

# ANNUAL REPORT GPA INSTITUTE 2019



Graduates from the  
Sementes program



# CONTENT

**03** About the GPA Institute  
Expanding opportunities and enhancing relationships.

**05** Promoting work  
through vocation  
We support people in their development process,  
helping them identify individual strengths and  
follow their aptitudes

**21** Encouraging actions  
of mobilization  
We want to strengthen the relationship  
between employees, customers, suppliers, social  
organizations and the GPA, for collective actions  
as agents of transformation.

**28** Institutional projects  
We create projects to support the development of  
young people in music and education.

**32** Our partner institutions  
in social actions  
Working with other organizations enhances the  
social impact we generate.

**35** Financial statements  
See how much we invested in our programs  
in 2019.

# ABOUT THE GPA INSTITUTE

Expanding opportunities and enhancing relationships



## OUR PURPOSE

We want to promote empathy and individual and collective awareness, leading to social changes.

## OUR STRUCTURE

We are a non-profit organization created in 1998, responsible for GPA's social investments. We invest in initiatives and programs that strengthen and transform GPA's relationship with employees, customers, suppliers, social institutions and society.

Our dialogue with customers, employees and partners inspired our operations, as we identified the social vocation of each of our brands and how they can contribute to society where we belong.

Our actions are structured as follows:

### In 2019, we invested:

- BRL 8,304,966 in socio-cultural projects;
- BRL 2,291,122 from incentive for cultural projects.

#### → Promoting work through vocation.

- **Pão de Açúcar** – Promotes a production chain of healthy and sustainable foods.
- **Extra** – Offers training to people in situation of vulnerability, allowing them to enter the labor market.
- **Assaí** – Empowers and promotes micro and small entrepreneurs in the food sector in regions of high vulnerability.

#### → Encouraging actions of mobilization.

- **Institutional projects** – Supports musical and academic training for low-income youth.



Participants of Conexsus Acceleration Program

# PROMOTING WORK THROUGH VOCATION

Students of 'Mãos da Massa' program

We support people in their development process, helping them identify individual strengths and follow their aptitudes



# PRODUCTION CHAIN OF HEALTHY AND SUSTAINABLE FOODS

Through the Pão de Açúcar brand, we've conducted actions to encourage a production chain of healthy and sustainable foods

We want to help strengthen small producers and community businesses by conducting initiatives that allow improvements in their management skills and product quality and by structuring networks so that they can access the market.



*Community business supported by Conexsus*



CONEXSUS

Conexsus – Instituto Conexões Sustentáveis has been our partner since May 2018. This partnership was created to strengthen the ecosystem of sustainable businesses, with a focus on the development of the economic potential of community organizations. The idea is to contribute to the success of cooperatives, producer associations, social businesses and other types of commercial organizations that operate in production chains, such as healthy and sustainable foods,

agroforestry, sociobiodiversity and extractivism, sustainable artisanal fishing, community forest management, and community-based tourism. All of them generate jobs and income for the communities, with preservation of the environment and socio-biodiversity by making responsible use of natural resources.

In 2018, the first year of the partnership, Conexsus mapped more than 1,000 community businesses across

Brazil. Of these, 21 organizations were selected to participate in the acceleration program, which was conducted in 2019. In this program, the participants learned about new management, marketing and financial solutions through in-person workshops, seminars and consulting and mentoring processes in more than 80 hours of activities in three face-to-face immersions.

## SOME IMPORTANT RESULTS OF THE ACCELERATION PROGRAM

- **Creation of Renacoops** (Rede Nacional de Articulação Comercial) to promote marketing of products from cooperatives across the Brazilian territory.
- **Use of Conexus Fund** by Empório do Cerrado (CoopCerrado) based on the needs identified in the acceleration program. This organization is also a supplier in the Caras do Brasil Program, a socioeconomic incentive project for small sustainable producers of Pão de Açúcar.
- **Partnership** involving Cooperfam (Cooperativa Agroecológica da Agricultura Familiar do Caminho de Assis), Ceará State government and Universidade Federal do Ceará (UFC) for the development of differentiated product line.

21 organizations were selected to participate in the acceleration program:

**AGROPORTO** – Cooperativa Agrícola da Gleba do Matapi (AP)

**APOMS** – Associação dos Produtores Orgânicos do Mato Grosso do Sul (MS)

**ASPROC** – Associação dos Produtores Rurais de Carauari (AM)

**CAMPONESA** – Cooperativa dos Camponeses Sul-Mineiros (MG)

**COOAFARN** – Cooperativa Central da Agricultura Familiar do Rio Grande do Norte (RN)

**CECAFES** – Cooperativa Central de Comercialização da Agricultura Familiar de Economia Solidária (RS)

**COOMAFITT** – Cooperativa Mista de Agricultores Familiares de Itati Terra de Areia e Três Forquilhas (RS)

**COOMFLONA** – Cooperativa Mista da Flona do Tapajós (PA)

**COOPAFASB** – Cooperativa da Agricultura Familiar de Sete Barras (SP)

**COOPAG** – Cooperativa de Produção Agropecuária de Gilo e Região (BA)

**COOPALM** – Produtores de Palmito do Baixo Sul da Bahia (BA)

**COOPATRANS** – Cooperativa Agroindustrial da Transamazônica (PA)

**COOPAVAM** – Cooperativa dos Agricultores do Vale do Amanhecer (MT)

**COOPCERRADO** – Cooperativa Mista dos Agricultores Familiares, Extrativistas, Pescadores, Vazanteiros, Assentados e Guias Turísticos do Cerrado (GO)

**COOPERABS** – Cooperativa Mista dos Pequenos Produtores de Polvilho e Derivados da Mandioca da Região do Cará (GO)

**COOPERFAM** – Cooperativa Agroecológica da Agricultura Familiar do Caminho de Assis (CE)

**COOPERLUZ** – Cooperativa Mista dos Agricultores e Agricultoras Familiares de Luziânia (GO)

**COOPER RECA** – Cooperativa Agropecuária e Florestal do Projeto RECA (RO)

**COOPFAM** – Cooperativa dos Agricultores Familiares de Poço Fundo e Região (MG)

**CPC-ES** – Cooperativa Mista de Produção e Comercialização Camponesa do Espírito Santo (ES)

**ECOCITRUS** – Cooperativa dos Citricultores Ecológicos do Vale do Caí (RS)



Participants of Conexus acceleration program

For more information, [click here](#)





Participant of the acceleration program visiting a Pão de Açúcar store

In 2019, after community businesses were mapped the year before, Conexsus launched Negócios pela Terra, a pioneer action to identify the demands of buyers and connect them with small sustainable businesses. A comprehensive assessment was conducted to analyze the demand for sustainable products, as well as the challenges and needs of companies when buying from community businesses.

The information collected will support the development of strategic investment plans and priority chains, and the identification of opportunities for commercial arrangements – actions to be performed in 2020.



The acceleration program was a fantastic place of learning, as we exchanged experiences with cooperatives from different regions of the country and got to know different realities, cultures, work and organizational practices. There's food produced by family farms in all regions of the country. And, after that meeting, we decided to create RENACCOOPS (Rede Nacional de Articulação Comercial) to use the logistics and commercial intelligence that we have – and social capital – to meet the demand for food produced by family farms, strengthening production, autonomy and income distribution.”

**ROBERTO BALEN**  
General Coordinator, RENACCOOPS



The acceleration program was very interesting for COOPCERRADO. We had a better understanding of the market, the profile of customers and consumers. In addition, exchanging different experiences was important, also with business partners. It helped our business model between cooperatives, communities and networks.”

**Alessandra Karla da Silva**  
Sustainable Business Manager,  
Coopcerrado

## RESULTS OF NEGÓCIOS PELA TERRA



**82 companies** were registered and had their demands mapped



**35% of companies** operate in the food sector and 12% are cosmetics companies



**1,020 different demands** (on average, 12 products per organization)



**High-demand products:** açaí, grains, vegetables, baru, milk and milk products, fruits, cashew nuts, andiroba, cassava, and Brazil nuts

# TECHNICAL TRAINING FOR EMPLOYMENT

Our brand Extra develops initiatives that offer professional training for the labor market. They have two categories: technical training for high school students and shorter courses to determine aptitudes.

 **For more information:** [click here](#) and watch a video about Extra programs

## → MÃOS NA MASSA PROGRAM

In 2019, we trained 173 people in situations of social vulnerability, who had baking and confectionery classes through the Mãos na Massa Program. Three groups received the confectionery training and six had the baking training provided through partnerships with the following social institutions: Fa.Vela (Belo Horizonte, MG), Galpão ZL (São Paulo, SP), Gambiarra Coletiva (Salvador, BA), Gastronomia Periférica (São Paulo, SP), Instituto Padre Haroldo (Campinas,

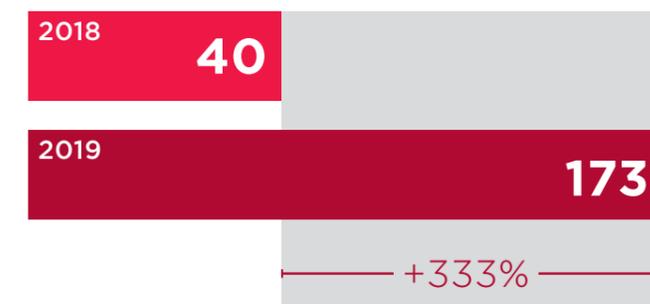


**In 2019, courses were provided in Belo Horizonte (MG), Campinas(SP), Rio de Janeiro (RJ), Salvador(BA) and São Paulo(SP)**

SP), Projeto Arrastão (São Paulo, SP), and Redes da Maré (Rio de Janeiro, RJ).

Through this initiative, we aim to offer a learning opportunity to determine the professional aptitude of young people and adults. In total, 40 hours of free courses are provided in the institution itself or in a partner institution. Through a store experience with our employees, we promote interactions between participants and the community and Extra stores.

### NUMBER OF GRADUATES MÃOS NA MASSA PROGRAM



Participants of 2019 Panis et Lactis



“

In the baking course, I learned not only about techniques and recipes, but also about sales practices and the potential that women have to invent their own lives. The course encouraged me to sell panettones and other products during the Christmas period, which increased my income and encouraged my entrepreneurial profile, which I already had. Now I sell products from my home to Maré.”

**ZÉLIA JESUS DA SILVA**

Student from the baking course,  
Redes da Maré (Rio de Janeiro, RJ)



“

Since 2010, Redes da Maré has offered professional courses in gastronomy for women from the 16 poor communities of Maré. In 2019, with a partnership with the GPA Institute, we diversified and expanded our gastronomy courses and 40 women were certified in baking and confectionery by Maré de Sabores. Gastronomy represents the economic power of our territory. According to the Maré business census, we have 3,182 businesses, of which 1,118 operate in the food sector. This partnership with the GPA Institute strengthens the women of Maré and local businesses, and helps improve the services offered in this area.”

**MARIANA ALEIXO**

Coordinator, Redes da Maré  
(Rio de Janeiro, RJ)



## → NATA

NATA - Núcleo Avançado em Tecnologia de Alimentos is a program created 10 years ago that offers high school education integrated with the courses of baking, confectionery and milk and milk products, training specialized technicians for industries, retail chains and quality control segments. The classes are held at the Colégio Estadual Comendador Valentim dos Santos Diniz, in São Gonçalo (RJ), in a partnership between the GPA Institute and the Rio de Janeiro State Department of Education. These are 3-year courses that offer more than 5,000 hours. Since it was created, Nata has trained 885 young students. In addition to such integration of regular and technical education, this initiative allows students to have practical experiences in dairy and bakery facilities and laboratories. The participants are monitored, conduct scientific work and participate in trade shows and congresses in the sector, in addition to fulfilling a mandatory 120-hour internship program.

In 2019, Nata had 359 enrolled students, and 101 completed their courses (45 in milk and milk products and 56 in baking and confectionery course).

## → PANIS ET LACTIS

Once a year, Nata organizes Panis et Lactis, a scientific technical event that gathers researchers, professionals from public and private companies and students. The idea is to encourage discussions and advances in the various study



Class held during the 8th Panis et Lactis Technological Meeting promoted by Nata



**5,520 hours**

3,360 hours: regular education  
2,160 hours: technical course

**900 registrations**

of young students every year

**359 students**

enrolled in 2019

**101 technicians**

graduated in 2019



I was a student of Nata from 2017 to 2019. At first I had many challenges, but Nata welcomed me and showed me that there's no unbeatable obstacle when you really want something. I was encouraged to dream of great achievements and received all support required. I also learned the value of good friendships, culture and good interpersonal relationships. My teachers, a source of inspiration even today, were the cornerstone for building the knowledge acquired. I am grateful for Nata for putting me where I am today and for helping me make the right choices, for example, my degree in Food Engineering from UFRJ [*Universidade Federal do Rio de Janeiro*]."

**THAIS CALDAS**

Former student of Nata, with a degree in Food Engineering from UFRJ

areas, and promote interactions of students, the academic community and companies operating in this sector. In 2019, Panis et Lactis had its 8th edition, with over 800 participants, and whose theme was “Technology - Career, Research and Education through Foods,” offering 20 lectures, 9 fast courses, as well as laboratory practices and a trade show where companies advertised their products.



**800 participants**  
in Panis et Lactis gathering

## → SEMENTES PROGRAM

Social inclusion and professional training go hand in hand in the Sementes Program. Launched in 2018, it offers people with disabilities opportunities to develop new technical skills linked with food retailing. These courses last 3 months and offer 120 hours, with two-month training at the Associação Ser Especial and one month of experience at Extra stores. The courses were held in the cities of São Paulo and Rio de Janeiro. After the courses, the graduates can apply for a job at Extra.



**88** people with disabilities trained in 2019:

**43** in baking and confectionery, in São Paulo, SP

**33** in customer service, retail sales, in Rio de Janeiro, RJ

**12** graduates in the new course of customer service for people with hearing impairment, in São Paulo, SP



Teacher from the Sementes program with a student



“

I've always been interested in baking and confectionery, then I watched some videos on YouTube, but I learned much more in the Sementes program. I was very happy when I was hired by Extra and I really enjoy working at the bakery. The team received me very well! I feel that I learn a lot of new things. I want to keep learning to become a confectioner.”

**ISABEL REGO DE ALMEIDA**

Former student from Sementes and Extra Hiper Brigadeiro bakery assistant

# HIGHER EDUCATION ACCESS PROGRAM

## → PROSPERAR PROGRAM

By offering scholarships, the Prosperar program helps young people of high performance potential access quality higher education. After being admitted to undergraduate courses in business administration or public administration at Fundação Getulio Vargas (FGV), these students can apply for scholarships (which cover educational materials, meals, transportation and housing costs for those not living in the city of São Paulo). A selection process is conducted to check compliance with requirements, including an individual interview. In 2019, 43 students used this benefit - 10 of them were new scholarship students, 50% female and 50% black students - and 13 completed the course thanks to the Prosperar incentive.

We also fund a group of 30 students every year in the preparatory course for the FGV admission exam.



**10 students**  
**22 graduates**



Students selected for the 2019 Prosperar program



I was born and raised in São Gonçalo, RJ, and I always studied in public schools. I'm the son of an electrician and an incredible woman who dedicated herself to taking care of the home and family. They had no access to education, because they lived in peripheral areas. My father is black and, despite never having the same academic experiences as mine, he's always supported my studies, working many extra hours so that I could attend all my classes. Then, I was lucky to study in Nata, a program of the GPA Institute, where I attended a lecture about Fundação Getulio Vargas (FGV) and Prosperar. Today, I am a scholarship student. Recently, I received a dual degree as a master of business administration from HEC Paris. I hope to continue my trajectory, helping reduce inequality in the corporate universe."

**MAYCON DA SILVA**

Former student of Nata and scholarship holder in Prosperar program

# SUPPORT TO MICRO AND SMALL ENTREPRENEURS

Improve the skills of micro and small entrepreneurs of the food sector and help them modernize the management of their businesses: these are the objectives of social investments made by Assaí through the GPA Institute. Micro entrepreneurs and freelancers who participate in our actions find information and tools that contribute to strengthening and longevity of their activities.

*Course at an Assaí store in Manaus, AM*

## → ACADEMIA ASSAÍ BONS NEGÓCIOS PROGRAM

A Academia Assaí Bons Negócios is a program whose purpose is to promote entrepreneurship in the food sector in Brazil by offering courses with a focus on business management. Since the beginning, this free initiative has already trained more than 4,600 entrepreneurs from all Brazilian states. Its content and methodology is developed in partnership with Aliança Empreendedora.



## ACTIONS IN 4 PILLARS:

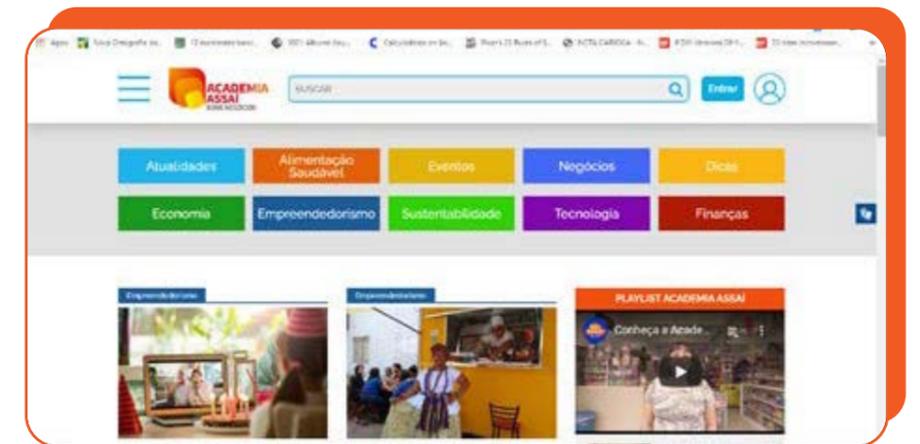
1. Online training
2. In-person training at Assaí stores
3. Entrepreneur recognition
4. Partnership with organizations also focused on micro entrepreneur development



## ONLINE PLATFORM

The platform offers online courses to micro and small entrepreneurs of the food sector, with clear language and personalized information for each type of business, addressing topics such as financial management, sales and product advertisement, pricing, health surveillance, among others.

The participant can choose a course from six knowledge areas. Each of them has non-sequential video classes and, at the end, the participant receives a certificate. In addition, entrepreneurs who access the Academia's website find support materials to download, such as spreadsheet templates and technical data sheets, in addition to a calendar of events and a news portal.

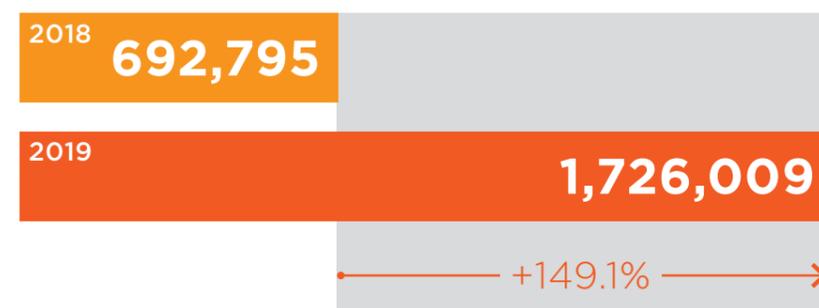


By 2019, the platform had over 2.4 million accesses and 51,289 entrepreneurs registered

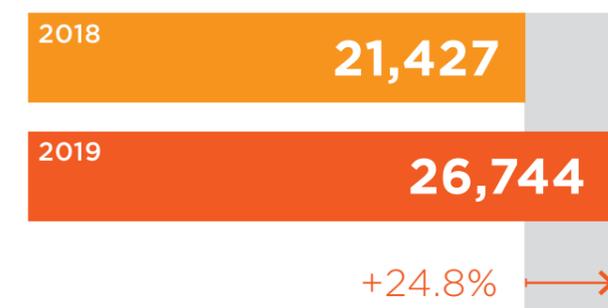
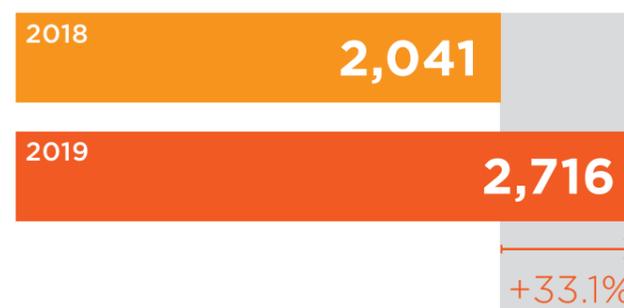
To ensure website accessibility, in 2019, we introduced a tool (Hand Talk) that provides the translation of texts on the platform into the Brazilian Sign Language (BSL), making the website accessible to around 2 million hearing impaired people in the country.



ACCESSES TO ONLINE PLATFORM



ENTREPRENEURS CERTIFIED



## IN-PERSON TRAINING

In-person courses offer 15 hours of trainings in five sequential days. Guided by qualified instructors, each group of entrepreneurs selects three main challenges they usually face, so that each group is trained in a personalized manner. At the end, the students receive a certificate of participation.

Ten groups of 30 students, on average, were trained in six cities – Fortaleza (CE), Maracanaú (CE), Contagem (MG), Itabaiana (SE), Manaus (AM) and Campo Grande (MS) – where topics such as financial management, sales and advertising, production management and pricing were discussed. After the activity, the participants had the opportunity to receive specialized mentoring for six months, with tips and advices from entrepreneurs with experience in the sector, who shared experiences and presented possible solutions for the challenges involved in their business.



Training in Academia Assaí  
Bons Negócios program



**429 people**

certified in-person trainings

In addition, we held 18 meetings with entrepreneurs in 13 cities, totaling 129 participants. Addressing specific themes in each edition, the meetings were an opportunity for participants to learn about new management techniques and tools and exchange experiences with other entrepreneurs who often have the same problems and challenges. The meetings are guided by Assaí employees who are trained for this purpose.



**10 groups**

of 30 students on average were trained in six Brazilian cities

## RECOGNITION OF ENTREPRENEURS

For the second consecutive year, we promoted the Academia Assaí Bons Negócios Award, which recognizes entrepreneurs with inspiring cases.

The Award had 181% increase in the number of submissions, with over 7,000 participants, recognized in three categories: Fixed Point of Sale, Street Vendor, and Sales by Order.

The 15 winners received 1-week training at Assaí headquarters and partner institutions and prizes totaling BRL10,000. And, three top entrepreneurs of the group won an additional prize of BRL10,000. One of these projects, Coimbra Alimentos da Amazônia, achieved another important result as it started to supply cookies to Assaí.



Entrepreneurs recognized with 2019 Academia Assaí Bons Negócios Award

### 15 WINNERS OF 2019 ACADEMIA ASSAÍ BONS NEGÓCIOS AWARD

#### Category: Fixed Point of Sale

- Açai Land Luderia
- Cantina Zanchetta
- Cariquense Bar e Restaurante
- Openbar Petiscaria
- Vanière Pizzaria

#### Category: Street Vendor

- Bom Churrasco
- Frangofritz
- Geladim Gourmet
- Nápolis Cake
- Valfenda Cafeteria Móvel

#### Category: Sales by Order

- Coimbra Alimentos da Amazônia
- Doce Deleite - Pão de Mel Artesanal
- Meu Lanchinho Delivery de Lanches Escolares
- Sabor da Lara Confeitaria
- Salgadinhos da Neide



“

Meeting and interacting with entrepreneurs from different places at the Academia Assaí Bons Negócios Award was incredible. Sharing experiences shows that no one is alone and that everyone has similar problems, whether owners of small or large businesses. And we started to look for a solution together and solve issues in a more efficient and creative way.”

**ULYSSES RAPHAEL GOMES NOBRE**

Owner of Coimbra Alimentos da Amazônia, entrepreneur who won the 2019 Academia Assaí Bons Negócios Award in the Sales by Order category



*Training in the Academia Assaí Bons Negócios program*

“

Due to my successful participation in the Award, I want to expand the menu, attract more customers and innovate in entrepreneurship to professionalize Nápolis Cake. With the prize, I bought a cake dressing mixer to help me increase my production and a manufacture date and expiry date printer for product packaging and inventoried materials and packaging.”

**Barbara Napolitano Caxias**

Owner of Nápolis Cake, one of the winners of the 2019 Academia Assaí Bons Negócios Award in the Street Vendor category

## → PARTNERSHIP WITH ORGANIZATIONS FOCUSED ON ENTREPRENEURSHIP

In 2019, we renewed our partnership with Preta-Hub, supporting the Afrolab program, an initiative that offers technical and creative training to micro and small black entrepreneurs, and Feira Preta, the largest black entrepreneurship festival in Latin America. Two groups of gastronomy professionals, totaling 32 participants, received training about pricing, health surveillance, advertising, among other topics – one of the groups was exclusively for women.

We also sponsored the School of Gastronomy, developed by Gastronomia Periférica, which trains young people and adults for the labor market through professional technical skills and human development. The course has 1-year duration and addresses topics such as Introduction to Gastronomy, Life Project, Sustainable Development, Social Law and Entrepreneurship. In 2019, the School of Gastronomy trained 13 people.

Promotion of entrepreneurship is a core element of the social investment made by Assaí, through the GPA Institute.



*Entrepreneur during the Feira Preta, an event held at Memorial da América Latina, in São Paulo*

## → SUPPORT TO SOCIAL ORGANIZATIONS

In addition to the Academia Assaí Bons Negócios program, we also offer financial support, separately from the Academy's performance, to several other initiatives of social organizations focused on training to micro and small entrepreneurs in Brazil. These initiatives include:

### **Ação Moradia** (Uberlândia/MG)

*2E: Empoderar e Empreender* is a project that seeks to promote community entrepreneurship in food production, training women in socially vulnerable situations who live in the Grande Morumbi community in Uberlândia, Minas Gerais.

### **ASPLANDE** (Rio de Janeiro/RJ)

*Sabores do Rio* is an initiative that seeks to train and encourage entrepreneurial actions of 60 dessert chefs from the periphery of Rio de Janeiro metropolitan region.

### **Instituto Empodera** (São Paulo/SP)

*Musas Sabores* is a project that aims to strengthen production groups in the food sector comprised of women in a highly vulnerable situation.

### **Instituto Peabiru** (Belém/PA)

*Produtos da Amazônia* is a project that promotes sales of honey and other products of the Amazonian sociobiodiversity, contributing to the empowerment of social groups of

producers, located in several communities in the state of Pará.

### **Projeto Arrastão** (São Paulo/SP)

*Periferia Sustentável* is an initiative focused on promoting and providing pre-acceleration programs for businesses in the segment of healthy, safe and accessible foods, to expand market access and sustainability of these businesses.

### **Redes da Maré** (Rio de Janeiro/RJ)

The objective of the *Maré de Sabores* project is to promote women's participation using gastronomy as a tool for the territorial development of Maré through the access to formal and informal labor market and social and protection networks.

### **Vale do Dendê** (Salvador/BA)

The main objective of the Food Business Acceleration program is to decentralize the gastronomy tourism area in Salvador and strengthen sustainability of food businesses in the periphery.



“

Bahia has a strong tradition in gastronomy and culinary, but often due to lack of investment, this ecosystem becomes weak. In this sense, the acceleration process was very good, as it showed all the creative potential for generating business in Bahia, especially in the food sector. The support we had was very important, as we were able to mobilize the local ecosystem, give visibility to entrepreneurship, connect entrepreneurs, help them understand and, consequently, expand their businesses.”

### **PAULO ROGÉRIO NUNES**

Co-founder of business accelerator  
Vale do Dendê



**For more information,**  
[click here](#) and watch a video  
about the Academia



# ENCOURAGING ACTIONS OF MOBILIZATION



We want to strengthen the relationship between employees, customers, suppliers, social organizations and the GPA, for collective actions as agents of transformation.

# TRANSFORMATIONAL ATTITUDES

With actions such as the Solidarity Agenda, Partnership Against Waste, Colabora GPA, and Viva Bairro, we become closer to our customers, partners and employees, and invite them to participate in social transformations with us.



## SOLIDARITY AGENDA

During the year, we allow solidarity actions in our stores. Customers, employees and suppliers volunteer in campaigns that benefit people and animals from social institutions that are partners of the GPA Institute.

In 2019, we included in our Solidarity Agenda the following campaigns: the **Children's Day**, the **Good Deeds Day at Pão de Açúcar**, and **Pet Solidarity Day**. The first was held to collect new toys for children from partner institutions and involved 70 Extra department stores in 35 cities in Brazil. In only two days, October 5-6, we collected 12,118 toys, distributed to 13 partner institutions.



**Pet Solidarity Day**  
**2,559 kg of pet foods donated**

**Children's Day**  
**12,118 toys donated**

**Good Deeds Day**  
**175,252 kg of foods donated**



The Pet Solidarity Day was very important for our NGO, we were very well received by the store and the customers contributed a lot. We donated four cats and collected a lot of food, sand, sachets, etc. I'd like to thank you for the opportunity to participate!"

**LAURENCE MARIE JULIEN**  
from SalvaGato NGO

The Good Deeds Day at Pão de Açúcar had two editions in 2019. On July 6, 93 Pão de Açúcar stores in Fortaleza, Recife, Brasília and São Paulo collected 66,548 kilos of foods, which benefited around 44,000 people. The second edition of this campaign took place on September 7 and involved even more stores of our network: 157. Then, 108,704 kilos of foods were collected for more than 72,000 people.

Another new campaign in our agenda, the Pet Solidarity Day, collected pet foods, toys, supplies and hygiene and cleaning products. In total, 2,559 kilos of products were collected in 47 Extra department stores on August 3. The initiative also promoted pet adoption events, through which 20 animals (11 cats and 9 dogs) found a new home. On the same day, we held the second edition of Qualitá Pet Day, an action of our exclusive brand (Qualitá), which donated to partner institutions the same amount of food sold, so 2.5 tons of pet foods were donated to Cão Sem Dono and União Internacional Protetora dos Animais (Uipa).

## In addition to three new campaigns, we maintained those that have already become a tradition in our stores

At **Solidary Easter**, customers and employees from Pão de Açúcar, Extra, Minuto Pão de Açúcar and Mini Extra stores, and from the administrative offices of GPA and Assaí, donated 34.5 tons of Easter eggs and chocolate bars to 52 partner institutions. In addition, Extra, through the GPA Institute, donated 2,000 boxes of chocolate to Voz das Comunidades, an institution located in Complexo do Alemão, in Rio de Janeiro.

### SOLIDARY EASTER (TONS COLLECTED)



 For more information, [click here](#) and watch the video.



ABC Aurora was created 23 years ago. This institution promotes community development in Itaquera, where it was founded, through education projects. In 2019, we collected more than 2 tons of food on the Solidarity Day. Part of this amount will stay in the institution and will be used to feed the beneficiaries, and may last for about eight months. The rest of this amount will be used in 120 baskets containing basic foods that will be distributed to the community. We are so glad that we were able to collect so much food, because we know that this food will be taken to our community.”

#### THALITA DE FARIA

Project Manager at ABC Aurora, a partner institution of the GPA Institute, on the 2019 Solidarity Day

Our **Winter Clothing Donation Campaign** took place between May and June and invited customers from Pão de Açúcar, Extra and Assaí to donate winter clothes (according to the region of the country) to 32 partner institutions. In total, 44 tons were collected.

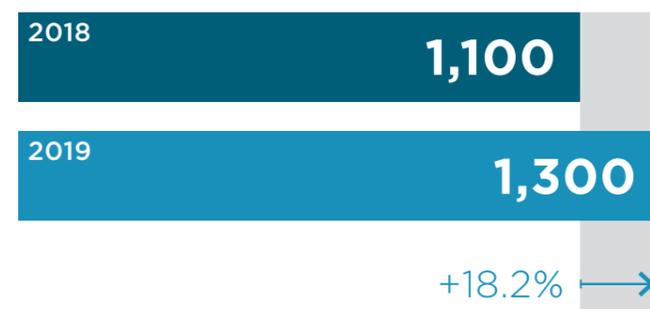
### WINTER CLOTHING DONATION CAMPAIGN (TONS OF CLOTHES COLLECTED)



Solidarity Day

Finally, since 2013, we've held our Solidarity Day. This is the main solidarity event promoted in all GPA stores, always in December. During this special day, customers and employees donate foods that will be used in baskets of basic foods and distributed to over 100 social institutions in Brazil. In 2019, more than 1,300 tons of foods were donated.

#### SOLIDARITY DAY (TONS OF FOODS DONATED)



## → PUNCTUAL ACTIONS

We support punctual donation events due to environmental disasters in our cities, in partnership with the Civil Defense, the municipal Solidarity Social Fund and Social Service. In 2019, we acted in the cases of Brumadinho (MG) and São Caetano (SP). In the first, we organized a fundraising campaign to support the victims of dam disaster, which collected 18 tons of foods. In São Caetano, 24 tons of foods that were in our stores in the city when the heavy rains occurred were donated.



All our actions collected **2,481 tons** of foods, which correspond to around **5 million meals**

(21% increase when compared to 2018)

## → PARTNERSHIP AGAINST WASTE

We've donated foods and reduced environmental impact caused by waste disposal since 1995 through the Partnership Against Waste program. Fruits, vegetables and greens that are not aesthetically attractive, but still suitable for consumption, are sent to food banks or social institutions that receive or distribute these products to other organizations or families.

In 2019, the program involved 512 Pão de Açúcar, Extra and Assaí stores in 20 Brazilian states, which resulted in the donation of 4,303 tons of fruits, vegetables and greens to 340 organizations (29% more than in 2018).

Since October 2017, we've worked in partnership with startup Connecting Food to monitor donation indicators through a mobile app. The idea is to ensure precision and control over what is donated (quantity and volume) and the path that donations take until reaching the institutions and their beneficiaries. Now, 142 stores and 76 institutions in the city of São Paulo are monitored by the app. Some results show that each institution receives on average more than 750 donations along the year, which represents more than 4,000 tons of foods.



**512 stores** participated

**20 states** of Brazil covered

**4,303 tons** of fruits, vegetables and greens donated

**340 institutions** benefited



*Fruits, greens and vegetables are received by partner institutions*



The store used to waste so much food that was suitable for consumption, which customers didn't buy because it didn't look good, like a carrot with a dark spot. Today, we donate to NGO Brooklin Paulista, twice a week, ensuring a much better destination for these foods."

**NAIANE DE ALMEIDA**  
Employee at Extra Super Campo Belo



Today we are able to give more food to them [beneficiaries], without so much control. In the past, we used to donate but with limits. Today have more options for lunch and breakfast, with more fruits and vegetables. And they can explore new flavors."

**SARAH BAIÃO**  
Cook at NGO Alquimia, participant in the Partnership Against Waste program

# VOLUNTEERING

## → COLABORA GPA

In 2019, Colabora GPA organized 67 actions and more than 1,700 users registered in our app, which encourages employees who wish to act as volunteers in activities developed with public entities or social institutions.

Through the app, employees can choose an action according to the cause, institution, date, time and place, and participate as volunteers. In addition, the app allows employees to recommend institutions and create actions to engage other co-workers who can act in their communities.



Volunteers in an action promoted by Colabora GPA



“

I've always wanted to visit an animal protection organization, but I would never imagine it would be so enriching. When I left it, I was inspired to donate more time to others, share love, affection and attention and seek a better world. I'm very glad that I work in a company that encourages a positive impact on society, because together we can accomplish much more!"

**LEANDRO DE JESUS LADEIRA**  
Employee from the HR department



**1,700** employees registered in Colabora app

**More than 60 actions registered**

## VOLUNTEERS WEEK

To celebrate the Volunteer Month in August we invited the employees of the GPA headquarters to participate in activities through the Colabora program, which directly benefited 150 people and pets, including children, adults, elderly and dogs. Some of these activities are described below:

**Cãominhada da ONG Acãochego:** this action allowed the participants to learn about the reality of NGOs that are focused on the rights and protection of animals, through tours and games with pets. The employees took family members and friends with them.

**Reading and activities with children from NGO Unibes:** the action took place at the Centro da Criança e do Adolescente (CCA) of Unibes, which serves 630 children and adolescents. The activities included reading and games involving the employees and the children/adolescents.

**Mão na Massa** at Coopercaps recycling co-operative: the activity included painting in the co-operative area, waste separation and classes about the importance of the organization's work for society and the environment.

**Solidarity Day with collection of personal care products at Extra drugstore located in GPA headquarters:** this action consisted of collecting personal care products among the employees of the GPA headquarters and Extra drugstore customers. All donations were sent to the Lar da Terceira Idade Deus é Fiel, an elderly care home that serves 30 elderly people.

## → ROUNDING UP MOVEMENT

Our customers also show their solidarity when paying for the products they buy at our stores: there, they have the opportunity to round up the cent amounts. The difference is sent to institutions focused on social investments of Pão de Açúcar, that is, healthy and sustainable foods.

**248 stores**

**BRL 221,123.87**

money rounded up at GPA stores that participated in this initiative in 2019

**BRL 184,800.32**

from 140 Pão de Açúcar stores

**BRL 29,431.39**

from 83 Minuto Pão de Açúcar stores

**BRL 6,892.16**

from 25 Mini Extra stores

## → VIVA BAIRRO!

Since 2014, this Extra initiative has strengthened the actions of each store in the surrounding areas through activities with the community, such as animal adoption events, craft fairs, blood pressure and blood glucose measurement, gym classes, store visits, etc. The actions take place after neighborhood assessment by the store and identification of the main institutions and leaders.



# INSTITUTIONAL PROJECTS

We create projects to support  
the development of young  
people in music and education

**ORQUESTRA**  
INSTITUTO GPA

# MUSIC EDUCATION

## GPA Institute Music and Orchestra Program

We invest in music to identify aptitudes and talents. Our Music and Orchestra Program was created in 1999 and, starting in 2013, it has been supported by the Culture Incentive Law (Law nº 8313/1991), which allows companies and individuals to donate part of their income tax to this initiative.

One of its pillars is the Music Course; we offer free lessons of musical instruments for students through the Jaffé method of collective string instrument education, which does not require prior knowledge and individual classes. Young people from 10 to 18 years old learn to play violin, viola, cello and bass in an orchestra, from the first class, nurturing values such as respect, teamwork, discipline, concentration and logical thinking. In 2019, the Music Program received 180 new participants. Then, 462 students participated in 2019; of these 89 graduated.

→ **89**  
students graduated  
in 2019

→ **462**  
young people  
participated  
in 2019



Presentation of the GPA  
Institute Orchestra

The GPA Institute Orchestra is the next step after the program, as the orchestra has students with good performance in the Music Course. In 2019, the group performed 58 times at free public events, which gathered more than 48,000 people. The Orchestra members are linked with it until they are 21 years old, with specialization



“

The music course was essential for the development of different musical and personal skills. I had experiences that only the music course could provide. Besides being the basis of my training as a musician, the course was also significant for me as a person, helping me become critical and reflective in society. This experience provided unforgettable moments to me, such as my graduation, which represented the end of a very important and decisive cycle in my life.”

**MILENA AMARAL MONTEIRO**

Cellist, former student of the music course in Osasco and member of the Instituto GPA Orchestra for four years

with conductor Daniel Misiuk and with teacher and artistic director Renata Jaffé.

In addition to training young people, the Music and Orchestra Program is concerned about enabling the access to classical music. For this reason, presentations are promoted in public schools for elementary and high schools. The idea is to bring children, adolescents and teachers closer to the universe of music. In these didactic meetings, the participants learn about the Orchestra, the instruments and classical and popular music.

→ **48,000 viewers**

in 58 presentations of the Orchestra in 2019 in the following cities: São Paulo (SP), Santos (SP), Osasco (SP), Curitiba (PR), Maceió (AL), Salvador (BA), Praia Grande (SP), and Brasília (DF)

→ **More than 15,000 young people**

benefited since the program was created

*Presentation of the GPA Institute Orchestra*



# PARTNER SOCIAL INSTITUTIONS

Working with other organizations enhances the social impact we generate

## OUR PARTNERS

A Casa Comunidade Cristã  
 Abrigo do Cristo Redentor do estado do Rio de Janeiro  
 Abrigo dos Velhinhos Frederico Ozanam  
 Abrigo Irmã Tereza a Idosos desamparados  
 Abrigo João Rosa  
 Abrigo Joaquim  
 Abrigo São Vicente de Paula  
 Ação Moradia  
 Ação Social Cristo Rei  
 Ação Solidária Adventista (ASA)  
 Acãochego  
 Adoração e Adoradores  
 Adota João Pessoa  
 Aliança de Misericórdia  
 Aliança Empreendedora  
 Amigos do Bem  
 Amora Proteção Animal  
 Arrastão  
 Arrastão Movimento de Promoção Humana  
 Arredondar  
 Asilo Espírita João Evangelista  
 Asplande – Assessoria & Planejamento para o Desenvolvimento  
 Assembleia de Deus – Cristo é Vida Eterna (Adceve)  
 Assembleia de Deus Levando Avivamento às Nações  
 Assistência Social Dr. Bezerra de Menezes  
 Assistência Social Santo Antônio (Assa)  
 Associação a Tenda de Cristo  
 Associação Ação Vida  
 Associação Amigos da Criança Rocha Miranda  
 Associação Amigos de Bairro do Jardim Nova União  
 Associação Auxiliares Mission Bertoni  
 Associação Beneficente Casa Refúgio  
 Associação Beneficente Coluna de Deus (ABCD)  
 Associação Beneficente Comunidade de Amor Rainha da Paz (ABC Rainha da Paz)  
 Associação Beneficente de Ação da Cidadania e Cultura (Abacc)  
 Associação Beneficente do Jardim Portinari de Diadema  
 Associação Beneficente e Assistência Social Evangélica Nova Jerusalém  
 Associação Beneficente Imaculada Conceição  
 Associação Beneficente Restaurando Vidas  
 Associação Beneficente Shekinah  
 Associação Bianca Alves  
 Associação Brasil Melhor (ABM)  
 Associação Brasileira de Assistência à Pessoa com Deficiência Visual (Laramara)  
 Associação Brasileira de Esclerose Múltipla (Abem)  
 Associação Cantinho Ação de Amor  
 Associação Casa de Acolhimento Lar Maanaim do Guarujá  
 Associação Casa Recuperação Renascer  
 Associação Comunitária Brasilândia B3  
 Associação Comunitária Lapidando Tesouros  
 Associação Comunitária Missões e Cidadania em Heliópolis  
 Associação Comunitária Piracicaba  
 Associação Crista educação e Cultura  
 Associação da Casa dos Deficientes de Ermelino Matarazzo (ACDeM)  
 Associação da Divina Misericórdia  
 Associação das Famílias para Unificação e Paz Mundial de Santo Amaro  
 Associação de Amparo a Moradia Clínica da Alma  
 Associação de Apoio à Criança e Adolescente Mãos Unidas (Acamu)  
 Associação de Assistência ao Deficiente Neuro-Motor e/ou Mental (Lumen)  
 Associação de Assistência Social Betel  
 Associação de Assistência Social VI  
 Associação de Mulheres Santa Terezinha  
 Associação de Pais e Amigos dos Excepcionais (Apae)  
 Associação de Proteção e Orientação aos Excepcionais (Apoe)  
 Associação do Núcleo de enfrentamento da Pobreza (Anuepo)  
 Associação dos Amigos da Criança (Amic)  
 Associação dos Amigos dos excepcionais do Brooklin (Aueb)  
 Associação dos Catadores do Jangurussu  
 Associação dos Cavaleiros da Sobera  
 Associação e Comunidade Casa de Nazaré  
 Associação e Oficinas de Caridade Santa Rita de Cássia  
 Associação Educativa Maria Teresa  
 Associação Encontro Com Deus  
 Associação Espaço Educativo São Charbel  
 Associação Espírita Casa do Caminho  
 Associação Evangélica Comunidade Real Viver  
 Associação Eyes Of a Child (Olhar de Criança)  
 Associação Filantrópica Anjos Sem Fronteiras  
 Associação Franciscana de Solidariedade

Associação Instituto de Restauração Vila Kairós  
Associação Lar Amigos de Jesus  
Associação Maracaense de Amparo, Reabilitação e Reintegração (Amarr)  
Associação Marly Cury  
Associação Missionária Evangélica Vida  
Associação Missionários da Solidariedade  
Associação Mulheres Pela Paz Mundial (AMPM)  
Associação Nacional de Assistência ao Cardíaco (Anac)  
Associação Osasquense a Bem Estar do Menor  
Associação para Desenvolvimento Educação e Recuperação Excepcional (Adere)  
Associação Paulista dos Gestores Ambientais  
Associação Peter Pan  
Associação Ponte Brasilialia  
Associação Ponte Rio Pequeno  
Associação Pontos Coração do Brasil  
Associação Prato Cheio  
Associação Pró-Família do Estado SP  
Associação Projeto Buscapé de Boiçucanga  
Associação Projeto Crer - Carinho e Respeito ao Excepcional  
Associação Recanto Infantil  
Associação Reciclazaro  
Associação Remar do Brasil  
Associação Resgate dos Valores pela Arte  
Associação Sant'Anna Crianças de Ribeirão Pires  
Associação Santa Cecilia  
Associação São Vicente de Paulo  
Associação Sementes do Verbo  
Associação Shalom Promoção Humana  
Associação Social Amigos da Sabedor  
Associação SOS Vida  
Associação Unidos Pelo Resgate da Cidadania  
Associação Vencedor Cada Dia  
Associação Vicentina Vila Mascote  
Associação Vila São Vicente de Paulo  
Associação Beneficente Benedito Pacheco

Associação Beneficente e Comunitária do Povo (ABCP)  
Associação Centro Social Brooklin Paulista  
Atados  
Banco de Alimentos  
Bicho Loko  
Cão sem Dono  
Caritas Diocesana Campo Limpo (CDCL)  
Casa Assistencial do Amor e Misericórdia (Caam)  
Casa da Criança Jesus de Nazaré  
Casa da Criança Peniel  
Casa da Providência  
Casa da Rocha  
Casa da Sopa  
Casa de Francisco de Assis  
Casa Divina Providência Madre Teresa Michel  
Casa do Candango  
Casa do Cristo Redentor  
Casa do Idoso São Vicente de Paulo  
Casa do Paraplégico de Santos  
Casa dos Menores de Campinas  
Casa dos Velhinhos Ondina Lobo  
Casa Irmãos de Francisco  
Casa Maria Maia  
Casa Recomeçar  
Casa Repouso Nossa Senhora Aparecida Peruíbe  
Casa Ronald Mc Donald  
Casa São Francisco Idosos Taubaté  
Casa São José das Oblatas de Nazaré  
Centro Ação Social Nossa Senhora Aparecida  
Centro Assistencial de Promoção Social Nosso Lar  
Centro Comunitário de Boituva  
Centro Comunitário Ludovico Pavoni  
Centro Comunitário Maranata São Paulo  
Centro de Ação Social Católica de Itabaiana  
Centro de Apoio a Infância e a Juventude Casa das Rosas  
Centro de Formação Profª Alzira de Aleluia

Centro de Proteção à Infância e Maternidade - Casa dos Velhinhos I Santa Terezinha (Cepim)  
Centro de Reabilitação Social Vidas - Missão Samambaia  
Centro Educacional Instituto Bezerra Menezes (Ceibem)  
Centro Educacional Pingo D'Água  
Centro Espírita Casa do Caminho  
Centro Espírita Chico Xavier  
Centro Espírita Raio de Luz  
Centro Evangelístico Internacional  
Centro Geriátrico Manancial  
Centro Hospitalar Dr. Albert Schweitzer Irmã Dulce  
Centro Integrado de Apoio a Criança e ao Adolescente (Ciaca)  
Centro para Crianças e Adolescentes 3º Milênio  
Centro Recuperação Educação Nutricional (Cren)  
Centro Social Eliasafe  
Centro Social Evangélico do Sacomã  
Centro Socioeducativo Semente Esperança  
Cidade Vicentina Frederico Ozanam  
Comunidade Cristã de Apoio a Família  
Comunidade Evangélica Resplandecer  
Comunidade Irmãzinhas Anciãos Desamparados  
Comunidade Jesus Menino  
Comunidade Kairós  
Comunidade Sacerdotal Dom Job  
Comunidade Terapêutica Ebenezer  
Conexus - Instituto Conexões Sustentáveis  
Connecting Food  
Cotolengo Sul-matogrossense  
Creche Amadeu Barros Leal  
Creche Cantinho de Luz  
Creche e Escola Comunitária Gente Inocente  
Creche Imaculada Coração de Maria  
Creche Iracema Garcia  
Creches Comunitária Associadas de Uberlândia  
Cruz Vermelha Brasileira  
Desafio Jovem Ebenezer  
Educandário Anália Franco

Educandário Simão Pedro  
Educandário Social Lar de Frei Luiz  
Empodera  
Entidade Social Casa de Emaus  
Escola Especializada Primavera  
Esquadrão Vida para Adolescentes  
Eu Sou o Bicho  
Eu Vou Doar Ração  
Exército da Salvação  
Fa.Vela  
Fazenda da Paz  
Filhas da Pobreza Santíssimo Sacramento  
Fraternidade Aliança Toca de Assis  
Fraternidade Assistencial Casa do Caminho  
Fraternidade de Jesus para Gloria de Deus  
Fraternidade Disciplinar Jesus Gloria Deus Pai  
Fraternidade Espírita Paulo Estevan  
Fundação Darcy Vargas  
Fundação Getulio Vargas (FGV)  
Fundação José Silveira  
Fundação Manoel de Barros  
Fundação Pirata  
Fundação Pirata Marinheiros  
Fundação Tide Setúbal  
Fundo Social de Solidariedade de Rio Claro  
Gambiarra Espaço Criativo & Coletivo  
Gastronomia Periférica  
Grupo Apoio a Criança com Câncer (Gacc)  
Grupo Casa do Caminho  
Grupo de Apoio ao Menor do Cassinu  
Grupo de Mães do Ipsep  
Grupo Espírita Caminho de Luz  
Grupo Espírita Razin  
Grupo Família da Mesa  
Grupo Fraternidade Cicero Pereira  
Grupo Mãos Estendidas do Núcleo Assistencial Fraternal (NAF)

Grupo Voluntários Viver Feliz  
Homens e Mulheres de Deus Transformando a Sociedade (Mudde)  
Hospital de Câncer de Mato Grosso  
Igreja Batista Missionária Yahweh Shalom  
Igreja Cristã Apostólica e Profética (Icap)  
Igreja Cristã Pentecostal Brasileira  
Igreja Evangelho Pleno em Cristo  
Igreja Evangélica Assembleia de Deus Setor Oeste Gama  
Igreja Evangélica Helena Maria Iehn  
Igreja Evangélica Jesus e Vida  
Igreja Internacional Adonai  
Igreja Jesus Vem  
Instituição Apoio Social Nossa Casa  
Instituição Assistencial e Educacional Dr. Klaide  
Instituição Beneficente Emmanuel  
Instituição Beneficente Nosso Lar  
Instituição Beneficente Amor e Paz  
Instituição Educacional de Nossa Senhora Aparecida (Iensa)  
Instituição Espírita Nosso Lar  
Instituição Filhas e Filhos Coração Imaculado de Maria  
Instituto André Franco Vive  
Instituto Anglicano  
Instituto Cegos da Paraíba  
Instituto Chamado Leão da Tribo de Judá  
Instituto Criança Profa Edna Souza  
Instituto Cultural Renascer Coque  
Instituto da Primeira Infância  
Instituto de Apoio a Criança Com Câncer  
Instituto de Cegos Padre Chico  
Instituto Dom Orione  
Instituto Esperança  
Instituto Filippo Smaldone  
Instituto Fome de Pão Sede de Deus  
Instituto Gadai  
Instituto Gira-Sol

Instituto Inovação Sustentável  
Instituto João Augusto  
Instituto Missionárias Maria Imaculada  
Instituto Nacional Desenvolvimento Humano  
Instituto Padre Haroldo  
Instituto Peabiru  
Instituto Plenitude  
Instituto Rogacionista Santo Anibal  
Instituto S O S Reviver  
Instituto S.O.S. Gente  
Instituto São Jose  
Instituto São Rafael  
Instituto Verdescola  
Jardim Botanico de Brasilia  
JF Resgates e Capturas/ONG Uivos e Miados  
Lar Abrigo Amor a Jesus  
Lar Amor Luz Esperança da Crianca (Lalec)  
Lar Batista de Crianças  
Lar Betânia  
Lar Betel  
Lar da Esperança  
Lar de Crianças Nossa Senhora das Graças  
Lar do Alvorecer Cristão  
Lar do Idoso Dourados  
Lar e Creche Maezinha  
Lar Espírita Assistencia Social Irma Rosalia  
Lar Espírita Caminho de Nazare  
Lar Espírita Dr. Adolpho Bezerra de Menezes (LABEM)  
Lar Espírita Francisca de Lima  
Lar Fraternal de Cubatão  
Lar Infantil Cristo Redentor  
Lar Jesus Entre as Crianças  
Lar Maria de Lourdes  
Lar Paulo de Tarso  
Lar Santa Tereza  
Lar São Vicente de Paulo  
Lar Teresa de Jesus

Lar Ternura  
Lar Tia Julia  
Lar Amigos de Jesus – Associação dos Missionários da Solidariedade  
Legião da Boa Vontade (LBV)  
Liga das Senhoras Católicas Ribeirão Preto  
Mãos dadas Pela Paz  
Mesa Brasil Sesc  
Missão Ágape  
Missão Batista do Pelourinho  
Missão Filadélfia  
Mitra Arquidiocesana de Niterói  
More Project Brasil Obras Sociais  
Núcleo Assistencial Bezerra de Menezes (Nabem)  
Núcleo Assistencial Espírita Francisco Assis  
Núcleo Assistencial Espírita Francisco de Assis (Naefa)  
Núcleo de Apoio ao Desenvolvimento Humano (Nadhu)  
Núcleo de estudos espirituais Humberto de Campos e Assistência Social Filantrópica  
Núcleo Espiritual Amor e Esperança  
Obra Social Nossa Senhora da Gloria Fazenda  
Obra Social São Benedito  
Obras Recreativas, Profissionais, Artísticas e Sociais (Orpas)  
Oca – Escola Cultural  
ONG Alqui  
ONG Dedo de Deus  
ONG Frutos do Amanha  
ONG Integrar  
ONG Maria Bonita  
ONG Parte Solução  
ONG Salvagato  
Orfanato dos Gatos  
Orquidário de Brasília  
Pata Amiga Buscas e Resgates de Animais  
Pequeno Cotelengo Paraná  
Pousada Geriátrica Lar Vovó Cilene  
Pretahub  
Projeto Ajuda Animal  
Projeto Ativo  
Projeto Bom Pastor  
Projeto Comunitário Charles Terra  
Projeto Família Semente do Amanha  
Projeto O Bom Pastor  
Projeto Social Anjos Urbanos  
Projeto Uerê  
Raia Pet Shop  
Recanto de Interlagos  
Recanto Vovô Antônio – Lar do Idoso  
Redes da Maré  
Rotary  
Santa Casa de Belo Horizonte  
Santa Terezinha do Menino Jesus  
Sementes do Amanhã  
Serviço Assistencial Camille Flamma  
Serviço Social Promocional São Paulo da Cruz  
Sociedade Amiga dos Pobres Albergue Noturno  
Sociedade Beneficente Assembleia de Deus  
Sociedade Educação e Caridade (SEC)  
Sociedade Missionários São Carlos  
Sociedade Pró-Menor Barão Geraldo  
Sociedade Providencia  
Solar dos Unidos Associação Comunitária  
Sorri Parauapebas  
Turma do Mandachuva  
União Brasileira Israelita do Bem-Estar Social (Unibes)  
União Internacional Protetora dos Animais (Uipa)  
Unidade 1 de Reintegração  
Vale do Dendê  
Vida Casa de Apoio da Granja Viana  
Vila dos Meninos Sagrada Família

# FINANCIAL STATEMENTS

See how much we invested  
in our programs in 2019

## INSTITUTO GPA DE DESENVOLVIMENTO HUMANO

### Balance sheet

December 31, 2019 and 2018  
(in BRL)

	Dec. 31, 2019	Dec. 31, 2018
<b>Assets</b>		
Current Assets		
Cash and cash equivalent	11,030,447	8,428,704
Receivables	70,644	47,057
<b>Total current assets</b>	<b>11,101,091</b>	<b>8,475,761</b>
Fixed assets	56,818	67,637
<b>Total noncurrent assets</b>	<b>56,818</b>	<b>67,637</b>
<b>Total assets</b>	<b>11,157,909</b>	<b>8,543,398</b>
<b>Liabilities and equity</b>		
Current liabilities		
Suppliers	1,082,006	979,895
Taxes	114,775	151,732
Employees	211,900	200,805
Payables	49,757	42,542
<b>Total current liabilities</b>	<b>1,458,438</b>	<b>1,374,974</b>
Noncurrent liabilities		
Labor charges	31,988	124,013
<b>Total noncurrent liabilities</b>	<b>31,988</b>	<b>124,013</b>
Equity		
Accumulated surplus	9,667,483	7,044,411
<b>Total equity</b>	<b>9,667,483</b>	<b>7,044,411</b>
<b>Total liabilities and equity</b>	<b>11,157,909</b>	<b>8,543,398</b>

### Results

December 31, 2019 and 2018  
(in BRL)

	Dec. 31, 2019	Dec. 31, 2018
<b>Revenues</b>		
Operating revenues	10,454,844	10,327,800
<b>Volunteers</b>	<b>406,329</b>	<b>349,140</b>
	<b>10,861,173</b>	<b>10,676,940</b>
Operating costs and expenses		
Expenses incurred in projects	(5,620,923)	(6,138,547)
Expenses with personnel	(2,038,833)	(2,159,939)
Administrative expenses	(338,154)	(311,671)
Expenses with advertising	(259,902)	(166,884)
Expenses with travels	(13,375)	(10,929)
Taxes	(953)	(1,452)
Volunteers	(406,329)	(349,140)
Other operating revenues - expenses	-	17,000
	<b>(8,678,469)</b>	<b>(9,121,562)</b>
<b>Operating results</b>	<b>2,182,704</b>	<b>1,555,378</b>
Yields	464,739	390,596
(-) Taxes	(20,482)	(15,855)
Financial expenses	(3,889)	(3,664)
<b>Net financial result</b>	<b>440,368</b>	<b>371,077</b>
Surplus in the period	2,623,072	1,926,455
<b>Surplus in the period</b>	<b>(43,216)</b>	<b>(81,737)</b>

## INSTITUTO GPA DE CULTURA

### Balance sheet

December 31, 2019 and 2018  
(in BRL)

	31/12/2019	31/12/2018
<b>Assets</b>		
Current assets		
Cash and cash equivalent		
Cash and cash equivalent - own resources	78,869	118,601
Cash and cash equivalent - Rouanet Law	1,849,592	2,689,529
	<b>1,928,461</b>	<b>2,808,130</b>
Receivables		
Accounts receivable	3,900	10,845
Advances	6,075	-
Anticipated expenses	5	0
Total current assets	1,938,441	2,818,975
Fixed assets	28,417	0
Total noncurrent assets	28,417	0
<b>Total assets</b>	<b>1,966,858</b>	<b>2,818,975</b>
<b>Liabilities</b>		
Current liabilities		
Suppliers	-	2,546
Taxes	3,629	4,387
Governmental subventions and support to receive	1,833,405	2,648,582
Other current liabilities	47,226	37,646
Total current liabilities	1,884,260	2,693,161
Equity		
Social capital	1.000	1.000
Accumulated surplus	81.598	124.814
Total equity	82.598	125.814
Total equity	9.667.483	7.044.411
<b>Total liabilities and equity</b>	<b>1.966.858</b>	<b>2.818.975</b>

### Results

December 31, 2019 and 2018  
(in BRL)

	31/12/2019	31/12/2018
<b>Operating revenues</b>		
Program (activities) - Rouanet Law	2,291,122	1,970,976
Own resources		
Operating revenues	1	16,354
Volunteers	71,978	61,848
	<b>2,363,101</b>	<b>2,049,178</b>
Operating costs and expenses		
With project - Rouanet Law	(2,291,122)	(1,970,976)
	<b>(2,291,122)</b>	<b>(1,970,976)</b>
Operating expenses		
Administrative expenses	(39,843)	(95,910)
Taxes	(3,976)	(5,137)
Volunteers	(71,978)	(61,848)
	(115,797)	(162,895)
<b>Operating result</b>	<b>(43,818)</b>	<b>(84,693)</b>
Financial revenues	2,917	6,544
(-) Cofins (Social security contribution)	(1,202)	(1,747)
Financial expenses	(1,113)	(1,841)
Net financial result	602	2,956
<b>Deficit in the period</b>	<b>(43,216)</b>	<b>(81,737)</b>

# FINANCIAL STATEMENTS

## INSTITUTO GPA DE DESENVOLVIMENTO HUMANO

December 31, 2019  
with Independent Auditor's Report



São Paulo Corporate Towers  
Av. Presidente Juscelino Kubitschek, 1.909  
Vila Nova Conceição  
04543-011 - São Paulo - SP - Brasil

Tel: +55 11 2573-3000  
ey.com.br

**A free translation from Portuguese into English of Independent Auditor's on Financial Statements prepared in Brazilian currency in accordance with accounting practices adopted in Brazil, applicable to Non-Profitable Entities.**

### Independent auditor's report on financial statements

To  
Management  
**Instituto GPA de Desenvolvimento Humano**  
São Paulo - SP

#### Opinion

We have audited the financial statements of Instituto GPA de Desenvolvimento Humano (the "Entity"), which comprise the statements of financial position as at December 31, 2019 and the related statements of profit or loss, of comprehensive income, of changes in equity and of cash flows for the year then ended, and notes to financial statements, including a summary of significant accounting practices.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Instituto GPA de Desenvolvimento Humano as at December 31, 2019, its financial performance and its respective cash flows for the year then ended, in accordance with accounting practices adopted in Brazil, applicable to Non-Profit Entities (ITG 2002 (R1)).

#### Basis for opinion

We conducted our audit in accordance with the Brazilian and International Standards on Auditing. Our responsibilities under those standards are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Entity and comply with the relevant ethical principles set forth in the Code of Professional Ethics for Accountants, the professional standards issued by Brazil's National Association of State Boards of Accountancy ("CFC") and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to support our opinion.

#### Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting practices adopted in Brazil, applicable to Non-Profit Entities (ITG 2002 (R1)), and for such internal control as management determines is necessary to enable the preparation of financial statements that are free of material misstatement, whether due to fraud or error.



In preparing the financial statements, management is responsible for assessing the Entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity's financial reporting process.

#### **Auditor's responsibilities for the audit of financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements taken as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Brazilian and International standards on auditing will always detect material misstatements when they exist. Misstatements may derive from fraud or error and are deemed material, individually or taken as a whole, whenever they can influence, within a reasonable perspective, the economic decisions of users taken on the basis of referred to financial statements.

As part of an audit in accordance with the Brazilian and International Standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess risks of material misstatements of the financial statements, whether due to fraud or error. design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than one resulting from error, as fraud may involve override of internal controls, collusion, forgery, intentional omissions or misrepresentations.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the corresponding transactions and events in a manner that achieves fair presentation.



We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal controls that we identify during our audit.

São Paulo, April 24, 2020

ERNST & YOUNG  
Auditores Independentes S.S.  
CRC-2SP034519/O-6

Antonio Humberto Barros dos Santos  
Accountant CRC-1SP161745/O-3

# FINANCIAL STATEMENTS

## INSTITUTO GPA DE CULTURA

December 31, 2019  
with Independent Auditor's Report



São Paulo Corporate Towers  
Av. Presidente Juscelino Kubitschek, 1.909  
Vila Nova Conceição  
04543-011 - São Paulo - SP - Brasil

Tel: +55 11 2573-3000  
ey.com.br

**A free translation from Portuguese into English of Independent Auditor's on Financial Statements prepared in Brazilian currency in accordance with accounting practices adopted in Brazil, applicable to Non-Profitable Entities.**

### Independent auditor's report on financial statements

To  
Management  
**Instituto GPA de Cultura**  
São Paulo - SP

#### Opinion

We have audited the financial statements of Instituto GPA de Cultura (the "Entity"), which comprise the statements of financial position as at December 31, 2019 and the related statements of profit or loss, of comprehensive income, of changes in equity and of cash flows for the year then ended, and notes to financial statements, including a summary of significant accounting practices.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Instituto GPA de Cultura as at December 31, 2019, its financial performance and its respective cash flows for the year then ended, in accordance with accounting practices adopted in Brazil, applicable to Non-Profit Entities (ITG 2002 (R1)).

#### Basis for opinion

We conducted our audit in accordance with the Brazilian and International Standards on Auditing. Our responsibilities under those standards are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Entity and comply with the relevant ethical principles set forth in the Code of Professional Ethics for Accountants, the professional standards issued by Brazil's National Association of State Boards of Accountancy ("CFC") and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to support our opinion.

#### Responsibilities of management and those charged with governance for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting practices adopted in Brazil, applicable to Non-Profit Entities (ITG 2002 (R1)), and for such internal control as management determines is necessary to enable the preparation of financial statements that are free of material misstatement, whether due to fraud or error.



In preparing the financial statements, management is responsible for assessing the Entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Entity's financial reporting process.

#### **Auditor's responsibilities for the audit of financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements taken as a whole are free of material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Brazilian and International standards on auditing will always detect material misstatements when they exist. Misstatements may derive from fraud or error and are deemed material, individually or taken as a whole, whenever they can influence, within a reasonable perspective, the economic decisions of users taken on the basis of referred to financial statements.

As part of an audit in accordance with the Brazilian and International Standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

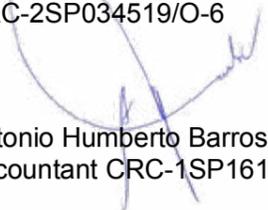
- Identify and assess risks of material misstatements of the financial statements, whether due to fraud or error. design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than one resulting from error, as fraud may involve override of internal controls, collusion, forgery, intentional omissions or misrepresentations.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the corresponding transactions and events in a manner that achieves fair presentation.



We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal controls that we identify during our audit.

São Paulo, April 24, 2020.

ERNST & YOUNG  
Auditores Independentes S.S.  
CRC-2SP034519/O-6

  
Antonio Humberto Barros dos Santos  
Accountant CRC-1SP161745/O-3

# INDEPENDENT AUDITOR'S ASSURANCE REPORT

2019 ANNUAL REPORT  
– GPA INSTITUTE



São Paulo Corporate Towers  
Av. Juscelino Kubitschek, 1909  
Torre Norte - 9º andar – Vila NovaConceição  
CEP 04543-011 – São Paulo – SP, Brasil

Tel: (11) 2573-3000  
ey.com.br

A free-translation from Portuguese into English of Auditors' Report on non-financial statements (Annual Sustainability Report) originally prepared in Portuguese.

## Independent Auditors' Limited Assurance Report on the GPA Institute of Human Development's (IGPA) Annual Sustainability Report based on the guidelines of the internal methodology of the Casino Group

To the Administrators and Shareholders of  
**Companhia Brasileira de Distribuição (Grupo Pão de Açúcar - GPA)**

### Introduction

We were engaged by Companhia Brasileira de Distribuição ("Grupo Pão de Açúcar" or "GPA") management to present our limited assurance report on the indicators (objects of our scope) contained in the Institute GPA's Annual Sustainability Report ("Report") based on the guidelines of the internal methodology of the Casino Group, comprising the period from January 1, 2019 to December 31, 2019 for the indicators listed below.

### GPA's management responsibilities

GPA's management is responsible for preparing and presenting appropriately the information contained in Report in accordance with criteria, assumptions and requirements of the internal methodology of the Casino Group and for the internal controls as management determines is necessary to enable the preparation of information free from material misstatement, whether due to fraud or error.

### Independent auditors' responsibility

Our responsibility is to express a conclusion on the Report information, based on the limited assurance work conducted in accordance with Technical Notice of Ibracon Nº 07/2012, approved by the Brazil's National Association of State Boards of Accountancy (CFC) in light of NBC TO 3000 (Assurance Work Other Than Audit or Review), issued by the CFC, which is equivalent to international standard ISAE 3000, issued by the International Federation of Accountants, applicable to non-historical information. These standards call for compliance with ethic requirements, including independence and work carried out to obtain limited assurance that the Report is free of material misstatement.

A limited assurance work conducted in accordance with NBC TO 3000 (ISAE 3000) consists mainly of inquires of management and other professionals from GPA (and IGPA) who were involved in the preparation of the Report, as well as of the application of additional procedures deemed necessary to obtain evidence which enables us to conclude on the limited assurance on the Report. A limited assurance work also requires additional procedures, as the independent auditor becomes aware of matters that lead him to believe that the Report information may contain material misstatement.

The selected procedures relied on our understanding of the aspects concerning the compilation and presentation of the Report information in accordance with criteria, assumptions and own methodologies from Casino Group. The procedures comprised:



A free-translation from Portuguese into English of Auditors' Report on non-financial statements (Annual Sustainability Report) originally prepared in Portuguese.

**Independent auditors' responsibility -- continuation**

- (a) The planning of the work, considering the materiality, the volume of quantitative and qualitative information and the operating and internal control systems which supported the preparation of the Report;
- (b) The understanding of the calculation methodology and the procedures for preparation and compilation of the Report through interviews with management in charge of preparing the information;
- (c) The application of analytical procedures on quantitative information and sample verification of certain evidence supporting the data used for the preparation of the Report;
- (d) Comparison of the financial indicators with the financial statements and/or accounting records.

The procedures applied in this limited assurance work also comprised compliance with the requirements of the internal methodology of the Casino Group applicable to the preparation of the indicators contained in the Report.

We believe that the evidences obtained in our work were sufficient and appropriate to provide a basis for our limited conclusion

**Scope and limitations**

The procedures applied in a limited assurance work are substantially less in scope than those applied in an assurance work aimed at issuing an opinion on the Report information. As a consequence, we are not in a position to obtain assurance that we are aware of all matters which would be identified in an assurance work aimed at issuing an opinion. If we had carried out a work to issue an opinion, we could have identified other matters or misstatements in the Report information. Accordingly, we did not express an opinion on this information. In addition, GPA's internal controls (including the IGPA) were not part of our limited assurance scope.

The non-financial data is subject to further inherent limitations than financial data, given the nature and diversity of methods used to determine, calculate or estimate such data. Qualitative interpretations of materiality, significance and accuracy of data are subject the individual assumptions and judgments. Also, we did not carry out any work on data reported for prior periods nor in relation to future projections and goals.

Only the information related to the listed indicators below for IGPA were scope of this limited assurance work. Thus, we perform limited assurance procedures exclusively on the indicators listed below:

Subject	Indicators
Social	Number of people certified at the "Bons Negócios Academy from Assai"
	Number of Disabled people trained and contracted in the "Seed Program"
	Number of students trained in the music course
	Number of employees registered in the "Collaborate" application
	Number of stores that donated food
	Number of graduates in the "Mão na Massa Program"



A free-translation from Portuguese into English of Auditors' Report on non-financial statements (Annual Sustainability Report) originally prepared in Portuguese.

**Conclusion**

Based on the procedures performed and herein described, nothing came to our attention that makes us believe that the indicators contained in the IGPA's Annual Sustainability Report, objects of our scope, for the period from January 1, 2019 through December 31, 2019, were not compiled, in all material respects, in accordance with the criteria, assumptions and methodologies for the preparation of the indicators based on the requirements of the Casino Group's corporate guidelines.

São Paulo (SP), May 14th, 2020.

Ernst & Young  
Auditores Independentes S.S.  
CRC - 2SP034519/O-6

Antonio Humberto Barros dos Santos  
Accountant CRC-1SP161745/O-3

## CREDITS

### General coordination

GPA Institute

### Content and design

rpt sustentabilidade

### Photos

Databases of the GPA Institute

2020 - The Annual Report of the GPA Institute was developed by the GPA Institute. Texts may be reproduced provided the source is mentioned.

## CONTACTS

### São Paulo headquarters

Av. Brig. Luís Antônio, 3227  
Jd. Paulista  
Tel.: +55 11 3886-7519

### Osasco

Rua Dona Primitiva Vianco, 400  
Centro  
Tel.: +55 11 4325-4540

### Santos

Av. Ana Costa, 340  
Campo Grande  
Tel.: +55 11 3223-1900

### Nata

Rua Capitão Juvenal Figueiredo, s/n  
São Gonçalo-RJ  
Tel.: +55 11 2602-8261

### Online channels:

[www.institutogpa.org.br](http://www.institutogpa.org.br)

[institutogpa@institutogpa.org.br](mailto:institutogpa@institutogpa.org.br)

[www.facebook.com/institutogpa/](https://www.facebook.com/institutogpa/)

[www.instagram.com/instituto\\_gpa/](https://www.instagram.com/instituto_gpa/)

[www.youtube.com/InstitutoGPA](https://www.youtube.com/InstitutoGPA)

