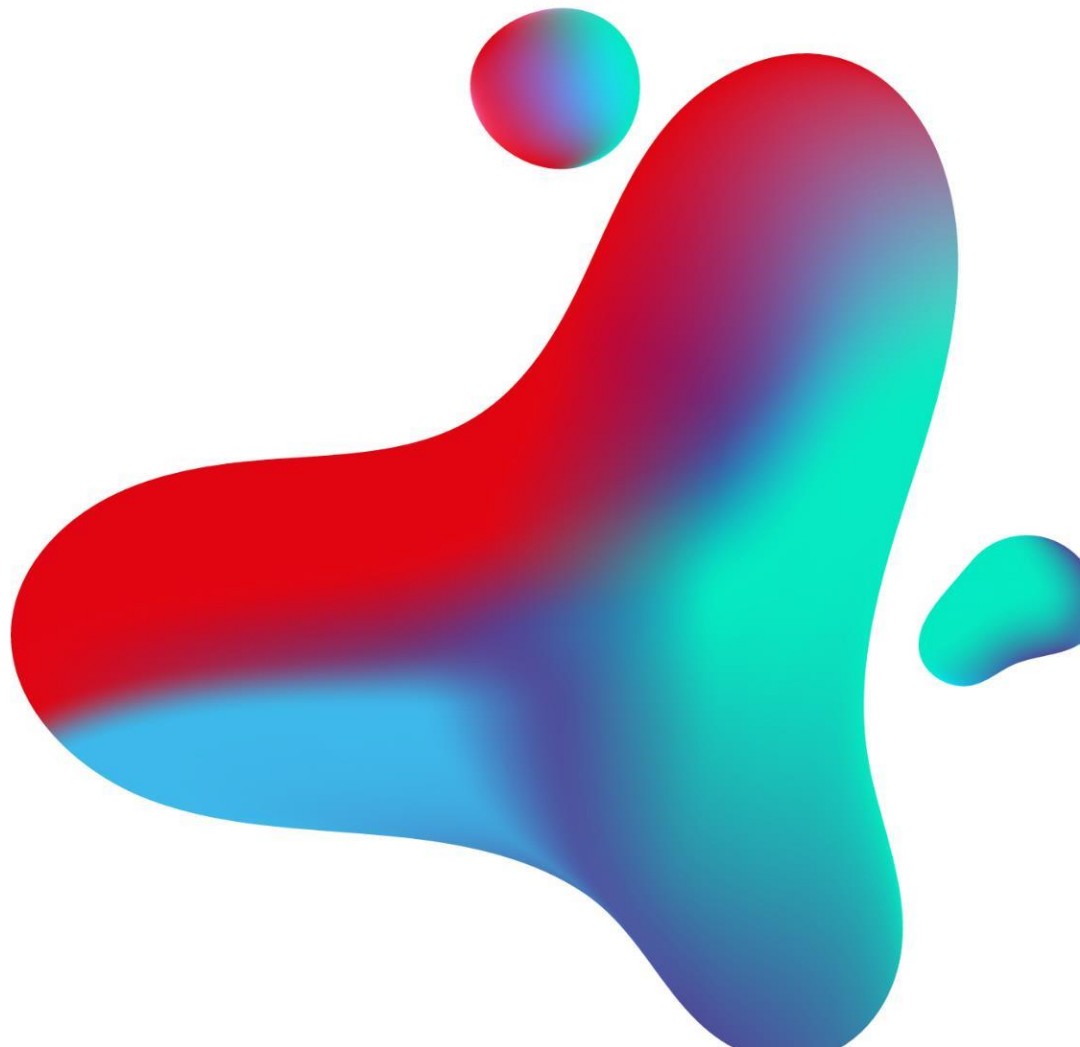

AMERICANAS

UNIVERSE

3Q20 Results



AMERICANAS

IF INOVACAO
& FUTURO

ame LET'S



Americanas Universe keeps accelerating...



Accelerated Growth

+31.1% GMV growth and 21% in net revenue



Adaptability

+Assortment of basic items and O2O acceleration



Strong Cash Generation

+R\$ 830 Million of cash generated in the last 12 months

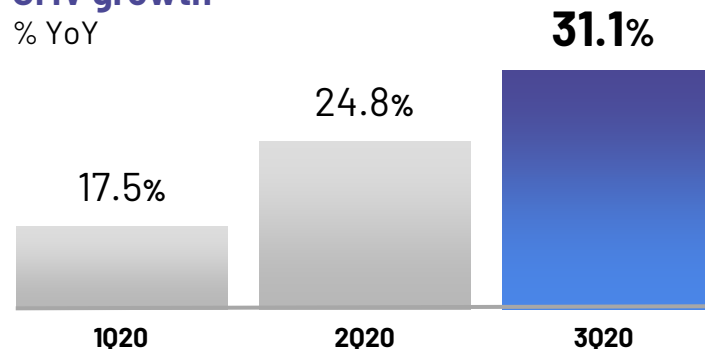


Social Responsibility

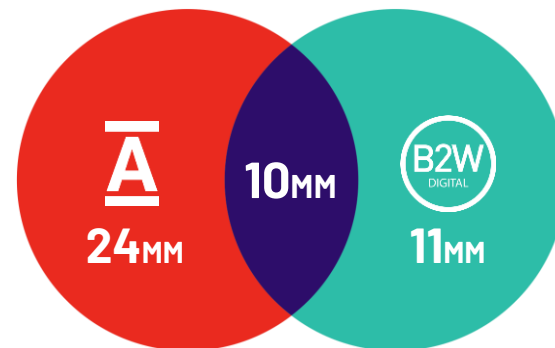
+R\$ 68 Million in donations

GMV growth

% YoY



Active clients base



...with solid performance on the physical platform



Focus on operation

+19.3% of increase in productivity in open stores



Prioritize essential items

+Essential items (cleaning, hygiene, food and beverages)



O2O acceleration

+15.2% of sales from O2O

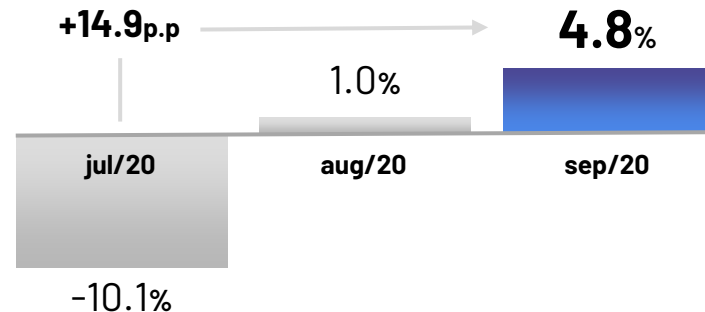


More stores open

24% idle area in 3Q20, improving to 14% in Oct/20

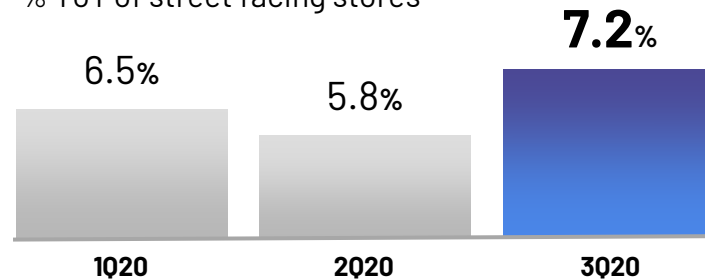
Gross revenue growth

Monthly evolution



Growth in "same store sales" concept

% YoY of street facing stores



...strong performance on the digital platform



Accelerated pace of growth

+56.2% GMV growth



Americanas Mercado

Largest category in quantity of items sold



Assortment

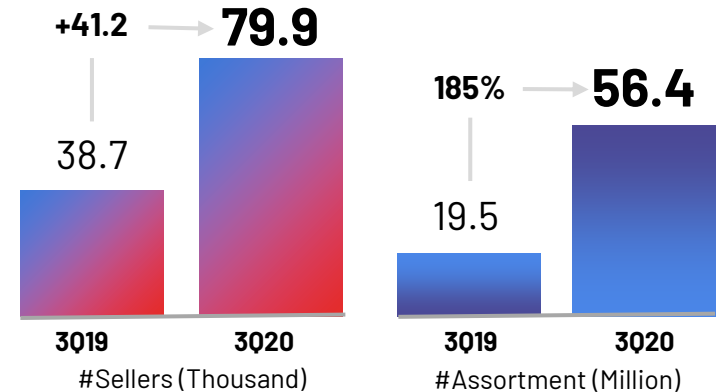
+185% vs. sep/19, reaching 56.4 million items



Sellers

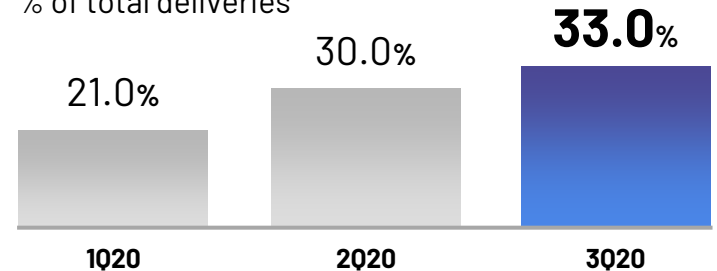
+41,200 new sellers = 79,900 sellers connected

Evolution of sellers and assortment



Same-day delivery

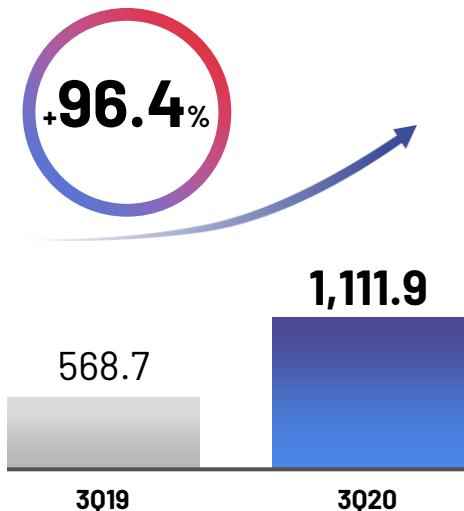
% of total deliveries



...expanding O2O

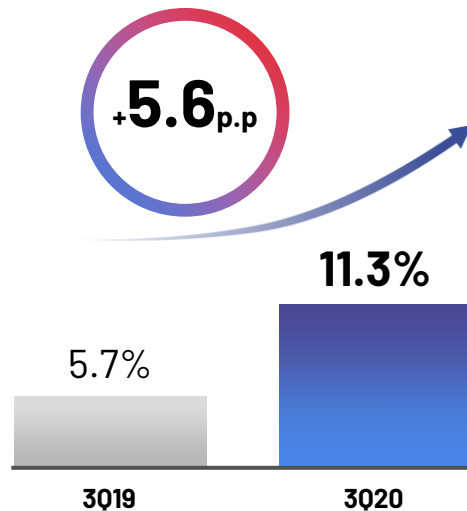
O2O GMV

R\$ Million



Share in Total GMV

%O2O GMV



Infinite Shelf



pegue na loja **hoje!**

Pick up **in 1h**



Largest network of **pick-up points** in Brazil



Delivery **in 3h**



Stores 100% **integrated** into the Marketplace



Whatsapp **"Na Sua Casa"**

...with Ame's rapid development

Ame's Credit Card

Launch in Oct/20

- Digital-first
- No annual fee
- Mastercard Banner
- Automatic approval



+1.1BN
in TPV in the last
30 days
(+225% yoy)

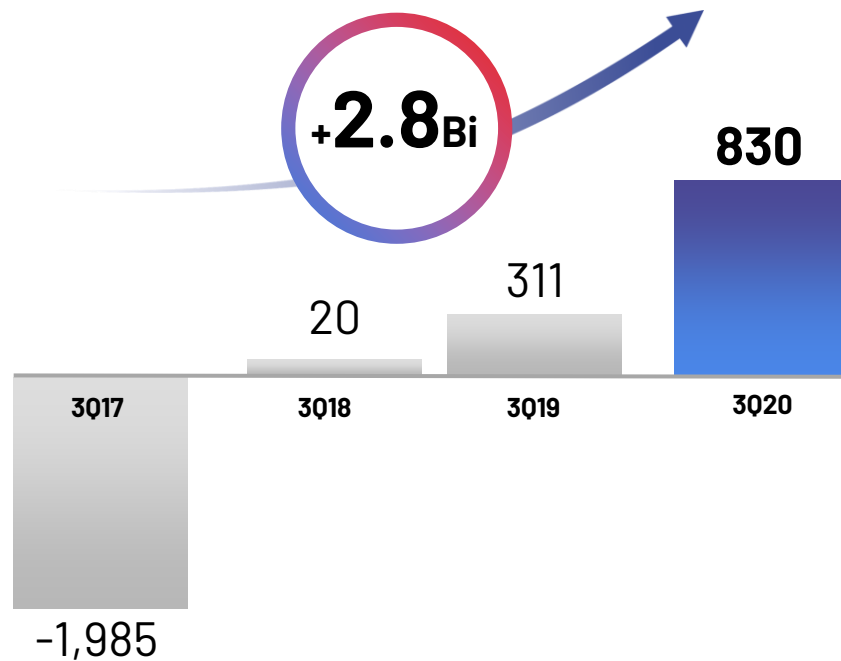
+55
features

+12.5MM
downloads

...solid cash generation¹

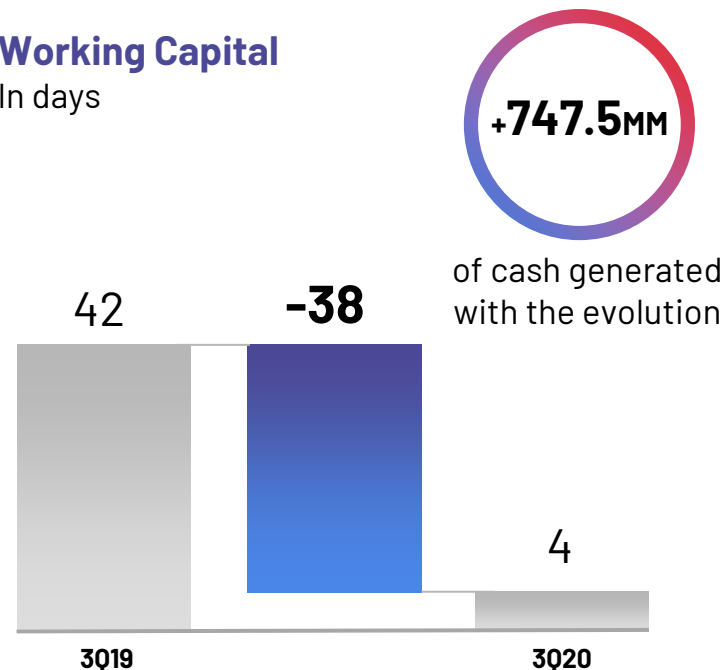
Americanas Universe

R\$ Million (LTM)



Working Capital

In days



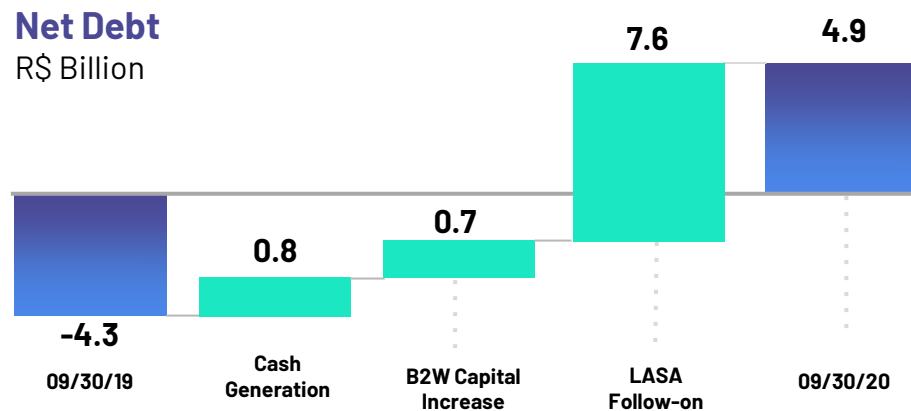
¹ Cash generation measured by the change in net debt, excluding any capital increases

...optimizing the capital structure to grow more

- 1 Cash reinforcement
- 2 Gross debt reduction

Capital increases highlights:

- ✓ R\$ 8.4 bn raised
- ✓ **Largest transaction** in the history of the industry⁽¹⁾
- ✓ Robust **capital structure**



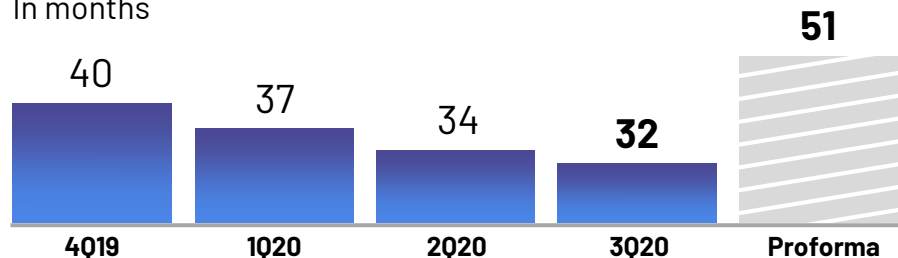
⁽¹⁾ The largest FON operation in the last 5 years

...diversifying financial sources

- 1 Capital structure flexibility
- 2 Maturity improvement

Average debt term

In months



Bond Emission Highlights:

- ✓ Emission of **USD 500 MM**
- ✓ **10 year**, bullet term
- ✓ **First Brazilian retailer** to access international bond market

...with strong social responsibility

Americanas Universe
facilitated

+68MM

in donations



Fiocruz Vaccine Factory

Donation of resources to adapt the infrastructure for COVID-19 vaccine production.

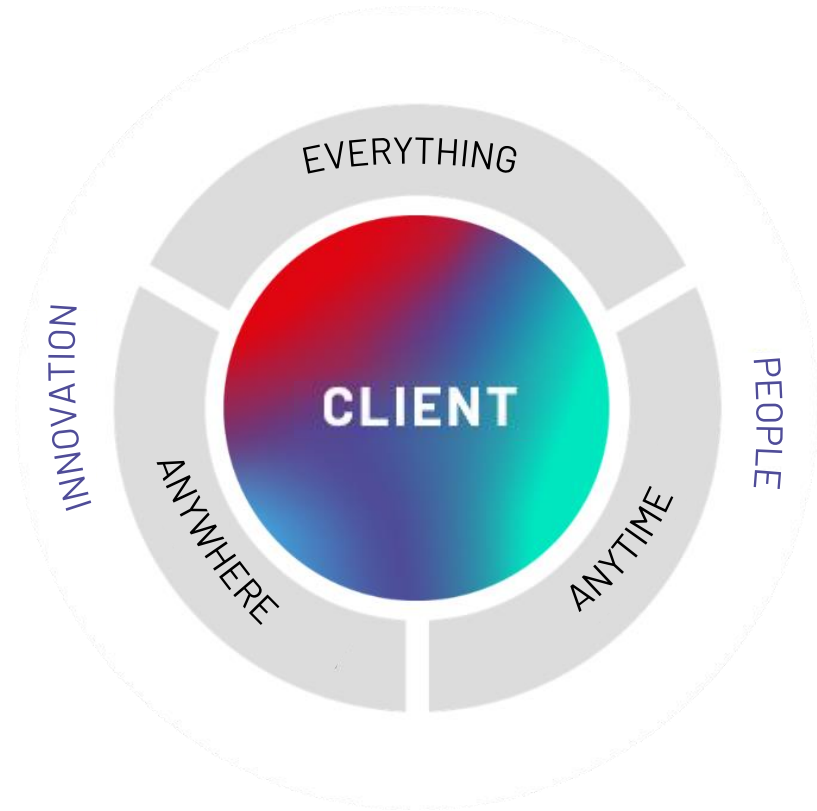


UNICEF Business Advisory Council

We are part of the council, which aims to seek recommendations to help UNICEF to build a better future for children and teenagers.

...with one goal

Be even more **relevant**
in the day-to-day life
of the **clients**





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