





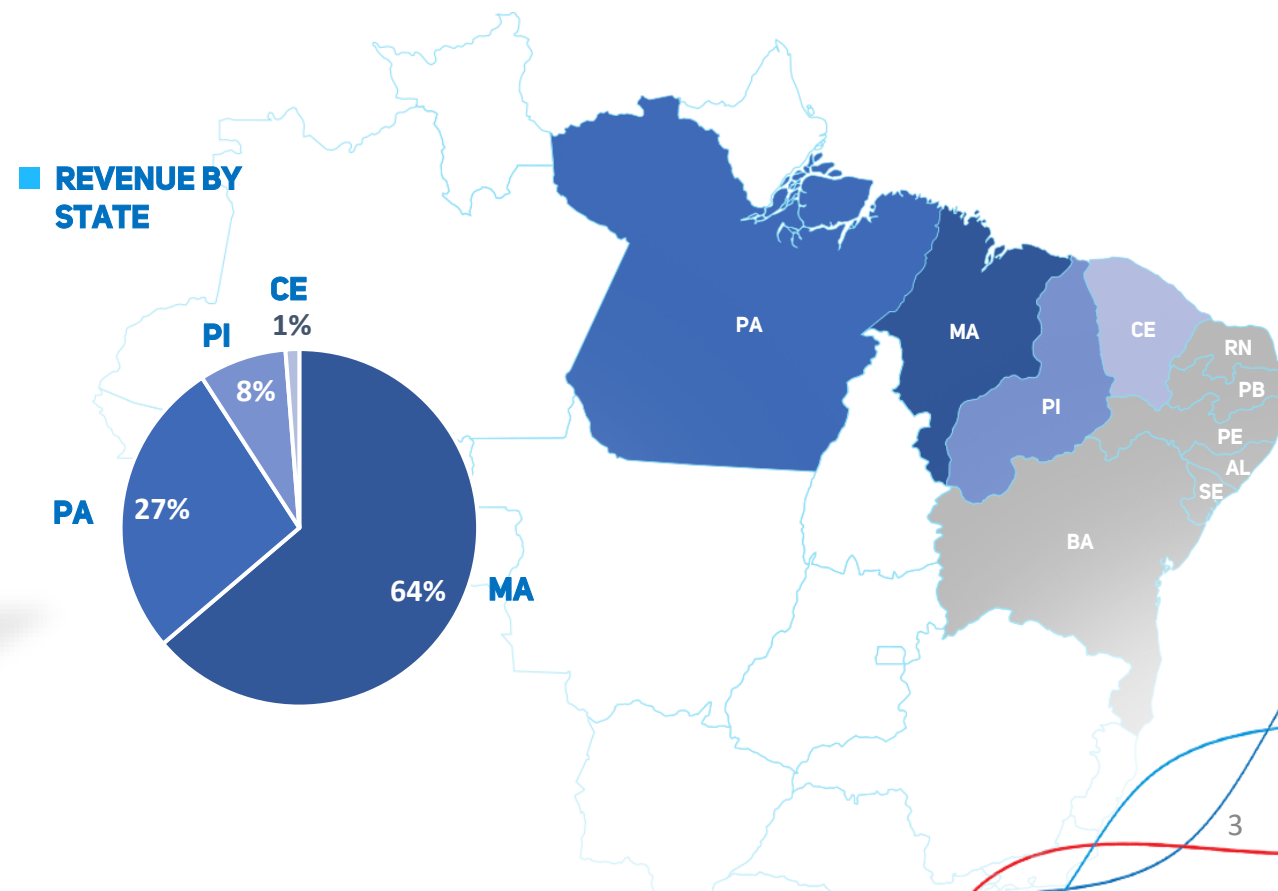
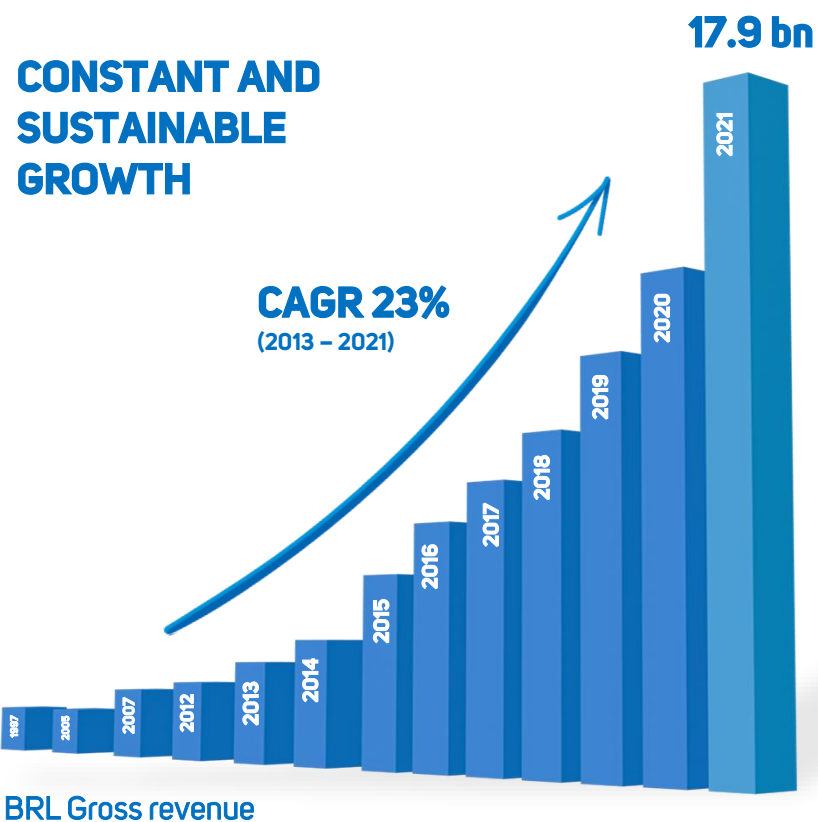
GRUPO MATEUS IN A NUTSHELL



+45k EMPLOYEES

35 YEARS
SINCE 1986

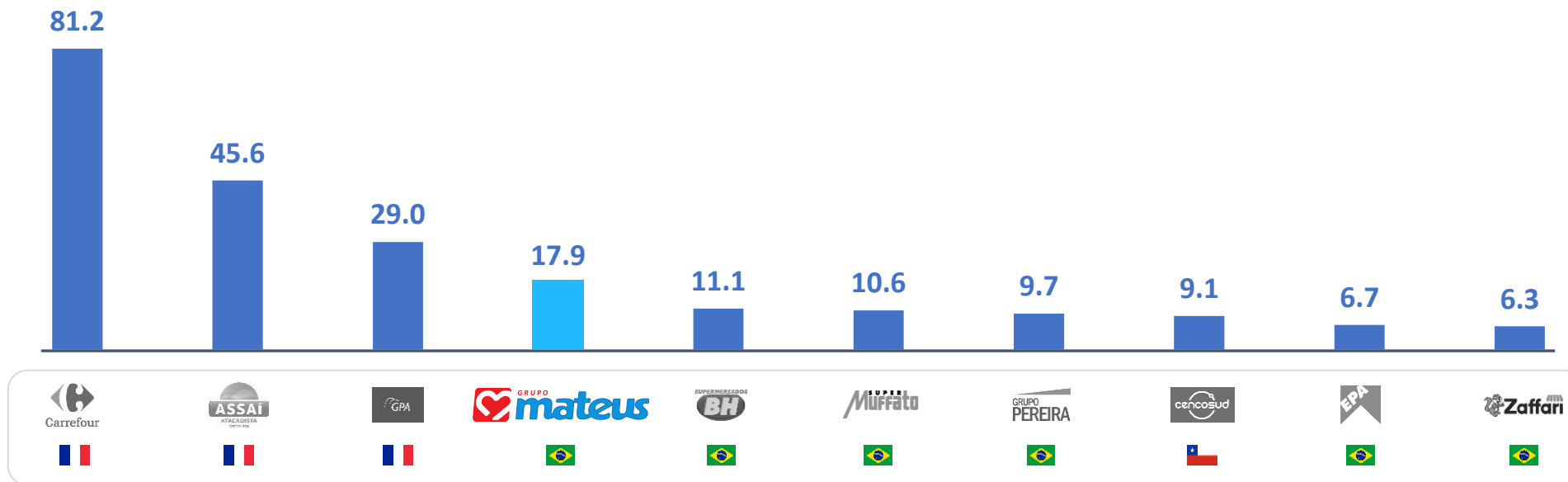
300k CUSTOMERS/DAY





WE ARE THE LARGEST FOOD RETAILER IN BRAZIL

WITH 100% NATIONAL CONTROLLING CAPITAL



■ GROSS REVENUE (BRL MM) Source: Ranking ABRAS 2022

ABRAS 2022
PROFESSIONALS
OF THE YEAR
AWARD



BEST CEO

Ilson Mateus
CEO



**BEST
TECHNOLOGY
DIRECTOR**

Ramon Veloso
Technology and Innovation Director



**EXPANSION,
WORKS AND
ENGINEERING**

José Brito
Expansion Coordinator



48 SHOPS

AVG 5,000 M² SALES AREA BRL 3,700 MONTHLY REVENUE/M²
14,000 SKUs



B2B AND B2C CUSTOMERS



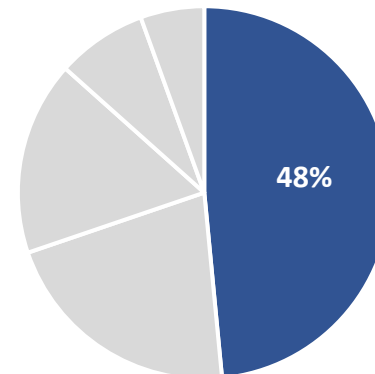
SALES THROUGH MATEUS MAIS WITH DELIVERY FOR WHOLESALE AND FOOD SERVICE



WIDEST RANGE OF PRODUCTS WITH AROUND 14K SKUs



SERVICES THAT ATTEND THE NEEDS OF ALL CUSTOMER PROFILES



■ % REVENUE





34 SHOPS

AVG 2,200 M² SALES AREA
11,000 SKUs

BRL 4,400 MONTHLY REVENUE/M²



SHOPS WITH A HIGH LEVEL OF SERVICES

- FISH MARKET
- BAKERY
- SNACK BAR
- BUTCHERY
- BOTEÇO GELADO

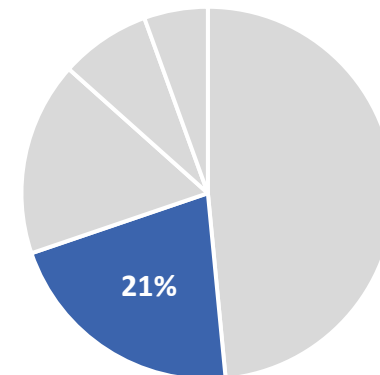


UNIQUE ASSORTMENT



SPAZIO EMPORIUM

- 4 SHOPS



■ % REVENUE



camino
SUPERMERCADOS

34 SHOPS

AVG 1,100 M² SALES AREA
8,000 SKUs

BRL 4,400 MONTHLY REVENUE/M²



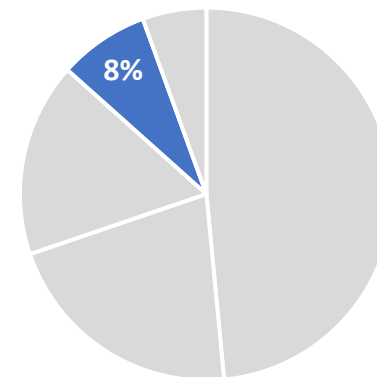
**PRESENT IN CITIES FROM 20K
INHABITANTS AND POPULAR
NEIGHBORHOODS**



**GREAT POTENTIAL FOR PHYSICAL AND
DIGITAL CAPILLARITY**



**SAME SERVICES OFFER AS THE OTHER
FORMATS**



■ % REVENUE





13 SHOPS



SELF-CHECKOUT STORES



CONDOS, COLLEGES AND PUBLIC PLACES



FRANCHISE



**GREAT EXPANSION
POTENTIAL**



eletro
mateus

102 SHOPS

AVG 900 M² SALES AREA BRL 850 MONTHLY REVENUE/M²
1,500 SKUs



HIGH CAPILLARITY



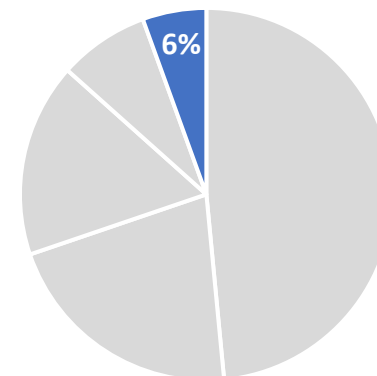
PRESENT IN 63 CITIES



**E-COMMERCE
DELIVERY POINT**



**COMPLEMENTARY
ASSORTMENT**



■ % REVENUE





184 LOGISTICS ROUTES



+ 3k SALES REPRESENTATIVES



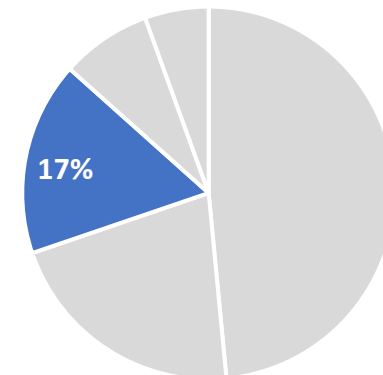
7 DEDICATE DISTRIBUTION CENTERS



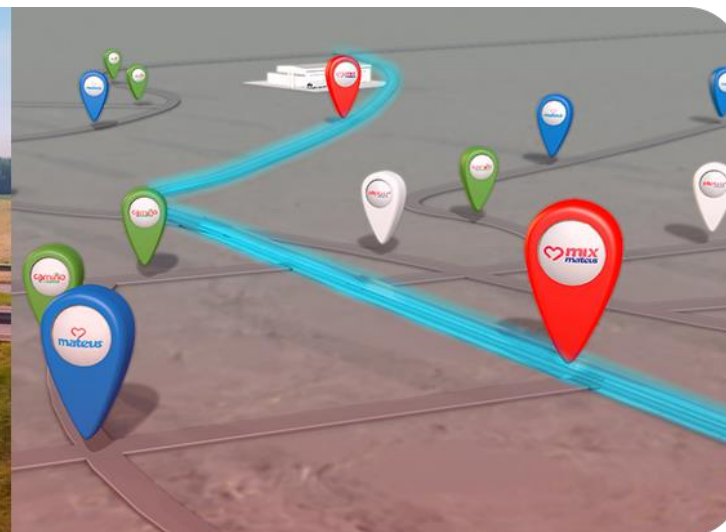
+ 34k CUSTOMERS



+ 1k CITIES SERVED



■ % REVENUE



Bumba
ALIMENTOS

da casa

MASSA
FORNO



BAKERY INDUSTRY



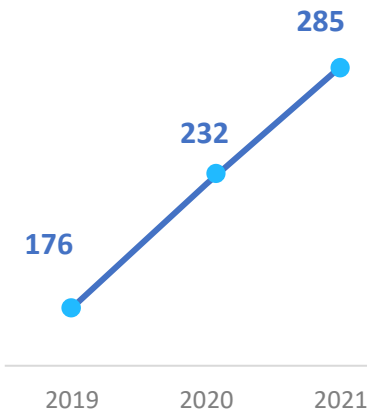
**SLICING AND PORTIONING
CENTRAL**



PIZZA PRODUCTION



5 INDUSTRIAL PLANTS



■ **ANNUAL REVENUE
(BRL MN)**





**BEST PERFORMING STORE
(RENASCENÇA):**

**~190 ORDERS/DAY
~R\$260 AVG. TICKET**

SEVERAL OPPORTUNITIES



B2C AND B2B SALE



SCHOOL SUPPLIES LIST



**BOTECO
GELADO**

BOTECO GELADO

**SALE OF COLD BEVERAGES FROM THE MAIN
SUPPLIERS AND DELIVERY IN UP TO 30 MINUTES**



**FOOD PURCHASES DELIVERD
IN FUNITURE & ELECTRONICS SHOPS
AND VICE VERSA**



PERISHABLE DELIVERY

- MEAT
- FISH
- FRUITS AND VEGETABLES
- BAKERY

+THAN 1.5 million downloads

+THAN 700k active users

+THAN 130k users benefited from cashback



 **1,082** TRUCKS
324 OWNED 758 3RD PARTY

 **14** DISTRIBUTION
CENTERS

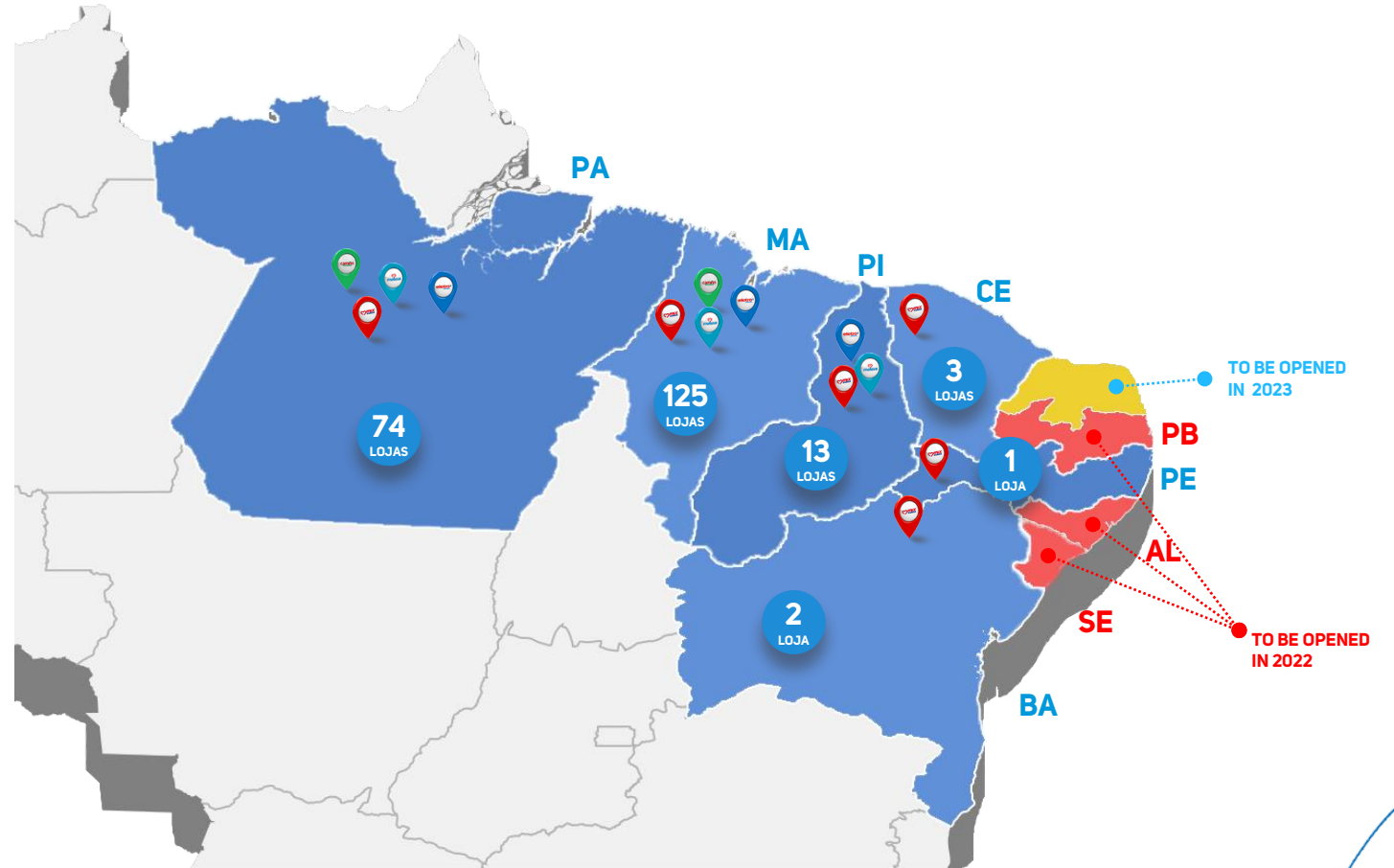
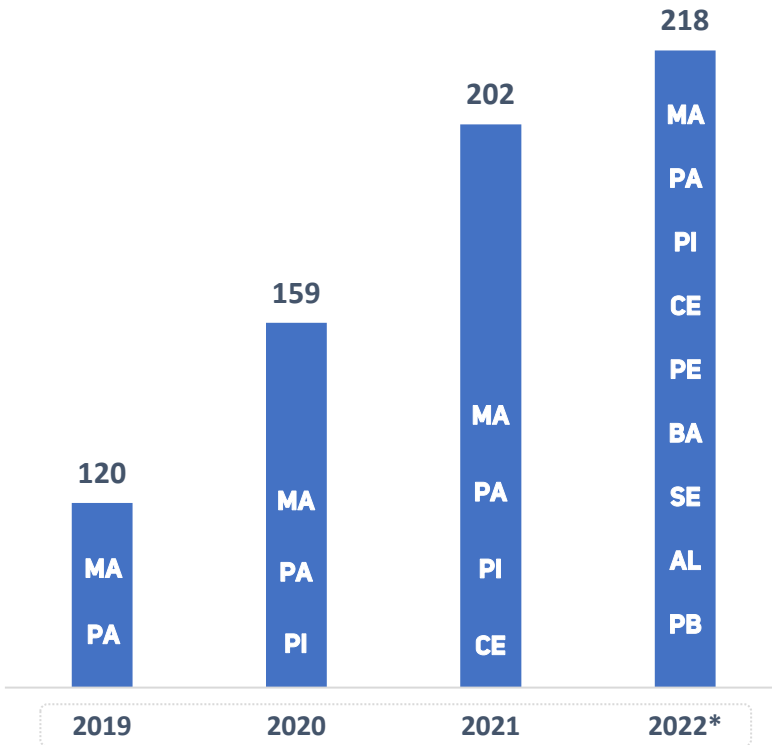
 **~400k** PALLET
POSIÇÕES

**ALL CITIES IN THE
NORTHEAST AND
PARÁ SUPPLIED
IN UP TO 48H**



EXPANSION  GRUPO **mateus**

WE CONTINUE WITH OUR STRONG EXPANSION IN REGIONS WITH GREAT GROWTH POTENTIAL





- ✓ **CONVERSION OF 60 STORES**
- ✓ **REDUCTION OF ORGANIC EXPANSION PACE**

Stores opened
in 2021

24

-58%

10

2022 openings
estimative



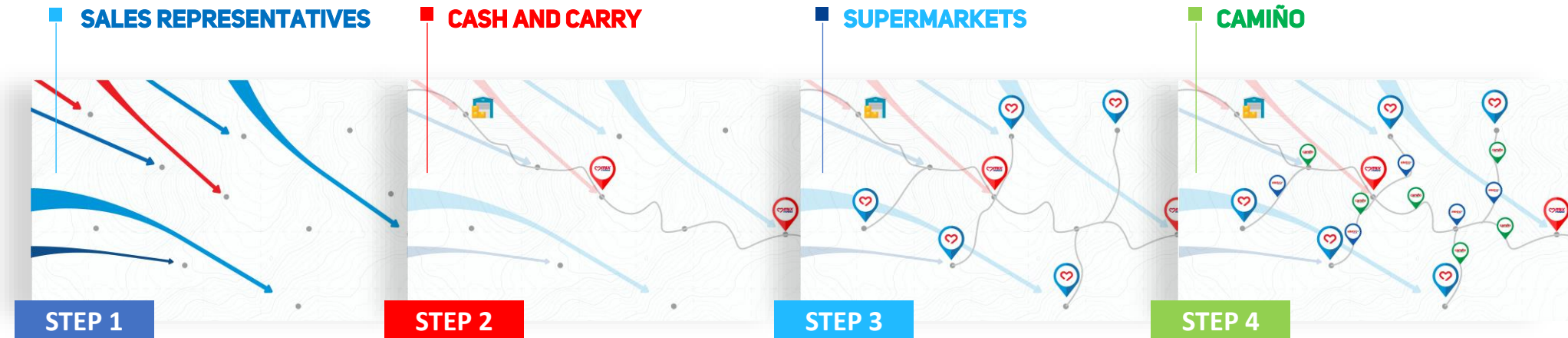
- ✓ **BIG M&A INTEGRATION**
- ✓ **CONVERSION OF 388 STORES**



- ✓ **CHALLENGING MACRO SCENARIO**
- ✓ **SMALLER SCALE AND APPETITE FOR ORGANIC EXPANSION**

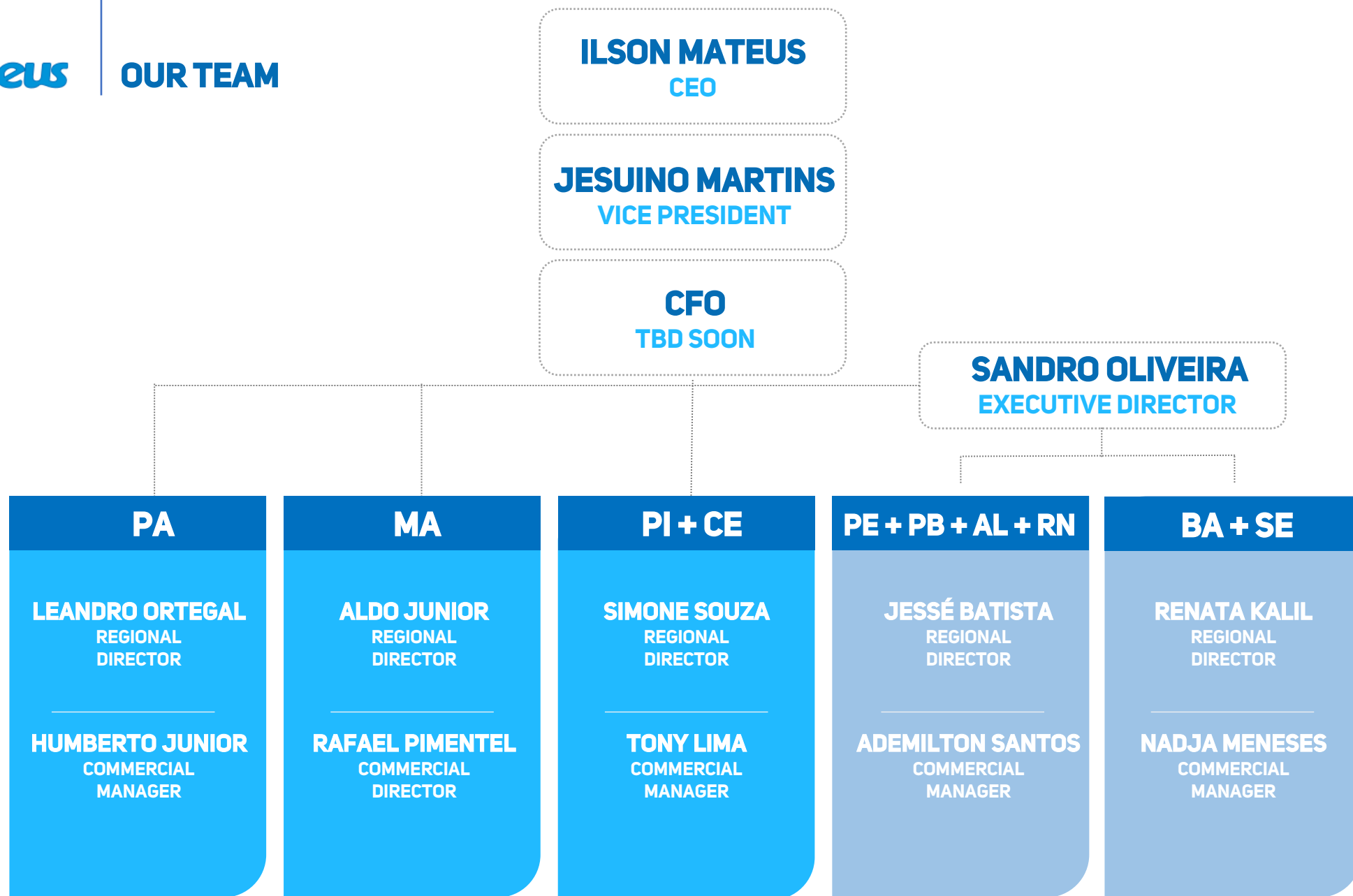
				   
 AVAILABLE RESOURCES				
 LOGISTICS CAPACITY				
 ORGANIC EXPANSION AS A PRIORITY				
 REGIONAL KNOWLEDGE				
 SERVICES OFFER				
 MULTICHANNEL				

ROUTES STRATEGY



GEOGRAPHIC PROGRESS



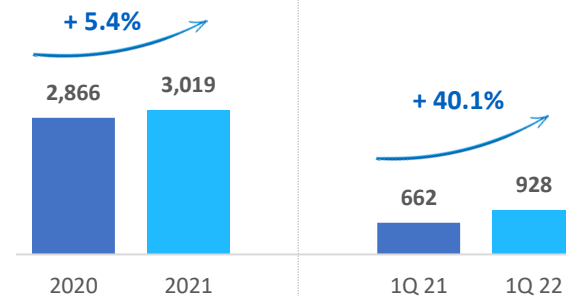
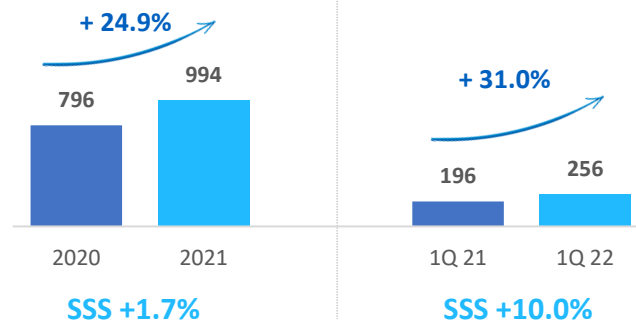
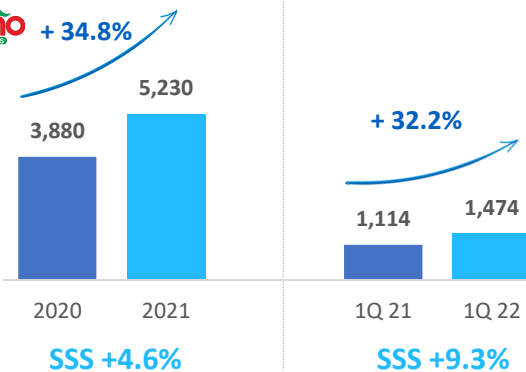
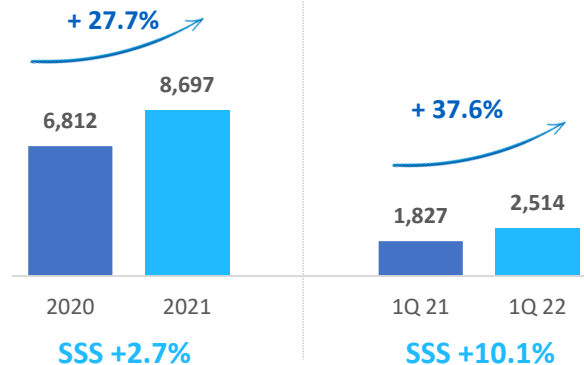
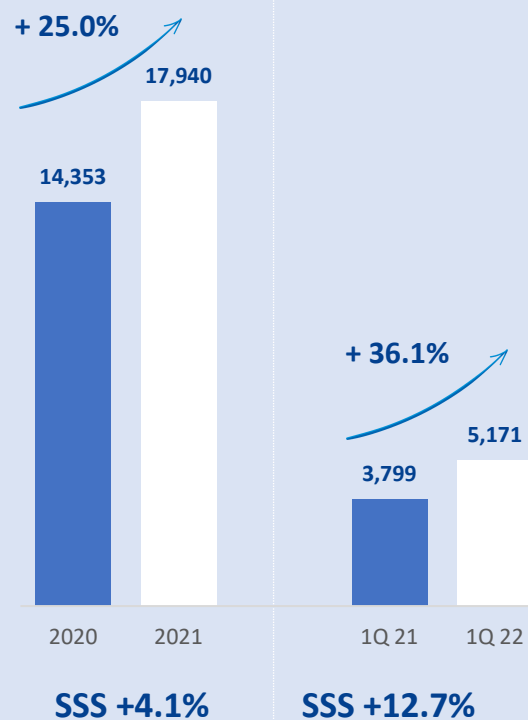


RESULTS

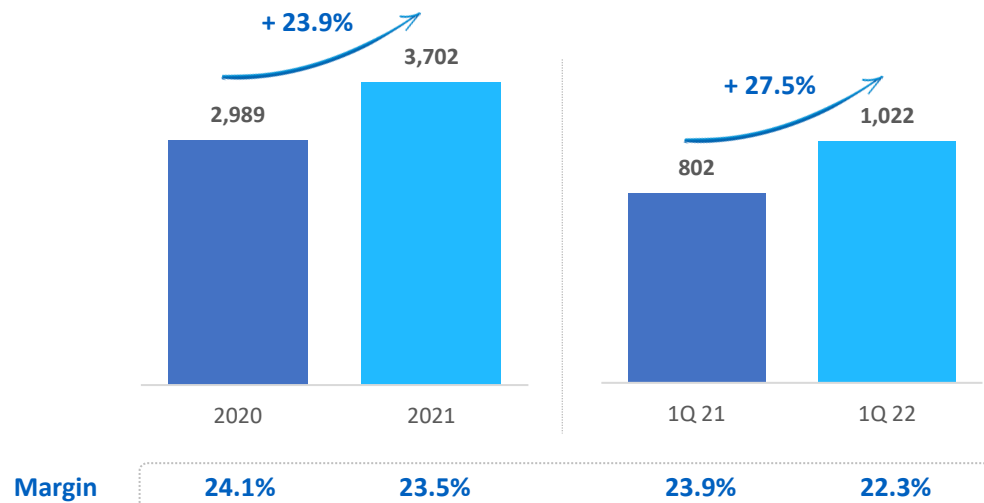


RELEVANT INCREASE OF GROSS REVENUE

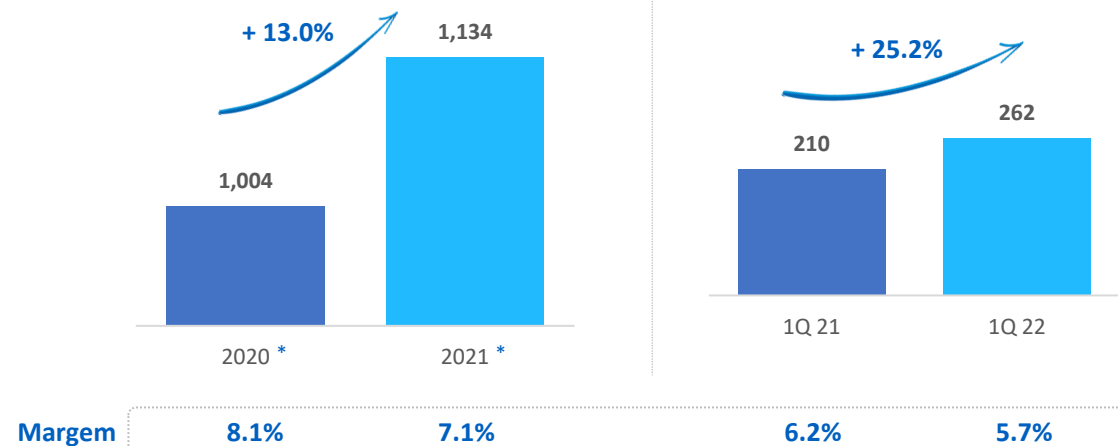
HIGHLIGHTING THE GROWING SSS PERFORMANCE



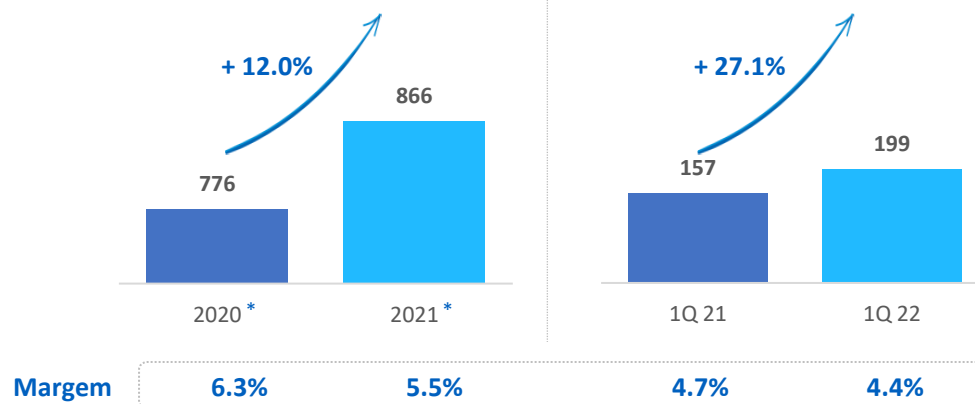
■ GROSS PROFIT



■ EBITDA



■ NET INCOME



*Adjusted to exclude non-recurring expenses

