



americanas sa



agenda

1

a historic year

2

2021 results

3

recurrence and resilience

4

ESG and strategic vision

a historic year

1



operational highlights

active customers LTM

51 mm

+5 mm YoY

items sold LTM

1,553 mm

+400 mm YoY

sellors

122,000

+35,000 YoY

transactions LTM

427 mm

+108 mm YoY

assortment

137 mm

+50 mm YoY

new stores

+168 new stores

3,500 total stores

inorganic growth is driven by our unique assets to expand into new businesses and brands

7 movements in 2021

Shipp	delivery on-demand startup that offers convenience with ultra-fast deliveries
Uni.co	specialized in franchising and owner of the brands puket, imaginarium, mind, and lovebrands
Nexoos	loan society between people , enabling a hybrid funding structure (CaaS – Credit as a Service and P2P)
OOOOO	partnership for the launch of an innovative platform for live-commerce
Hortifruti Natural da Terra	largest retail chain in Brazil specialized in fresh products with focus on fruits, legumes, and vegetables
Skoob	largest digital content platform for readers in Brazil, with more than 8 million users (skoobers) on its social network
Vem Conveniência	joint-venture for convenience stores, including neighborhood stores and stores in gas stations

only one americanas sa for customers and investors



customers

- + assortment
- + convenience
- + delivery in 3h
- + multiplatform experience

investors

- + one share (AMER3)
- + novo mercado
- + highest governance
- + greater liquidity

¹ Group of longterm professional investors

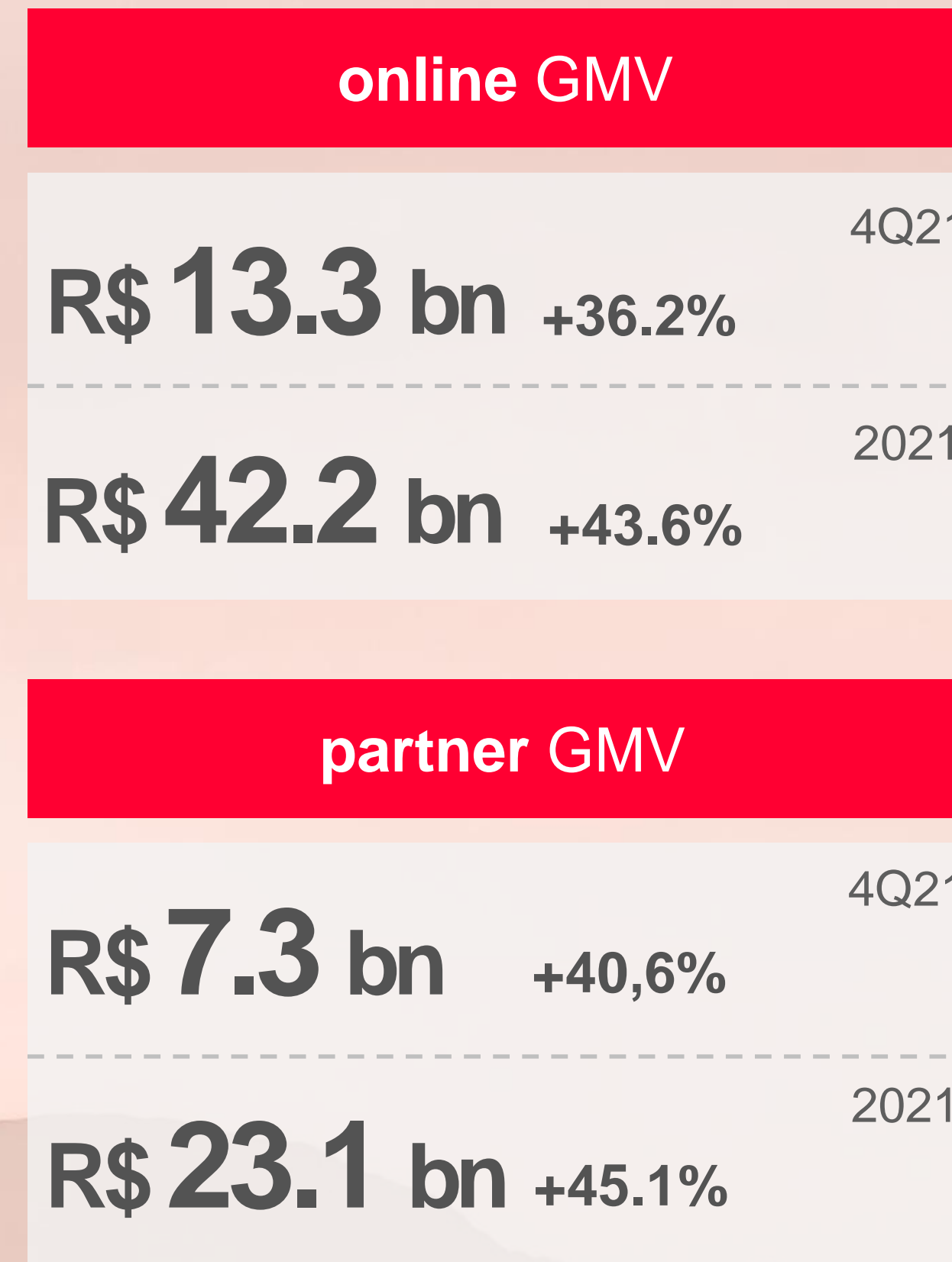
² Base date utilized 02/15/2022

results

2



results financial highlights



results financial highlights

EBITDA

4Q21

R\$ 1.1 bn

11.8% of NR

2021

R\$ 3.3 bn

12.0% of NR

net profit

4T21

R\$ 489.7¹ mm

5.4% of NR

2021

R\$ 730.9¹ mm

2.7% of NR

cash generation

²

R\$ 2.0 bn

4Q21 vs. 3Q21

R\$ 1.8 bn

Net cash position
at 12/31/2021

¹ Including the reversal of income tax on the monetary restatement of ICMS in the PIS/COFINS calculation basis in the total amount of R\$ 247 million and reversal of the provision for deferred income tax of B2W in the amount of R\$ 144.0 million.

² Cash generation is measured by the variation in debt, disregarding extraordinary effects, such as M&A and share buyback program

³ 4Q21 vs. 4Q20 and 2021 vs. 2020

driven by
important
progress in the
operational
combination

892

cities with Ship from Store with
accelerated use of Dark Stores

intensive use of data
analytics to allocate
online items to stores
across Brazil

24%

of deliveries made
within 3h in 4Q21

vs 15% in 3Q21

+2 mm

deliveries from the store in
December

further extending the
ultra-fast delivery
within 3 hours

driven by important progress in the operational combination



new brand



new layout



3h delivery



sustainable delivery



integrated inventory



assortment



pick up point (O2O)



Ame zone



assisted sales



self checkout



mobile POS



integrated team

2021 results ame digital highlights

TPV LTM

R\$ 26 bn
+138% YoY

downloads

+ 29 mm

super App

87
functionalities

profitability

**monthly
breakeven**

monthly active users (MAU)

12 mm

Ame card

+ 1.3 mm
cards issued

Ame: three pillars

engagement

loyalty program, digital wallet,
and **marketplace**
of financial products and
services (super app)

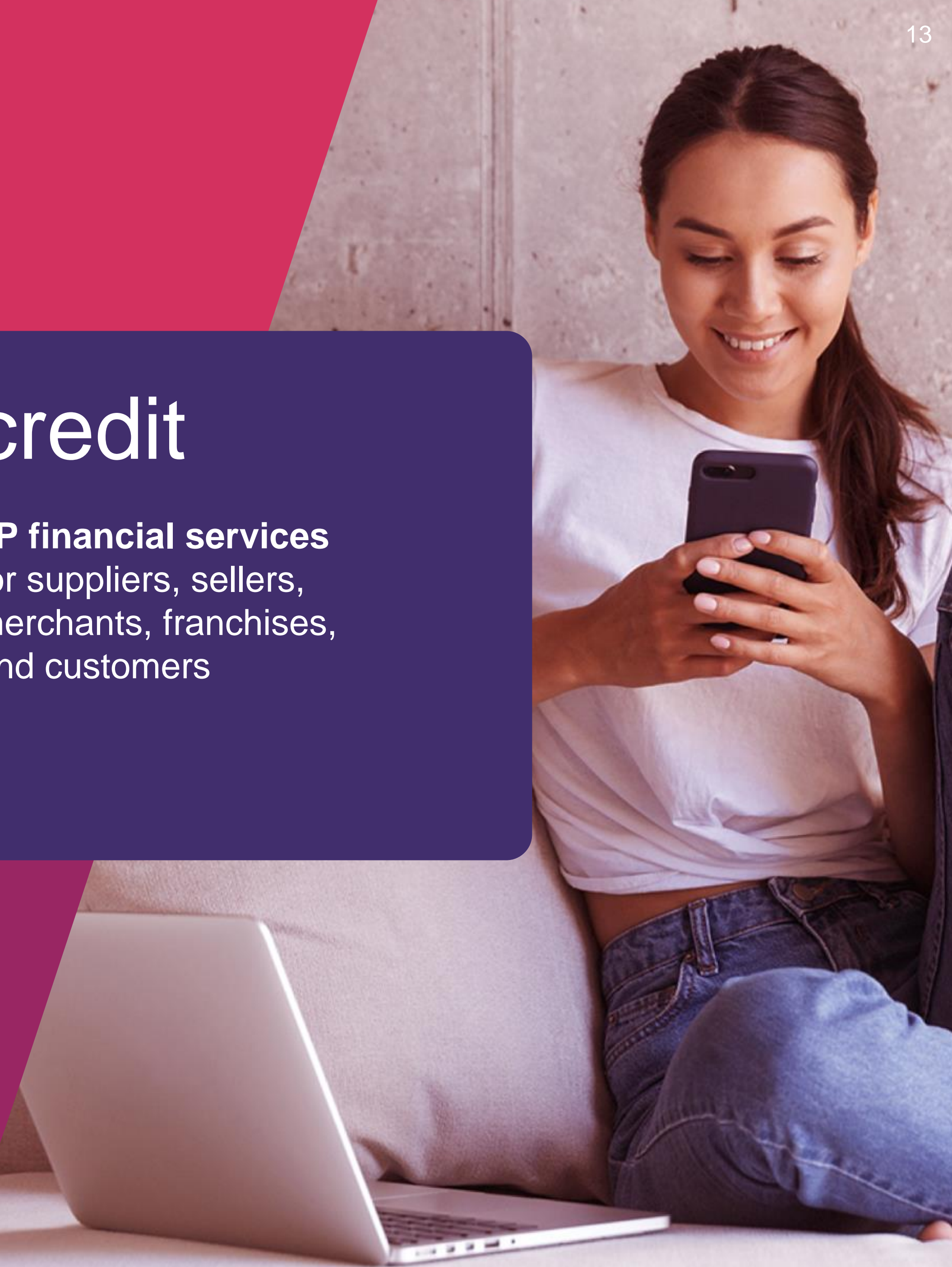
platform

platform of services
for retail:

Banking (Bank as a Service)
Credit (Credit as a Service)
Pix (Software as a Service)

credit

1P financial services
for suppliers, sellers,
merchants, franchises,
and customers



recurrence and resilience

3



recurrence
is the name of the game

offering **+137 mm** items

physical platform

5 formats of stores



attending to **different consumption journeys**

wide and adaptable assortment



up to **60 k** items per store



various **events** throughout the year

national capillarity

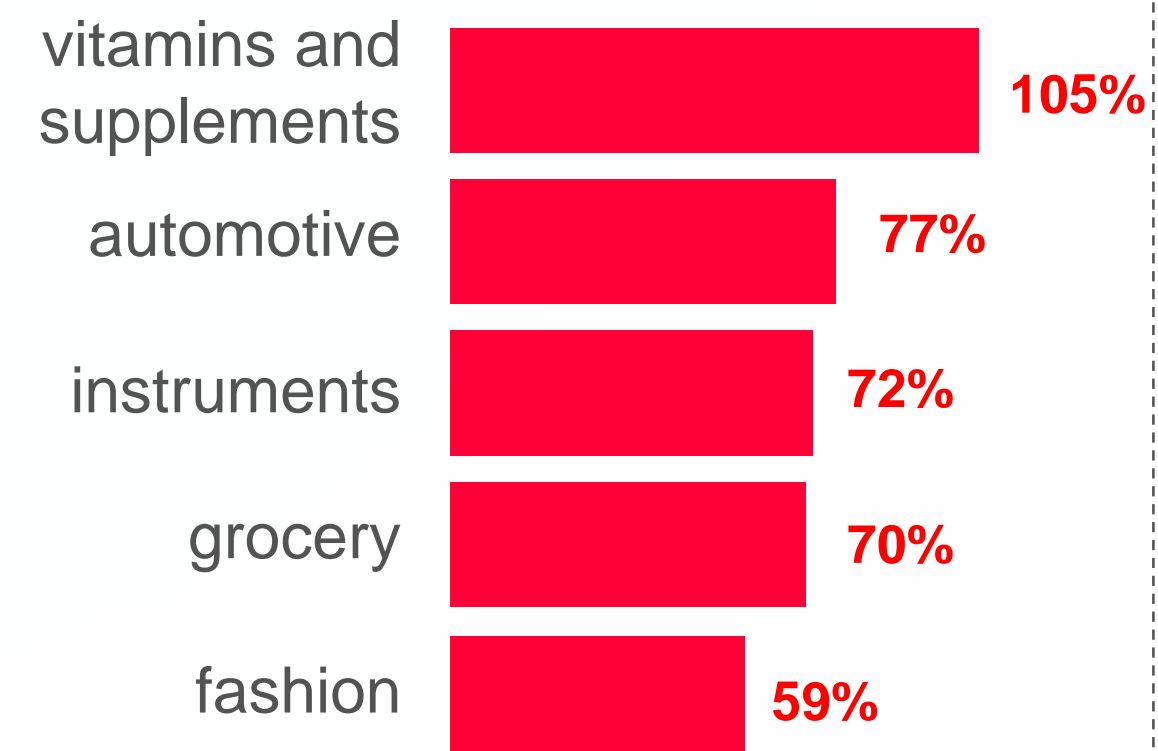


proximity to customers

digital platform

highest growth categories

growth vs. 4Q20



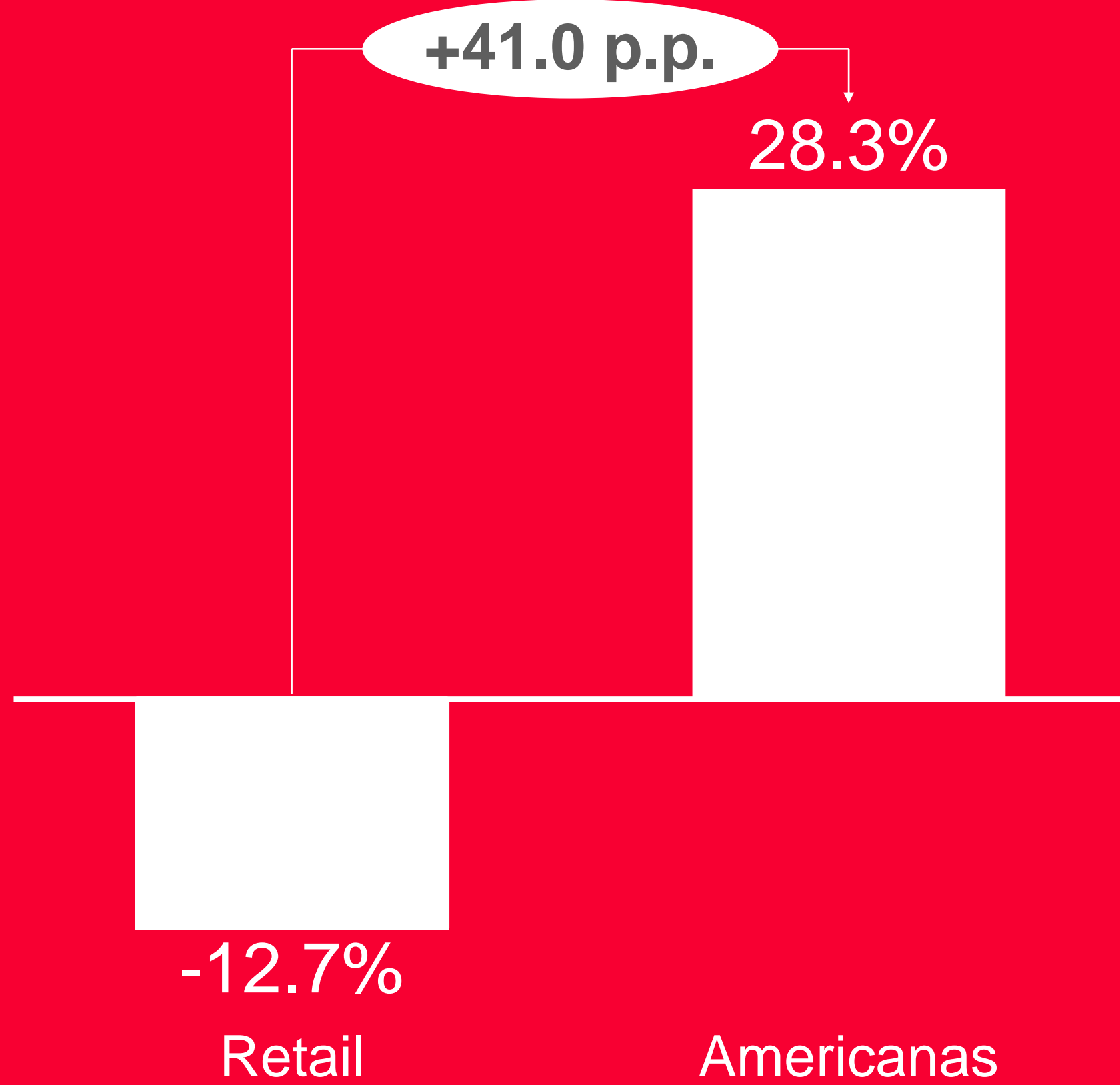
new verticais

SUPERMERCADO
now



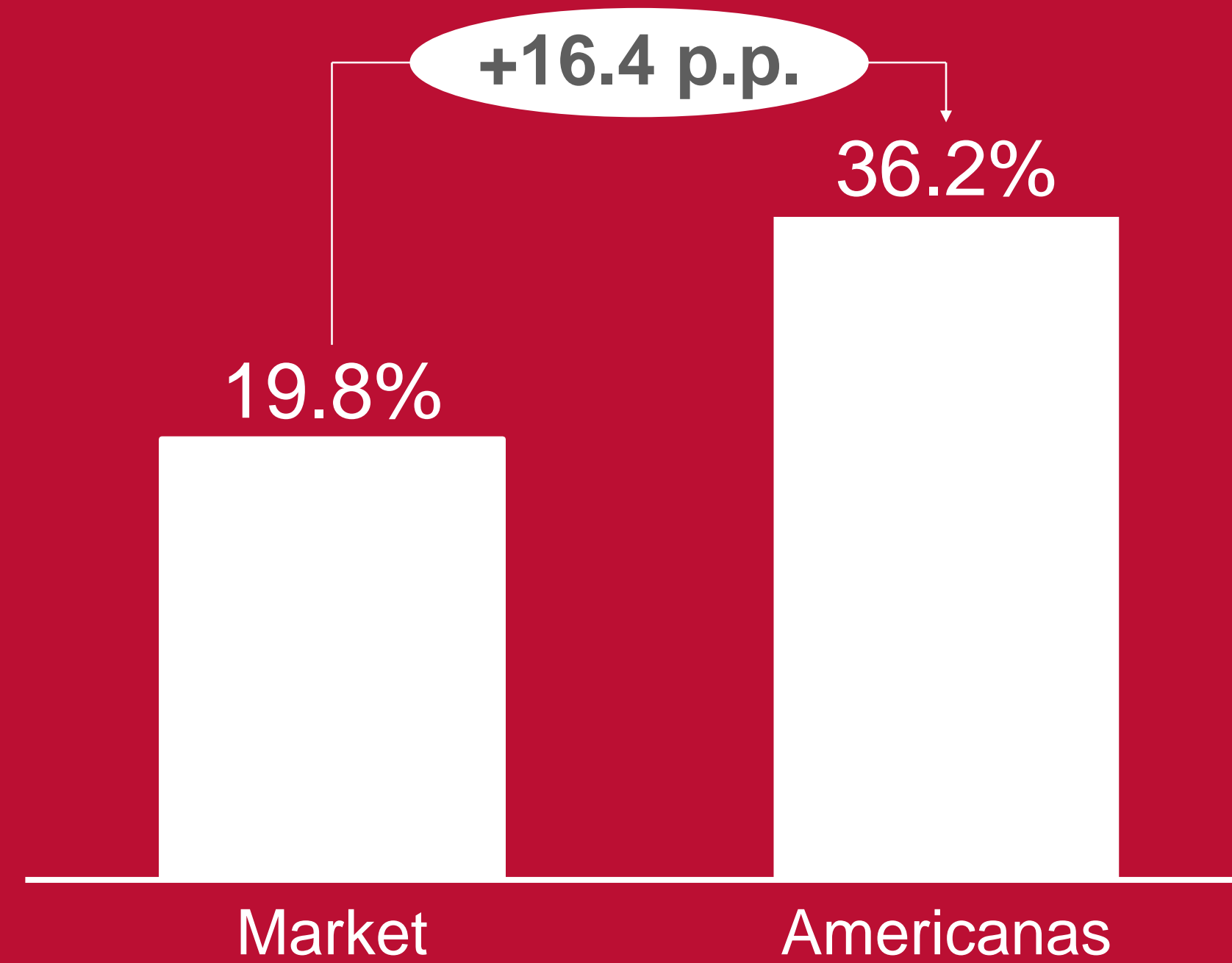
resilience is the result

4Q21 total GMV



Source: GFK

4Q21 online GMV



Source: Neotrust



ESG and strategic vision

4

ESG strategy

since 2015, our business strategy is aligned with the UN 2030 agenda for Sustainable Development Goals (SDGs)

Indexes:



Sustainability Award
Industry Mover 2022
S&P Global

Commitments:



environmental



- eco-efficient operation: largest bike operation in BR
- biggest electric fleet in retail
- carbon neutral operation

target: net zero company by 2025

- renewable energy usage in 35% of the company

target: 100% of stores by 2030

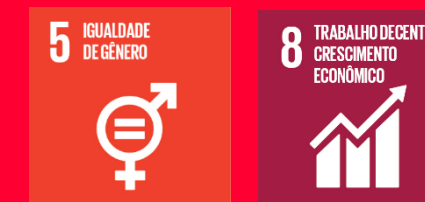
- reduce solid waste by 30% with recyclable packaging

social



- +66,000 people impacted by social projects
- amazônia: positively impacting +3,200 families
- americanas Favela: +295,000 deliveries since april 2021
- gender equality: 51% of leadership is female

governance

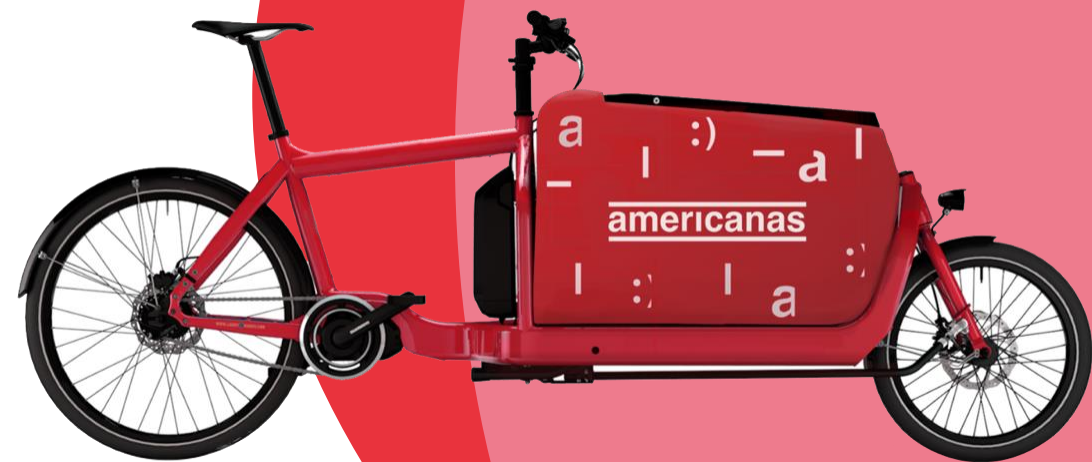


- company listed on Novo Mercado
- UN Global Compact Principles
- 43% board independence
- 6 specialized committees: audit, finance, nominating, digital & client, people & sustainability, and Ame

eco-efficient fleet the largest and most complete in the market

147

bikes and tuc tuc's
in operation



114

electric charging posts
installed in our bases



196

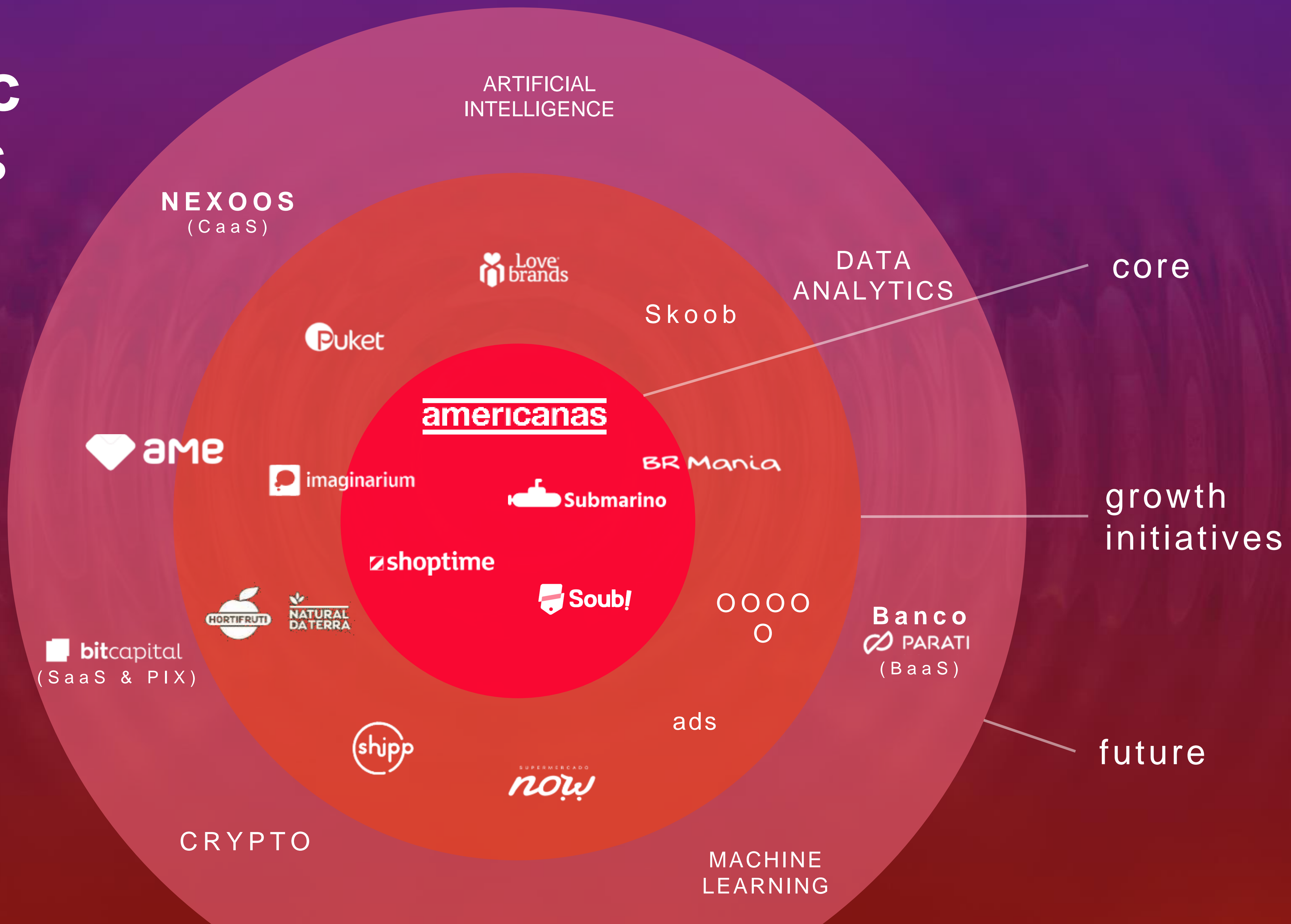
vehicles in operation
(180 utility vehicles and 16 trucks)



+370 ton

CO₂ emission avoided
in 2021

strategic business vision



americanas sa

it's time to combine