

A photograph of three women standing on a beach. The woman on the left is wearing a sleeveless, light-colored dress with a large bow at the bust and a matching waist. The woman in the middle is wearing a long-sleeved, light-colored blouse with a pattern and a matching skirt. The woman on the right is wearing a light-colored, double-breasted blazer with gold buttons and a matching skirt. The background shows a beach, water, and trees under a bright sky.

2Q22 RESULTS

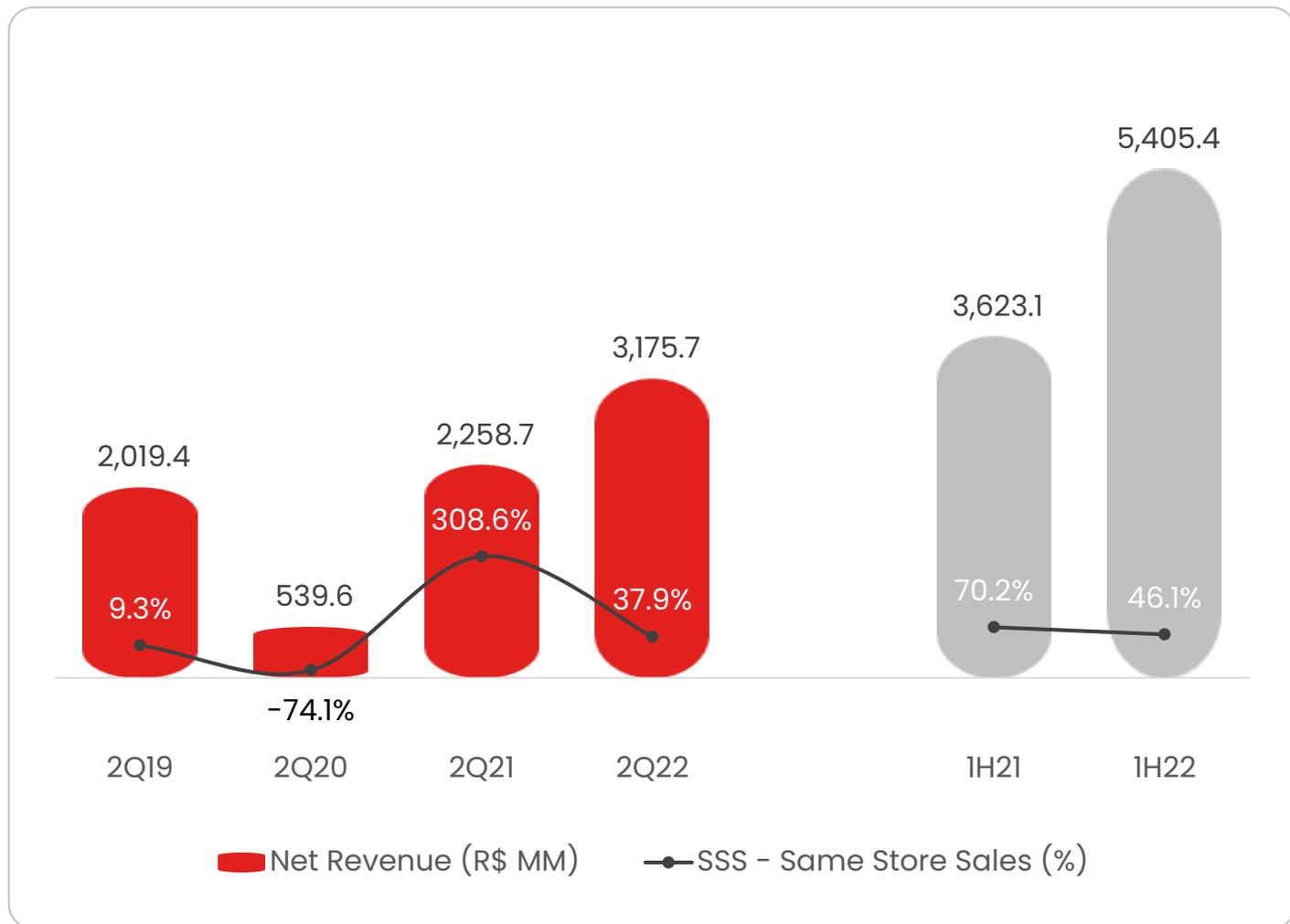
LOJAS RENNER S.A.

 RENNER

CMICADO youcom realize repassa

Net revenue from retailing

resulting in robust growth with consecutive gains in market share

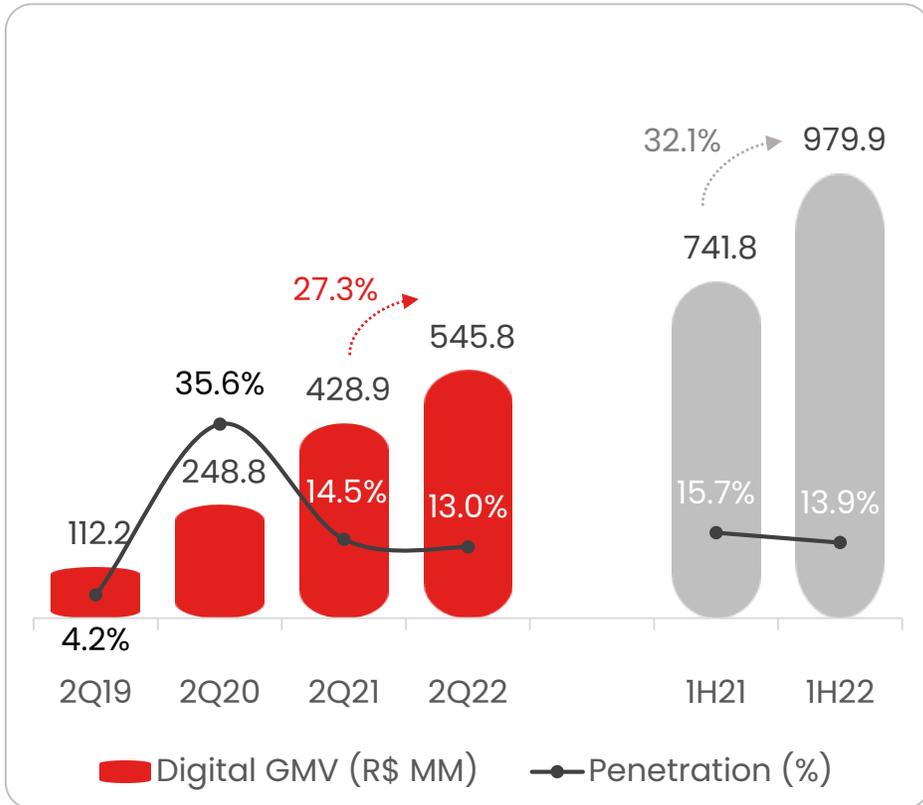


+40.6%
versus 2Q21

+57.3%
versus 2Q19

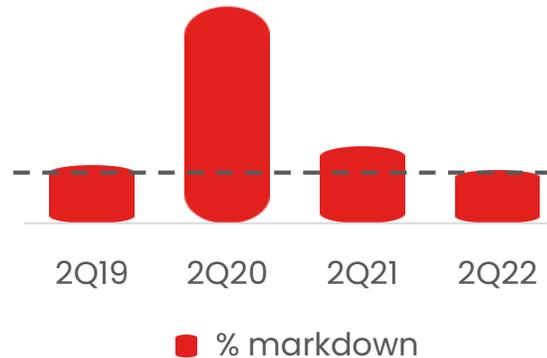
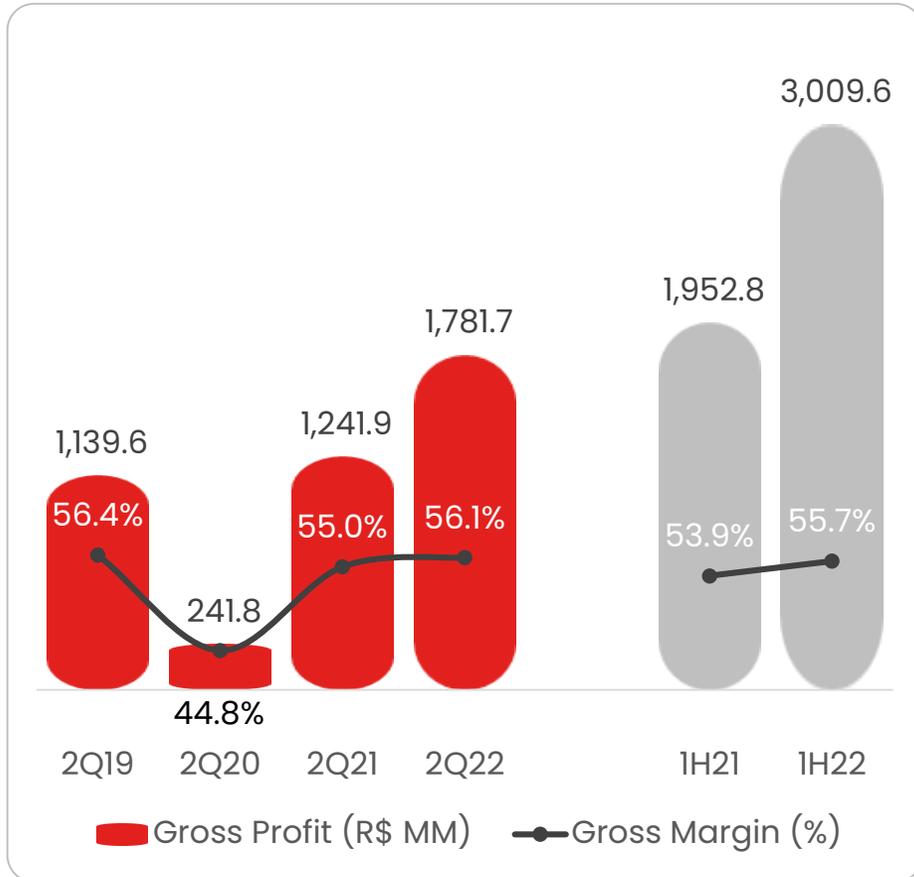
- Consistent gain in market share
- Flows still lower than 2019, but ~10% gain in volume vs 1Q19
- Fall/Winter collection well received
- Intense and early winter
- Efficiency gains from Omni initiatives (technology, data and execution)

Digital GMV: consistent growth with new channels achieving greater relevance



Source: NIQ Ebit - Top Of Mind - 2Q22

Gross Margin close to pre-pandemic levels, with **markdowns** at the lowest levels in the past few years



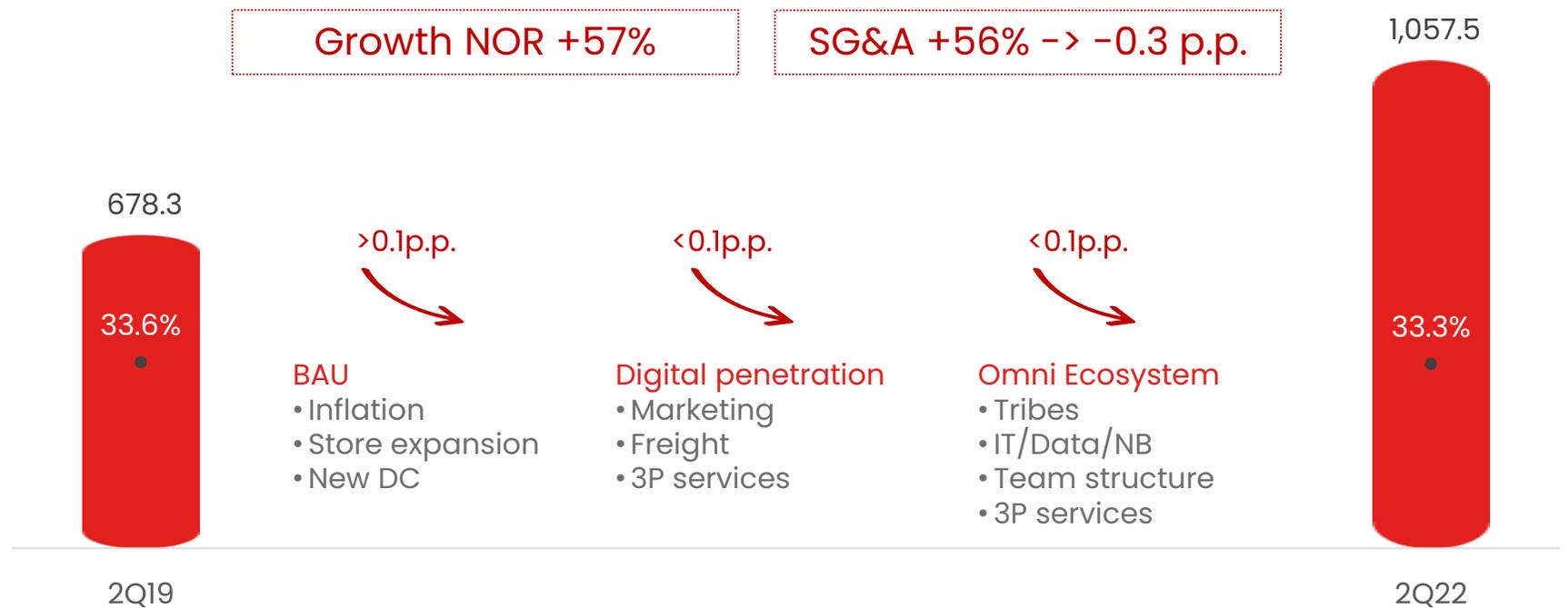
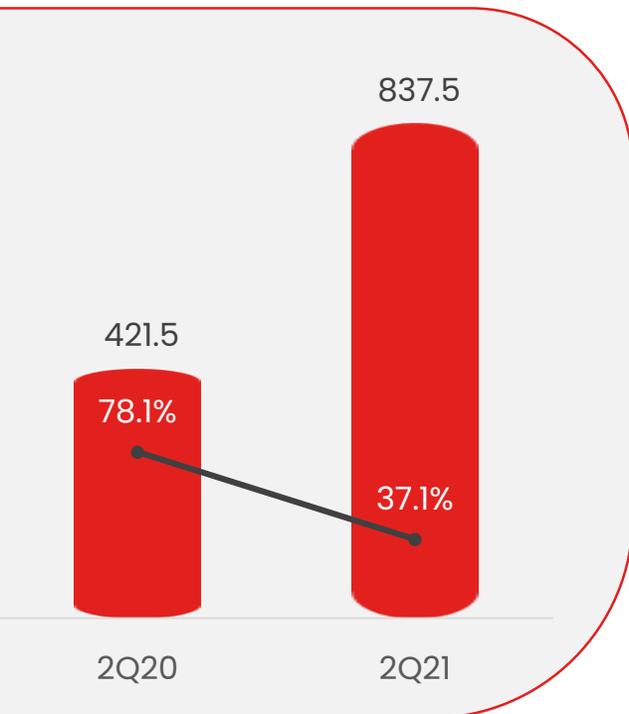
+1.1p.p.
in Margin
versus 2Q21

-0.3p.p.
in Margin
versus 2Q19

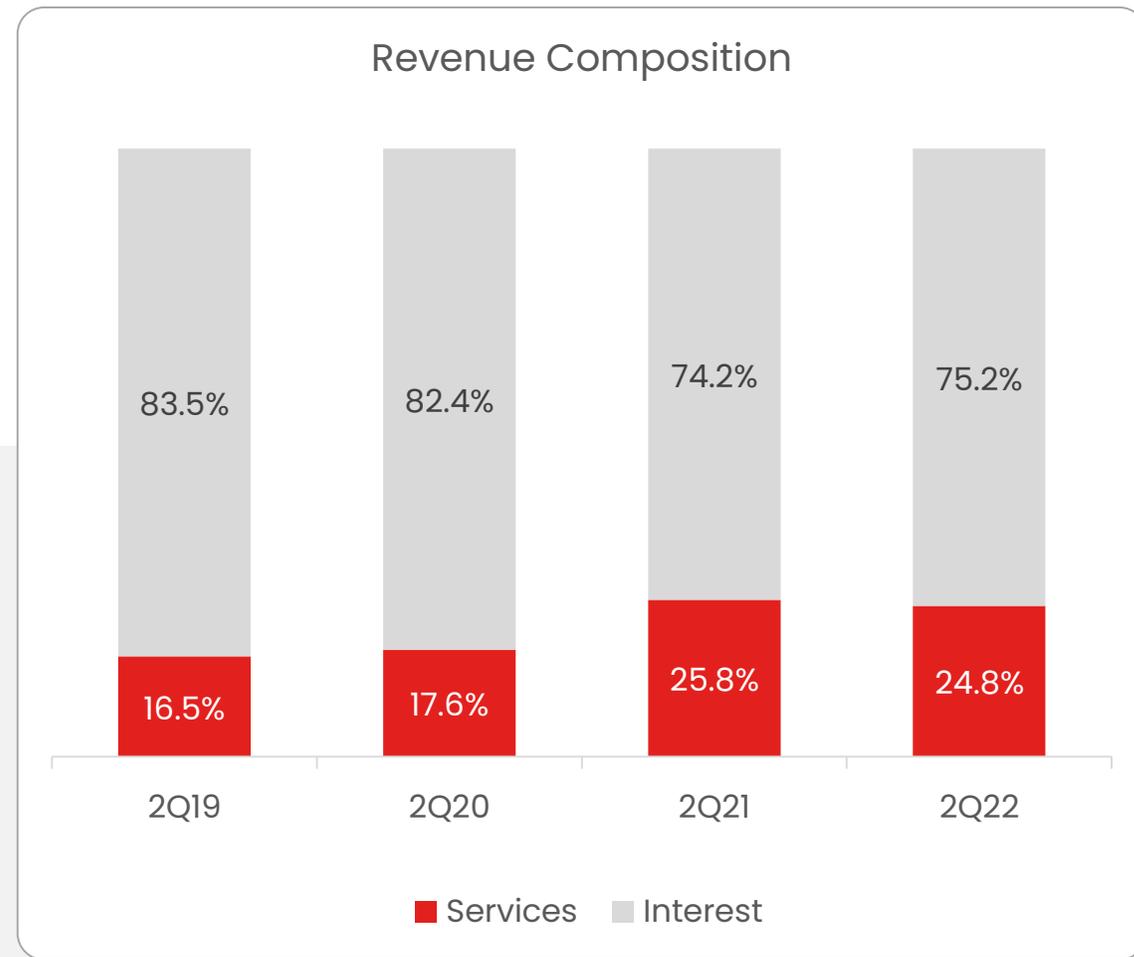
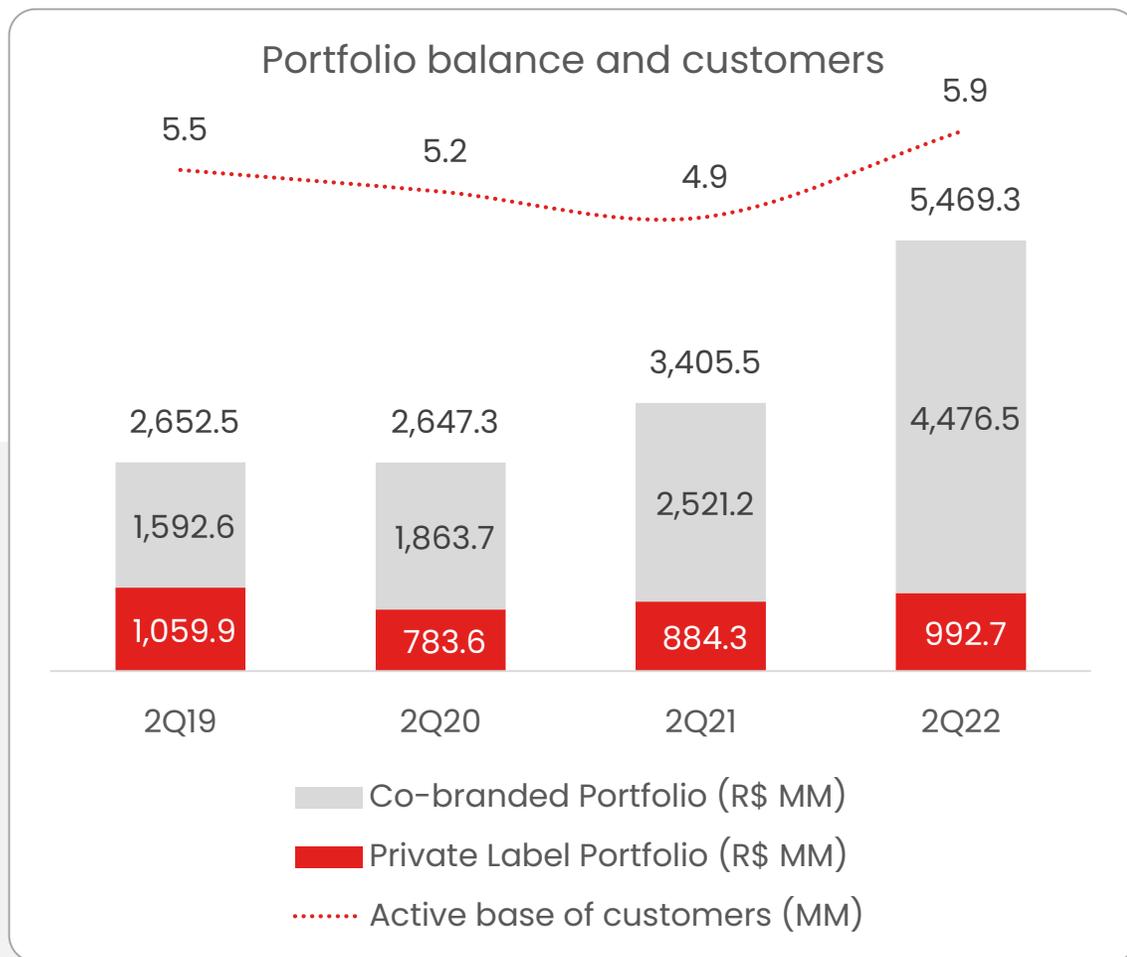
- Fall/Winter collection assertiveness
- Correct inventory composition
- Use of Data Analytics and AI for establishing fulfillment with delivery of the most suitable grades to the stores

SG&A Operating Expenses: return to pre-pandemic levels, a result of operational leverage and efficiency gains, despite conjunctural effects and significant investments in the ecosystem

SG&A post-IFRS 16
% NOR

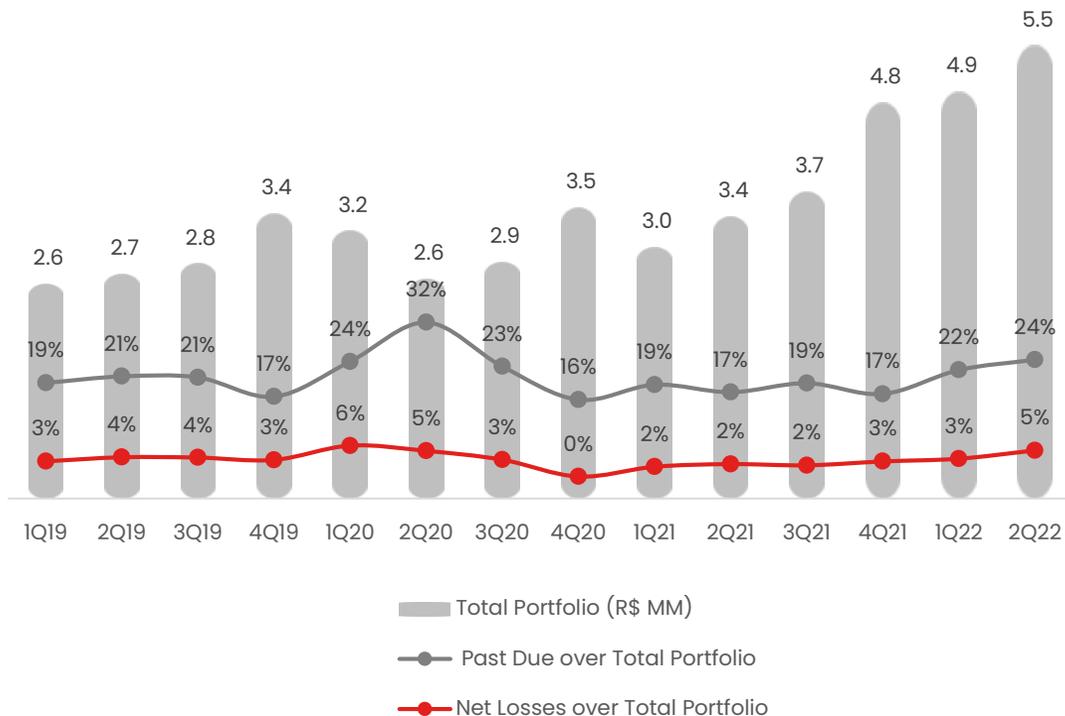


Realize: Continual portfolio expansion, reflecting strong revenue growth with more participation of revenue services



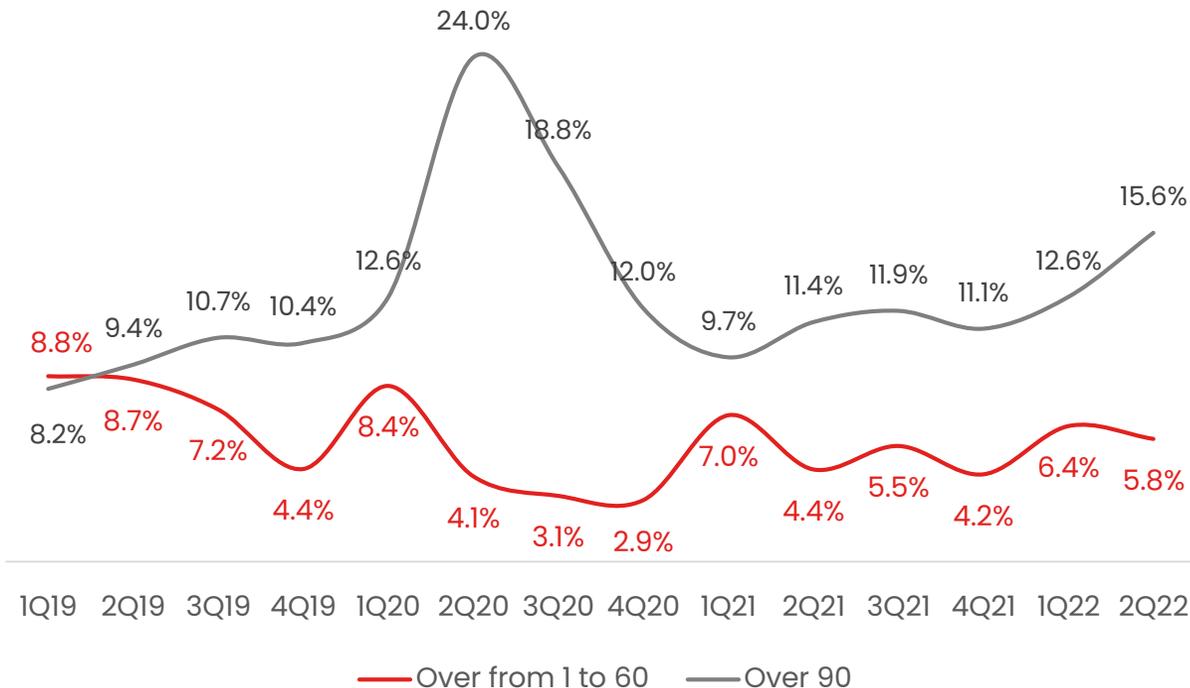
Increase in the levels of delinquency due to a more challenging macroeconomic scenario

Total portfolio x past due x losses



% past due by ranges

Portfolio until 360 days



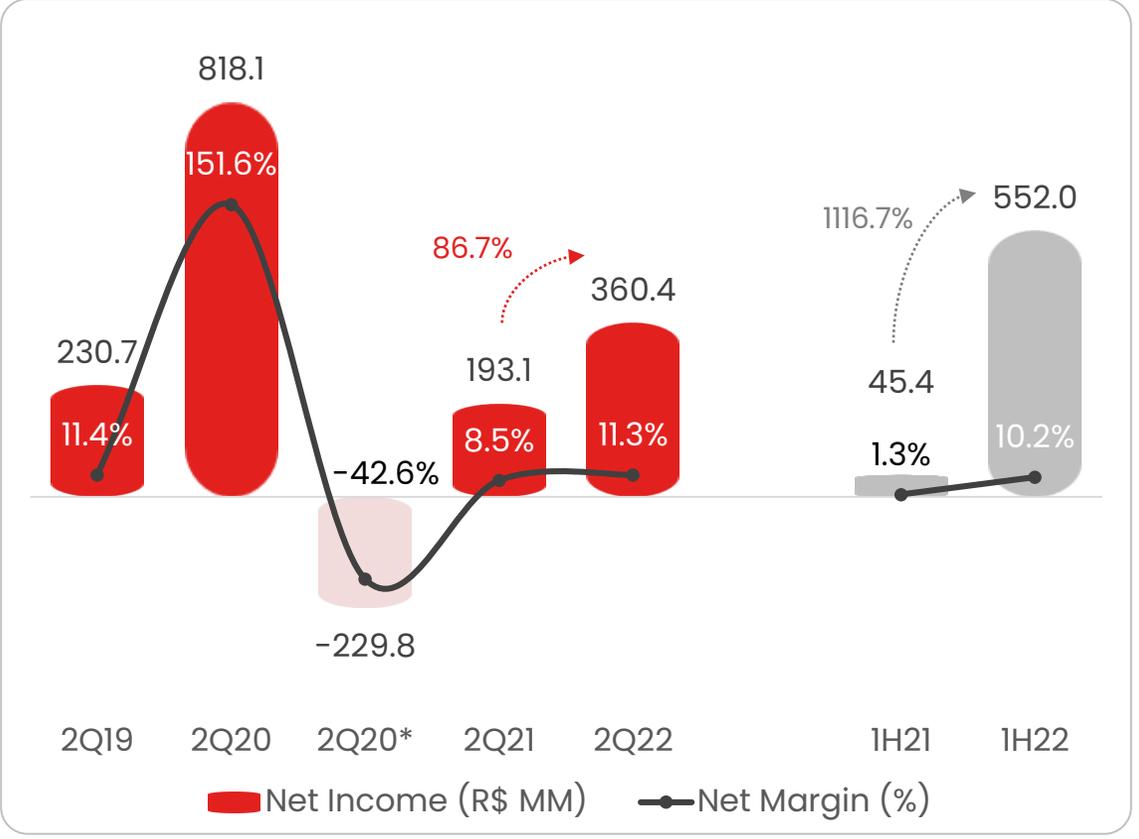
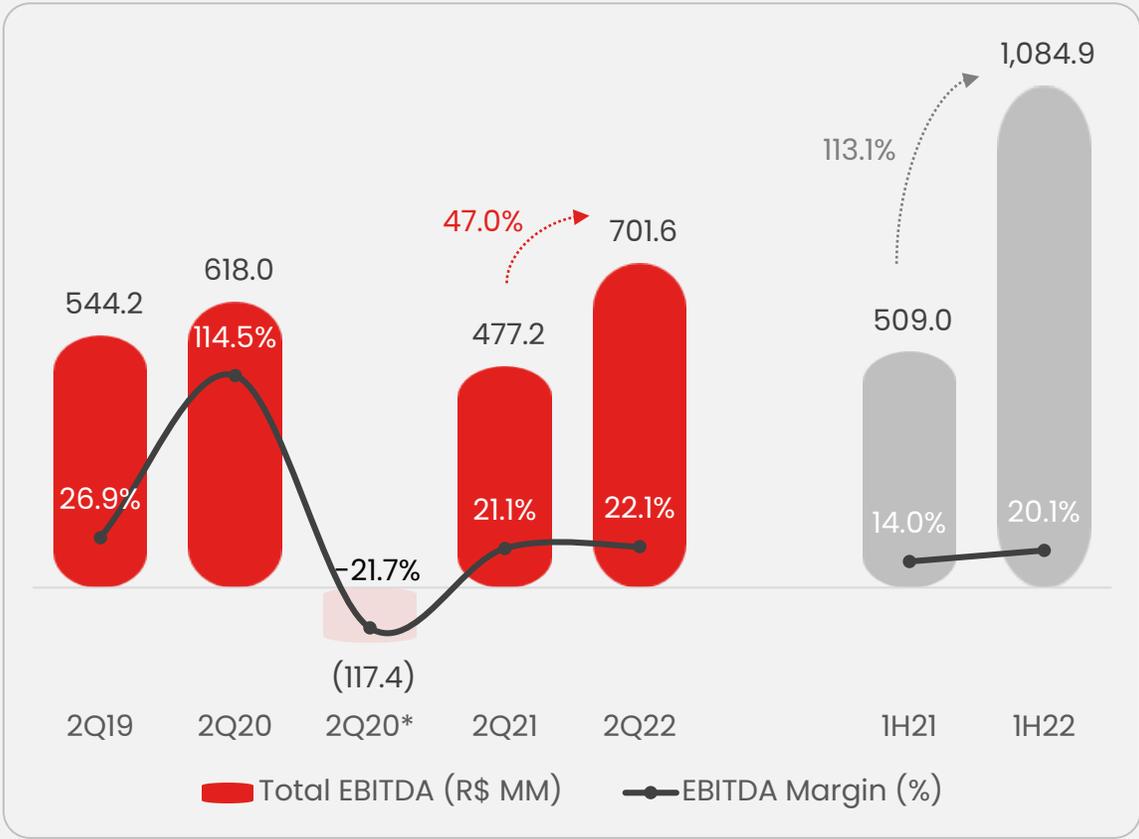
Actions adopted:

Origination

Maintenance

Collection

Total Adjusted EBITDA **47% greater** than 2Q21 and Net Profit **exceeding pre-pandemic levels, 56% greater than 2019**



*(ex-tax credit)

And in this way, we move into the second half! Aware of the external challenges but confident in our capacity, continuing to enchant the customers, with increasing market share

● **Sales from Retailing**

A more challenging half year, expectations of growth aligned to 1Q22 (versus 2019)

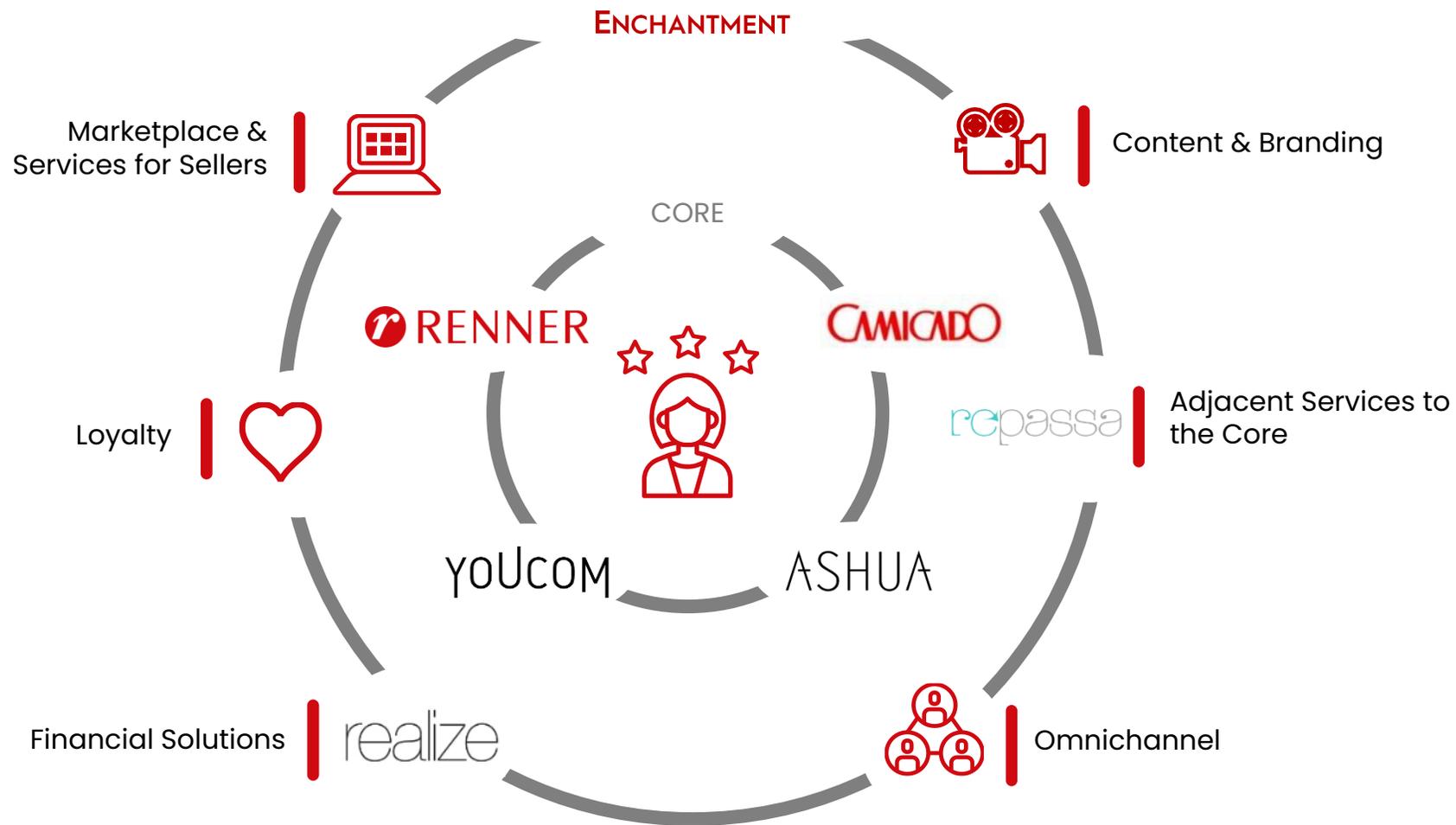
● **Capital Structure**

Optimization, improved ROIC, maintenance of liquidity

● **Total EBITDA***

Similar to 2019 levels

We are developing our fashion and lifestyle ecosystem to ensure an increasingly complete and enchanting journey for our customers



Ecosystem leader in fashion and lifestyle retailing

Expansion of addressable market

Relevant potential increase in the customer base

Creation of a **single platform** of brands, partners and sellers

Strengthening of the **culture of enchantment**

Increase of **lifetime value**

To be a **benchmark** in attraction and retention of talents in fashion, retailing, technology, data, fulfillment and innovation



Omnichannel



Delivery up to D+2 increased by 6 p.p. and up to D+1 in the SP and RJ metro regions increased 19 p.p. vs 2Q21



Integration of Uello with pilot in transit points for last mile management



Go live phase of Camicado's operations at the new **Omni DC**



New digital channels representing ~25% of online GMV



Checkout: expansion of self checkouts in the stores representing ~20% of sales



Rollout of 16 stores in 2Q22

Significant improvement in the **level of service**, with greater **efficiency in delivery**



CRM & Loyalty

Active customer base continues to **increase** with greater retention

- 18.9 MM of active customers, an increase of 19% vs 2Q21
- The number of customers purchasing 3 or more brands in the Ecosystem **grew 37.5%** over the last 12 months. These customers **spend as much as 6 to 7 times more.**



Content & Branding

Unification of content in all digital interactions with the customer through 26 concept campaigns

- **12 lives in the quarter** with record audiences
- **+600 influencer** activations
- **Renner** is the brand showing the most growth on Instagram



Financial Solutions



Greater occupation of the ecosystem with expansion in the active customer base

Realize



Increase of 48% in TPV



100% digital billing of Meu Cartão



Co-branded card issuance at 100% of Youcom, Camicado and Ashua stores



Co-branded card represents 58% of the active customer base



91% of the customers are digitalized



Digital account Expansion to 25 stores



Environmental, Social and Governance

Launch of **jeans tracked** with blockchain

Targets for **reducing CO2 emissions** were approved by the Science Based Targets initiative (SBTi)

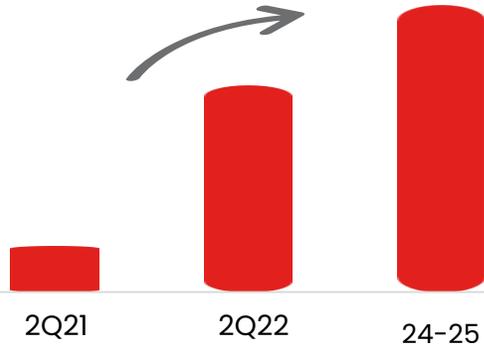
Publication of the **Annual Report 2021**

Report on the **Brazilian Code of Corporate Governance 2022**

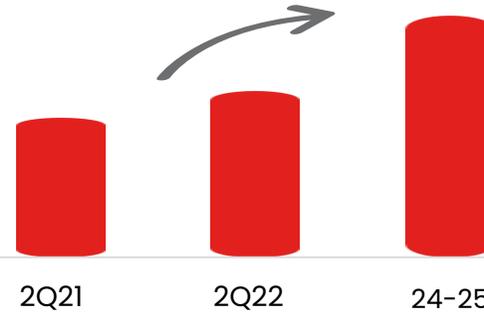


We have already taken great strides on the **Ecosystem** development, but there is still a lot more to come...

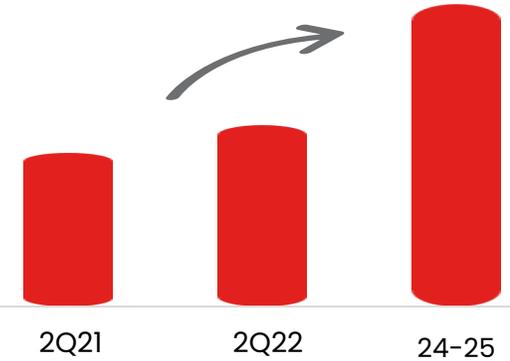
Digital Assortment



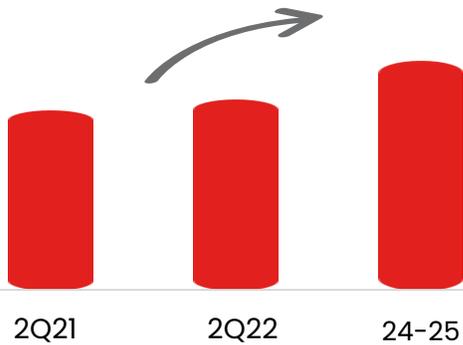
Ecosystem Active Customers



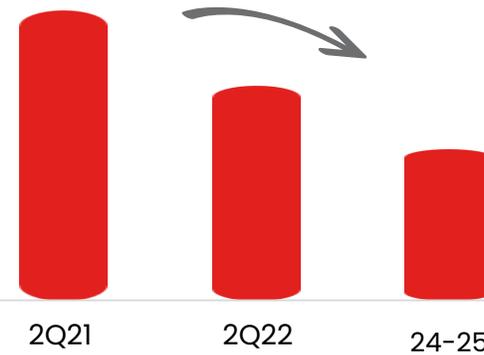
D+2 Deliveries



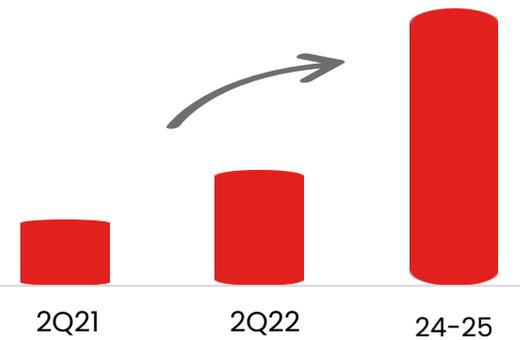
Omni customer base



CAC / Retail Revenues

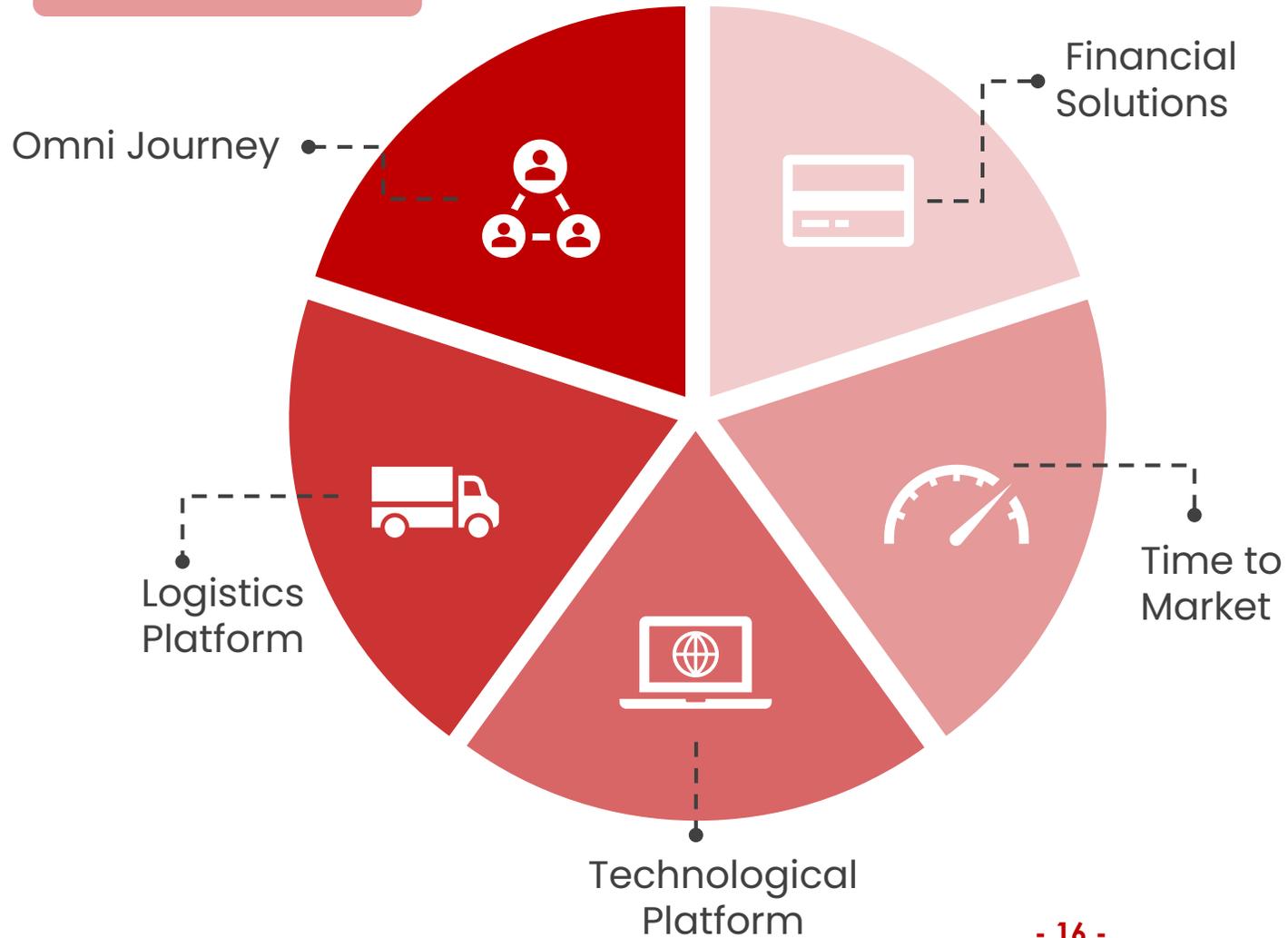


% Service Revenues at Realize



We continue focusing on the main levers of the Ecosystem

PRIORITIES 2022



FOCUS

PRIORITIZATION

**VALUE
GENERATION**



Questions and Answers

For live questions via **audio**, raise your hand to join the line. On being announced, a request to **activate your microphone** will appear on the screen, upon which you should activate your microphone to ask the questions. Please note that all questions should be made at one time.



Raise Hand

Or should you prefer, **write** your question directly in the Q&A icon to be found on the lower part of the screen.



Q&A

Legal Notice

The forward-looking statements contained in this document relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of Lojas Renner S.A. and are merely projections and, as such, are based exclusively on the expectations of the Company's management concerning the future of the business. Such forward-looking statements depend substantially on changes in market conditions, the performance of the Brazilian economy, the sector and the international markets and are therefore subject to change without prior notice.

All variations presented herein are calculated on the basis of numbers in thousands of Reais as well as those numbers which have been rounded.