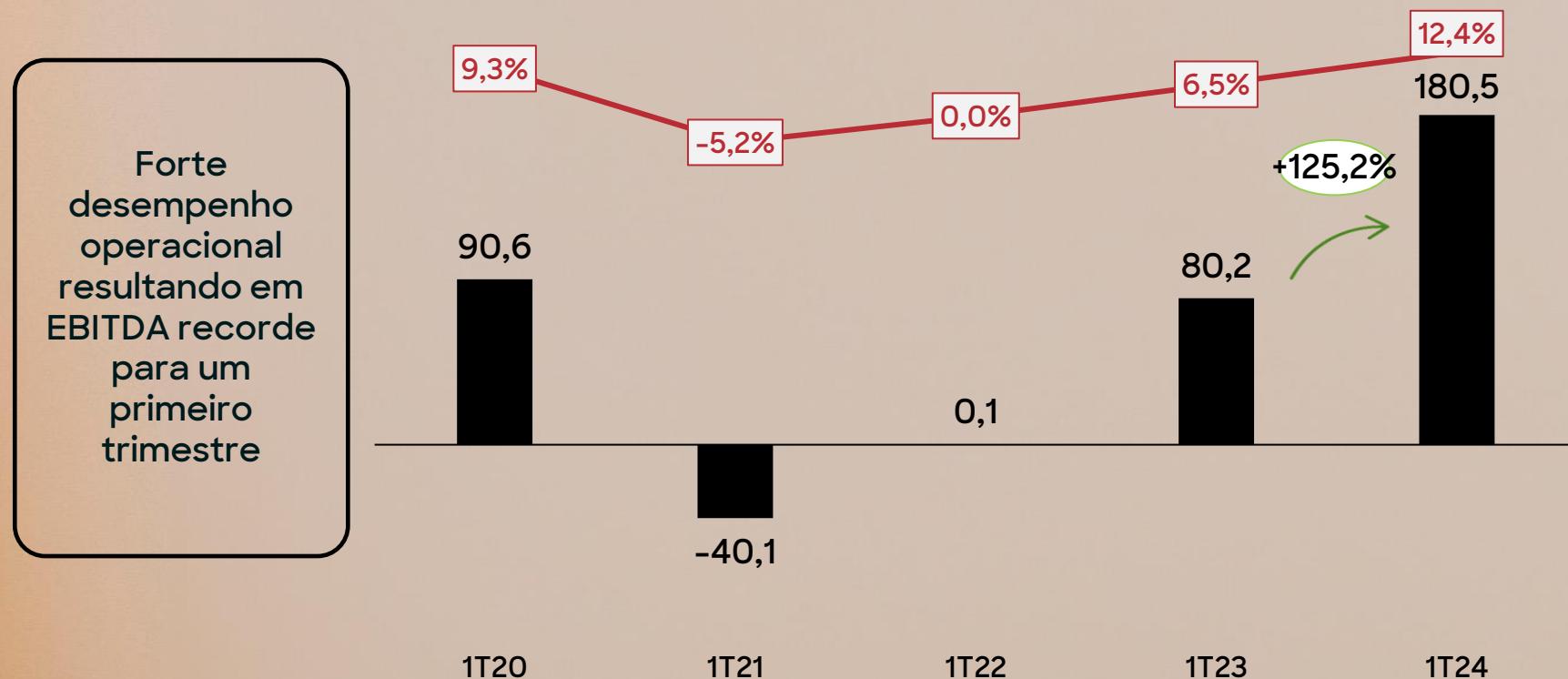


Crescimento do EBITDA ajustado pós -IFRS16

R\$ Milhões e %

■ EBITDA ajustado (pós IFRS16)¹

— Margem EBITDA ajustada (pós IFRS16)



1- O EBITDA considera o impacto do pagamento do arrendamento mercantil, conforme norma contábil IFRS16 e é ajustado por: (i) outras receitas (despesas) operacionais líquidas; (ii) receita financeira de fornecedores; (iii) recuperação de créditos fiscais e (iv) Programa de incentivo de longo prazo



pay

R\$110,1M

Aumento de 58,8% na receita líquida

R\$889M

Carteira no final do 1T24

5,5M

de cartões emitidos
(~500 mil no 1T24)

25%

De participação nas vendas do varejo

R\$17,5M

Resultado C&A Pay

4,6%

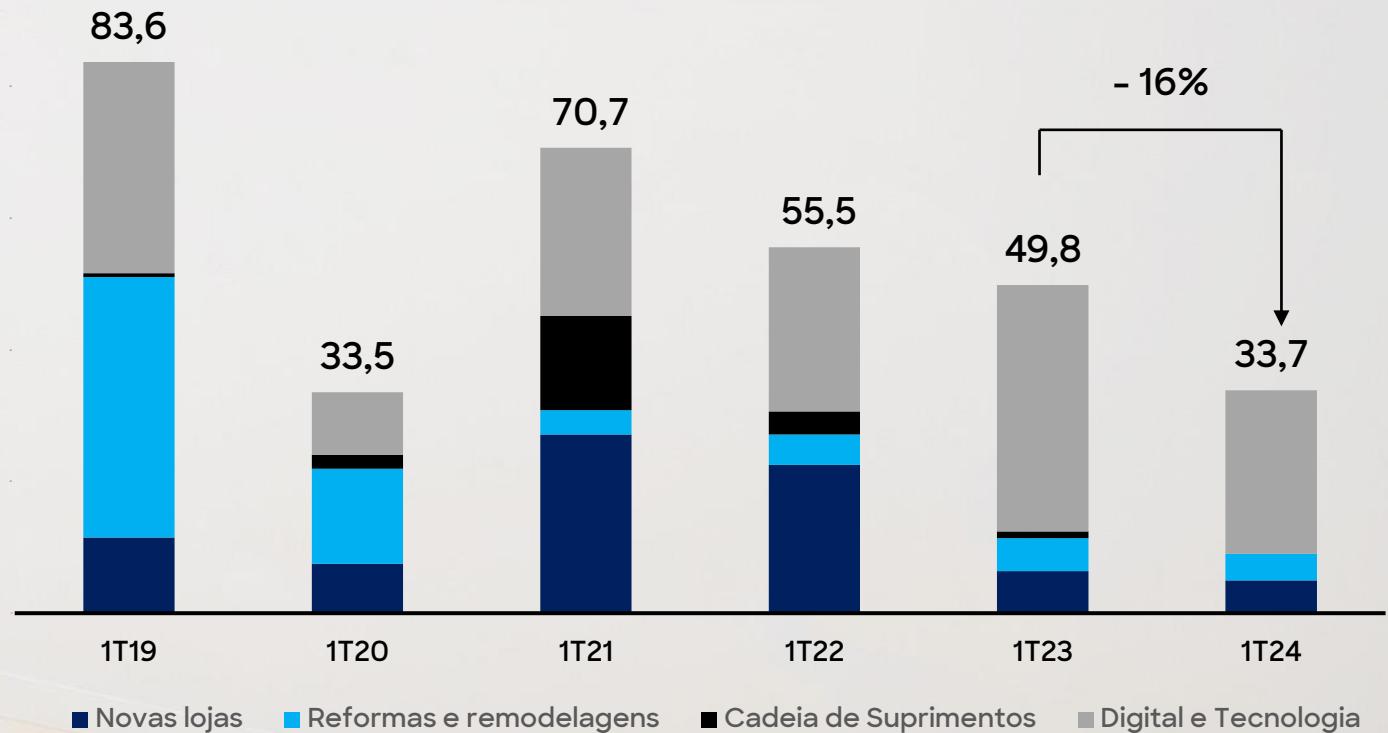
Perdas líquidas sobre a carteira média



Plano de investimento

R\$ Milhões

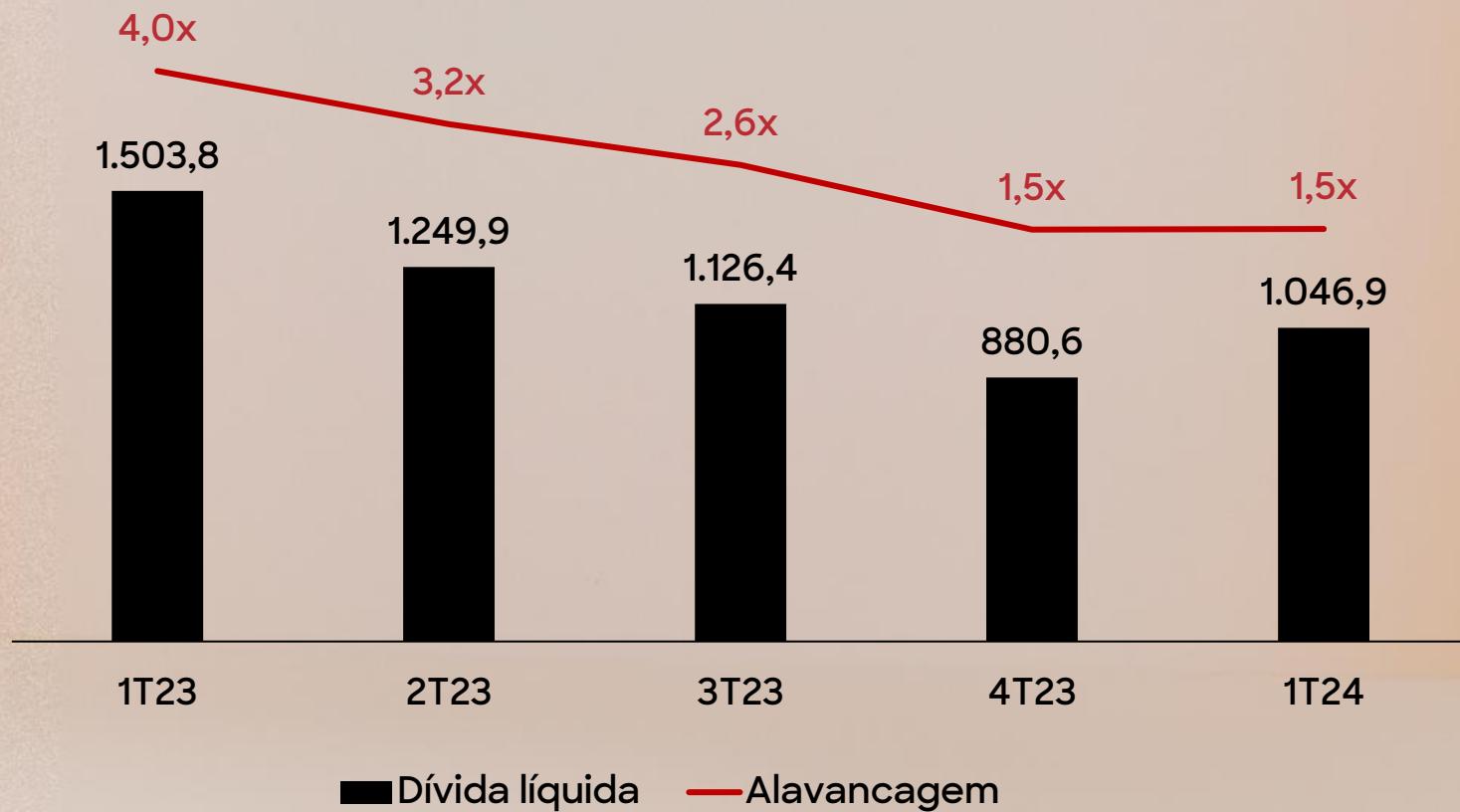
Investimentos da Estratégia Energia C&A
acelerando a partir do 2T24





Redução da Alavancagem

R\$ Milhões



Nota: Caixa e equivalentes de caixa exclui o efeito da antecipação de recebíveis realizada no 1T23. Não houve esse tipo de operação no 1T24. Para fins de alavancagem considera-se o EBITDA Ajustado dos últimos 12 meses pré-IFRS 16 e a dívida líquida inclui o compromisso de pagamento com o Bradescard.

A photograph of a woman and two young girls. The woman, wearing a light-colored cable-knit sweater, is smiling broadly. She is flanked by two young girls; one on the left in a white sweater and one on the right in a grey sweater, both also smiling. They are positioned against a dark green curtain.

Perguntas e respostas

Para **perguntas ao vivo por áudio, levante a mão para entrar na fila**. Ao ser anunciado, uma solicitação para ativar seu microfone aparecerá na tela e, então, você deve ativar o seu microfone para fazer perguntas. Orientamos que as perguntas sejam feitas todas de uma única vez.

Ou se preferir, **escreva sua pergunta diretamente no ícone de Q&A** na parte inferior da tela.





Divulgação de resultados

1T24

Contatos:

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Aviso legal:
As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, projeções sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento da C&A Modas S.A. são meramente projeções e, como tais, são baseadas exclusivamente nas expectativas da Diretoria sobre o futuro dos negócios. Essas expectativas dependem, substancialmente, das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, sujeitas à mudança sem aviso prévio.



1Q24

Results

The logo for C&A, featuring the letters "C&A" in a bold, serif font, enclosed within a white circular emblem with a decorative border.



rio grande do sul

SOS

A thin-lined map of Brazil is shown, with a specific location pin pointing to the state of Rio Grande do Sul. The pin features a circular icon containing a heart and hands, symbolizing aid or support.

together, we embrace
those who need it most



Highlights 1Q24

Adjusted EBITDA reaches R\$180.5 million,
+125% vs. 1Q23

+22.2%

Apparel net revenue
vs. 1Q23

+21.9%

Apparel same store sales¹
vs. 1Q23

54.1%

Apparel gross margin
+1.0p.p. vs. 1Q23

12.4%

Adjusted EBITDA margin³
vs. 1Q23

-1.8 p.p.

Operating expenses². as a
percentage of net revenue vs.
1Q23

1.5x

Leverage⁴ in 1Q24,
decreasing from 4.0x in
1Q23

(1) SSS: Same Store Sale – It is made up of the sales of stores that have been active for more than 13 months compared to the same period of the previous year, including ecommerce and all its sales and delivery modalities (100% online, direct sales, Ship from Store and Click and Collect). (2) Considers only selling, general and administrative expenses for analysis purposes. (3) Adjustments include: (i) Other net operating income (expense); (ii) Financial revenues from suppliers; (iii) Recovery of tax credits; (iv) Long-term incentive paid to C&A employees. (4) Includes commitment to Bradescard

A photograph of a woman with long dark hair, smiling, wearing a light gray turtleneck sweater and high-waisted leopard print trousers. She is leaning against a white wall with her left hand on her hip and her right arm resting against the wall.

Performance management

Increase in sales per square meter

Performance in high-end and concept stores

Growth in volume sold

In-store flow and conversion increase

Collection precision with high freshness

Evolution of the Business Intelligence Hub

Margin growth for the 9th consecutive quarter

C&A energy strategy



category



dispersion



journey



refactoring

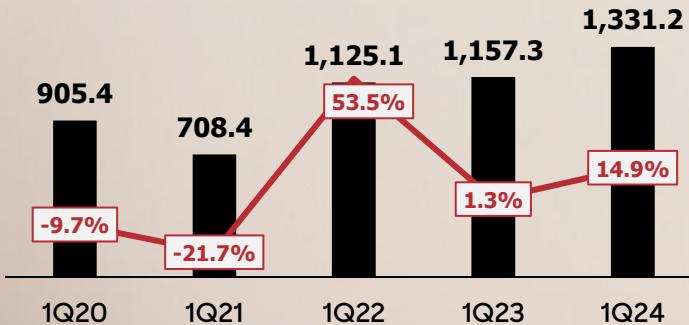
Merchandise Sales

R\$ Million and %

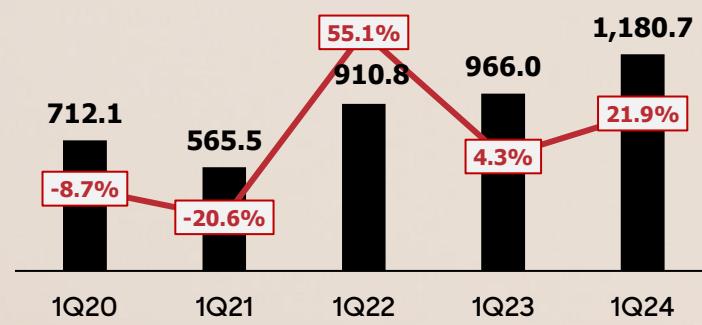


Revenue growth due to strong performance in apparel.
Increase in revenue in all divisions, with the Women's division being the main highlight

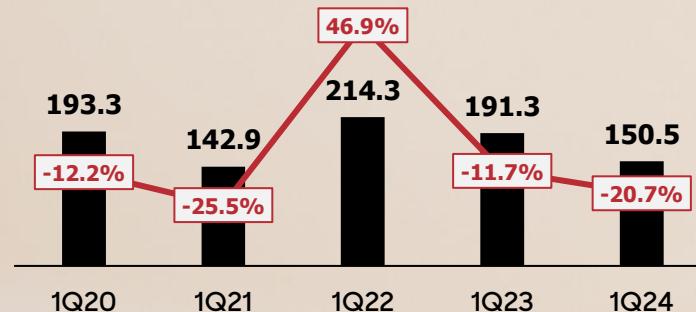
Merchandise



Apparel



Electronics & Beauty



■ Net Revenue

— Same-store sales

1Q24 Results
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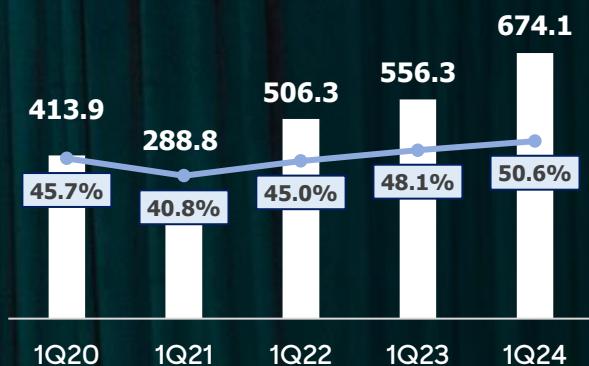


Merchandise Gross Margin

R\$ Million and %



9th consecutive quarter with an expansion in apparel gross margin (YoY), driven by collection assertiveness, push & pull and dynamic pricing



Merchandise



Apparel

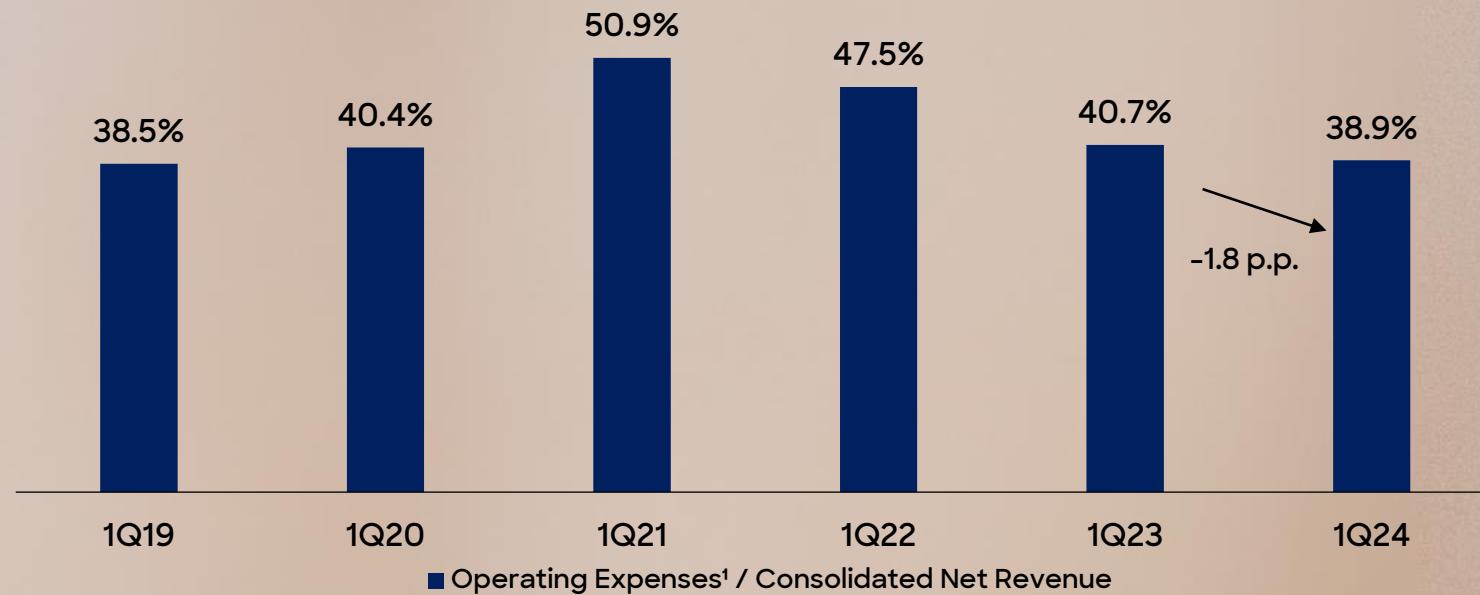


Electronics & Beauty

■ Gross profit — Gross Margin

Operating Expenses Dilution¹

R\$ Million and %



	1Q19	1Q20	1Q21	1Q22	1Q23	1Q24	1Q24 x 1Q23
Operating Expenses: Selling, G&A expenses	400.8	394.3	394.7	568.9	504.7	565.7	+12.1%

1- Expenses consider the impact of the payment of the lease, according to the IFRS16 accounting standard. However, it does not take into account the expenses of Depreciation and Amortization and the Depreciation of Right of Use (Lease), in addition to the expenses with credit losses, net and other (expenses) operating revenues

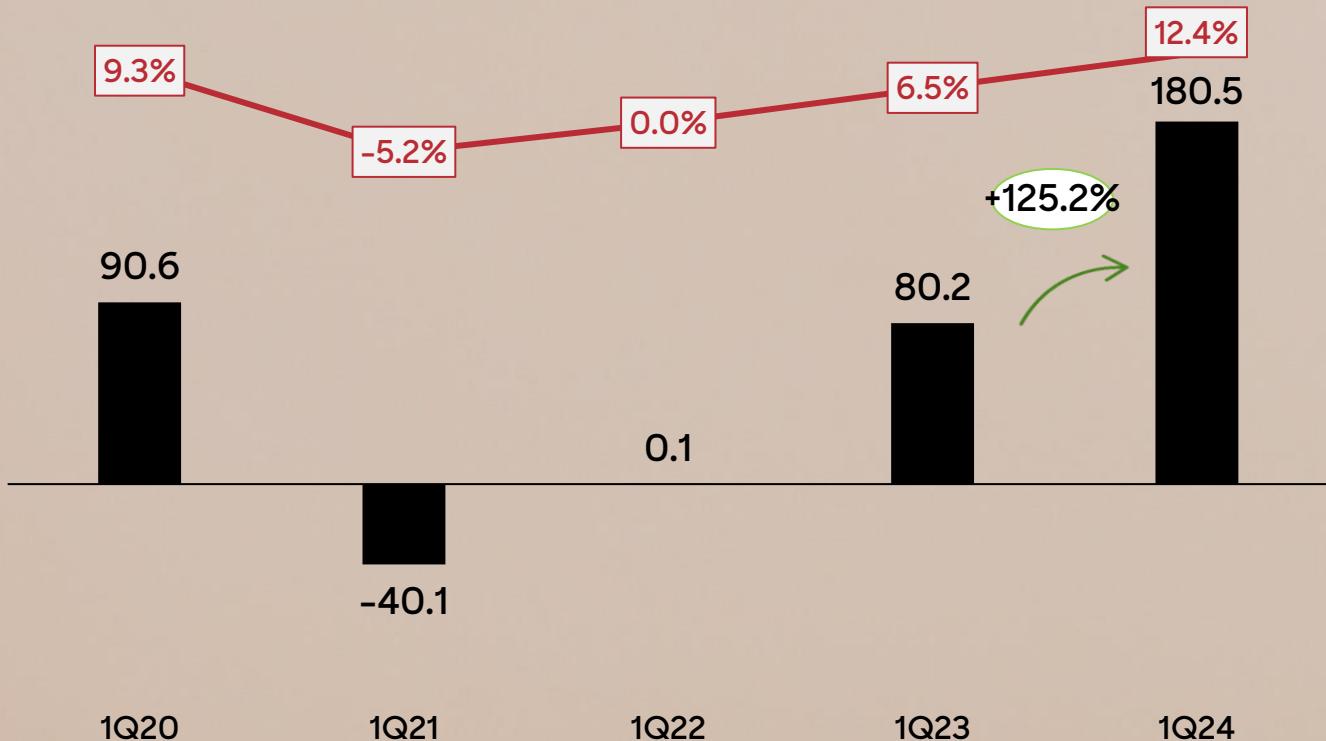




Growth of Adjusted EBITDA

(post-IFRS16)

■ Adjusted EBITDA (post IFRS16)¹ ■ Adjusted EBITDA margin (post IFRS16)



(1) EBITDA considers the impact of the lease payment, according to IFRS16 accounting standard and is adjusted by: (i) other net operating revenues (expenses); (ii) financial income from suppliers; (iii) recovery of tax credits and (iv) long-term incentive program.



pay

R\$110.1M

58.8% increase
in net revenue

R\$889M

Portfolio at the end of 1Q24

5.5M

of cards issued
(~500k in 1Q24)

25%

Share of retail sales

R\$17.5M

C&A Pay results

4.6%

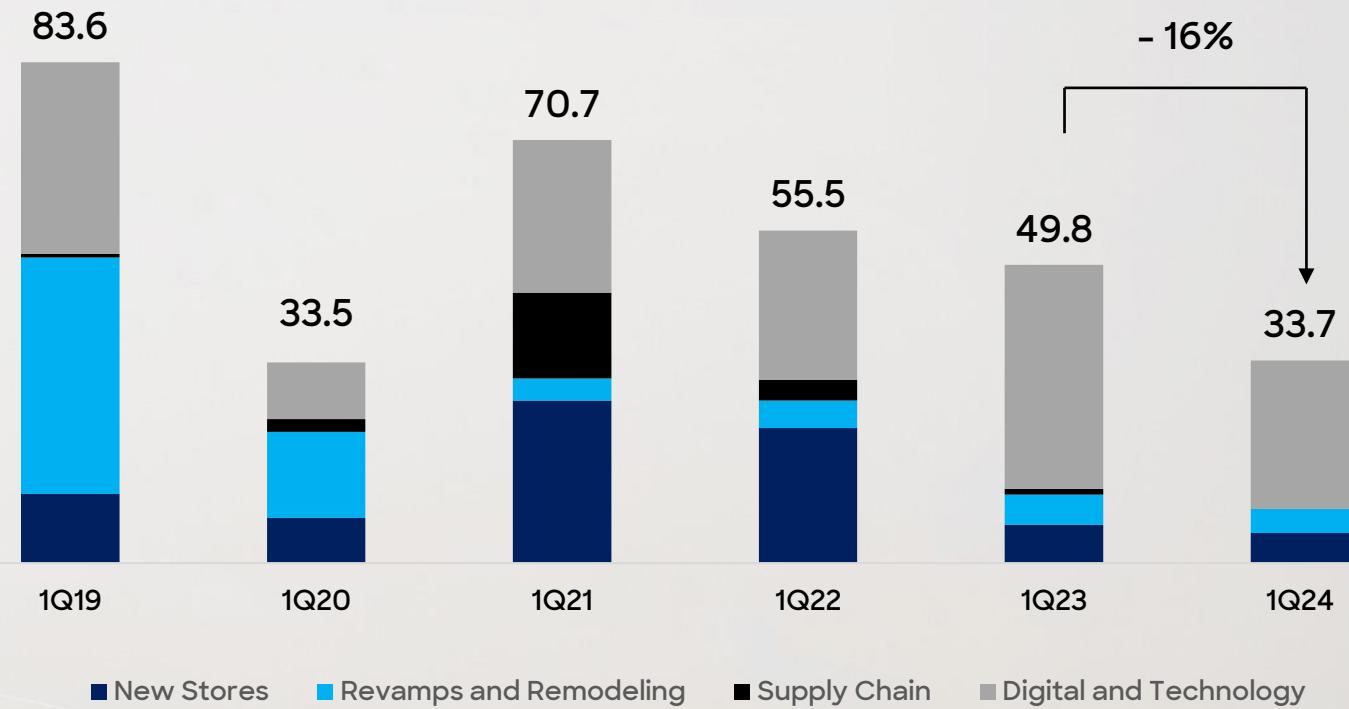
Net losses on
the average portfolio



Investment Plan

R\$ Million

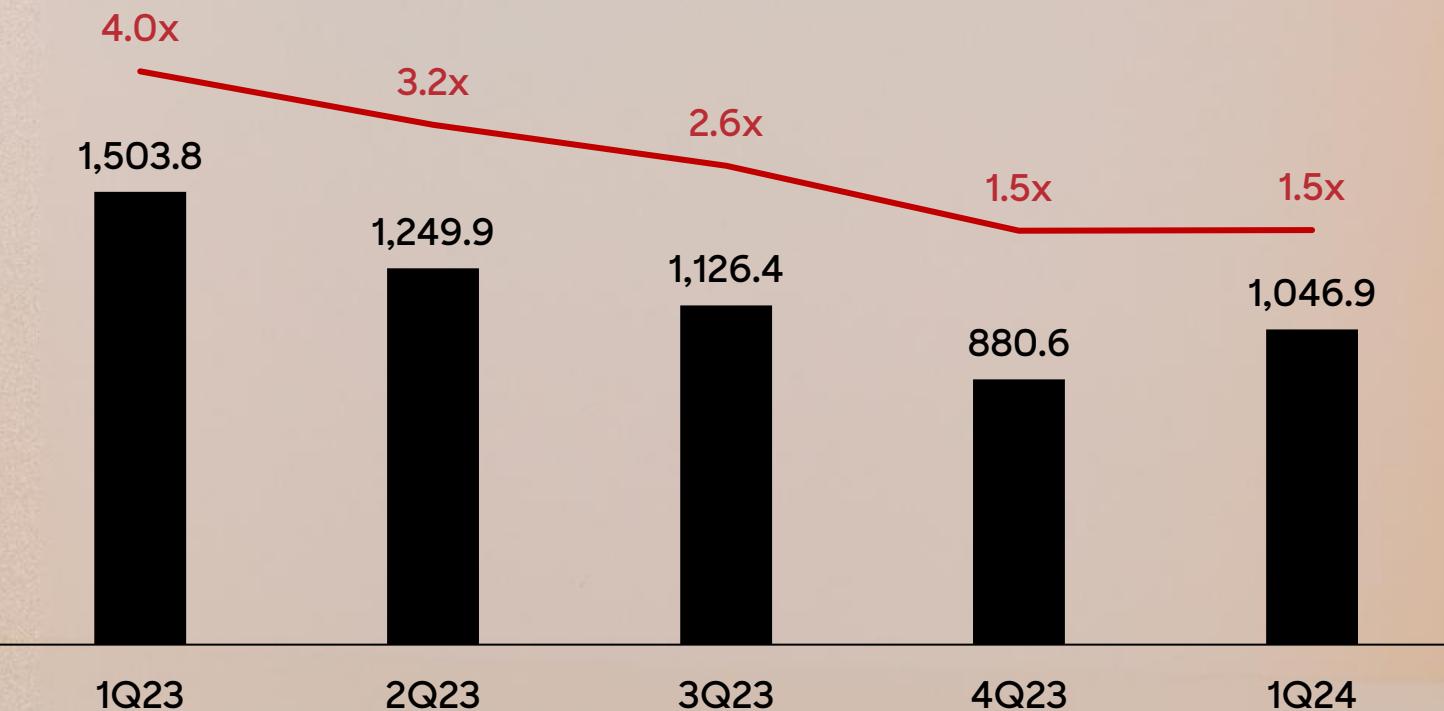
Investments for the C&A Energy strategy
accelerating from 2Q24 onwards





Leverage Reduction

R\$ Million



Note: Cash and cash equivalents excludes the effect of the advance of receivables in 1Q23. C&A had no advance of receivables in 1Q24. For leverage purposes, the Adjusted EBITDA of the last 12 months pre-IFRS 16 is considered, and the net debt includes the payment commitment with Bradescard.

A photograph of a woman and two young girls. The woman, wearing a light-colored cable-knit sweater, is smiling broadly. She is hugging a girl on the left who is laughing with her hand near her mouth. A younger girl is sitting next to her, also smiling. They are all against a dark green curtain.

Questions and Answers

If you want to ask a **live question via audio, please raise your hand to join the queue**. Once you are announced, a request to activate your mike will appear on your screen. Activate the mike to ask your question. Please ask all your questions at the same time.

If you would prefer, **write your question directly into the Q&A icon on the lower part of your screen**.





C&A

1Q24

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Disclaimer:

The statements contained herein relating to business prospects, projections on operating and financial results and those relating to growth prospects of C&A Modas S.A. are merely forward-looking statements and, as such, are based solely on the Board's expectations regarding the future of the business. These expectations depend substantially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without notice.