APRESENTAÇÃO DE RESULTADOS **2T25**

LJQQ3

B3 LISTED

SMLL B3 · **IGC** B3 · **IDIVERSA** B3 · **ICON** B3 · **IBRA** B3 · **IGPTW** B3 · **IGC-NM** B3 · **IGCT** B3 · **ITAG** B3

Paula Lopes

RI

AGENDA

1 **NOSSOS** PILARES

2 **EXPANSÃO** E PROJETOS

3 **RESULTADOS** 2T25

4 **Q&A**

Peter Furukawa

CEO

NOSSOS PILARES

GANHAR MERCADO

Crescimento de 3% em RBLD Total no 2T25, totalizando R$761 milhões.

SSS (crescimento mesmas lojas) **totalizou crescimento de 4% no 1S25,** sendo um **decréscimo de 3,5% no 2T25,** reflexo da base de comparação do período das enchentes no RS.

6 lojas inauguradas no 2T25, totalizando **579** lojas em operação.

EXCELÊNCIA EM CRÉDITO E COBRANÇA

Atraso sobre a Carteira VerdeCard[1] em 11,7% ao final do 2T25, abaixo do registrado no mesmo período do ano anterior e em linha com o desempenho histórico.

Crescimento de 18% da Carteira de Crédito.

FAZER MAIS COM MENOS

Lucro Bruto totalizou R$216 milhões no 2T25, reflexo da diminuição no volume de vendas e elevação do custo de funding.

Despesas com Vendas cresceram 5%, enquanto as **Despesas Administrativas mantiveram o mesmo nível** que o ano anterior, no 2T25.

VENDA FIGITAL

No 2T25, todas as iniciativas Figitais representaram cerca de **26% das vendas**, em linha com o planejado.

CULTURA DE ALTO DESEMPENHO

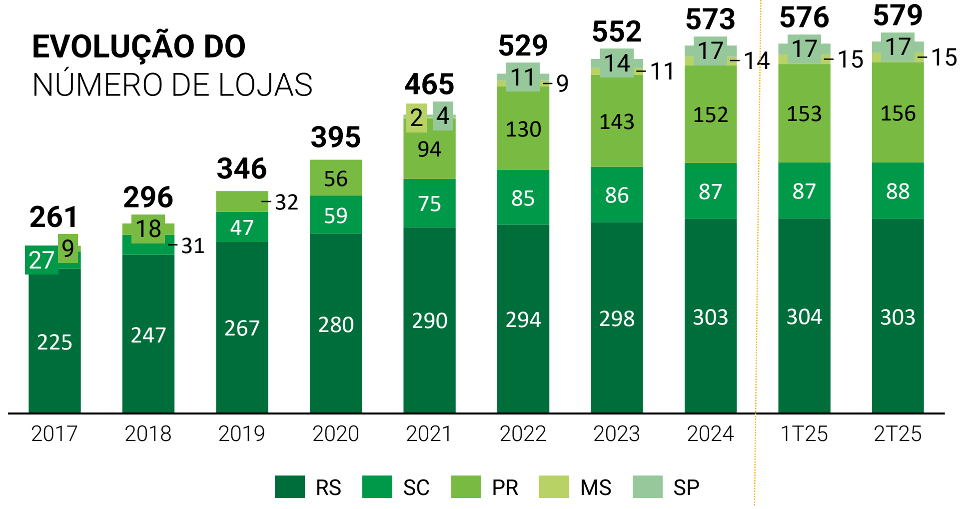
55 Gerentes de Loja formados durante o 2T25.

334 colaboradores no **Programa Desponte** em jun/25.

[1]Carteira bruta VerdeCard com juros (FIDC e Parcerias) e sem juros em atraso maior que 90 dias dividido pela carteira bruta VerdeCard com juros (FIDC e Parcerias) e sem juros até 360 dias, posições de final do mês.
[2] Dívida Líquida Ajustada/ EBITDA UDM

EXPANSÃO

EVOLUÇÃO DO
NÚMERO DE LOJAS



ÁREA DE VENDAS (milhares de m²)

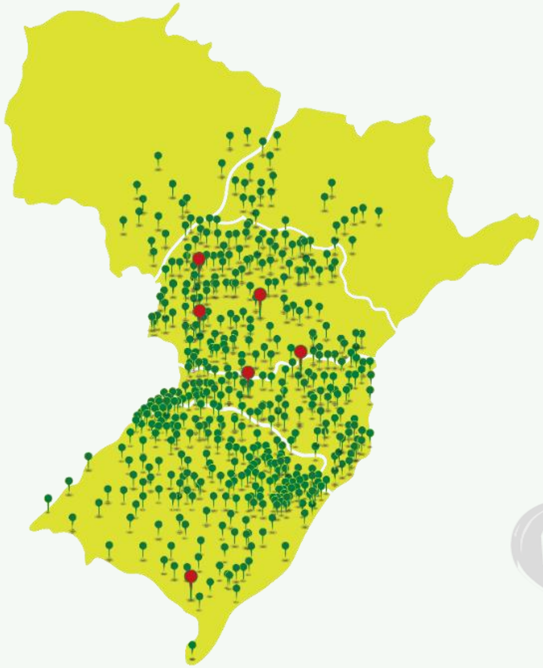
162	**190**	**229**	**265**	**314**	**356**	**369**	**381**	**381**	**382**

Abertura de 14 novas lojas ao longo do ano, **6 no 2T25**, e fechamento de 8 lojas no primeiro semestre de 2025.

579 lojas em operação em **491 cidades** nos estados do RS, SC, PR, MS e SP.

Reformas em 16 lojas ao longo do ano, **8 no 2T25**.

INAUGURAÇÕES
DE LOJAS 2T25



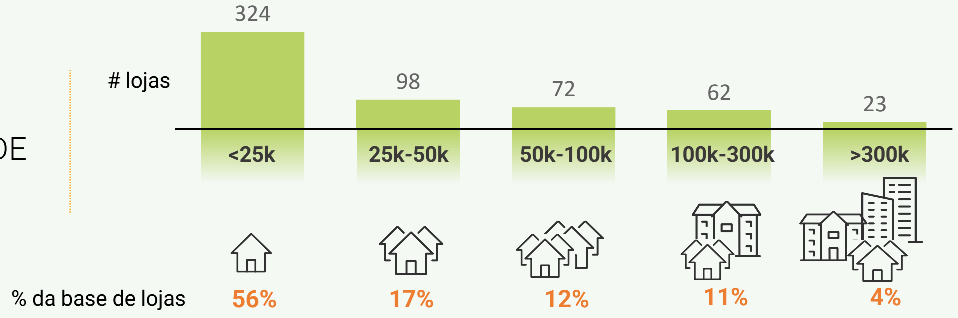
RIO GRANDE DO SUL
HERVAL 6 mil hab

SANTA CATARINA
CATANDUVAS 11 mil hab
MAJOR VIEIRA 7 mil hab

PARANÁ
ALTO PIQUIRI 10 mil hab
CATANDUVAS 10 mil hab
TURVO 14 mil hab

TOTAL: 6 NOVAS LOJAS

LOJAS POR
TAMANHO DE
CIDADE

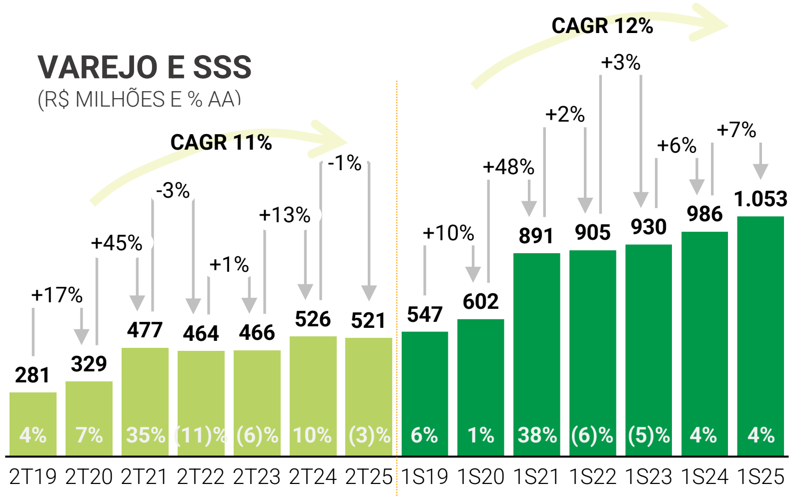


Jean Pablo de Mello

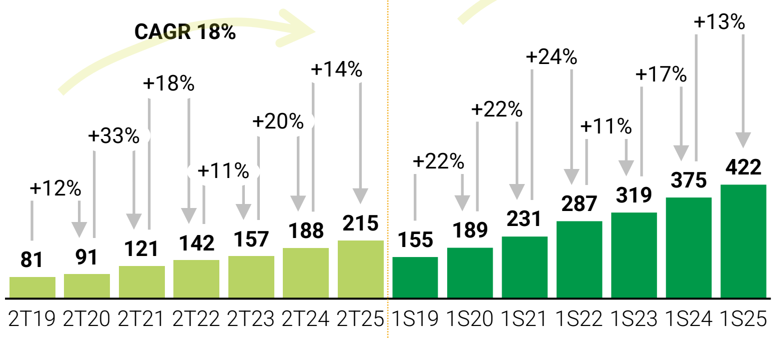
CFO

RECEITAS POR SEGMENTO DE ATIVIDADE | **2T25 E 1S25**

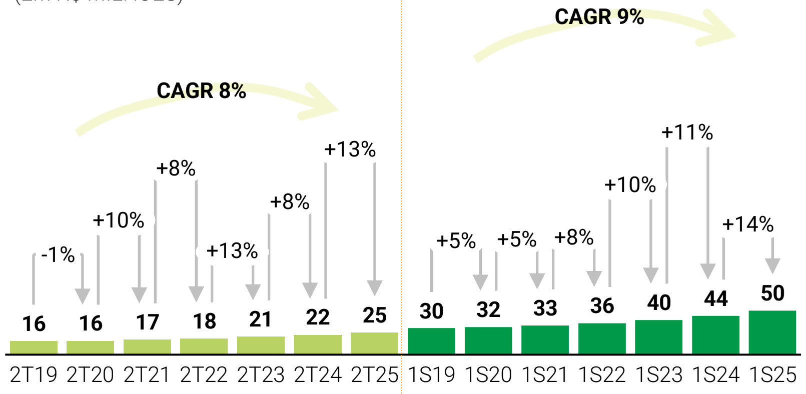
VAREJO E SSS
(R$ MILHÕES E % AA)



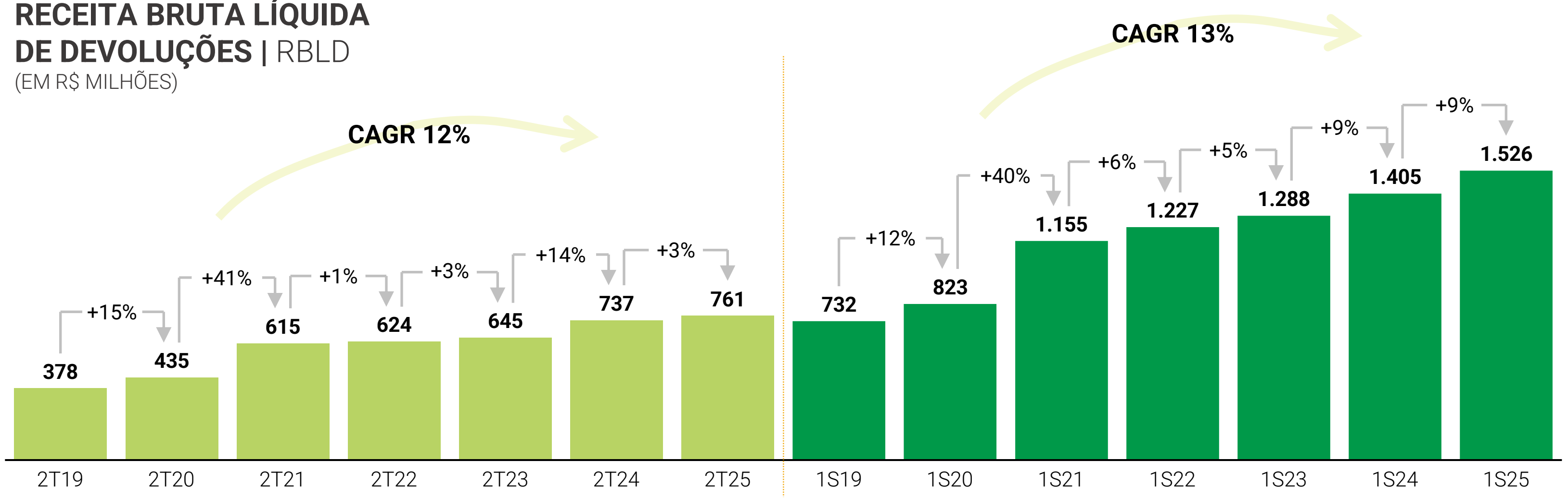
SERVIÇOS FINANCEIROS
(EM R$ MILHÕES)



CARTÃO DE CRÉDITO
(EM R$ MILHÕES)

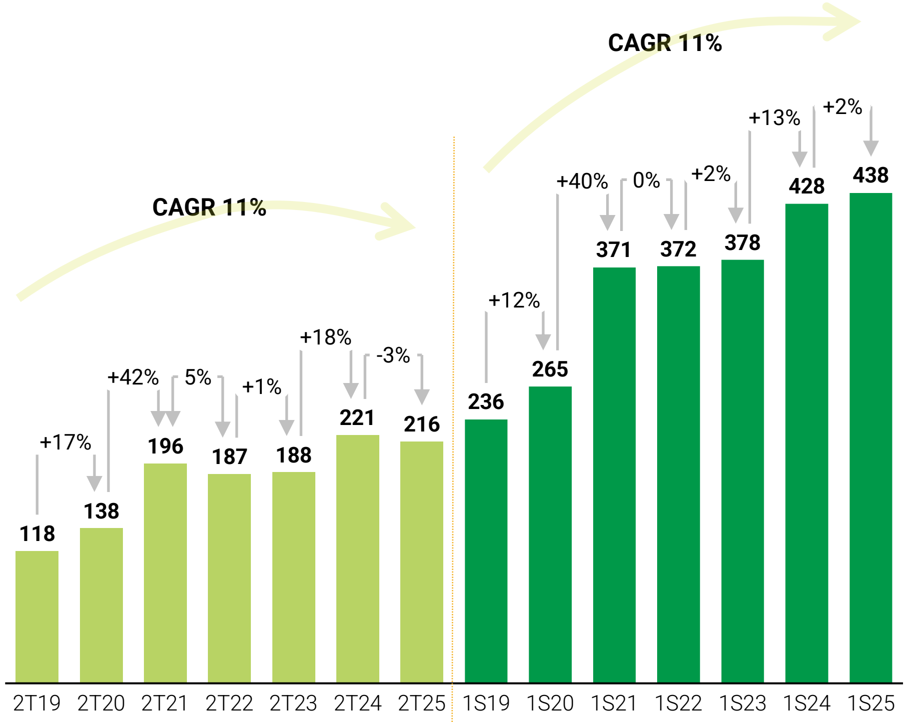


RECEITA BRUTA LÍQUIDA DE DEVOLUÇÕES | RBLD
(EM R$ MILHÕES)

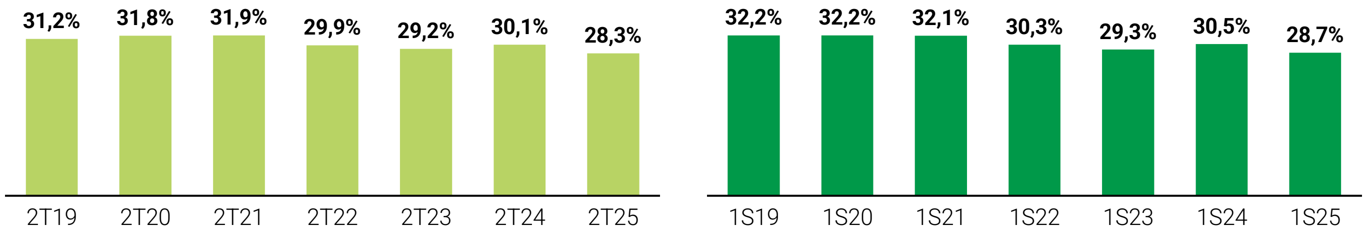


LUCRO BRUTO E MARGEM BRUTA | **2T25 E 1S25**

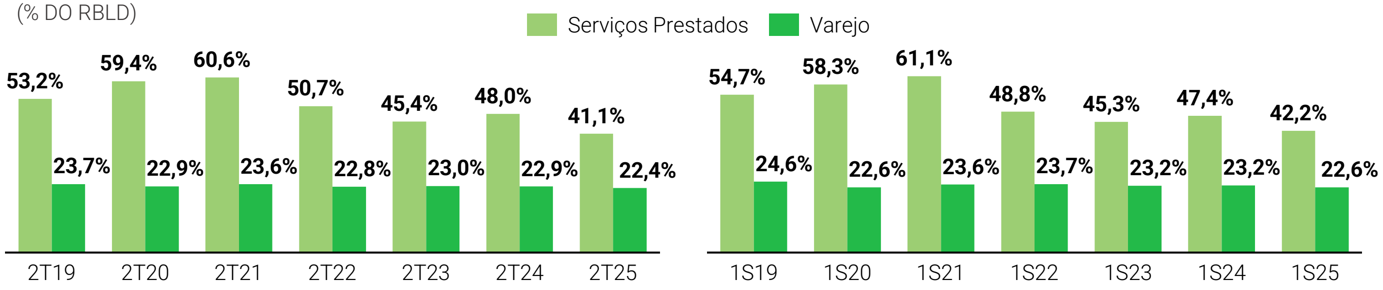
LUCRO BRUTO
(EM R$ MILHÕES)



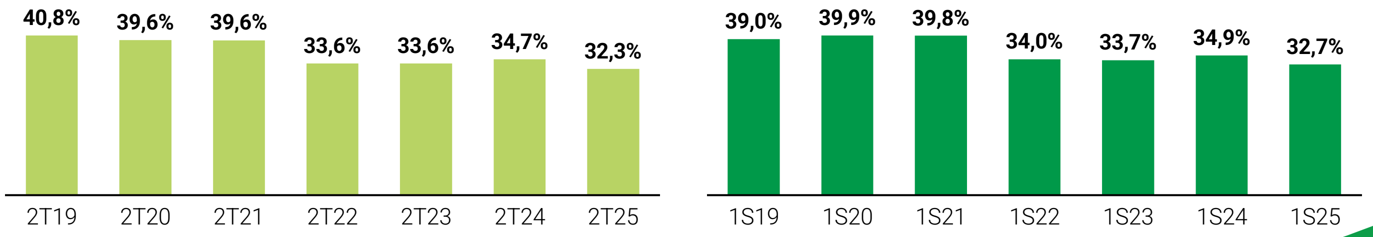
MARGEM BRUTA
(% DO RBLD)



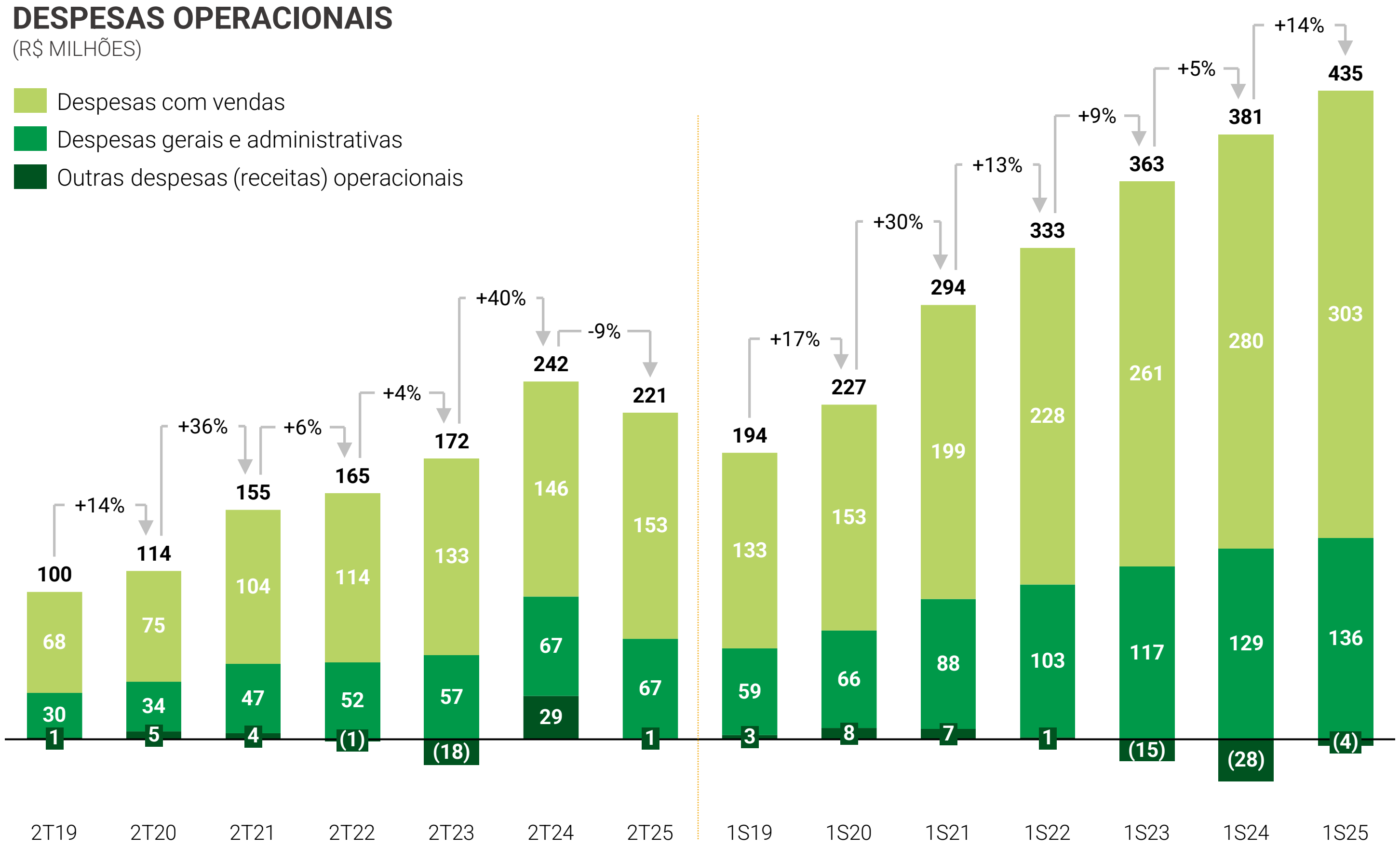
MARGEM BRUTA VAREJO E SERVIÇOS PRESTADOS
(% DO RBLD)



MARGEM BRUTA
(% DO ROL)



DESPESAS OPERACIONAIS | **2T25 E 1S25**



No 2T25, as Despesas Operacionais **totalizaram R$221,2 milhões.**

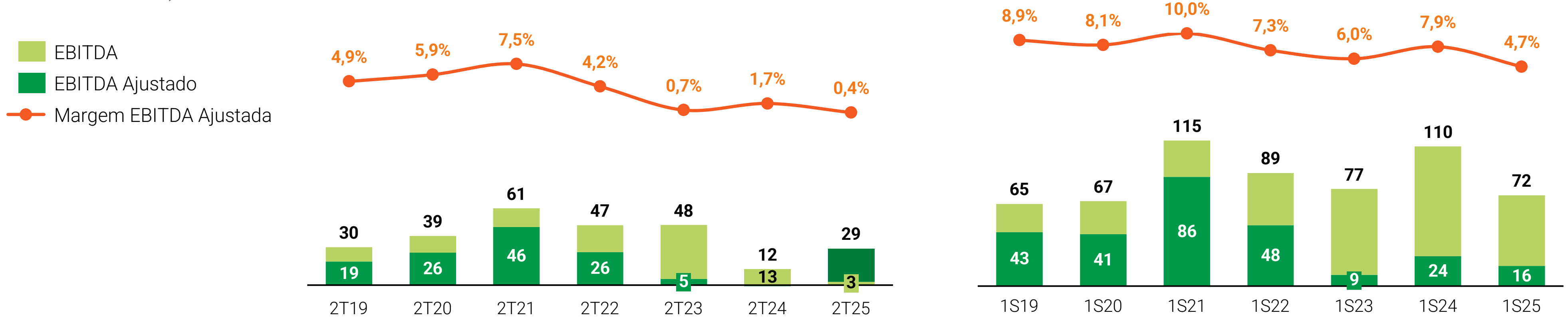
Despesas com Vendas cresceram 5,3% no 2T25. Esse desempenho é atribuído, principalmente, às despesas adicionais decorrentes da expansão orgânica e à inflação de despesas.

As Despesas Gerais e Administrativas mantiveram-se alinhadas (+0,1% frente ao 2T24), resultado do trabalho interno da Companhia na contenção de despesas, mesmo diante dos efeitos inflacionários e avanço da estrutura de apoio à expansão.

Outras (receitas) despesas operacionais totalizaram uma **despesa de R$0,6 milhão no 2T25**.

EBITDA AJUSTADO | **2T25 E 1S25**

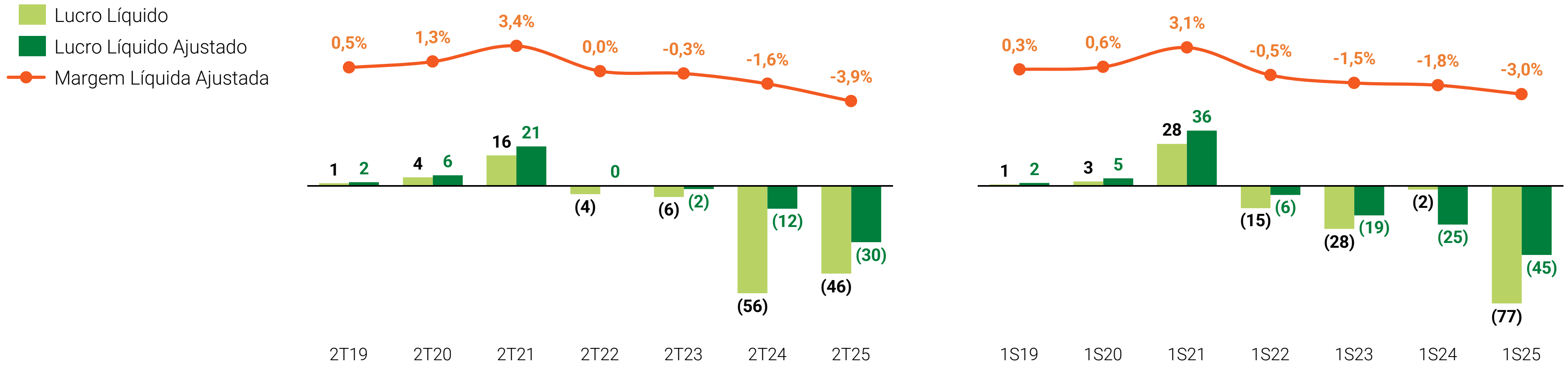
EBITDA E EBITDA AJUSTADO
(R$ MILHÕES E % RBLD)



Reconciliação EBITDA e EBITDA Ajustado (R$ milhões)	**2T25**	**2T24**	**% 2T25 vs 2T24**	**1S25**	**1S24**	**% 1S25 vs 1S24**
Lucro (Prejuízo) Líquido	**(46,0)**	**(56,4)**	**18,4%**	**(77,1)**	**(2,4)**	**N/A**
(+) IR, CSLL	(0,6)	(18,1)	96,5%	4,5	(4,4)	N/A
(+) Resultado Financeiro Líquido	41,0	53,7	(23,6%)	75,5	53,6	40,9%
(+) Depreciação e Amortização	34,6	32,6	6,1%	68,9	63,8	8,0%
(=) EBITDA	**29,0**	**11,9**	**143,7%**	**71,8**	**110,5**	**(35,0%)**
Margem EBITDA (% ROL)	*4,3%*	*1,9%*	2,5p.p.	*5,4%*	*9,0%*	*(3,6)p.p.*
Margem EBITDA (% RBLD)	*3,8%*	*1,6%*	2,2p.p.	*4,7%*	*7,9%*	*(3,2)p.p.*
(+) Plano de Opção de Compra de Ações (SOP)	0,0	1,4	(97,5%)	0,1	2,8	(97,5%)
(+) Itens não-recorrentes	4,2	27,2	(84,7%)	4,2	(34,2)	N/A
(-) Impacto da adoção do IFRS16/CPC06	(30,3)	(27,8)	(8,6%)	(60,0)	(55,4)	(8,2%)
(=) EBITDA Ajustado	**2,9**	**12,7**	**(76,9%)**	**16,0**	**23,6**	**(32,0%)**
Margem EBITDA Ajustado (% ROL)	*0,4%*	*2,0%*	(1,5)p.p.	*1,2%*	*1,9%*	*(0,7)p.p.*
Margem EBITDA Ajustado (% RBLD)	*0,4%*	*1,7%*	(1,3)p.p.	*1,1%*	*1,7%*	*(0,6)p.p.*

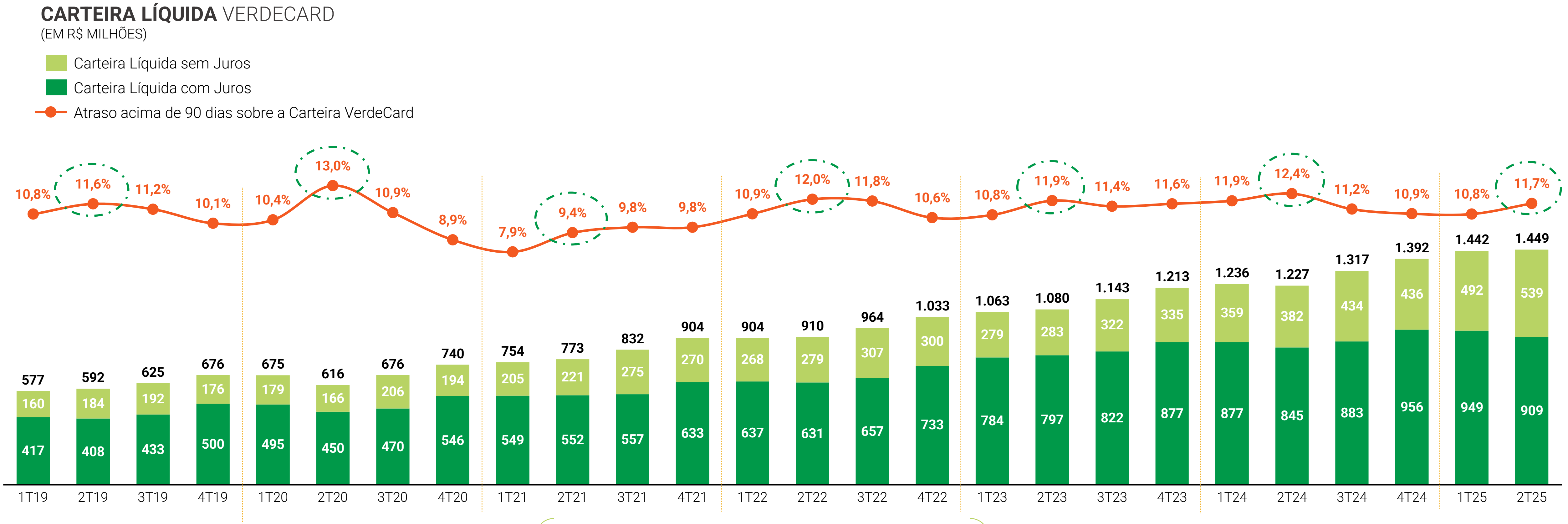
LUCRO LÍQUIDO AJUSTADO | **2T25 E 1S25**

LUCRO LÍQUIDO E LUCRO LÍQUIDO AJUSTADO
(R$ MILHÕES E % RBLD)



Reconciliação do Lucro Líquido Ajustado (R$ milhões)	2T25	2T24	% 2T25 vs 2T24	1S25	1S24	% 1S25 vs 1S24
Lucro (Prejuízo) Líquido	**(46,0)**	**(56,4)**	**18,4%**	**(77,1)**	**(2,4)**	**N/A**
Margem Líquida (% ROL)	*(6,9%)*	*(8,8%)*	*1,9p.p.*	*(5,8%)*	*(0,2%)*	*(5,6)p.p.*
Margem Líquida (% RBLD)	*(6,0%)*	*(7,7%)*	*1,6p.p.*	*(5,1%)*	*(0,2%)*	*(4,9)p.p.*
(+) Plano de Opção de Compra de Ações (SOP)	0,0	1,4	(97,5%)	0,1	2,8	(97,5%)
(+) Impacto da adoção do IFRS16/CPC06	1,7	1,8	(4,6%)	3,0	2,6	14,9%
(+) IRPJ/CSLL sobre prejuízo fiscal	14,7	-	-	28,9	-	-
(+) Itens não-recorrentes	-	41,2	(100,0%)	-	(28,2)	100,0%
(=) Lucro (Prejuízo) Líquido Ajustado	**(29,6)**	**(11,9)**	**(147,6%)**	**(45,2)**	**(25,3)**	**(78,7%)**
Margem Líquida Ajustada (% ROL)	*(4,4%)*	*(1,9%)*	*(2,6)p.p.*	*(3,4%)*	*(2,1%)*	*(1,3)p.p.*
Margem Líquida Ajustada (% RBLD)	*(3,9%)*	*(1,6%)*	*(2,3)p.p.*	*(3,0%)*	*(1,8%)*	*(1,2)p.p.*

EVOLUÇÃO DA **CARTEIRA DE CRÉDITO**



CRESCIMENTO DA **CARTEIRA**

TOTAL +18%

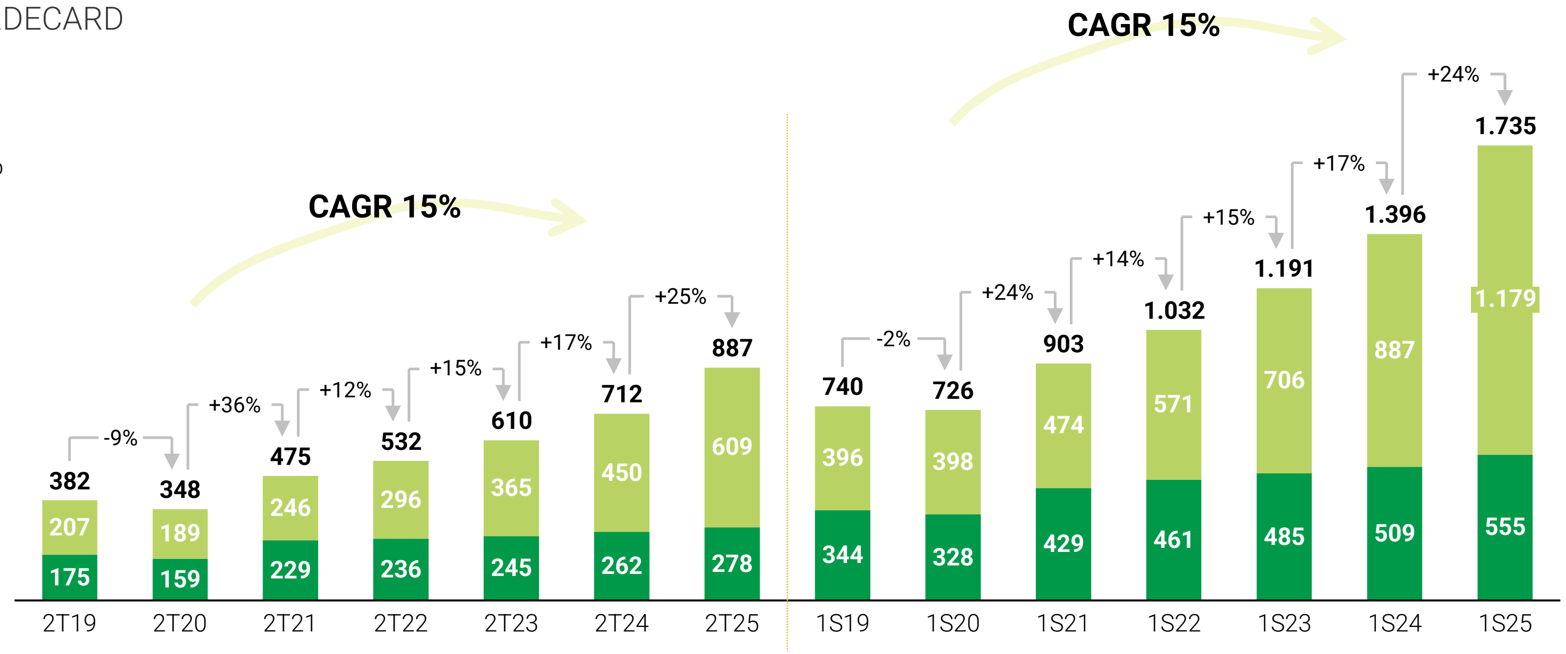
COM JUROS +8%

vs 2T24

EVOLUÇÃO VTT | **2T25 E 1S25**

VOLUME TRANSACIONADO
NO CARTÃO VERDECARD
(EM R$ MILHÕES)

Afiliadas
Lojas Quero-Quero



NÚMERO TOTAL
CARTÕES DE CRÉDITO (jun/25)

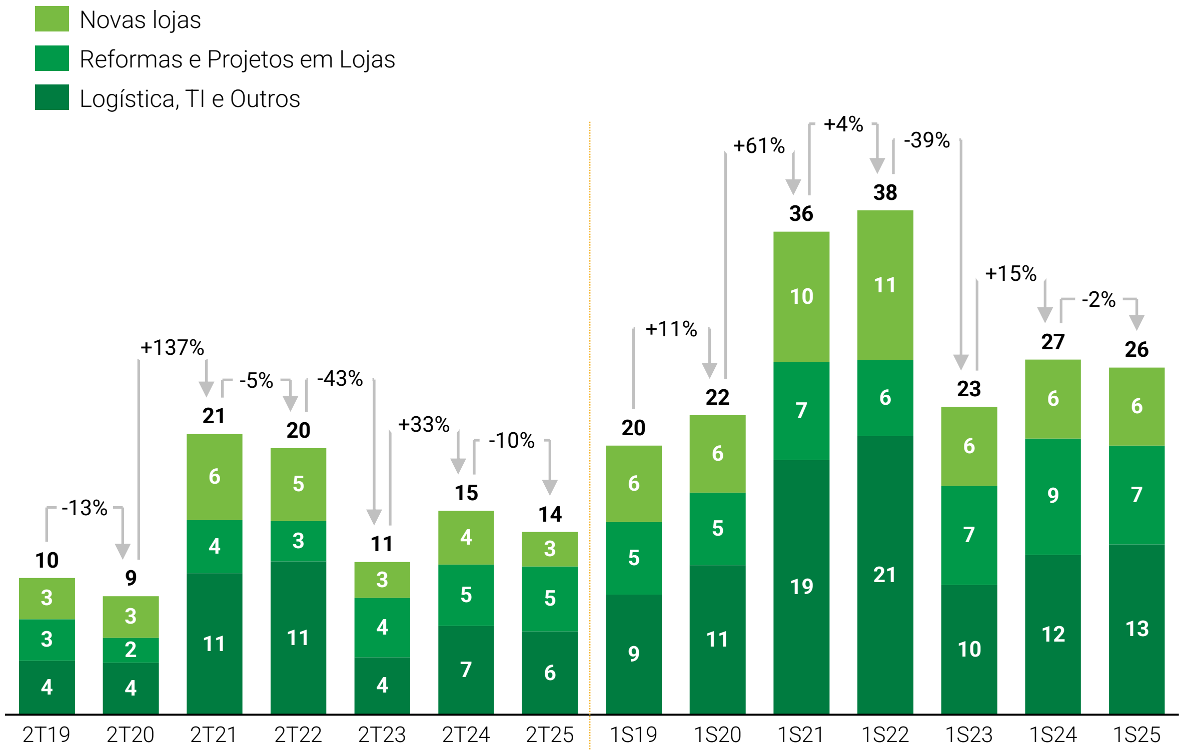
4,1MM+
Cartões de crédito

CARTÃO
QUERO-QUERO VERDECARD

O meio de pagamento preferido pela maioria de nossos clientes

CAPEX | **2T25 E 1S25**

INVESTIMENTOS
(EM R$ MILHÕES)

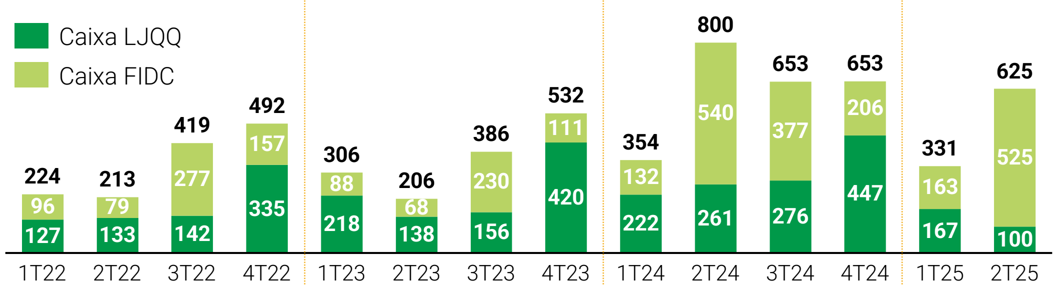


No 2T25, os investimentos **totalizaram R$13,7 milhões**. No 1S25, os investimentos **totalizaram R$26,0 milhões**, incluindo a abertura de 14 novas lojas e a reforma de outras 16 lojas.

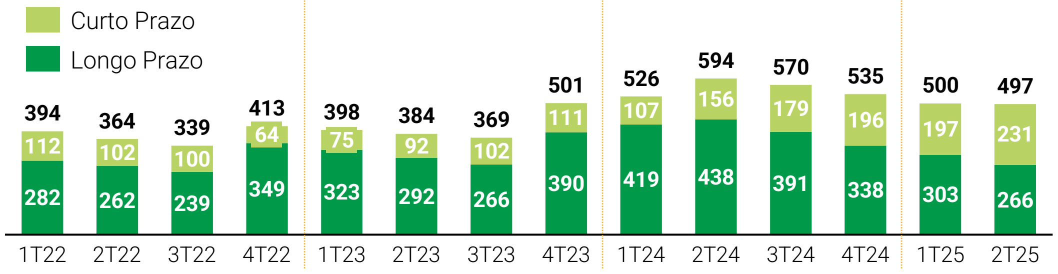
Fachada da filial inaugurada em Catanduvas (PR) no 2T25.

GESTÃO DE CAIXA

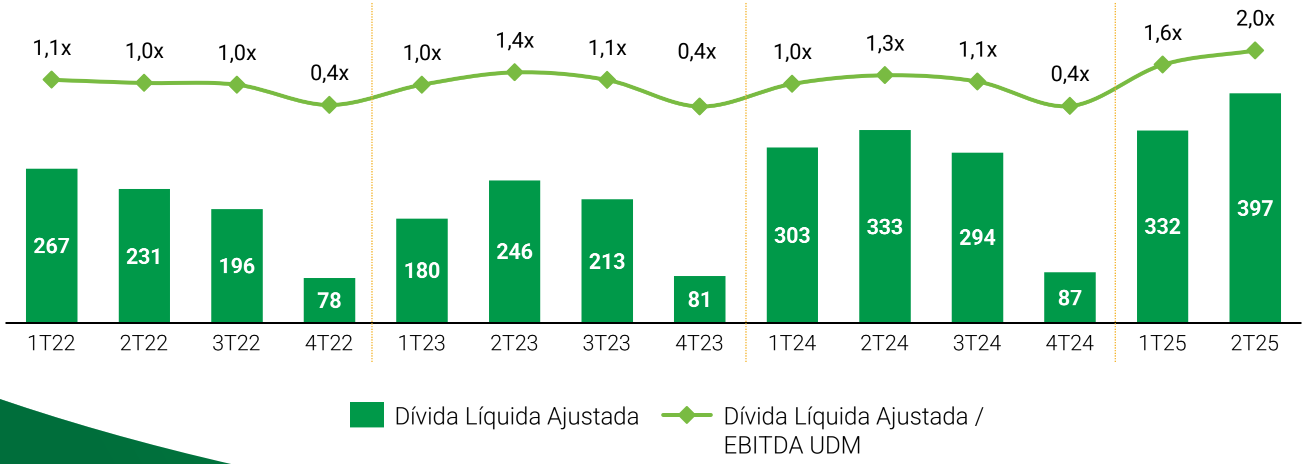
CAIXA CONSOLIDADO
(EM R$ MILHÕES)



EMPRÉSTIMOS E FINANCIAMENTOS
(EM R$ MILHÕES)



DÍVIDA LÍQUIDA AJUSTADA
(EM R$ MILHÕES)



No 2T25, , a Dívida Líquida Ajustada da Companhia foi de **R$ 396,5 milhões**, frente a R$ 333,1 milhões no final do 2T24 e a R$ 332,5 milhões no 1T25.

Foi realizada a décima terceira emissão de cotas seniores do FIDC Verdecard, totalizando **R$ 400 milhões,** mantendo o rating brAAA, atribuído pela Standard & Poors Global Ratings, alongando o perfil do passivo do fundo e reduzindo o spread do custo de capital.

Perguntas e Respostas
Q&A

DISCLAIMER

Eventuais declarações que possam ser feitas durante esse webcast, relativas às perspectivas de negócios da companhia, projeções e metas operacionais e financeiras, constituem-se em crenças e premissas da diretoria da Lojas Quero-Quero, bem como em informações atualmente disponíveis para a Companhia. Considerações futuras não são garantias de desempenho e envolvem riscos, incertezas e premissas. Estas se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Investidores devem compreender que condições econômicas gerais, condições da indústria e outros fatores operacionais, podem afetar os resultados futuros da empresa e podem conduzir a resultados que diferem, materialmente, daqueles expressos em tais considerações futuras.

Essa apresentação de resultados inclui dados contábeis e não contábeis tais como, operacionais e financeiros pró-forma. Os dados não contábeis não foram objeto de revisão por parte dos auditores independentes da Companhia.

FAZER PARTE DA SUA VIDA É TUDO PRA GENTE.

RELAÇÕES COM INVESTIDORES
ri@quero-quero.com.br | +55 51 3441-5798

2Q25 EARNINGS CALL

LJQQ3

B3 LISTED

SMLL B3 • **IGC** B3 • **IDIVERSA** B3 • **ICON** B3 • **IBRA** B3 • **IGPTW** B3 • **IGC-NM** B3 • **IGCT** B3 • **ITAG** B3

Paula Lopes
IRM

AGENDA

1 **OUR** PILLARS

2 **EXPANSION** AND PROJECTS

3 **2Q25** RESULTS

4 **Q&A**

Peter Furukawa

CEO

OUR PILLARS

MARKET GAIN

Total Net Revenue (RBLD) grew 3% in 2Q25, totaling R$761 million.

Same-Store Sales (SSS) posted a 4% increase in 1H25, with a **3.5% decrease in 2Q25**, reflecting the high comparison base due to the floods in Rio Grande do Sul during the same period last year.

6 new stores were opened in 2Q25, bringing the total number of operating stores to **579.**

CREDIT & COLLECTION EXCELLENCE

Overdue on the VerdeCard[1] portfolio at 11.7% at the end of 2Q25, below the level recorded in the same period of the previous year and in line with historical performance.

The credit portfolio grew by 18%.

DOING MORE WITH LESS

Gross Profit totaled R$216 million in 2Q25, a result of the decline of sales volume and the increasing in funding costs.

Selling Expenses increased by 5%, while **Administrative Expenses remained at the same level** of the previous year, in 2Q25.

PHYGITAL RETAIL

In 2Q24, all Phygital initiatives accounted for around **26% of sales**, in line with plan.

HIGH PERFORMANCE CULTURE

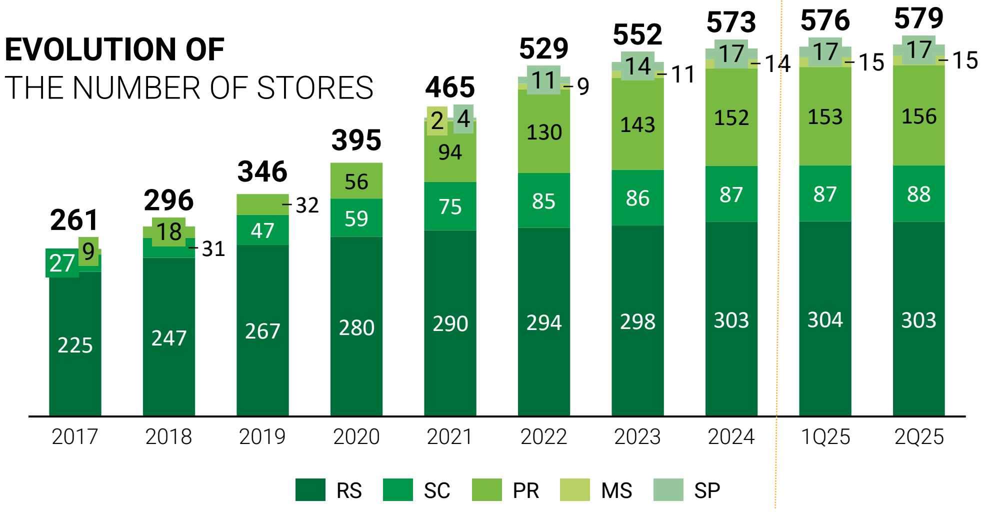
55 Store Managers trained during 2Q25.

334 employees in the **Desponte Program** in Jun/25.

[1] Gross VerdeCard portfolio with interest (FIDC and Partnerships) and without interest in arrears more than 90 days divided by the gross VerdeCard portfolio with interest (FIDC and Partnerships) and without interest up to 360 days, month-end positions
[2] Adjusted Net Debt/ EBITDA LTM

EXPANSION

EVOLUTION OF
THE NUMBER OF STORES



SALES AREA (thousand sqm)

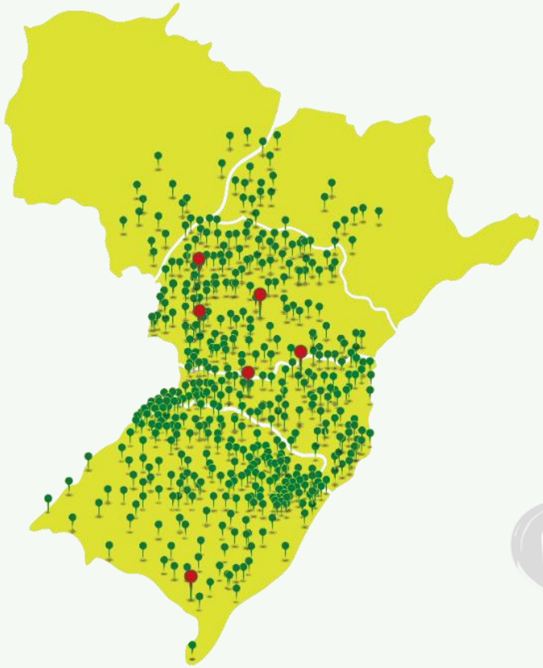
2017	2018	2019	2020	2021	2022	2023	2024	1Q25	2Q25
162	190	229	265	314	356	369	381	381	382

14 new stores opened during the year, **6 in 2Q25**, and closing of 8 stores in the first half of 2025.

579 stores in operation in **491 cities** in the states of RS, SC, PR, MS and SP.

Refurbishment of 16 stores during the year, **8 in 2Q25**.

STORE OPENINGS
2Q25



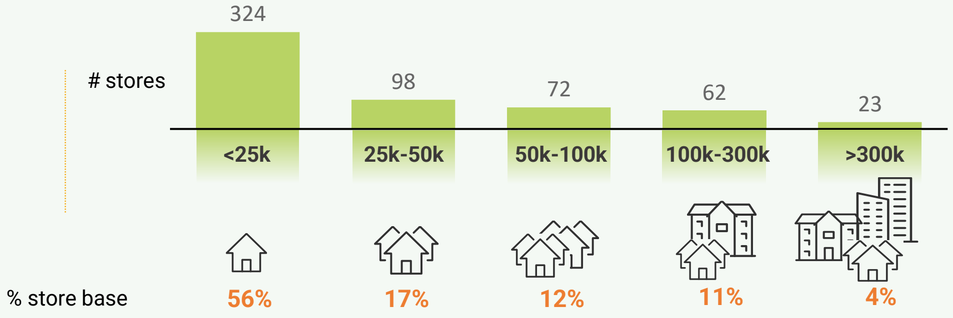
RIO GRANDE DO SUL
HERVAL 6k inhab

SANTA CATARINA
CATANDUVAS 11k inhab
MAJOR VIEIRA 7k inhab

PARANÁ
ALTO PIQUIRI 10k inhab
CATANDUVAS 10k inhab
TURVO 14k inhab

TOTAL: 6 NEW STORES

STORES BY
CITY SIZE

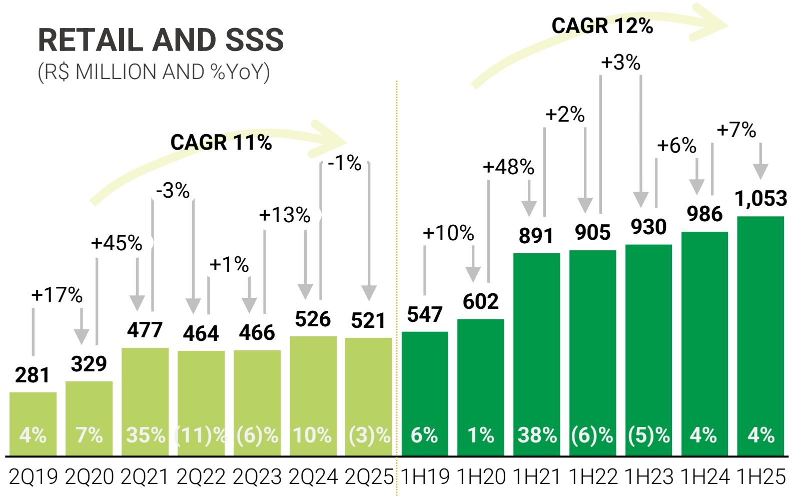


Jean Pablo de Mello

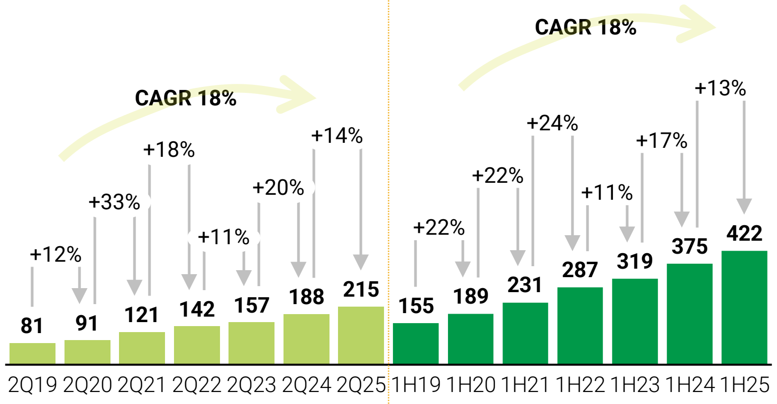
CFO

REVENUE BREAKDOWN BY BUSINESS | **2Q25 AND 1H25**

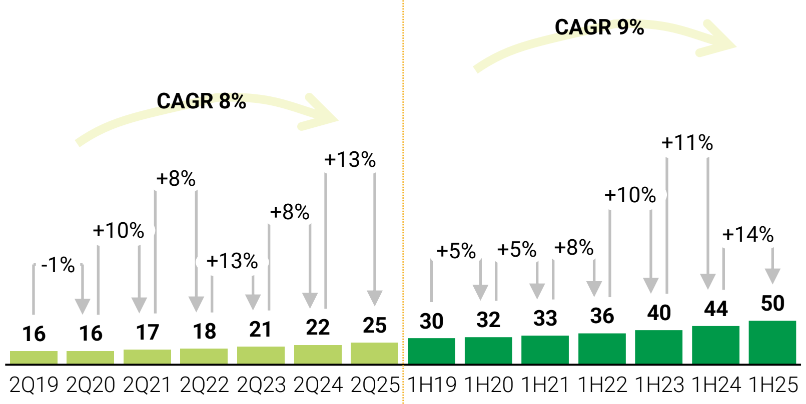
RETAIL AND SSS
(R$ MILLION AND %YoY)



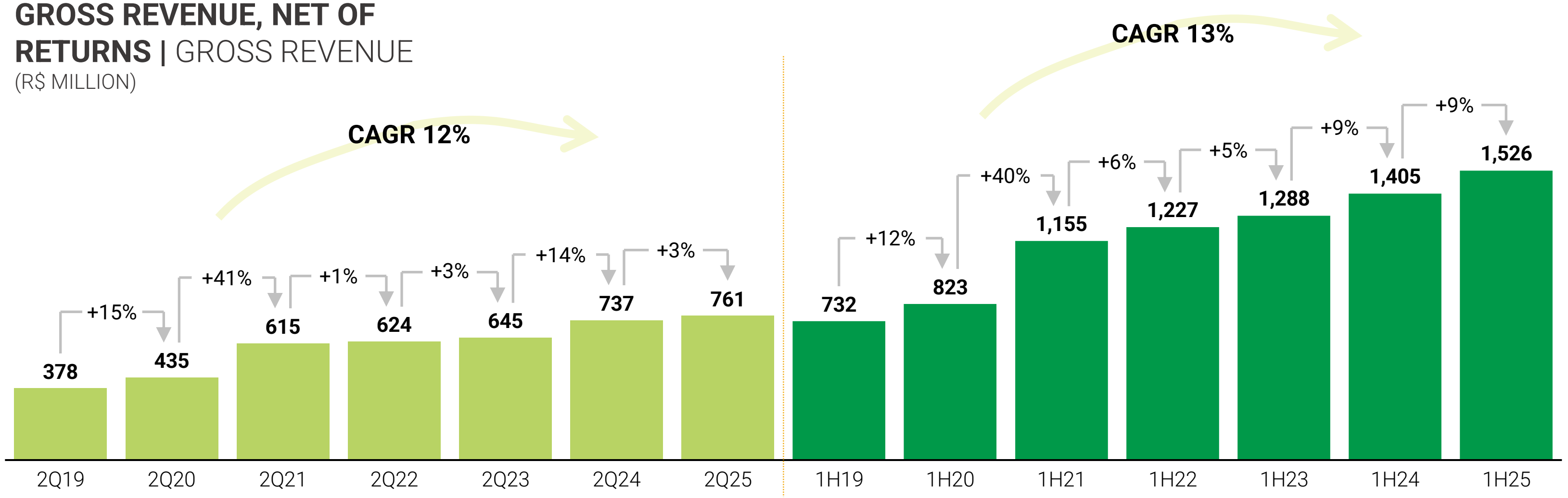
FINANCIAL SERVICES
(R$ MILLION)



CREDIT CARD
(R$ MILLION)

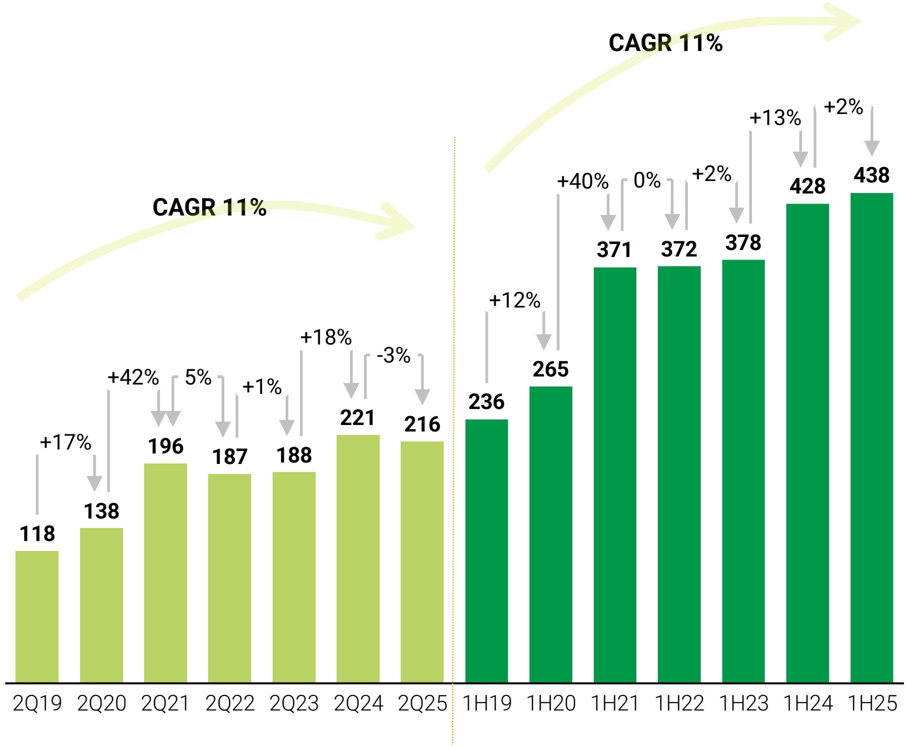


GROSS REVENUE, NET OF RETURNS | GROSS REVENUE
(R$ MILLION)

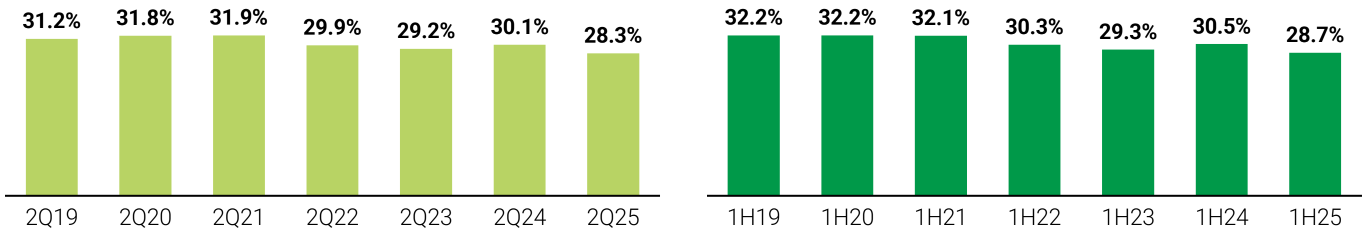


GROSS REVENUE AND GROSS MARGIN | **2Q25 AND 1H25**

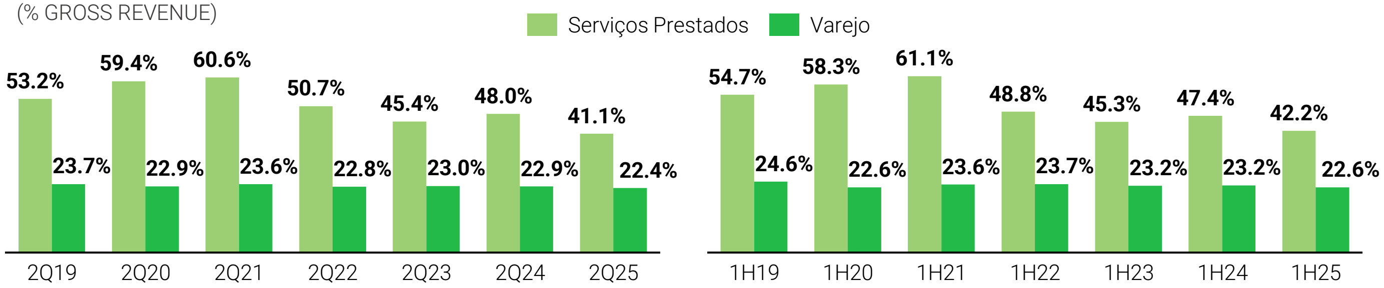
GROSS PROFIT
(R$ MILLION)



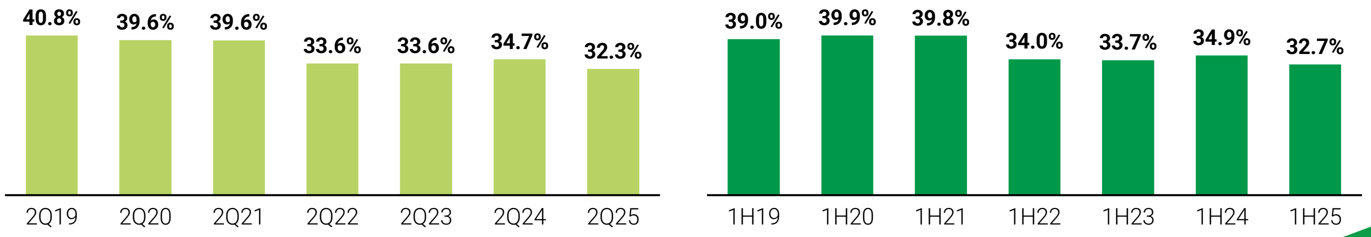
GROSS MARGIN
(% GROSS REVENUE)



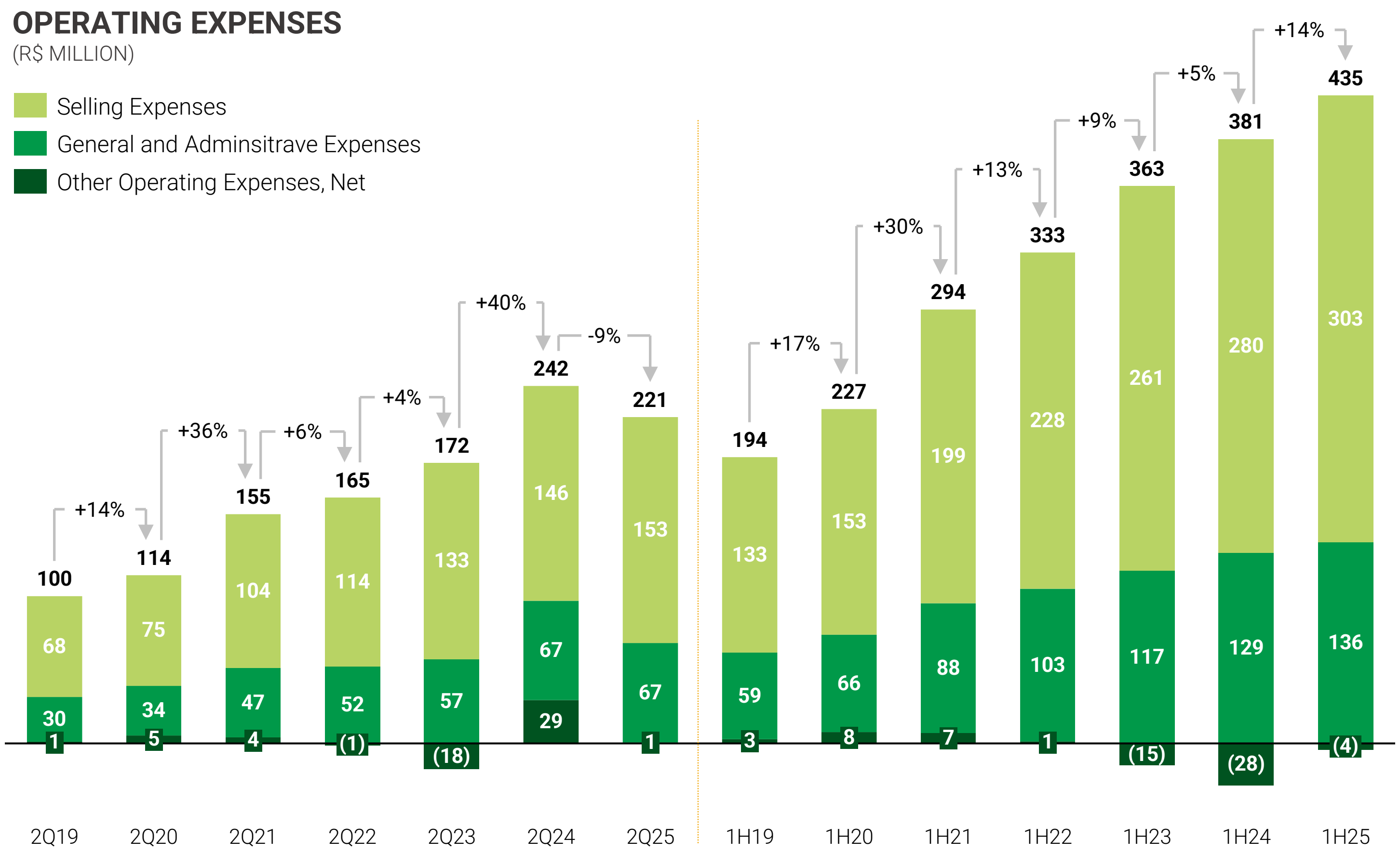
GROSS MARGIN RETAIL AND SERVICES PROVIDED
(% GROSS REVENUE)



GROSS MARGIN
(% NET REVENUES)



OPERATING EXPENSES | **2Q25 E 1H25**



In 2Q25, Operational Expenses **totaled R$221.2 million.**

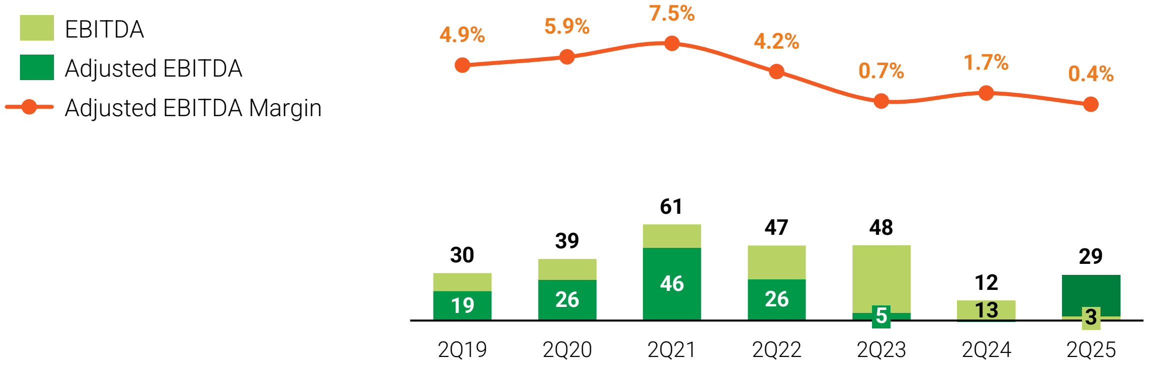
Selling Expenses grew by 5.3% in 2Q25. This performance is driven by the additional expenses of organic expansion and expenses inflation.

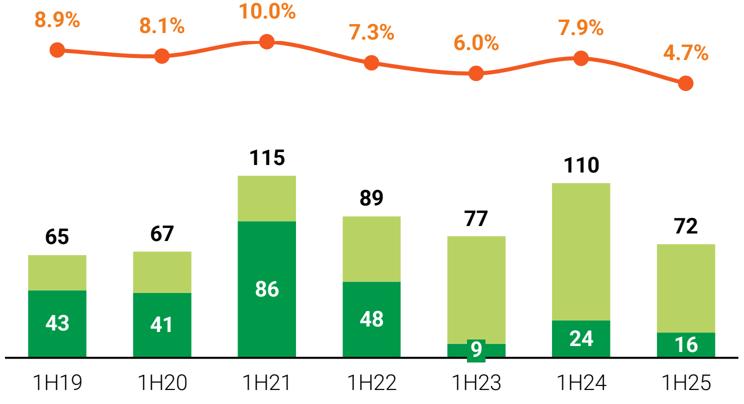
General and Adminsitrative Expenses remained stable (+0.1% vs. 2Q24), reflecting the Company's internal efforts to control costs, despite inflationary pressures and the expansion of the support structure for expansion.

Other operating expenses, net, totaled a expense of **R$0,6 million in 2Q25**.

ADJUSTED EBITDA | **2Q25 AND 1H25**

EBITDA AND ADJUSTED EBITDA
(R$ MILLION AND % GROSS REVENUE)

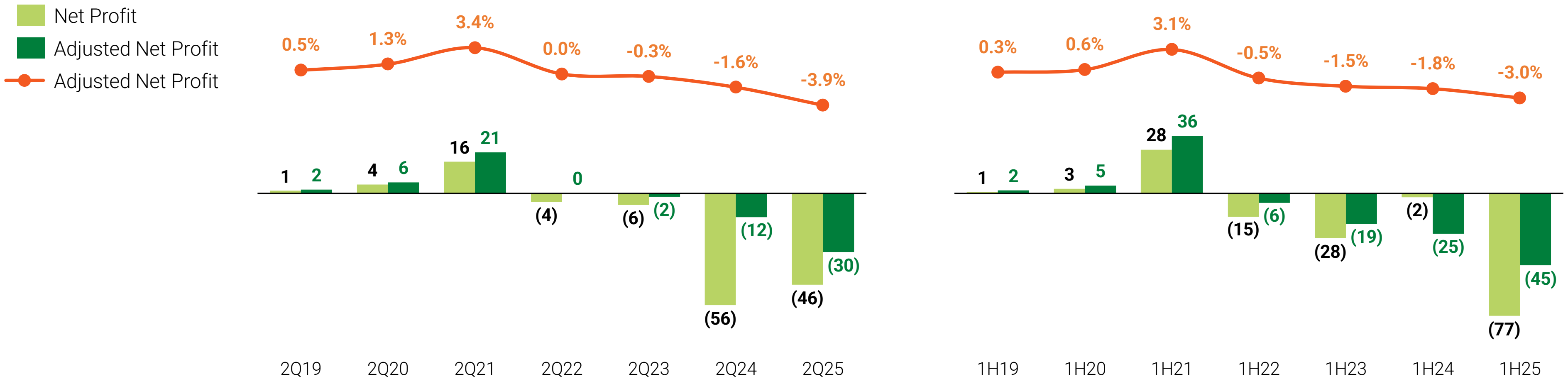




EBITDA and Adjusted EBITDA reconciliation (R$ million)	2Q25	2Q24	% 2Q25 vs 2Q24	1H25	1H24	% 1H25 vs 1H24
Net Income (Loss)	**(46.0)**	**(56.4)**	**18.4%**	**(77.1)**	**(2.4)**	**N/A**
(+) Income tax and social contribution	(0.6)	(18.1)	96.5%	4.5	(4.4)	N/A
(+) Finance income (costs), net	41.0	53.7	(23.6%)	75.5	53.6	40.9%
(+) Depreciation and Amortization	34.6	32.6	6.1%	68.9	63.8	8.0%
(=) EBITDA	**29.0**	**11.9**	**143.7%**	**71.8**	**110.5**	**(35.0%)**
EBITDA Margin (% Net Revenue)	*4.3%*	*1.9%*	2.5p.p.	*5.4%*	*9.0%*	*(3.6)p.p.*
EBITDA Margin (% Gross Revenue)	*3.8%*	*1.6%*	2.2p.p.	*4.7%*	*7.9%*	*(3.2)p.p.*
(+) Stock Option Plan (SOP)	0.0	1.4	(97.5%)	0.1	2.8	(97.5%)
(+) Non-recurring itens	4.2	27.2	(84.7%)	4.2	(34.2)	N/A
(-) Impact of the adoption of IFRS16 / CPC06	(30.3)	(27.8)	(8.6%)	(60.0)	(55.4)	(8.2%)
(=) Adjusted EBITDA	**2.9**	**12.7**	**(76.9%)**	**16.0**	**23.6**	**(32.0%)**
Adjusted EBITDA Margin (% Net Revenue)	*0.4%*	*2.0%*	(1.5)p.p.	*1.2%*	*1.9%*	*(0.7)p.p.*
Adjusted EBITDA Margin (% Gross Revenue)	*0.4%*	*1.7%*	(1.3)p.p.	*1.1%*	*1.7%*	*(0.6)p.p.*

ADJUSTED NET PROFIT | **2Q25 AND 1H25**

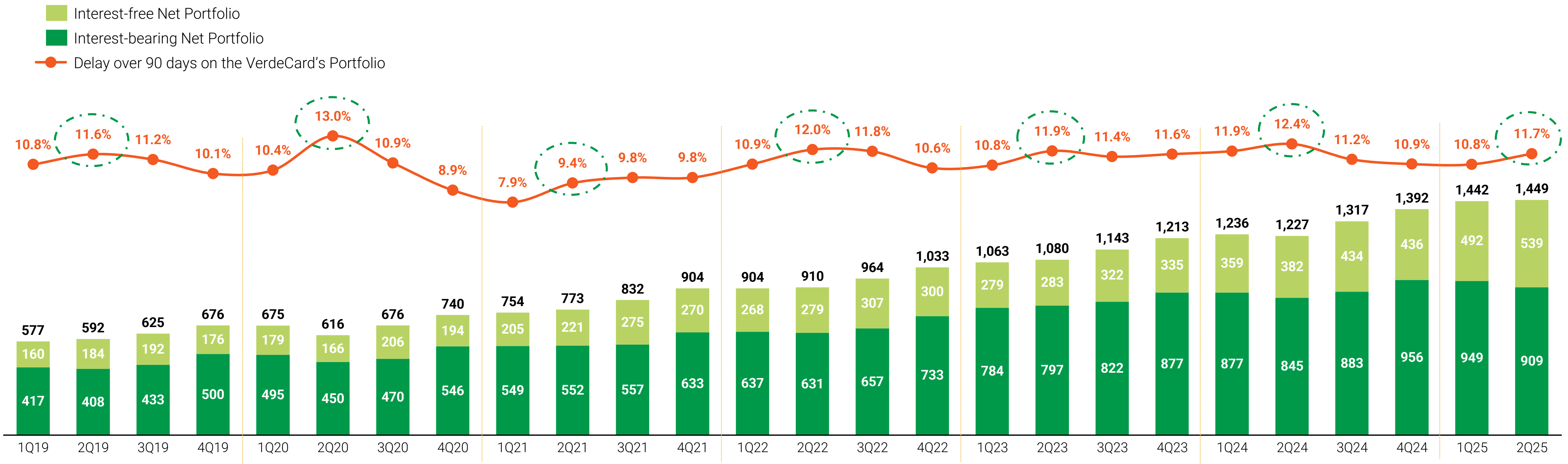
NET PROFIT AND ADJUSTED NET PROFIT
(R$ MILLION AND % GROSS REVENUE)



Adjusted Net Profit Reconciliation (R$ million)	2Q25	2Q24	% 2Q25 vs 2Q24	1H25	1H24	% 1H25 vs 1H24
Net Income (Loss)	**(46.0)**	**(56.4)**	**18.4%**	**(77.1)**	**(2.4)**	**N/A**
Net Margin (% Net Revenue)	*(6.9%)*	*(8.8%)*	*1.9p.p.*	*(5.8%)*	*(0.2%)*	*(5.6)p.p.*
Net Margin (% Gross Revenue)	*(6.0%)*	*(7.7%)*	*1.6p.p.*	*(5.1%)*	*(0.2%)*	*(4.9)p.p.*
(+) Stock Option Plan (SOP)	0.0	1.4	(97.5%)	0.1	2.8	(97.5%)
(+) Impact of the IFRS16/CPC06's adoption	1.7	1.8	(4.6%)	3.0	2.6	14.9%
(+) Income Tax on Fiscal Loss	14.7	-	-	28.9	-	-
(+) Non-recurring itens	-	41.2	(100.0%)	-	(28.2)	100.0%
(=) Adjusted Net Income (Loss)	**(29.6)**	**(11.9)**	**(147.6%)**	**(45.2)**	**(25.3)**	**(78.7%)**
Adjusted Net Margin (% Net Revenue)	*(4.4%)*	*(1.9%)*	*(2.6)p.p.*	*(3.4%)*	*(2.1%)*	*(1.3)p.p.*
Adjusted Net Margin (% Gross Revenue)	*(3.9%)*	*(1.6%)*	*(2.3)p.p.*	*(3.0%)*	*(1.8%)*	*(1.2)p.p.*

CREDIT PORTFOLIO EVOLUTION

VERDECARD NET PORTFOLIO
(R$ MILLION)



PORTFOLIO GROWTH

TOTAL	**INTEREST-BEARING**	
+18%	**+8%**	**vs 2Q24**

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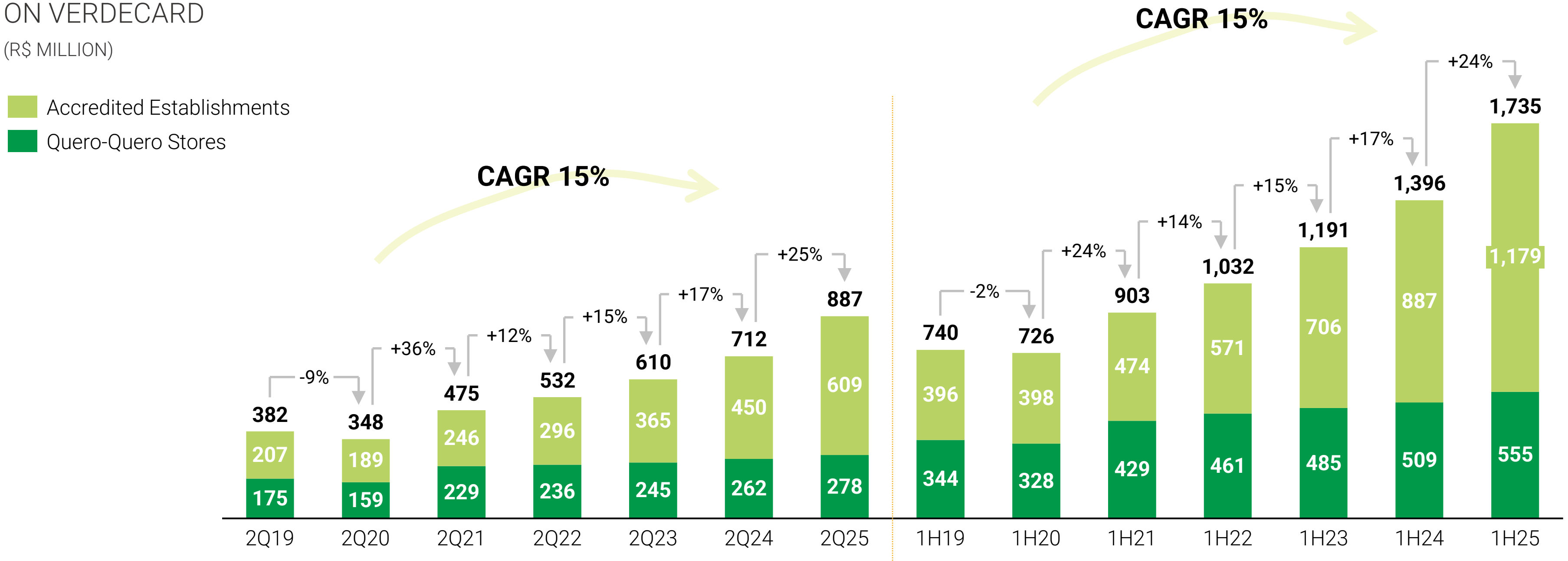
EVOLUTION OF TPV | **2Q25 AND 1H25**

TOTAL PAYMENT VOLUME
ON VERDECARD
(R$ MILLION)



TOTAL NUMBER OF
CREDIT CARDS (Jun/25)

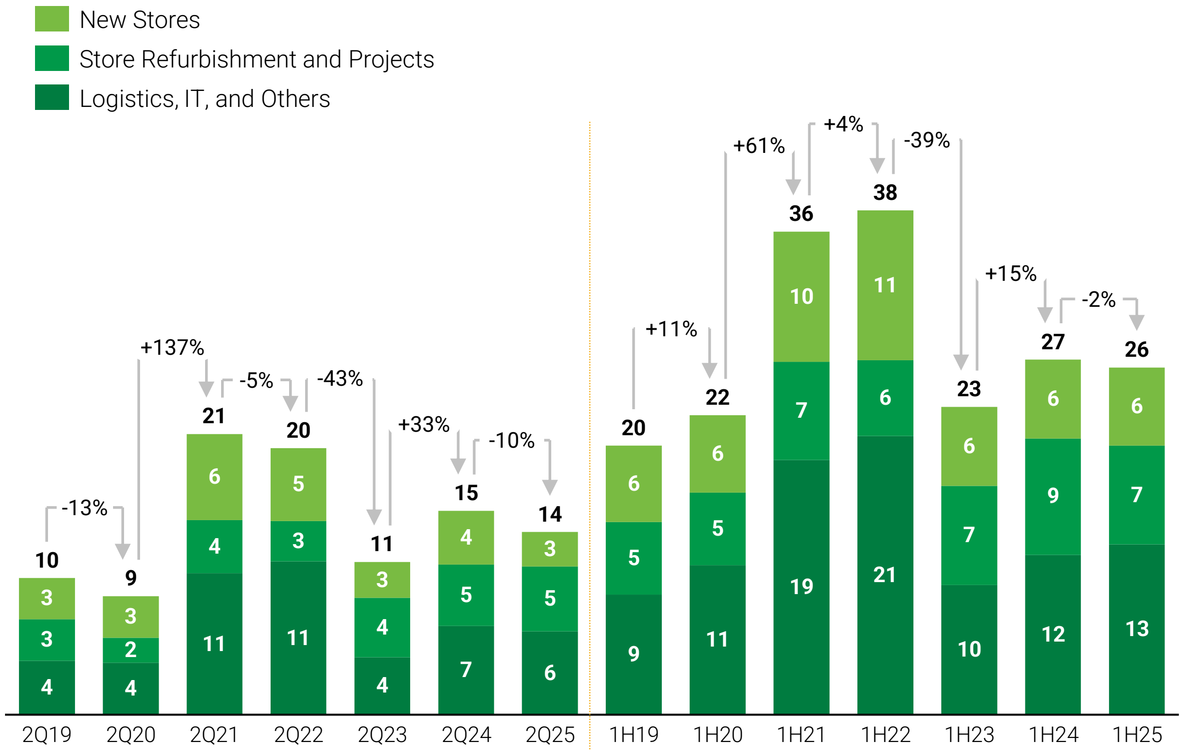
4.1MM+
Credit Cards

QUERO-QUERO VERDECARD
CREDIT CARD

The preferred payment method for most of our customers

CAPEX | **2Q25 AND 1H25**

CAPEX
(R$ MILLION)



In 2Q25, investments **totaled R$13,7 million**. In 1H25, investments **totaled R$26,0 million**, including the opening of 14 new stores and refurbishment of others 16 stores.

Facade of the store opened in Catanduvas (PR) in 2Q25.

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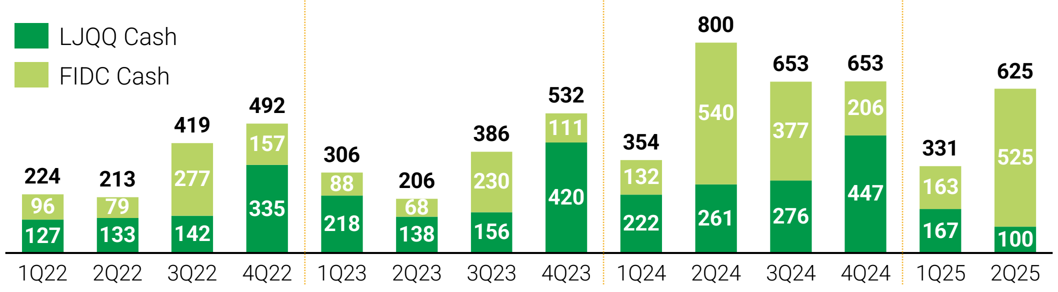
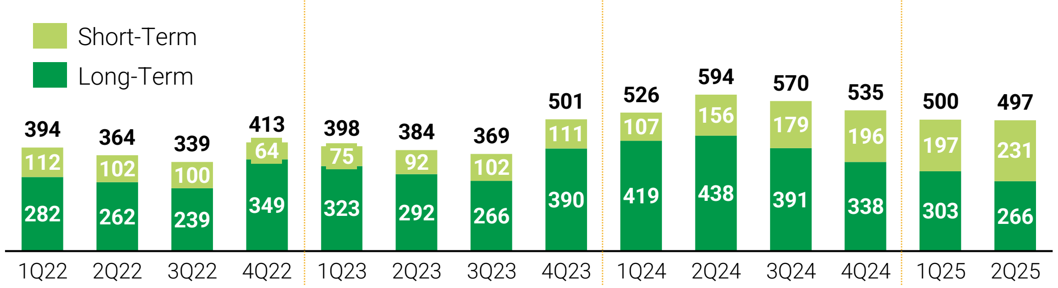
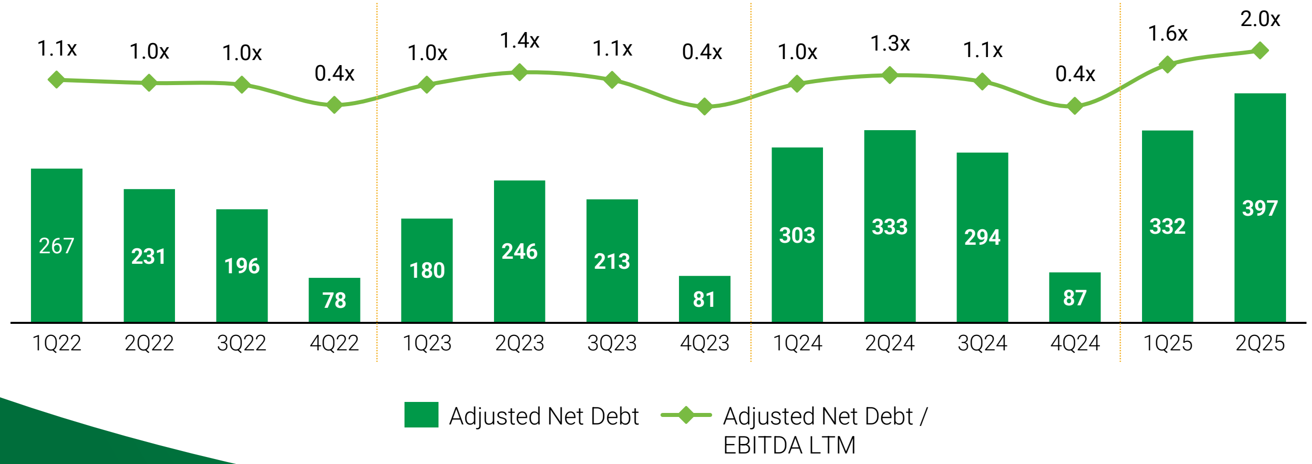
CASH MANAGEMENT







In 2Q25, the Company's Adjusted Net Debt was **R$ 396.5 million**, compared to R$ 333.1 million at the end of 2Q24 and R$ 332.5 million in 1Q25.

The thirteenth senior quotas of FIDC Verdecard were issued, totaling **R$ 400 million**, maitaining the brAAA rating, assigned by Standard & Poors Global Ratings, while extending the fund's liability profile and reducing the capital cost spread.

Q&A

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This presentation includes accounting and non-accounting data such as pro-forma operating and financial data. The non-accounting data has not been reviewed by the Company's independent auditors.

BEING PART OF YOUR LIFE IS EVERYTHING TO US.

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