Grupo Carrefour Brasil Q1 2021 Results

GRUPO CARREFOUR BRASIL

Sales outperformance and robust profitability
Acceleration in store openings, loyalty and credit to consumers

» Strong growth in consolidated sales: **R$ 18.1 billion, +15.1%* vs. 2020 or +29.5%* vs. 2019; LfL growth of +11.6%*** vs. market at 5.5% (Nielsen), translating into additional market share gains;

» **Adj. EBITDA: R$ 1.1billion (6.7% margin)** with structural operational improvements (83bps SG&A dilution)

» Reported net income (group share): R$ 923 million driven by **Pinheiros real estate project contribution of R$ 495 million**. **Adj. net income** (excluding this effect) **totaled R$ 420 million, +4.7%,** at 2.6% margin.

» **Atacadão: Adj. EBITDA of R$ 755 million,** up 8.6% y/y, with 6.6% margin (7.2% excluding expansion)

- **Gross sales of R$ 12.7 billion,** +17.5%, driven by +12.9% LfL. Sales up **+33.5% over two years**
- Our relentless focus on competitiveness drove **gross profit up 13% y/y to R$ 1.7 billion,** with gross margin at 14.7%, in line with previous quarter
- **Strong acceleration in expansion:** 9 stores opened in Q1 (27 over the last 12 months including wholesale), 20 to come in Q2, impacting Q1 EBITDA by – R$ 35 million, but enabling faster growth in coming quarters

» **Carrefour Retail: Strong 25.4% y/y Adj. EBITDA growth** to R$ 267 million (+86bps margin)

- **Gross sales of R$ 5.4 billion,** +9.3%*, with LfL growth of 8.6%* and **+20%* over two years**
- Gross profit at R$ 1.1 billion, up 3.7% y/y, with margin reflecting investments in the new loyalty program to support accelerated top line growth and higher share of wallet
- **Structural improvements** lead to **240bps SG&A dilution gains in multi-format over a two-year** period

» **Banco Carrefour: Accelerated growth**, above expectations, **paving the way for strong improvement** in financial performance during the year

- Billings up to R$ 10.8 billion, with an acceleration in March (+30% y/y); credit portfolio of R$ 13.9 billion, +17.1% y/y (IFRS9); revenues up 4.6% q/q
- Non-Performing Loans (NPLs) at historically low level for loans due over 90 days (Over 90)
- Adj. EBITDA at R$ 144 million: short-term impact of higher IFRS9 provisions due to stronger growth

* Ex-petrol

	CONSOLIDATED			ATACADÃO			CARREFOUR RETAIL			BANCO CARREFOUR		
In R$ million	**Q1 21**	Q1 20	Δ%	**Q1 21**	Q1 20	Δ%	**Q1 21**	Q1 20	Δ%	**Q1 21**	Q1 20	Δ%
Gross sales	18,129	15,881	14.2%	12,686	10,795	17.5%	5,443	5,086	7.0%			
Gross sales ex petrol	17,495	15,197	15.1%	12,686	10,795	17.5%	4,810	4,402	9.3%			
Net sales	**16,413**	**14,420**	**13.8%**	**11,520**	**9,791**	**17.7%**	**4,893**	**4,629**	**5.7%**			
Other revenues (1)	899	961	-6.5%	37	37	0.0%	112	100	12.0%	755	829	-8.9%
Total Revenues	**17,312**	**15,381**	**12.6%**	**11,557**	**9,828**	**17.6%**	**5,005**	**4,729**	**5.8%**	**755**	**829**	**-8.9%**
Gross profit	**3,246**	**3,121**	**4.0%**	**1,698**	**1,503**	**13.0%**	**1,146**	**1,105**	**3.7%**	**407**	**518**	**-21.4%**
Gross Margin	*19.8%*	*21.6%*	*-187 bps*	*14.7%*	*15.4%*	*-61 bps*	*23.4%*	*23.9%*	*-45 bps*			
SG&A Expenses (2)	**(2,159)**	**(2,016)**	**7.1%**	**(948)**	**(811)**	**16.9%**	**(888)**	**(899)**	**-1.2%**	**(263)**	**(266)**	**-1.1%**
SG&A of Net Sales	*13.2%*	*14.0%*	*-83 bps*	*8.2%*	*8.3%*	*-5 bps*	*18.1%*	*19.4%*	*-127 bps*			
Adj. EBITDA (1) (2)	**1,101**	**1,115**	**-1.3%**	**755**	**695**	**8.6%**	**267**	**213**	**25.4%**	**144**	**252**	**-42.9%**
Adj. EBITDA Margin	*6.7%*	*7.7%*	*-103 bps*	*6.6%*	*7.1%*	*-55 bps*	*5.5%*	*4.6%*	*86 bps*			
Adj. Net Income, Group share	**420**	**401**	**4.7%**									
Adj. Net Income Margin	*2.6%*	*2.8%*	*-22 bps*									

(1) Includes intragroup elimination of R$ -5 million between Bank and Retail (2) Includes global functions expenses of R$ -40 million in 2020 and R$ -60 million in 2021

Noël Prioux, CEO of Grupo Carrefour Brasil, declared: *"Grupo Carrefour Brasil turned in another strong performance in the first quarter, outperforming the market with double-digit sales growth on a challenging comparable base and posting robust profitability in a very challenging environment in Brazil. The very solid growth both at Atacadão and at Carrefour Retail, in stores and online, demonstrates the strength of our multi-format and omnichannel model, and we are encouraged by the resumption of growth at Banco Carrefour. The quarter was also marked by the announcement of the transformational acquisition of Grupo BIG, which will further strengthen our ecosystem and consolidate our position as Brazil's leading retailer."*

FURTHER ADVANCES IN ESG

Climate change

Greenhouse gas reduction

Carrefour Group recently announced new goals related to carbon emissions: (i) 30% reduction in global emissions by 2030 and (ii) 55% reduction in global emissions by 2040. Grupo Carrefour Brasil is working in partnership with Greenfarm to be a carbon neutral company in its logistics. Actions include increasing efficiency - changing the energy matrix of its fleet – and working on carbon compensation.

Zero Deforestation

We are fully committed to zero deforestation policies, with particular attention in some critical chains (meat and soy).

2021 goals	Q1 21 achievements
100% of direct suppliers of fresh meat monitored	100%
100% of slaughterhouses signed with the Group's Livestock Commitment Terms	62%
50% of meat suppliers (categories of distributors/warehouse) in line with the Group's Meat Purchase Policy	15%

Circular economy

We aim to reduce the use of plastics and expand reverse logistics actions for packaging and post-consumer residues.

	2021 goals	Q1 21 achievements
Food Waste	Improve communication and training in stores	✓ Launch of an online training program ✓ +23% of sales of "unique" products vs. Q1 20
Packaging and Reverse logistics	Avoid 70+ tons of plastics in packages	✓ 11 tons avoided in Q1 21
	40 collection points of post-consumer residue	✓ 10 new active points in Q1 21

Act for Food

In line with the global commitment to provide quality and accessible food for all, we keep expanding our relationship with local producers (~500 in Q121) and the 2021 target is to create a specific policy for these suppliers. We continue to implement the plan to guarantee animal welfare in our chain and to achieve our previously-disclosed long-term goals. Our food donation program is also expanding and is now present in more than 5 Express stores. Grupo Carrefour Brasil donated 716 tons of products in Q1 21.

Respect and opportunities for all

Fight against structural racism

On April 28th, we hosted the "1st Suppliers, partners and retailers Forum" attended by more than 16,000 companies. The main goal was to discuss and develop, in partnership with our stakeholders, solutions to promote equity, diversity and the anti-racist cause. We also announced a new zero tolerance for racism clause in our contracts, which calls for rescinding the contract and a fine of 30% of its annualized value if the supplier doesn't comply.

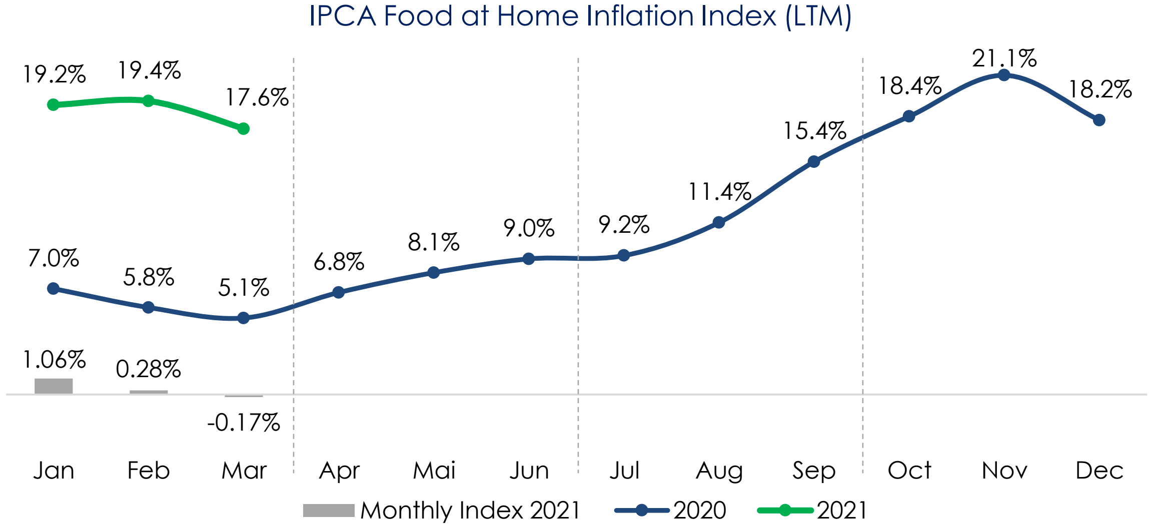
Diversity and inclusion

Important advances on the diversity front include: (i) the revision of our Diversity Appreciation Policy (ii) the launch of the new Diversity and Inclusion Guidelines and (iii) the launch of a program to accelerate the career of minority groups. All these actions promote diversity among our stakeholders, further engage our employees and support equal opportunities for all.

Q1 2021 CONSOLIDATED FINANCIAL RESULTS

Sales & other revenues

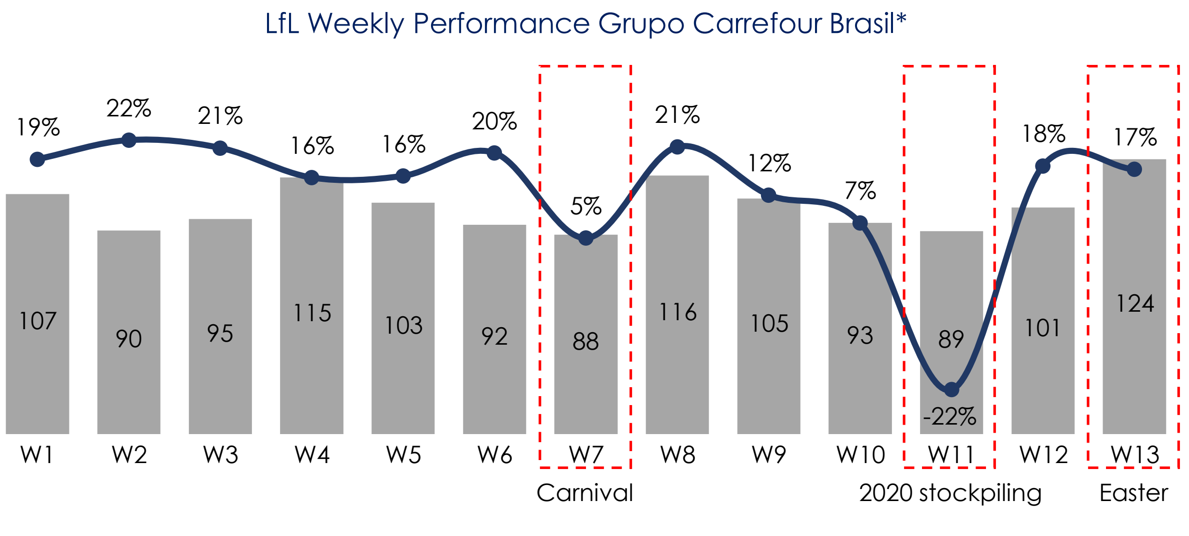
2021 began with an environment still marked by the COVID-19 pandemic. Q1 was affected by several factors: (i) Carnival cancellation; (ii) new restrictive measures in March and (iii) a negative calendar effect due to the leap year in 2020 (-0.7% on a consolidated basis vs. Q1 20). The inflationary trend in food categories, in particular commodities, has started to decelerate, in line with our expectations. According to the Brazilian Institute of Geography and Statistics (IBGE) the last-12-month IPCA food-at-home inflation index peaked at 21.1% in Q4 last year and stood at 17.6% at the end of March 2021. Month-on-month food inflation has been gradually decreasing since November 2020; it was significantly lower in Q1 2021 and even negative in March.



Source: IBGE IPCA Food-at-Home

Grupo Carrefour Brasil's consolidated sales reached R$ 18.1 billion in Q1 21, growing by 15.1% (excluding petrol) vs. the same quarter last year. Once again, we outperformed the market, which grew by 11.2% in Q1 according to Nielsen.

The graph below shows our weekly sales in Q1 and the respective LFL growth vs. 2020. Average weekly sales remain broadly stable over the quarter, but some weeks reflect specific events such as (i) Carnival cancellation in 2021 generating a deceleration in week 7 (ii) the beginning of the pandemic and stockpiling in 2020, which created a negative impact in week 11 and (iii) Easter in week 13 in 2021. Excluding the March 14-31 period from both years, LfL growth was 15.8% (ex-petrol).

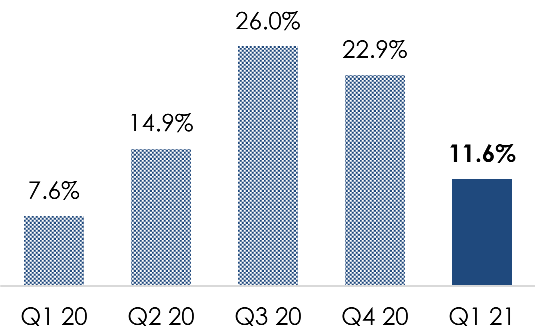


* Ex-petrol

In Q1, Grupo Carrefour Brasil's sales grew 11.6% on a like-for-like basis (ex-petrol), a strong performance in the current environment; according to Nielsen, market LfL growth was a more limited 5.5%. This was supported by 12.9% growth at Atacadão, posting double-digit growth for the third consecutive quarter. In addition, Carrefour Retail posted 8.6% growth, outperforming the market for the fourth consecutive quarter (according to Nielsen).

Our expansion strategy in Cash and Carry and proximity formats over the last 12 months added another 4.2% of growth, with the opening of 9 Cash & Carry stores (of which 5 Makro conversions) and 1 proximity store in Q1 21. Grupo Carrefour Brasil's total store network reached 732 stores at the end of March 2021.

Consolidated LfL (ex-petrol)



Gross billings at Banco Carrefour reached R$ 10.8 billion, representing an increase of 19.9% y/y and continuing the positive momentum observed throughout the second half of 2020.

	Q1 20	Q1 21			
	LFL	**Gross Sales (R$MM)**	**LFL[(1)]**	**Expansion**	**Total Growth**
Atacadão	7.0%	12,686	12.9%	6.0%	17.5%
Carrefour (ex-petrol)	8.9%	4,810	8.6%	0.0%	9.3%
Petrol	3.4%	634	-7.7%	0.3%	-7.4%
Carrefour (inc petrol)	8.1%	5,443	6.4%	0.0%	7.0%
Consolidated (ex-petrol)	**7.6%**	**17,495**	**11.6%**	**4.2%**	**15.1%**
Consolidated (inc petrol)	**7.4%**	**18,129**	**10.8%**	**4.1%**	**14.2%**
Banco Carrefour Billings	**n.a.**	**10,812**	**n.a.**	**n.a.**	**19.9%**

(1) Excluding calendar effect of -1.3% at Atacadão, +0.6% at Carrefour Retail and -0.7% in consolidated

Other revenues benefited from higher marketplace volumes and take rates. However, on a consolidated basis, other revenues were still down 6.5% in Q1, mainly impacted by the reduction of rent in our galleries and the deceleration in bank revenues, both impacted by the COVID-19 environment.

Consolidated Gross Margin and SG&A

Gross profit reached R$ 3.2 billion in Q1 21, increasing by 4%, driven by sales growth in both Atacadão and Retail operations, which more than offset the pressure at Banco Carrefour compared to Q1 20. Consolidated gross margin stood at 19.8%, stable on a sequential basis, and 187 bps lower y/y, mostly impacted by the strategic decision taken in the past at Atacadão to improve competitiveness, as well as the lower contribution from Banco Carrefour. Banco Carrefour still faced a tough comparable base this quarter, as most of the decrease in revenue (as well as additional provisioning) coming from the COVID-19 crisis started to impact results only in Q2 20, which means we should start to see stronger growth figures from next quarter onwards.

As expected, the loyalty program at Carrefour Retail also slightly pressured the gross margin rate, as it generated increasing discounts associated with higher purchases by clients, but this was more than offset by stronger top line.

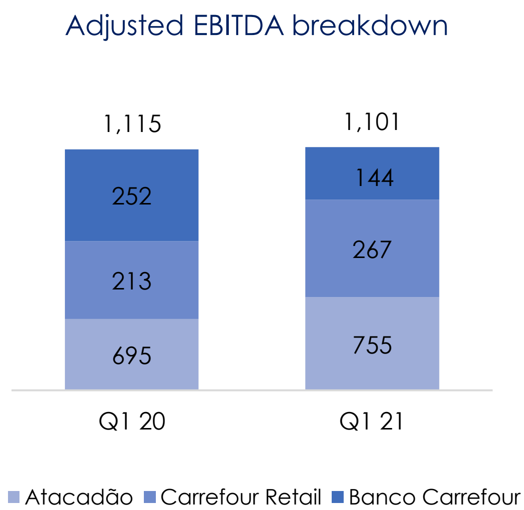
SG&A expenses totaled R$ 2.2 billion and represented 13.2% of net sales in Q1, 83 bps lower y/y, reflecting the successful initiatives implemented in our operations, notably the Retail division, which changed its promotional dynamics since the end of last year with the new loyalty program. SG&A expenses in Q1 were up 7.1%, mainly driven by the acceleration of expansion at Atacadão, which opened 9 new stores in the quarter, but its strong growth allowed it to absorb these additional costs.

In R$ million	CONSOLIDATED Q1 21	Q1 20	Δ%	ATACADÃO Q1 21	Q1 20	Δ%	CARREFOUR RETAIL Q1 21	Q1 20	Δ%	BANCO CARREFOUR Q1 21	Q1 20	Δ%
Gross sales	18,129	15,881	14.2%	12,686	10,795	17.5%	5,443	5,086	7.0%			
Gross sales ex petrol	17,495	15,197	15.1%	12,686	10,795	17.5%	4,810	4,402	9.3%			
Net sales	**16,413**	**14,420**	**13.8%**	**11,520**	**9,791**	**17.7%**	**4,893**	**4,629**	**5.7%**			
Other revenues (1)	899	961	-6.5%	37	37	0.0%	112	100	12.0%	755	829	-8.9%
Total Revenues	**17,312**	**15,381**	**12.6%**	**11,557**	**9,828**	**17.6%**	**5,005**	**4,729**	**5.8%**	**755**	**829**	**-8.9%**
Gross profit	**3,246**	**3,121**	**4.0%**	**1,698**	**1,503**	**13.0%**	**1,146**	**1,105**	**3.7%**	**407**	**518**	**-21.4%**
Gross Margin	*19.8%*	*21.6%*	*-187 bps*	*14.7%*	*15.4%*	*-61 bps*	*23.4%*	*23.9%*	*-45 bps*			
SG&A Expenses (2)	**(2,159)**	**(2,016)**	**7.1%**	**(948)**	**(811)**	**16.9%**	**(888)**	**(899)**	**-1.2%**	**(263)**	**(266)**	**-1.1%**
SG&A of Net Sales	*13.2%*	*14.0%*	*-83 bps*	*8.2%*	*8.3%*	*-5 bps*	*18.1%*	*19.4%*	*-127 bps*			
Adj. EBITDA (1) (2)	**1,101**	**1,115**	**-1.3%**	**755**	**695**	**8.6%**	**267**	**213**	**25.4%**	**144**	**252**	**-42.9%**
Adj. EBITDA Margin	*6.7%*	*7.7%*	*-103 bps*	*6.6%*	*7.1%*	*-55 bps*	*5.5%*	*4.6%*	*86 bps*			
Adj. Net Income, Group share	**420**	**401**	**4.7%**									
Adj. Net Income Margin	*2.6%*	*2.8%*	*-22 bps*									

(1) Includes intragroup elimination of R$ -5 million between Bank and Retail
(2) Includes global functions expenses of R$ -40 million in 2020 and R$ -60 million in 2021

Adjusted EBITDA

Consolidated adjusted EBITDA in Q1 was R$ 1.1 billion, broadly in line with Q1 20, with 6.7% margin (-103 bps vs. Q1 20). This result was a combination of an 8.6% increase in Atacadão's Adj. EBITDA - a consequence of the already mentioned commercial strategy - and 25.4% increase in Carrefour Retail's Adj. EBITDA. Banco Carrefour faced a tough comparable base, with 42.9% decrease in Adj. EBITDA in Q1 21, as Q1 20 did not fully reflect the pressure in revenue and the additional provisioning from COVID-19; although our credit ratios reached a record low, the strong growth in billings posted in Q1, above expectations, brought some additional credit provisions under the IFRS9 model, translating into short-term pressure on EBITDA but also promising favorable prospects for the coming quarters.



Despite the volatile environment, Grupo Carrefour Brasil once again achieved strong volumes while maintaining operating efficiency, demonstrating the group's strong execution.

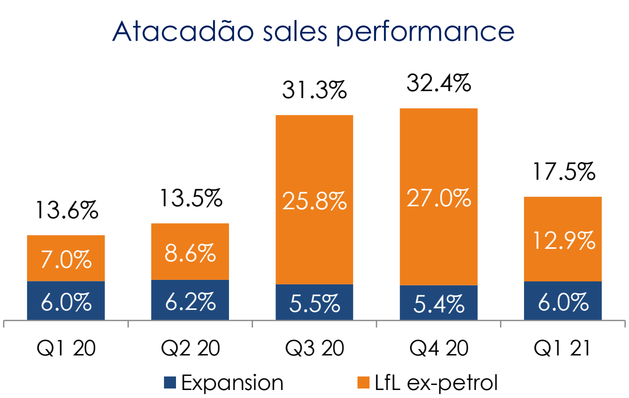
OPERATING PERFORMANCE BY SEGMENT

Atacadão: Robust performance despite new sanitary restrictions

Q1 21 was marked by the expected deceleration in inflation, the cancellation of Carnival festivities in February and by new restrictions on movement in March (147 Atacadão stores were impacted by the new measures). Atacadão also faced a challenging comparable base as LFL sales in the period from March 14 to 31, 2020 were up 18.6%, reflecting stockpiling by consumers ahead of lockdown. Despite those challenges, Atacadão's unique model and the commercial strategy already in place to maintain competitiveness once again proved their efficiency and largely contributed to our Q1 sales performance.

Gross sales at Atacadão increased to R$ 12.7 billion, driven by 12.9% LfL growth (17.7% excluding the March 14-31 period) – a robust performance despite new sanitary restrictions – and 6% expansion, accelerating with the conversion of 11 stores from the Makro acquisition to date and the balance coming shortly.

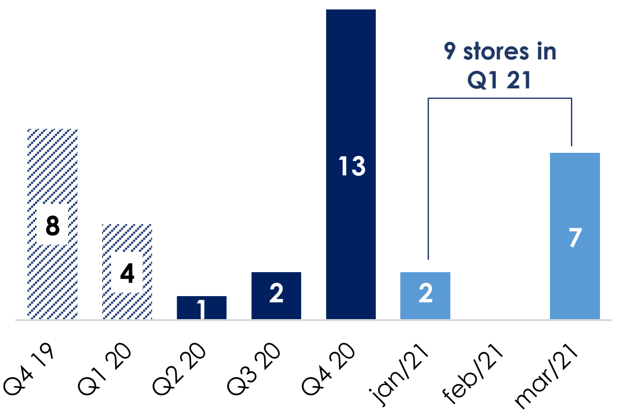
Over a 2-year period, Atacadão's sales growth reached 33.5%, demonstrating the relevance of this format.



The expansion plan is accelerating, and we ended Q1 with 245 stores (including 30 wholesale) after 9 openings in the period, including 5 Makro store conversions, bringing the total of converted stores at the end of Q1 21 to 11. The stores acquired from Makro are well located, and should make a stronger contribution to growth in the coming quarters as they mature and further stores are converted.

It's worth noting that in 2020, due to the high level of uncertainty and restrictions on movement, we postponed some Atacadão store openings, which created a higher concentration of openings at the end of the year (Q4 20).

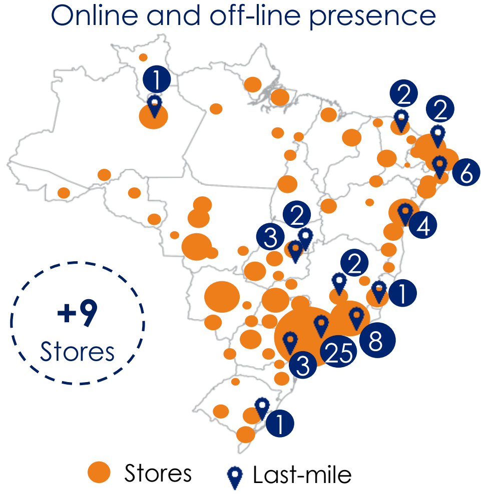
Evolution of store openings



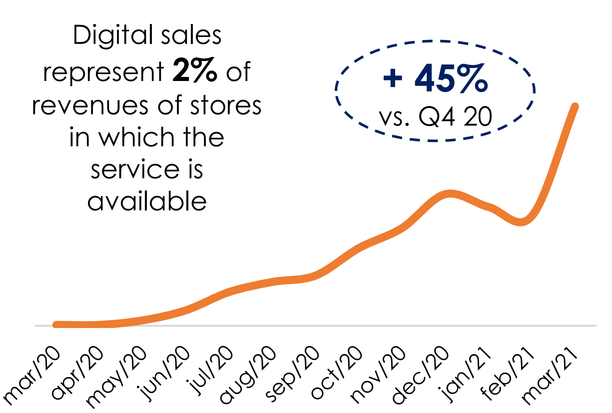
In 2021 we are accelerating openings, with Makro conversions through April. That should be a strong catalyst to drive higher scope contribution in the future. We plan to open 45 new stores in 2021 (including conversions from Makro) which should result in a contribution to growth of around 10%-12% in the coming quarters.

Atacadão's digital channel is growing consistently. The partnership with last-mile operators is now available in 60 stores in 13 states, reinforcing our nationwide presence and our strategy to provide convenience with the best price to our customers. Sales through this channel increased 45% on a sequential basis, showing good momentum.

Online and off-line presence



Evolution of Atacadão digital sales
(in R$ million)



In R$ million	Q1 21	Q1 20	Δ%
Gross sales	12,686	10,795	17.5%
Net sales	**11,520**	**9,791**	**17.7%**
Other revenues	37	37	0.0%
Total revenues	**11,557**	**9,828**	**17.6%**
Gross profit	**1,698**	**1,503**	**13.0%**
Gross margin	*14.7%*	*15.4%*	*-61 bps*
SG&A expenses	**(948)**	**(811)**	**16.9%**
SG&A of net sales	*8.2%*	*8.3%*	*-5 bps*
Adj. EBITDA	**755**	**695**	**8.6%**
Adj. EBITDA margin	*6.6%*	*7.1%*	*-55 bps*

Adjusted EBITDA margin LfL at 7.2%

Gross profit increased by 13% in the quarter to R$ 1.7 billion. Gross margin stood at 14.7%, above Q4 20 levels (14.1%) and 61bps lower than last year, reflecting the previously-mentioned strategic decisions taken in the past to improve competitiveness and the acceleration in store openings.

The acceleration in expansion in Q1 21 (9 new stores) impacted SG&A expenses in the quarter, which reached R$ 948 million (+16.9% vs. Q1 20). Despite this sharp acceleration in expansion, SG&A as a percentage of net sales was broadly stable vs. LY, at 8.2%, reflecting Atacadão's capacity to absorb costs through its highly efficient business model.

As a result, Adjusted EBITDA reached R$ 755 million in the quarter, 8.6% higher than in Q1 20, with 6.6% margin. Excluding the impact of the recently opened stores, adjusted EBITDA was R$ 790 million, up by 13.6%, and adjusted EBITDA margin was virtually flat y/y at 7.2% (on a LFL basis).

Carrefour Retail: Again significantly outperforming the market

Carrefour Retail sales reached R$ 5.4 billion in Q1 21, growing by 8.6% on a LfL basis (ex-petrol) and 9.3% including the calendar effect. Both food and non-food segments were positive, reaching +7.1% and +11.1% on a LfL basis respectively.

Q1 21 was another quarter marked by the COVID-19 pandemic in Brazil and restrictive measures were strengthened, with Carnival cancelled and some cities adopting full lockdowns, including restrictions on store opening hours, assortment limited to essential goods only and limits on the number of clients allowed to enter the store.

Once again, our Retail operations confirmed their competitiveness and relevant presence both in online and offline channels, as well as in food and non-food products. The decision to maintain very strict safety measures since the beginning of the pandemic last year contributed to better client perception, with continued improvement in NPS (+140 bps in hypermarkets). In the first quarter of 2021, NPS was above the 2020 average.

Our loyalty program keeps delivering results above expectations and we ended the quarter with 1.9 million active users and more than 500,000 clients reaching the program's third and most challenging shopping goal ("third coin"), which indicates that the strategy to stimulate concentration of shopping in our banners is working.

	Q1 21 (R$ MM)	LFL	Q1 20 (R$ MM)	Total Growth
Multi-format(1)	**4,371**	**8.1%**	**4,009**	**9.0%**
Food	2,900	7.0%	2,689	7.9%
Non-food(2)	1,471	10.5%	1,320	11.4%
Carrefour (ex-petrol): Multiformat + E-comm	**4,810**	**8.6%**	**4,402**	**9.3%**
Food	2,946	7.1%	2,734	7.7%
Non-food(2)	1,864	11.1%	1,668	11.7%
Carrefour + GMV (ex petrol)	**4,956**	**8.9%**	**4,522**	**9.6%**

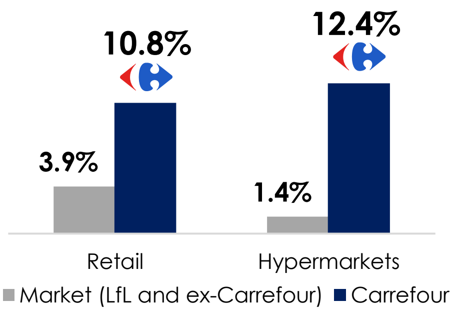
(1)Includes last-mile delivery. (2) Includes drugstores.

Multi-format: One-stop-shopping offers good value-for-money and is a safe choice

Our multi-format division kept delivering strong results. In Q1 21, LfL growth reached 8.1% (9.0% total growth), driven by both food (7.0%) and non-food (+10.5%). This is a strong performance given the high comparable base (9.7% total growth in Q1 20, with LfL growth of 26.3% - Retail ex-petrol - from March 14 to 31, 2020). Excluding the March 14-31 period from both years, LfL growth was 11.6%.

Benefiting from the relevance of one-stop-shopping in the current environment, hypermarkets posted another impressive performance and outperformed the market for the fourth consecutive quarter, resulting in market share gains of 160 bps y/y in March, accumulating 21% growth over a two-year period.

Still growing way above the market



Source: Nielsen
Nielsen methodology shows slightly different growth for Carrefour Retail.

We also continued to develop our private label with volumes growing 4% y/y in Q1 21 on top of 19% growth during the same period of 2020. Private label FMCG (fast-moving consumer goods) grew even faster, posting further growth of 14% y/y in volumes after remarkable first quarter 2020 growth of +38%. The recurring increase in volumes of private label products, with approximately 2,700 SKUs, shows their relevance in clients' baskets, especially in an inflationary environment, representing 14.9% of total net food sales in Q1 (+160 bps y/y), and allowing people to replace traditional items with new and quality products.

The Easter performance was better than last year, further demonstrating the strength of our Hypermarkets and superior execution of our commercial strategies.

Healthy food aisles are now available in 92 hypermarkets, offering ~3,200 SKUs of organic and healthy products.

Continuing the trend observed at the end of last year, Carrefour Brasil opened one more Express store during the quarter, located in the city of São Bernardo (state of São Paulo).

Digital initiatives: Online food sales grow eight-fold in only two years!

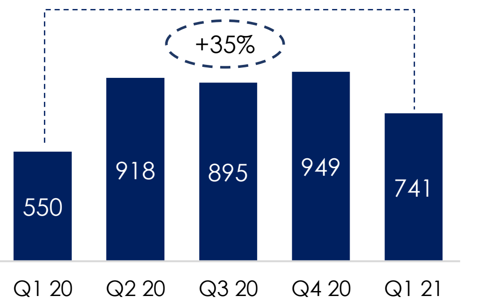
After a relatively weak Q4 2020 due to our cancellation of the Black Friday campaign, our e-commerce operations resumed growth in Q1 21, boosted by a strong performance in March. Our new platform continues to offer a better experience to our clients, leading to an increase of 730 bps and 250 bps in NPS of food and non-food respectively, when compared to September 2020, the last month of the former website.

Total GMV grew by 34.9% in Q1 21 (including last-mile delivery), driven by our food e-commerce sales, which grew by 140.1%. Added to last year's impressive performance, when we grew by 239%, we multiplied by nearly 8 times the size of our food digital channel in two years.

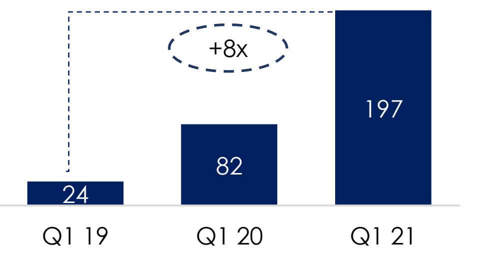
The non-food segment also grew by 13.0% in Q1 (16.4% including the marketplace). We were also able to triple our efficiency ratio on service sales (percentage of services, such as extended guarantee, sold with eligible products). Overall, Q1 2021 showed a gradual recovery of our non-food e-commerce, which had been negatively impacted by the cancellation of our Black Friday initiatives at the end of last year: GMV growth was 39.7% in March, the strongest month in this quarter.

We continue to improve our ecommerce business model with more digitalization and integration with our physical assets. Our initiatives comprise: (i) synchronization with store inventories for digital sales; (ii) same day delivery; and (iii) synergies with electronic store sellers – WhatsApp sales using what we call infinity shelf (much more diversified assortment).

Total GMV*



GMV Food Growth*



* Includes last-mile delivery

	Q1 21 (R$MM)	Q1 20 (R$MM)	Total Growth
Last mile delivery(1)	150	37	307.6%
1P Food	47	45	3.7%
GMV Food	**197**	**82**	**140.1%**
1P Non Food	393	348	13.0%
3P(2)	151	120	26.1%
GMV Non Food	**544**	**468**	**16.4%**
Total GMV (incl. last mile)	**741**	**550**	**34.9%**

(1) Last-mile delivery is already included in multi-format and Atacadão sales. (2) Includes Atacadão's marketplace sales.

(iii) Consolidated Carrefour Retail Results

Carrefour Retail's consolidated gross profit stood at R$ 1.1 billion or 23.4% of net sales, +3.7%. The slight dilution in our gross margin rate (-45bps) was expected and relates mainly to the new loyalty program, which, conversely, accelerated top line and consequently speeded up absorption of SG&A expenses. As previously mentioned, the more shoppers concentrate shopping at Carrefour, the greater the discount.

SG&A expenses decreased by R$ 11 million or -1.2% compared to Q1 20. Over a two-year period, SG&A dilution gains in multi-format reached 240bps as a result of our efforts to drive structural improvements in operational efficiency.

Carrefour Retail's adjusted EBITDA increased by 25.4% reaching R$ 267 million, with margin at 5.5% (+ 86 bps y/y).

In R$ million	Q1 21	Q1 20	Δ%
Gross sales	5,443	5,086	7.0%
Gross sales ex-petrol	4,810	4,402	9.3%
Net sales	**4,893**	**4,629**	**5.7%**
Other revenues	112	100	12.0%
Total revenues	**5,005**	**4,729**	**5.8%**
Gross profit	**1,146**	**1,105**	**3.7%**
Gross margin	*23.4%*	*23.9%*	*-45 bps*
SG&A expenses	**(888)**	**(899)**	**-1.2%**
SG&A of net sales	*18.1%*	*19.4%*	*-127 bps*
Adj. EBITDA	**267**	**213**	**25.4%**
Adj. EBITDA margin	*5.5%*	*4.6%*	*86 bps*

Banco Carrefour: Faster growth, lowest-ever level of Over 90 NPLs

Banco Carrefour confirmed the positive momentum in billings observed in the second half of 2020 and achieved 19.9% growth y/y in Q1 21 to R$ 10.8 billion (March +30% y/y), driven by both Carrefour (+14.5% y/y) and Atacadão (+32.6%) credit cards. For the first time since Q1 20, other products presented a positive evolution in Q1 21, reaching 8.8% growth, boosted by the resumption of personal loans. Both on-us and off-us continued to increase, achieving year-on-year growth of 13.7% and 22.7% respectively. As a result, the total credit portfolio continued its solid performance and stood at R$ 13.9 billion, up 17.1% y/y (IFRS9).

In R$ million	Q1 21	Q1 20	Δ%
Billings Carrefour credit card	7,030	6,141	14.5%
Billings Atacadão credit card	3,627	2,736	32.6%
Other products*	155	143	8.8%
Total billings	**10,812**	**9,019**	**19.9%**
Total Credit portfolio	13,901	11,876	17.1%

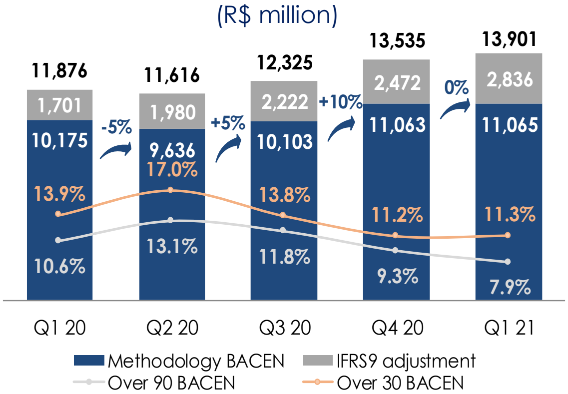
*Other products include personal loans and payment of bills using the card.

Our top-line continued its recovery trend after being impacted in the second half of 2020. Boosted by the recovery in billings, net operating revenues stood at R$ 755 million in Q1 21, +4.6% when compared to Q4 20 and -8.9% vs. Q1 20 (an improvement vs. -12.9% observed in the Q4 20 y/y comparison).

Our top line has consistently improved, increasing our confidence in our growth. We were able to accelerate by an impressive 34% the number of new accounts added during the quarter in comparison to those added in Q1 20. Our IFRS9 credit portfolio also increased by +2.7% q/q (+2.6% in Q1 20 q/q) and additional provisions reached R$ 348 million in Q1 21 (+11.9% y/y). The level of provisions naturally reflects the acceleration in new accounts with R$ 1.2 billion additional credit available in Q1 21 vs Q4 20, the increase of almost R$ 2 billion in billings y/y and a sequential increase of R$ 500 million in our accrual portfolio, which carries higher provisioning in comparison with non-accrual.

The short-term cost of growth has hugely differing impacts depending on accounting standards. Under local accounting standards (BACEN GAAP), whose methodology is based on the ageing of receivables, adj. EBITDA increased by 40%, while decreasing by 43% under IFRS9.

Credit Portfolio Evolution
(R$ million)



BACEN GAAP – R$ million	Q1 21	Q1 20	Δ%
Net operating revenues	**761**	**839**	**-9.3%**
Risk Charges	(164)	(330)	-50.3%
Gross profit	**597**	**509**	**17.3%**
SG&A expenses	(270)	(276)	-2.2%
Adjusted EBITDA	**327**	**233**	**40.3%**

Non-Performing Loans (NPLs) remained at a lower level compared to last year, highlighting the high quality of the portfolio we have been building throughout the crisis. This is clear when looking at our Over 90 indicator, which reached an all-time low level of 7.9% (270 bps better y/y). Over 30 also improved y/y, remaining at the same level of Q4 20.

As SG&A expenses remained virtually flat in Q1 21 vs. Q1 20, our adjusted EBITDA totaled R$ 144 million and the bank's net income reached R$ 63 million in Q1 2021.

In R$ million (IFRS9)	Q1 21	Q1 20	Δ%
Net operating revenues	**755**	**829**	**-8.9%**
Risk Charges	(348)	(311)	11.9%
Gross profit	**407**	**518**	**-21.4%**
SG&A expenses	(263)	(266)	-1.1%
Adjusted EBITDA	**144**	**252**	**-42.9%**
Depreciation and amortization expenses	(10)	(9)	11.1%
Adjusted EBIT	**134**	**243**	**-44.9%**
Other revenues (expenses)	(15)	(14)	7.1%
Net Financial results	(2)	(4)	-50.0%
Income tax	(54)	(98)	-44.9%
Net income (100%)	**63**	**127**	**-50.4%**

Q1 2021 CONSOLIDATED FINANCIAL RESULTS (BELOW ADJ. EBITDA)

Other operational income and expenses

In R$ million	Q1 21	Q1 20	Δ R$ million
Restructuring costs	(6)	(6)	-
Net gains or losses on asset sale	11	(2)	13
Income and expenses related to litigations	57	42	15
Pinheiros project	495	0	495
M&A transaction fees and others	(34)	(33)	(1)
Other operational income and expenses	**523**	**1**	**522**

n.m. – non-material

Other income totaled R$ 523 million in Q1 21, boosted by the R$ 495 million income related to the Pinheiros real estate project fair value registered as the transaction with WTorre mentioned in Q4 20 became effective. This project is the first step towards an optimized use of our land in order to strengthen our ecosystem and generate value with minimal investments. When concluded, our store will be located in a mixed-use complex with 320,000 sqm of constructed area and increased traffic. Additionally, income related to litigation added R$ 57 million, mainly composed of tax amnesties.

Income tax

Income and social contribution tax expenses were R$ 212 million in Q1 2021, down from R$ 242 million in the same quarter last year. This R$ 30 million decrease, or 12.5%, was mainly driven by a lower contribution in our pre-tax consolidated income of Banco Carrefour, whose income and social contribution tax rate is 45% vs. 34% at Carrefour and Atacadão.

In R$ million	Q1 21	Q1 20	Δ	Δ%
Adjusted EBITDA	1,101	1,115	(14)	(1.3%)
Other operational income and expenses	523	1	522	n.m.
Depreciation and amortization	(291)	(270)	(21)	7.7%
Financial income and expenses	(147)	(176)	29	(16.5%)
Income Before Taxes*	**1,186**	**670**	**516**	**77.0%**
Income and Social Contribution Tax	**(212)**	**(242)**	**30**	**(12.5%)**
Effective Tax Rate	17.9%	36.1%		

*Does not include equity income.

The effective tax rate, adjusted for non-recurring events, was 32.5% in Q1 21, lower than in Q1 20, as the contribution from Banco Carrefour, which has a higher tax rate, decreased y/y.

In R$ million	Q1 21	Adjustments	Q1 21 adjusted
Income before income tax and social contribution	1,186	(516)	670
Income and Social Contribution Tax	(212)	(6)	(218)
Effective Tax Rate	**17.9%**		**32.5%**

Net Income and Adjusted Net Income, Group Share

Adjusted net income provides a clearer view of recurring net income. It is calculated as net income less other operational income and expenses and the corresponding financial and income tax effect.
As result of the effects already mentioned, adjusted net income totaled R$ 420 million or 2.6% of net sales, 4.7% higher than the same period of last year.

In R$ million	Q1 21	Q1 20	Δ%
Net income, Group share	**923**	**363**	**154.3%**
(+/-) Other income (expenses)	(523)	(1)	n.m.
(+/-) Financial results (non recurring)	7	43	-83.7%
(+/-) Tax income on other income (expenses) items	(6)	(4)	54.6%
(+/-) Equity income	19	0	n.m.
Net income, Group share, adjusted	**420**	**401**	**4.7%**
Net margin	**2.6%**	**2.8%**	**-22 bps**

Operating Working Capital

Our working capital before receivables ended Q1 21 as a net resource of R$ 470 million (3 days), mainly driven by increased inventories when compared to the previous year, which was impacted by the high level of sales concentrated in the last two weeks of March/20. Compared to Q4 20, the increase is mainly explained by the seasonality of the period at Atacadão.
Cash flow generation enabled us to sell fewer receivables than last year and we ended Q1 2021 with a total amount of R$ 1,429 million of non-discounted receivables, which represent a significant resource that is available at any time.

In R$ million	Q1 21	Days	Q4 20	Days	Q3 20	Days	Q2 20	Days	Q1 20	Days
(+) Inventories	7,958	52	7,709	50	7,783	54	6,451	47	6,423	49
(-) Suppliers (**)	(8,428)	(55)	(13,860)	(90)	(8,706)	(61)	(8,712)	(63)	(7,128)	(54)
(=) Working Capital before receivables	**(470)**	**(3)**	**(6,151)**	**(40)**	**(923)**	**(6)**	**(2,261)**	**(16)**	**(705)**	**(5)**
(+) Accounts Receivable (*)	1,429	9	1,051	7	1,905	13	1,267	9	622	5
(=) Working Capital including receivables	**959**	**6**	**(5,100)**	**(33)**	**982**	**7**	**(994)**	**(7)**	**(82)**	**(1)**

(*) Commercial receivables excluding receivables from property and from suppliers, that were classified net from suppliers debt;
(**) Suppliers related to business, excluding suppliers of tangible and intangible assets, and net from discounts to be received from suppliers; Working capital ratios above are calculated using Cost of Goods Sold

Net Debt Profile and Net Financial Result

Loans net of derivatives for coverage stood at R$ 7.3 billion in March 2021, a R$ 3.2 billion increase when compared to Q1 20, which reflects the amount of € 500 million that the company has drawn from two revolving credit lines signed with Carrefour Finance in December/19 and February/20 in order to finance its investment strategy, which included the acquisition of 30 Makro stores for R$ 1.95 billion and upfront payment of R$ 900 million related to acquisition of Grupo BIG.
Including discounted receivables, net debt reached R$ 6.7 billion, only R$ 1.7 billion (or 0.3x Adj. EBITDA LTM) higher y/y as we continued the strategy to improve our capital structure and reduced discounted receivables by 61% or R$ 1.5 billion in comparison to Q1 20.

In R$ million	Mar. 21	Mar. 20
Loans and derivatives for coverage	(7,309)	(4,046)
Cash and cash equivalents	1,210	1,145
Marketable securities - Banco Carrefour	360	299
(Net Debt) Net Cash	**(5,739)**	**(2,602)**
Discounted receivables	(920)	(2,384)
(Net Debt) Net Cash (incl. discounted receivables)	**(6,659)**	**(4,986)**
Lease debt (IFRS 16)	(1,931)	(1,670)
(Net Debt) Net Cash (incl. lease and discounted receivables)	**(8,590)**	**(6,656)**
(Net Debt) Net Cash (incl. discounted receivables)/Adj. EBITDA LTM	- *1.19x*	- *1.03x*
(Net Debt) Net Cash (incl. lease debt and discounted receivables)/Adj. EBITDA LTM	- *1.54x*	- *1.38x*

Net cost of debt (incl. discounted receivables) thus improved by 18.7%, leading net financial result to an expense R$ 29 million lower than Q1 20, ending Q1 21 at –R$ 147 million.

In R$ million	Q1 21	Q1 20	Δ%
Cost of bank debt, gross	(59)	(49)	20.4%
Cost of discounted credit card receivables	(7)	(32)	-78.1%
Financial Revenue	5	6	-16.7%
Cost of Debt, Net (incl. discounted receivables)	**(61)**	**(75)**	**-18.7%**
Interest expenses on leases (IFRS 16)	(51)	(46)	10.9%
Cost of Debt, Net (incl. Lease debt and discounted receivables)	**(112)**	**(121)**	**-7.4%**
Net interests on provisions and judicial deposits	(23)	(22)	4.5%
FX gains or losses	(6)	(19)	-68.4%
Others	(6)	(14)	-57.1%
Net financial result	**(147)**	**(176)**	**-16.5%**

Investments

Total Capex reached R$ 563 million in Q1 21, 54.3% higher than Q1 20 mainly due to the acceleration in Atacadão's expansion, with 9 openings this quarter (of which 5 Makro store conversions). Including the effect of IFRS 16 (right-of-use assets), total fixed assets addition was R$ 674 million, reflecting the rise in inflation on rentals and new negotiations. Investments related to M&A projects added another R$ 1 billion, totaling R$ 1.7 billion of the group's total investments in Q1 21.

In R$ million	Q1 21	Q1 20	Δ%
Expansion	446	280	59.5%
Maintenance	32	40	-18.6%
Remodeling	20	17	20.3%
IT and other	64	29	124.1%
Total Capex	**563**	**365**	**54.3%**
Right-of-use assets	111	63	76.2%
Total fixed assets addition	**674**	**428**	**57.5%**
Makro stores acquisition	123	195	-37.2%
Grupo BIG acquisition	900	n.a.	n.a.
Total investments Capex + M&A	**1,697**	**623**	**172.3%**

STORE NETWORK – Q1 2021

In Q1, we opened 11 new stores of which **9 Cash & Carry** (4 from organic expansion and 5 Makro store conversions, totaling 11 Makro stores conversions to date) in the states of Paraná, Goiás, Mato Grosso, Distrito Federal, São Paulo, Pernambuco, Rio Grande do Sul and Santa Catarina; **1 Express** and **1 Drugstore** in the state of São Paulo. We now operate 732 stores for total sales area of 2,153,081 m2.

N° of stores	Dec.20	Openings	Mar.21
Cash & Carry	206	9	215
Hypermarkets	100		100
Supermarkets	53		53
Convenience Stores	130	1	131
Wholesale	30		30
Drugstores	125	1	126
Gas Stations	77		77
Group	**721**	**11**	**732**

Sales area	Dec.20	Mar.21	Δ Change
Cash & Carry	1,272,298	1,317,318	3.5%
Hypermarkets	704,876	704,876	0.0%
Supermarkets	67,781	67,781	0.0%
Convenience Stores	23,023	23,139	0.5%
Drugstores	8,035	8,110	0.9%
Gas Stations	31,858	31,858	0.0%
Total sales area (m^2)	**2,107,871**	**2,153,081**	**2.1%**

Q1 2021 RESULTS VIDEO CONFERENCE INFORMATION

Portuguese/English
(simultaneous translation)

May 12, 2021
(Wednesday)

10:00 am – Brasília
09:00 am – New York
02:00 pm – London
03:00 pm – Paris

Video streaming:

English

Portuguese

Brazil dial-in:
+55 11 3127-4971
+55 11 3728-5971
International dial-in:
USA: +1 516 300 1066
Access code: Carrefour

INVESTOR RELATIONS INFORMATION

Sébastien Durchon
Vice-President of Finance (CFO) and Director of Investor Relations
Natália Lacava
Investor Relations Director
Ludimila Aielo
Victor Bento
Investor Relations Specialist
Telephone: +55 11 3779-8500
e-mail: ribrasil@carrefour.com
website address: https://ri.grupocarrefourbrasil.com.br

Appendix I - Consolidated Income Statement

In R$ Million	Q1 21	Q1 20	Δ%
Gross sales	**18,129**	**15,881**	**14.2%**
Net sales	**16,413**	**14,420**	**13.8%**
Other revenues	899	961	-6.5%
Net operating revenue	**17,312**	**15,381**	12.6%
Cost of goods sold, service and financial operations	(14,066)	(12,260)	14.7%
Gross Profit	**3,246**	**3,121**	**4.0%**
Gross Margin	19.8%	21.6%	-187 bps
SG&A expenses	(2,159)	(2,016)	7.1%
Adjusted EBITDA	**1,101**	**1,115**	**-1.3%**
Adjusted EBITDA Margin	6.7%	7.7%	-103 bps
Depreciation and amortization	(277)	(260)	6.5%
Net income from equity accounted company	(21)	(3)	n.m.
Other income (expenses)	523	1	n.m.
EBIT	**1,312**	**843**	**55.6%**
Net financial expenses	(147)	(176)	-16.5%
Income before income tax and social contribution	**1,165**	**667**	**74.7%**
Income Tax	(212)	(242)	-12.4%
Net income	**953**	**425**	124.2%
Net income, Group share	**923**	**363**	**154.3%**
Net Income - Non-controlling interests (NCI)	**30**	**62**	-51.6%

Adjusted Net Income

Net income, Group share	**923**	**363**	**154.3%**
(+/-) Other income (expenses)	(523)	(1)	n.m.
(+/-) Financial results (non recurring)	7	43	-83.7%
(+/-) Tax income on other income (expenses) items	(6)	(4)	54.6%
(+/-) Equity income	19	0	n.m.
Net income, Group share, adjusted	**420**	**401**	**4.7%**
Net margin	**2.6%**	**2.8%**	**-22 bps**

Appendix II - Consolidated Balance Sheet

In R$ Million	Mar. 21	Dec. 20
Assets		
Cash and cash equivalents	1,210	5,672
Accounts receivable	1,992	1,330
Consumer credit granted by our financial solutions company	9,487	9,417
Inventories	7,958	7,709
Tax receivables	940	721
Income tax and social contribution recoverable	75	106
Derivative financial instruments	146	116
Grupo BIG Acquisition	900	-
Other accounts receivable	448	342
Current assets	**23,156**	**25,413**
Accounts receivable	4	4
Consumer credit granted by our financial solutions	479	457
Derivative financial instruments	275	185
Marketable securities	360	358
Tax receivables	3,972	4,101
Deferred tax assets	521	482
Prepaid expenses	43	40
Judicial deposits and collateral	2,474	2,401
Other accounts receivable	64	87
Inventories	300	0
Investment properties	632	397
Investments in equity accounted companies	91	111
Property and equipment	15,916	15,465
Intangible assets and goodwill	2,314	2,323
Non-current assets	**27,445**	**26,411**
Total assets	**50,601**	**51,824**

Appendix II - Consolidated Balance Sheet

In R$ Million	**Mar. 21**	**Dec. 20**
Liabilities		
Suppliers	9,173	14,423
Borrowings	4,294	574
Lease debt	147	139
Consumer credit financing	6,574	7,534
Tax payable	483	531
Income tax and social contribution payables	378	101
Payroll, vacation and related charges	856	891
Dividends payable	49	49
Deferred income	76	55
Other accounts payable	501	410
Derivative financial instruments	-	13
Current liabilities	**22,531**	**24,720**
Borrowings	3,429	3,344
Lease debt	1,784	1,721
Consumer credit financing	392	223
Deferred tax liabilities	411	602
Provisions	3,495	3,618
Provisions (tax liabilities)	525	510
Deferred income	17	18
Other accounts payable	7	23
Non-current liabilities	**10,060**	**10,059**
Share capital	7,649	7,649
Capital reserve	2,197	2,193
Income reserve	6,143	6,143
Net effect of acquisition of minority interest	(282)	(282)
Retained earnings	923	-
Equity evaluation adjustment	14	6
Shareholders' equity, Group share	**16,644**	**15,709**
Non-controlling interests	**1,366**	**1,336**
Total liabilities and shareholders' equity	**50,601**	**51,824**

Appendix III - Banco Carrefour

Under local accounting standards (BACEN GAAP), provisioning methodology is purely based on the ageing of receivables and greater impacts in P&L are directly associated with higher delinquency ratios.

On the other hand, IFRS9 implies the constitution of provisions not only for past due loans, but it also adds material impacts according to the expected losses associated with the credit risk – even for loans with payments on time. As this calculation relies on many indicators and expectations, it adds greater volatility to the results and impacts in indicators and capital requirements.

Simplified P&L

BACEN Methodology

In R$ million	Q1 21	Q1 20	Δ%
Net operating revenues	**761**	**839**	**-9.3%**
Risk Charges	(164)	(330)	-50.3%
Gross profit	**597**	**509**	**17.3%**
SG&A expenses	(270)	(276)	-2.2%
Adjusted EBITDA	**327**	**233**	**40.3%**
Net income (100%)	**163**	**124**	**31.5%**

IFRS 9

In R$ million	Q1 21	Q1 20	Δ%
Net operating revenues	**755**	**829**	**-8.9%**
Risk Charges	(348)	(311)	11.9%
Gross profit	**407**	**518**	**-21.4%**
SG&A expenses	(263)	(266)	-1.1%
Adjusted EBITDA	**144**	**252**	**-42.9%**
Net income (100%)	**63**	**127**	**-50.4%**

Overdue Portfolio Analysis

BACEN Methodology

In R$ million	March 21		December 20		September 20		June 20		March 20	
Total Portfolio	11,065	100.0%	11,063	100.0%	10,103	100.0%	9,636	100.0%	10,175	100.0%
On time payments	9,597	86.7%	9,686	87.6%	8,562	84.7%	7,848	81.4%	8,653	85.0%
Over 30 days	1,249	11.3%	1,240	11.2%	1,391	13.8%	1,641	17.0%	1,415	13.9%
Over 90 days	875	7.9%	1,034	9.3%	1,193	11.8%	1,266	13.1%	1,080	10.6%
Provisions for loan losses	1,097	9.9%	1,333	12.1%	1,447	14.3%	1,358	14.1%	1,251	12.3%
Provisions for loan losses / over 90 days	125.5%		128.9%		121.3%		107.3%		115.8%	

IFRS 9

In R$ million	March 21		December 20		September 20		June 20		March 20	
Total Portfolio	13,901	100.0%	13,535	100.0%	12,325	100.0%	11,616	100.0%	11,876	100.0%
On time payments	9,577	68.9%	9,671	71.5%	8,544	69.3%	7,835	67.4%	8,359	70.4%
Over 30 days	4,080	29.4%	3,708	27.4%	3,608	29.3%	3,619	31.2%	3,233	27.2%
Over 90 days	3,651	26.3%	3,458	25.6%	3,372	27.4%	3,195	27.5%	2,734	23.0%
Portfolio until 360 days										
Over 30 days	1,307	11.7%	1,307	11.7%	1,464	14.4%	1,718	17.7%	1,599	15.6%
Over 90 days	877	7.9%	1,057	9.5%	1,227	12.1%	1,294	13.3%	1,099	10.7%
Provisions for loan losses	4,290	30.9%	3,978	29.4%	3,770	30.6%	3,424	29.5%	3,113	26.2%
Provisions for loan losses / over 90 days	117.5%		115.0%		111.8%		107.2%		113.9%	

GLOSSARY

Adjusted EBITDA: EBITDA adjusted for the income statement line item "other income and expenses" (comprising losses on disposals of assets, restructuring costs, income & expenses related to litigations, and tax credits recovered related to prior periods).

Adjusted EBITDA Margin: Adjusted EBITDA divided by net sales for the relevant period, expressed as a percentage.

Adjusted Net income: Net Income, excluding Other Income and Expenses and the corresponding financial and income tax effect.

Banco Carrefour Billings: Represents the total amount related to an operation transacted by credit card.

EBITDA: Net income (for the year or for the period) adjusted for "financial result, net", "income tax and social contribution", "equity income" and "depreciation and amortization". EBITDA, Adjusted EBITDA and Adjusted EBITDA margin are not measures of financial performance under Brazilian GAAP or IFRS, and should not be considered as alternatives to net income or as measures of operating performance, operating cash flows or liquidity. EBITDA, Adjusted EBITDA and Adjusted EBITDA margin have no standardized meaning, and our definitions may not be comparable with those used by other companies.

Free Cash Flow: net cash provided by our operating activities, plus cash used in changes in judicial deposits and judicial freeze of deposits (and opposite), less cash provided from the disposal of non-operational assets, less cash used in additions to property and equipment, less cash used in additions to intangible assets.

FMCG: Fast-moving consumer goods

Global Functions: Central costs in relation to our central functions and headquarters. These comprise the activities of (i) the cost of our holding divisions, (ii) certain expenses incurred in relation to certain support functions of our parent company which are allocated to the various segments proportionately to their sales, and (iii) cost allocations from our parent company, which are not specific to any segment.

GMV: Gross Merchandise Volume refers to all online sales (own sales + marketplace sales) as well freight revenues. It excludes marketplace commissions, but includes sales taxes.

Gross Profit Margin: Gross profit divided by net sales for the relevant period, expressed as percentage.

Gross Sales: Total revenues from our customers at the Group's stores, gas stations, drugstores and on our e-commerce platform.

Like for Like: LfL sales compare gross sales in the relevant period with those in the immediately preceding period, based on gross sales provided by comparable stores, which are defined as stores that have been open and operating for a period of at least twelve consecutive months and that were not subject to closure or renovation within such period. As petrol sales are very sensitive to market prices, they are excluded from the LfL computation. Other retail companies may calculate LfL sales differently from us, and therefore, our historical and future LfL sales performance may not be comparable with other similar metrics used by other companies.

Net Income Margin: Net income for the year divided by net sales for the relevant period, expressed as a percentage.

Net Promoter Score (NPS): management tool used to gauge customers' satisfaction. Depending on their satisfaction level, customers are classified as "Promotors", "Passives" or "Detractors"; NPS is calculated as the difference between Promotors and Detractors.

Net Sales: Gross sales adjusted for taxes levied on sales (in particular PIS/COFINS and ICMS).

Other Revenue: Comprises revenue from our Financial Solutions segment (including bank card fees and interest from consumer credit activities), shopping mall rents and commissions related to other services provided in the stores, fast cash and handling fees.

Disclaimer

This document contains both historical and forward-looking statements on expectations and projections about operational and financial results of the Company. These forward-looking statements are based on Carrefour management's current views and assumptions. Such statements are not guarantees of future performance. Actual results or performances may differ materially from those in such forward-looking statements as a result of a number of risks and uncertainties, including but not limited to the risks described in the documents filed with the CVM (Brazilian Securities Commission) in particular the Reference Form. The Company does not assume any obligation to update or revise any of these forward-looking statements in the future.