

A photograph of three women standing in a desert landscape with mountains in the background. The woman on the left is wearing a sleeveless, patterned dress with a large bow at the waist. The woman in the middle is wearing a patterned blouse with a collar and a matching skirt. The woman on the right is wearing a double-breasted, patterned blazer. The text "2Q22 RESULTS" and "LOJAS RENNER S.A." is overlaid on the right side of the image.

# 2Q22 RESULTS

## LOJAS RENNER S.A.

 RENNER

CMCÍADO

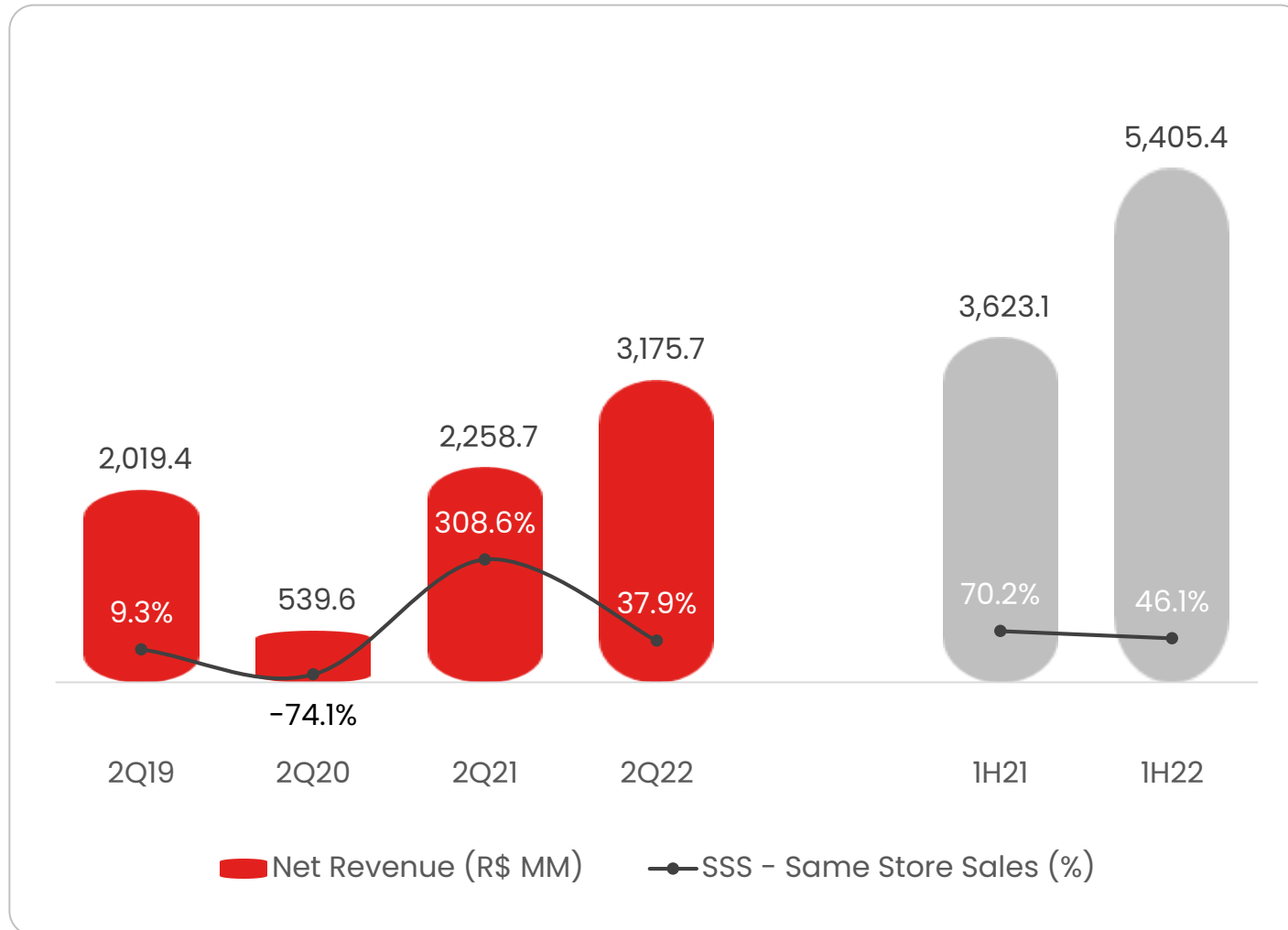
youcom

realize

repassa

# Net revenue from retailing

resulting in robust growth with consecutive gains in market share



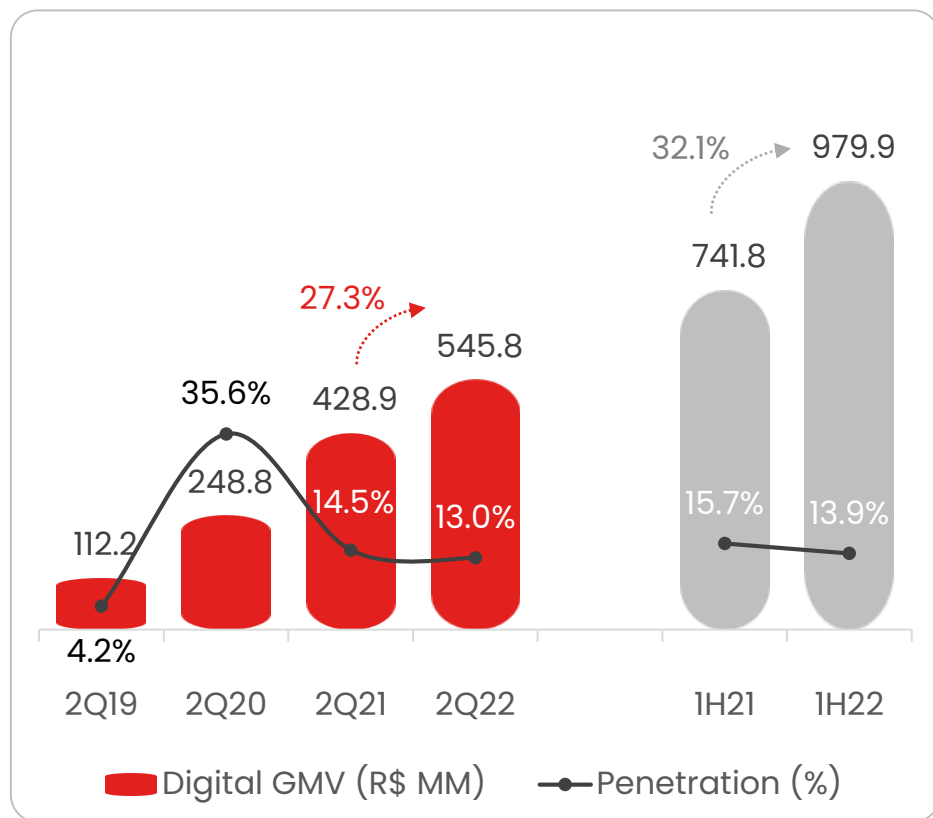
**+40.6%**  
versus 2Q21

**+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)

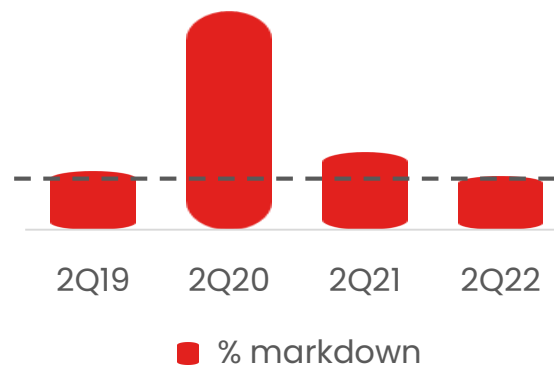
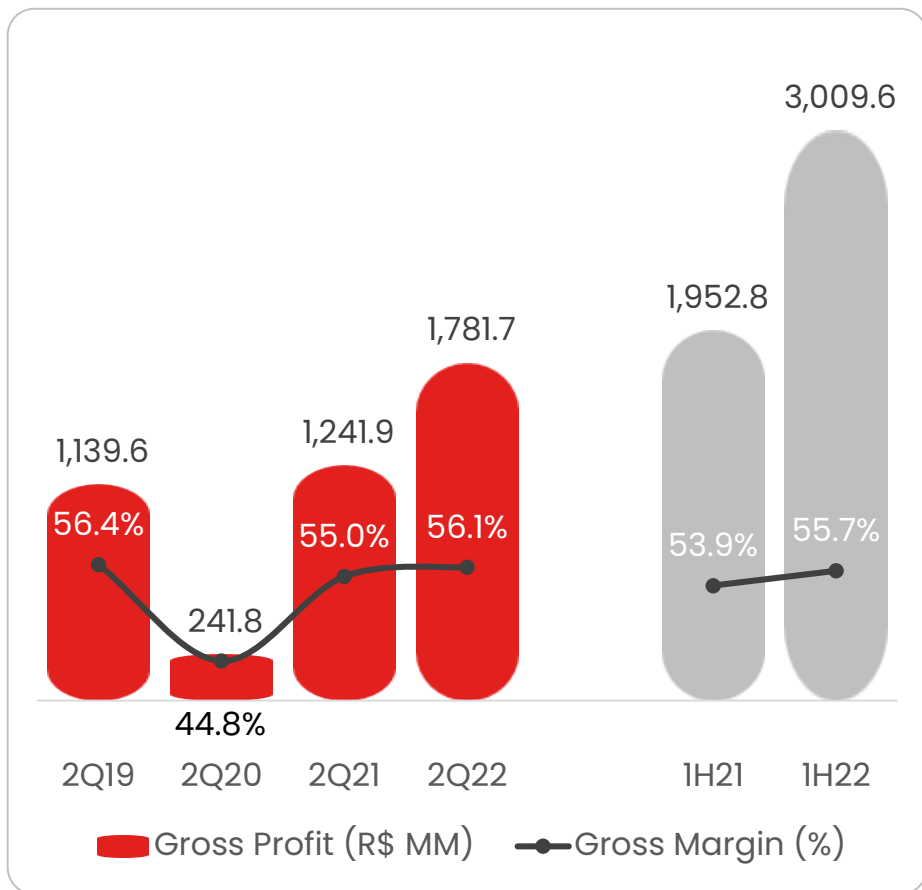


# Digital GMV: consistent growth with new channels achieving greater relevance



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



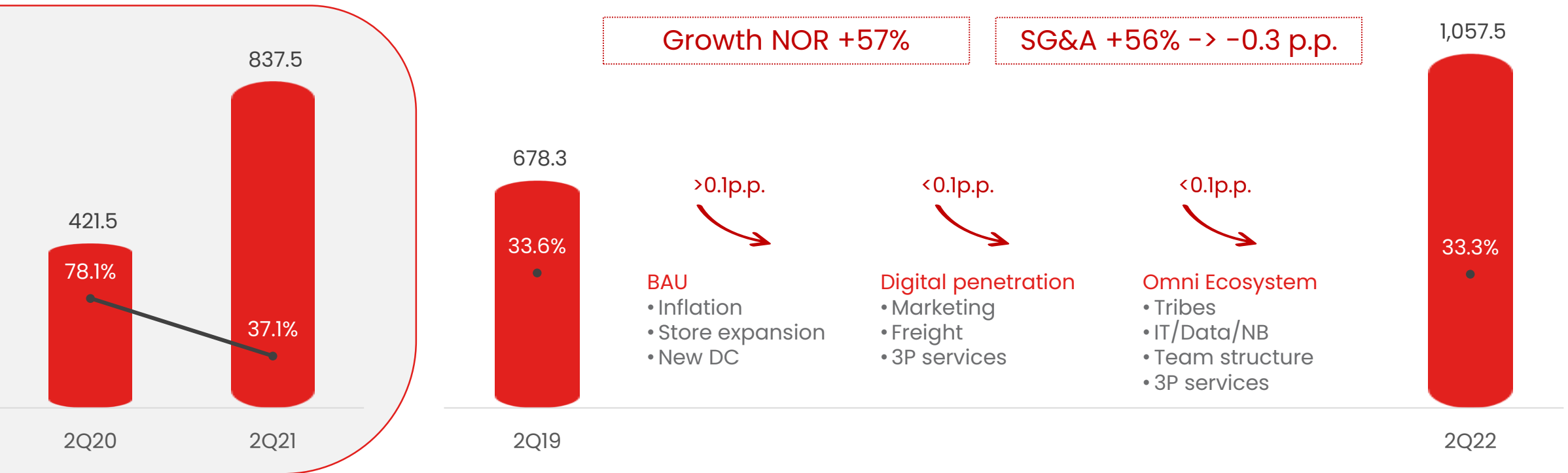
**+1.1p.p.**  
in Margin  
versus 2Q21

**-0.3p.p.**  
in Margin  
versus 2Q19

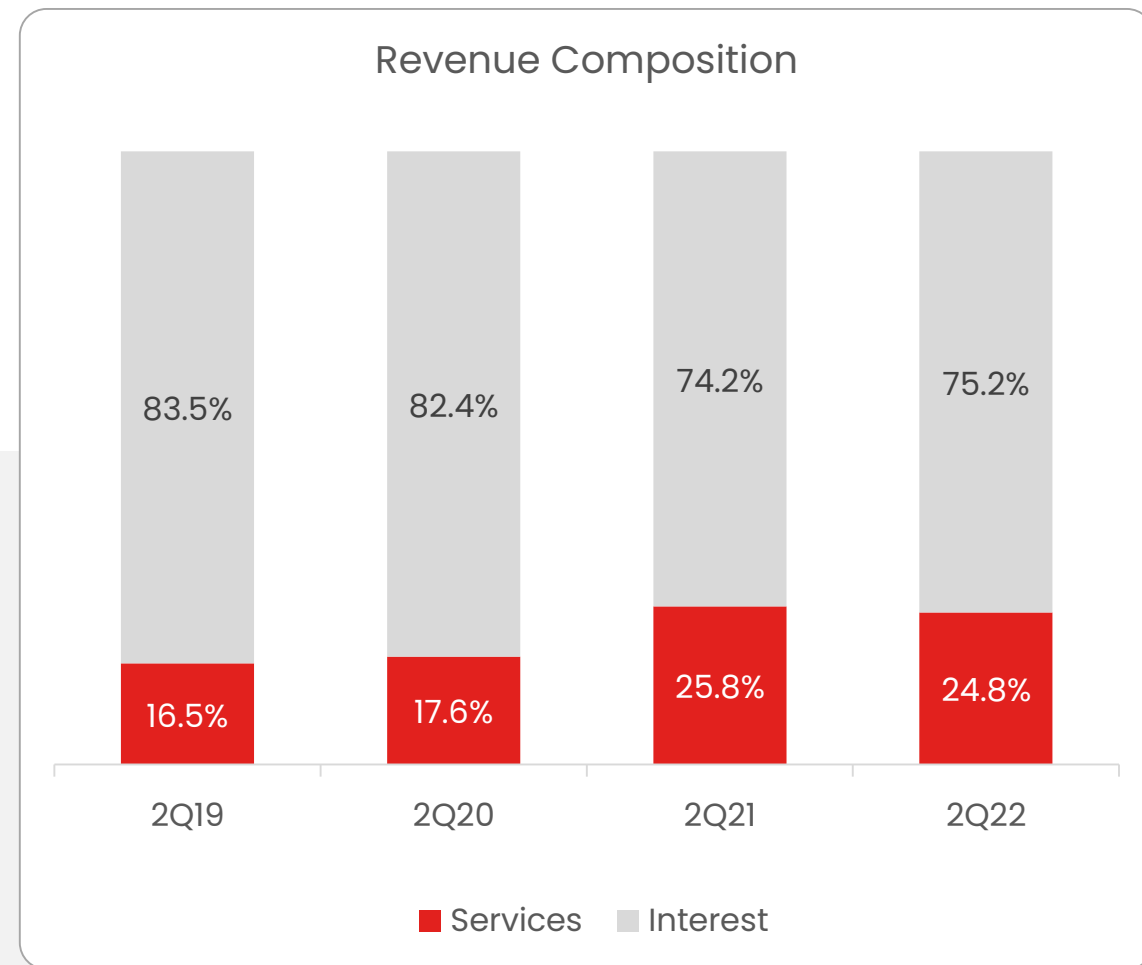
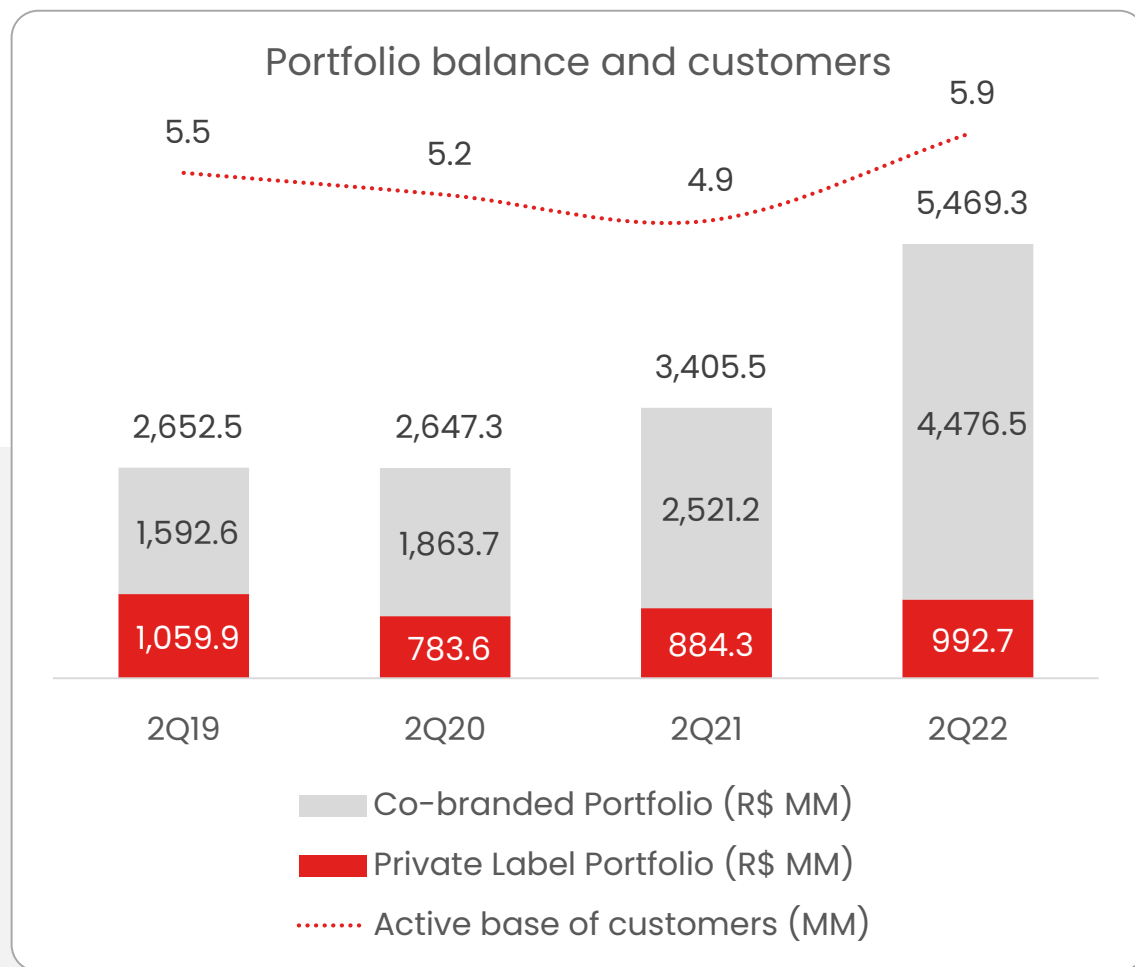
- Fall/Winter collection assertiveness
- Correct inventory composition
- Use of Data Analytics and AI for establishing fulfillment with delivery of the most suitable grades to the stores

**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

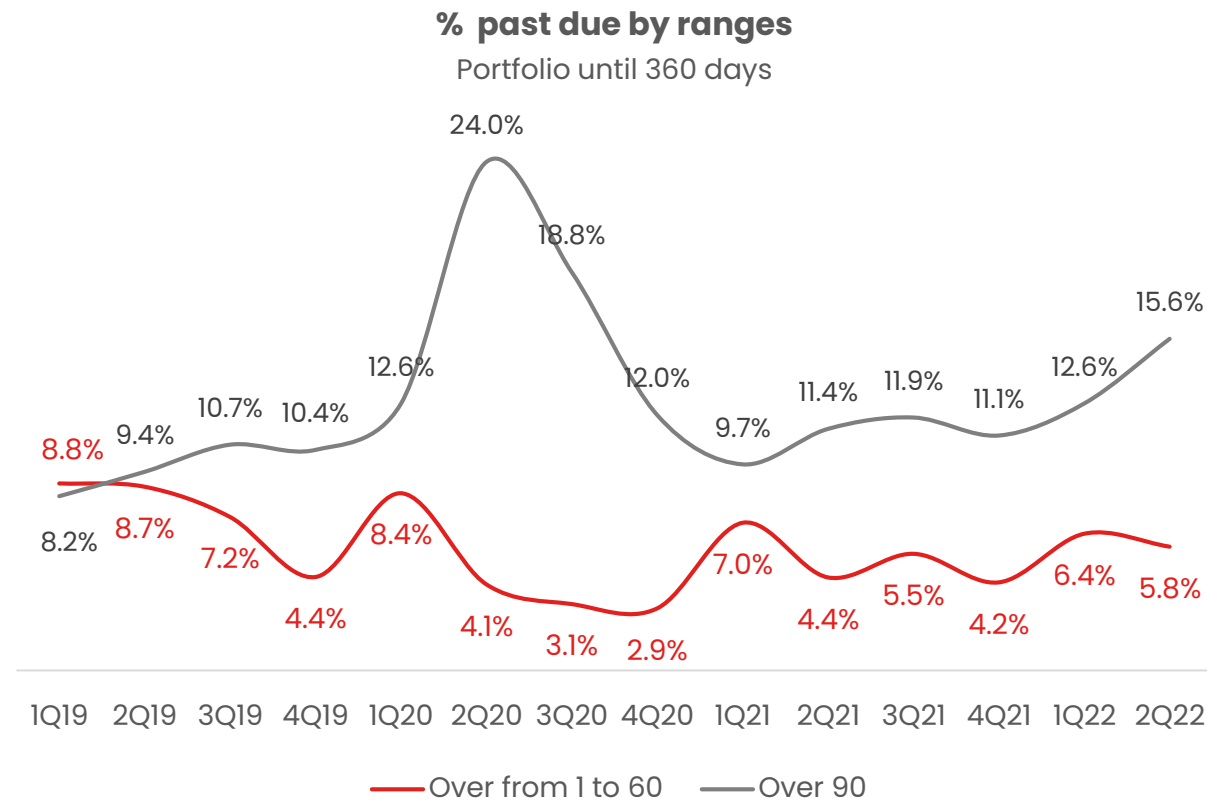
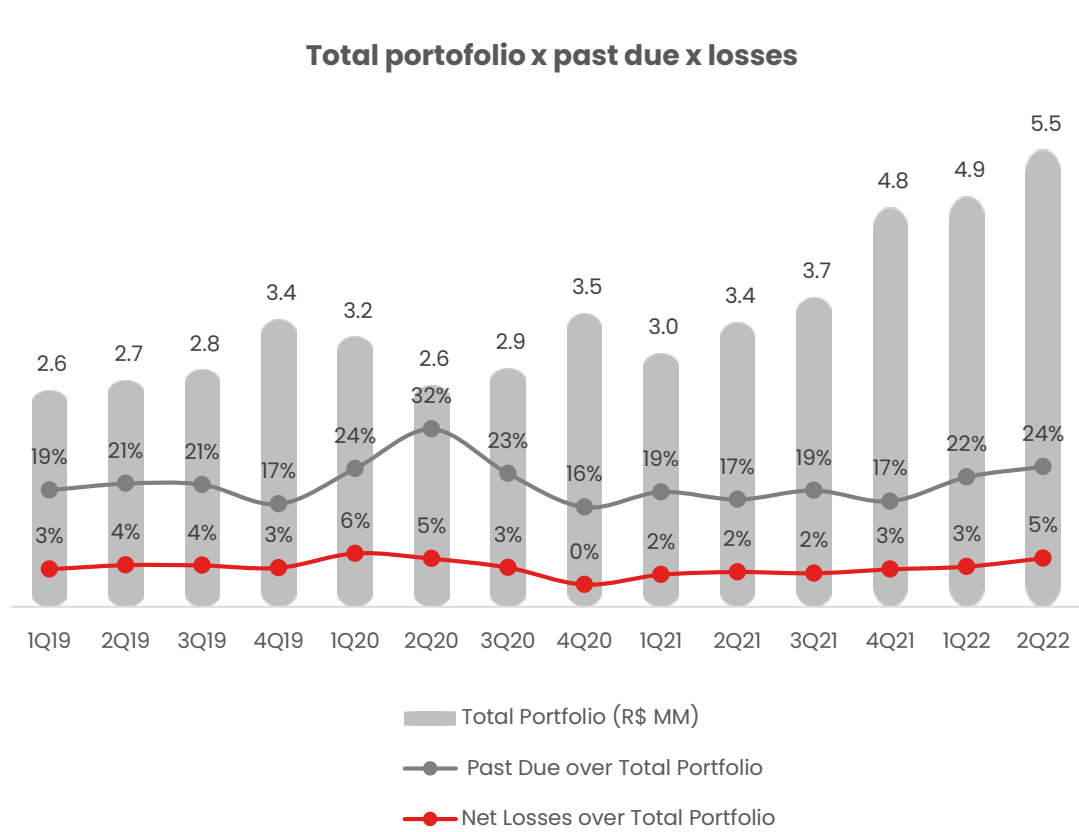
SG&A post-IFRS 16  
% NOR



# 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



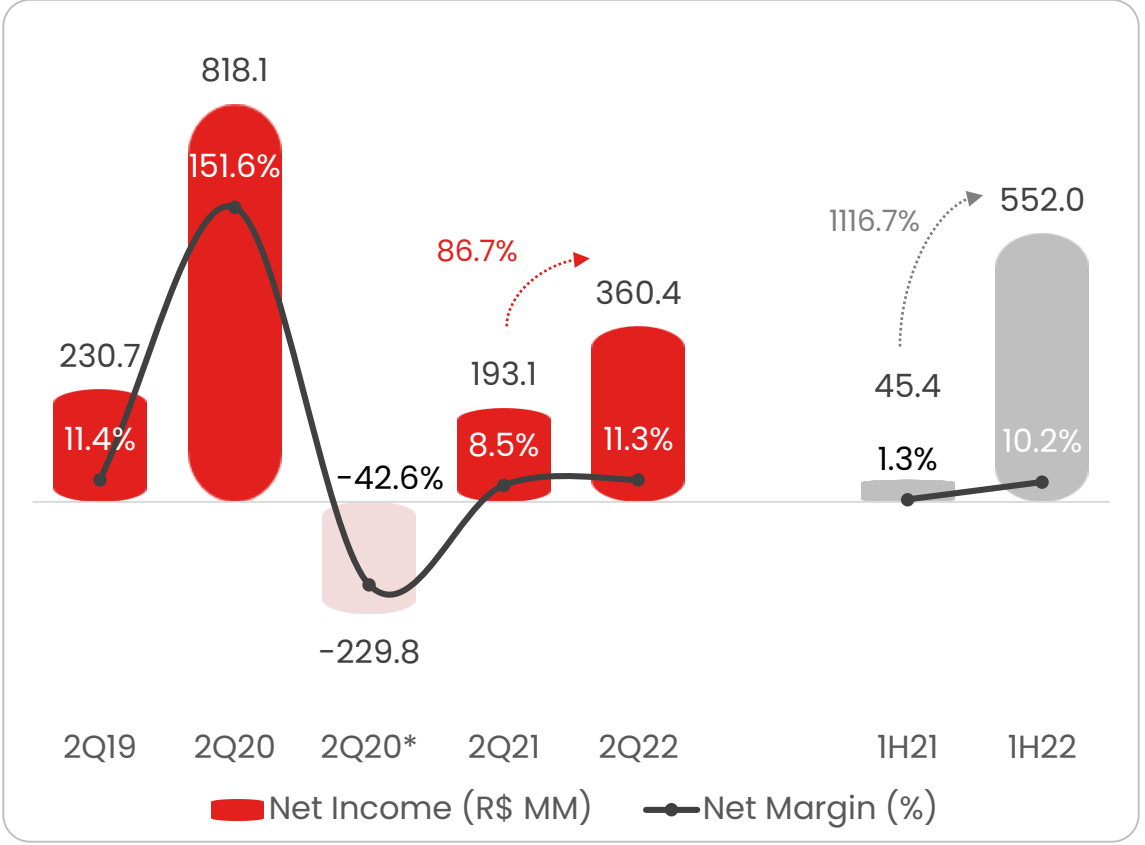
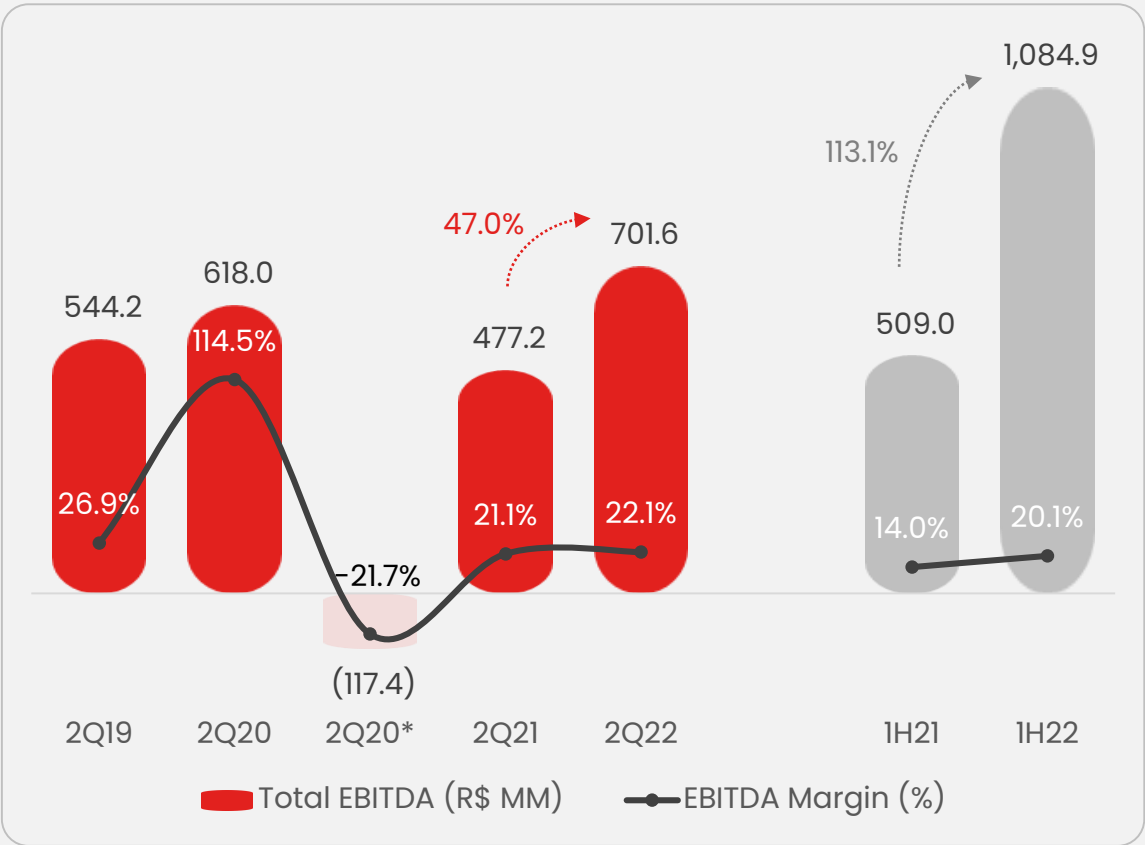
Actions adopted:

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)

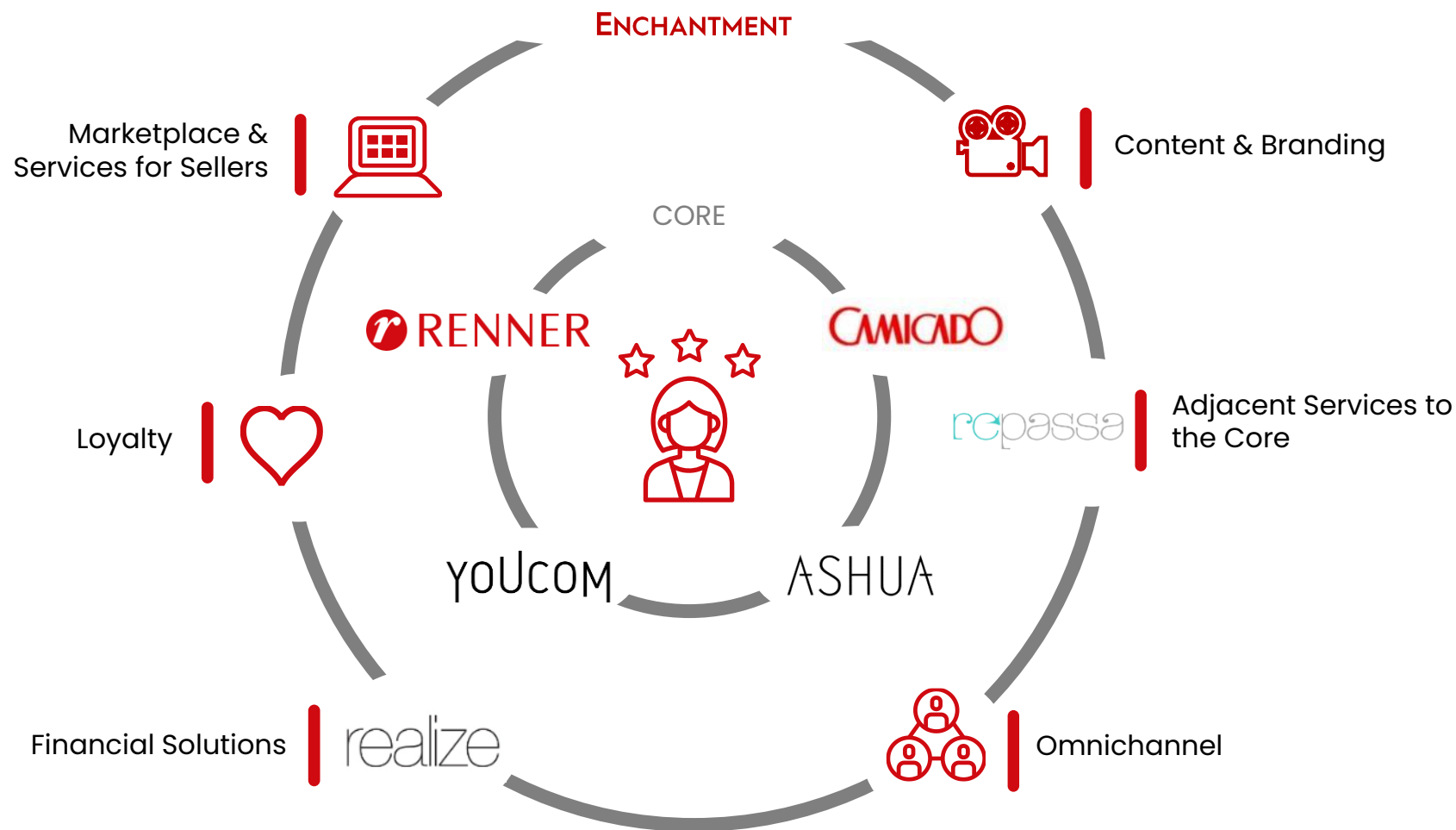
• **Capital Structure**

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**

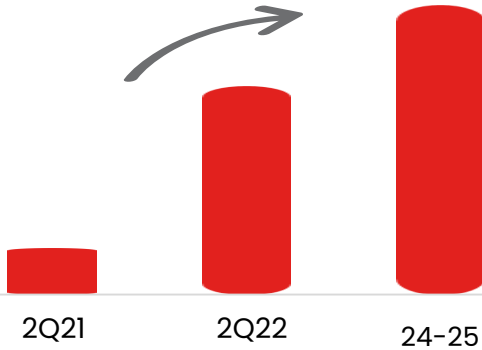
Report on the **Brazilian**  
**Code of Corporate**  
**Governance 2022**



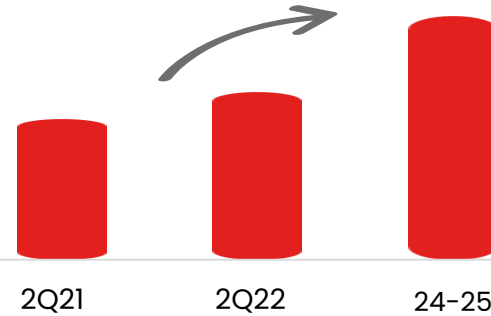


We have already taken great strides on the **Ecosystem** development, but there is still a lot more to come...

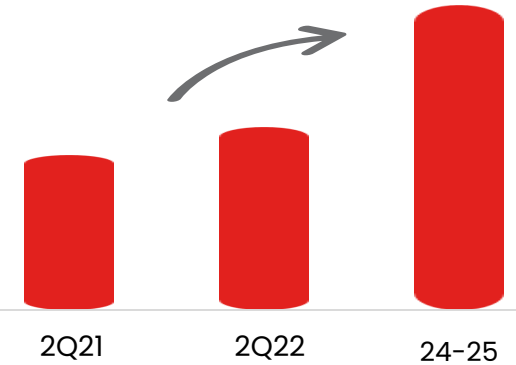
**Digital Assortment**



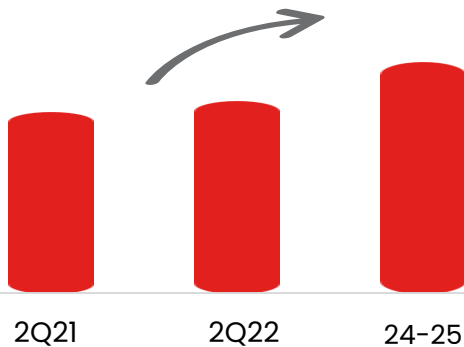
**Ecosystem Active Customers**



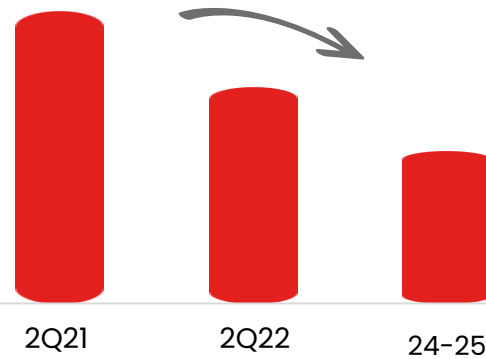
**D+2 Deliveries**



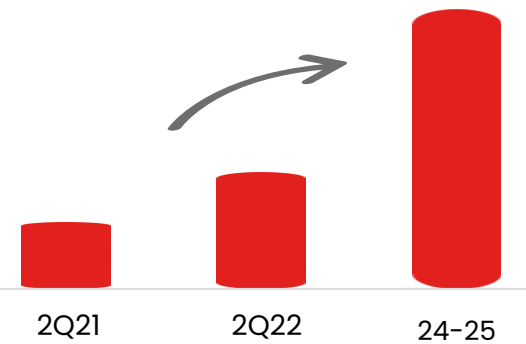
**Omni customer base**



**CAC / Retail Revenues**

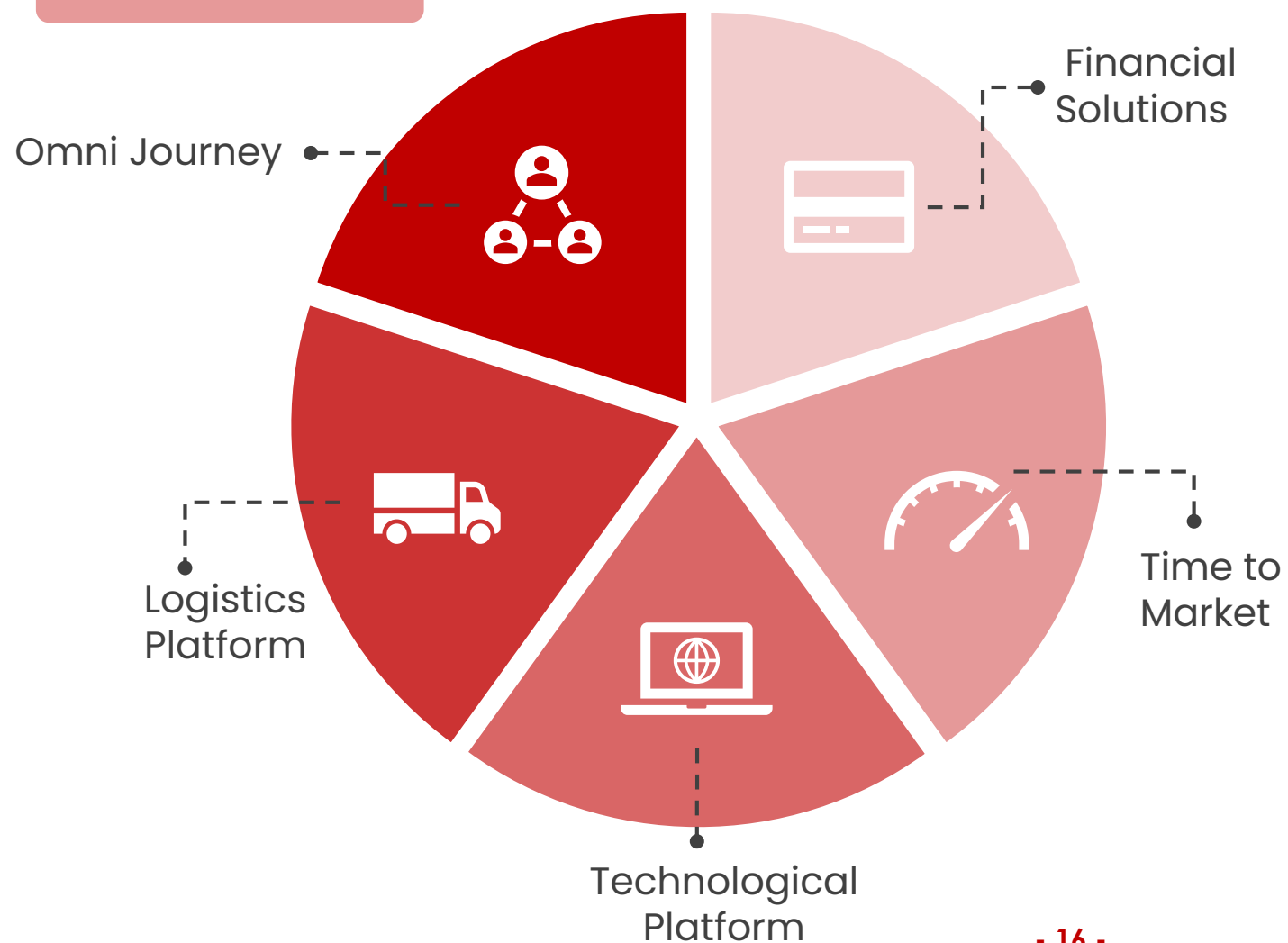


**% Service Revenues at Realize**



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

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