

RESULTS 1Q23

LOJAS RENNER S.A.



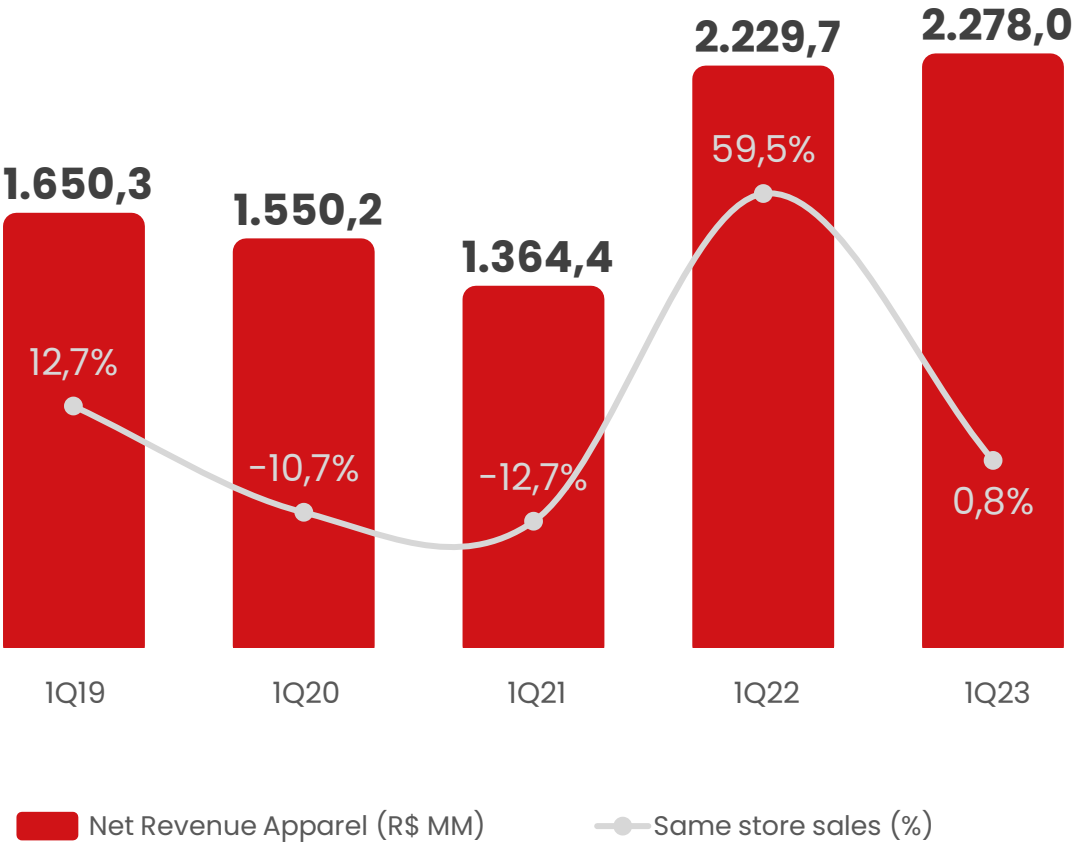
CMICADO

youcom

realize

repassa

Net Revenue from retailing with growth vs 2022



NET REVENUE

+2.2%

VERSUS 1Q22

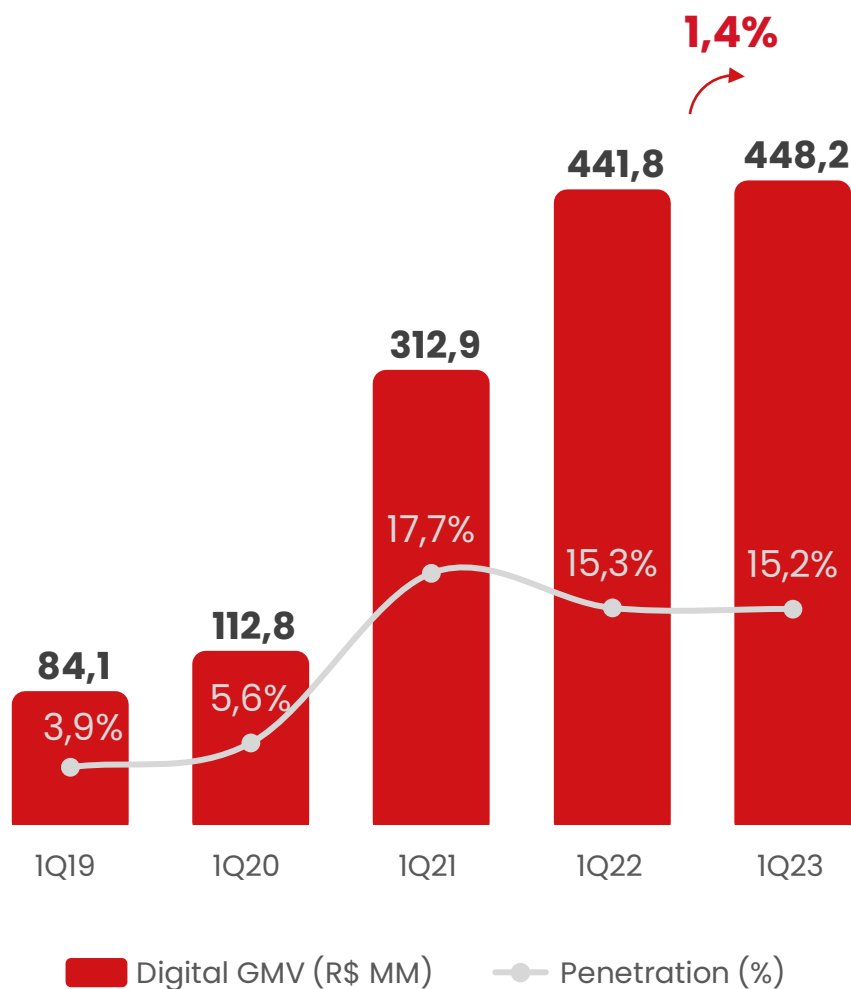
NET REVENUE BRAZIL
EX-CAMICADO

+3.5%

VERSUS 1Q22

- Macro context
- High comparative base 1Q22
- Higher than expected temperatures
- Reduction of mid-season items
- Youcom: notable performance +8.5%

Digital GMV: growth with greater profitability



Online penetration **15.2%**

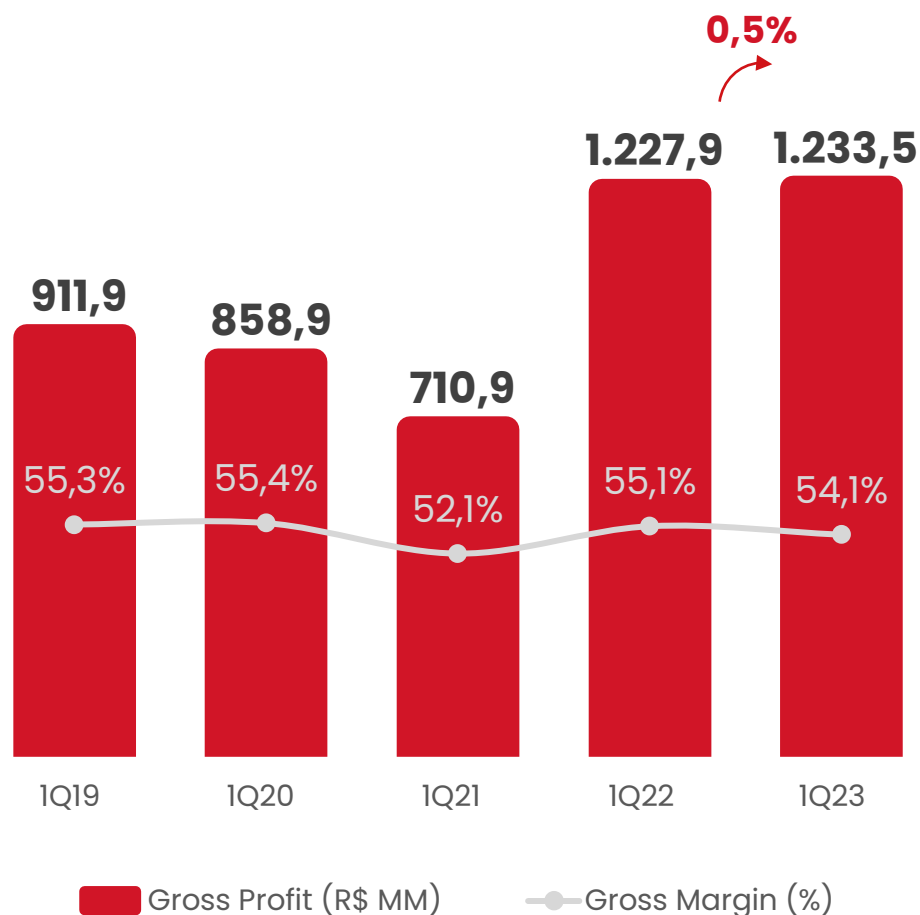
Better level of service in deliveries by D+2 **+3pp**

Gain in profitability (Freight and CAC/NOR) **-2.4pp**

Marketplace
Renner: ~460 Sellers
Camicado: ~570 sellers **~11% of Digital GMV**

The most valuable fashion brand in BR (Interbrand)

Gross Margin impacted by markdowns and reduced winter collection product mix



GROSS
MARGIN

-1.0p.p.
VERSUS 1Q22

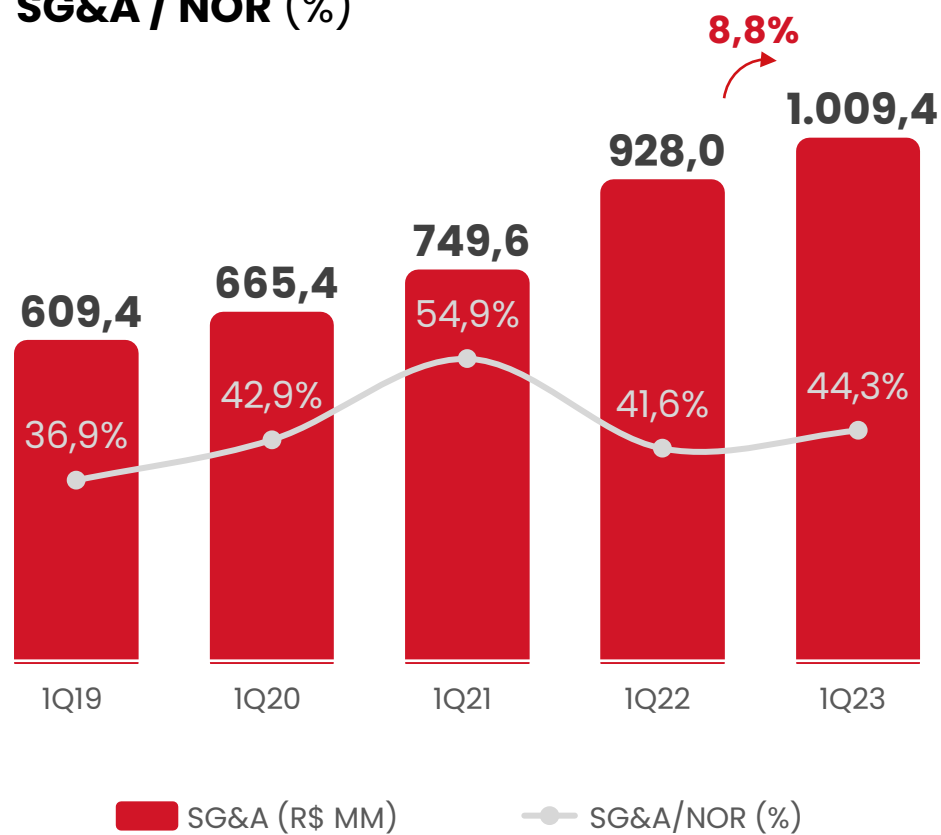
- Markdowns of summer items
- Reduced participation of fall-winter items on sale
- High comparative base, with markdowns below the historical average
- Camicado + 1.8pp and YC +1.7pp
- Lower cost pressures and exchange rates will benefit the next few months





Lower operational leverage and non-recurring expenses despite greater digital efficiency

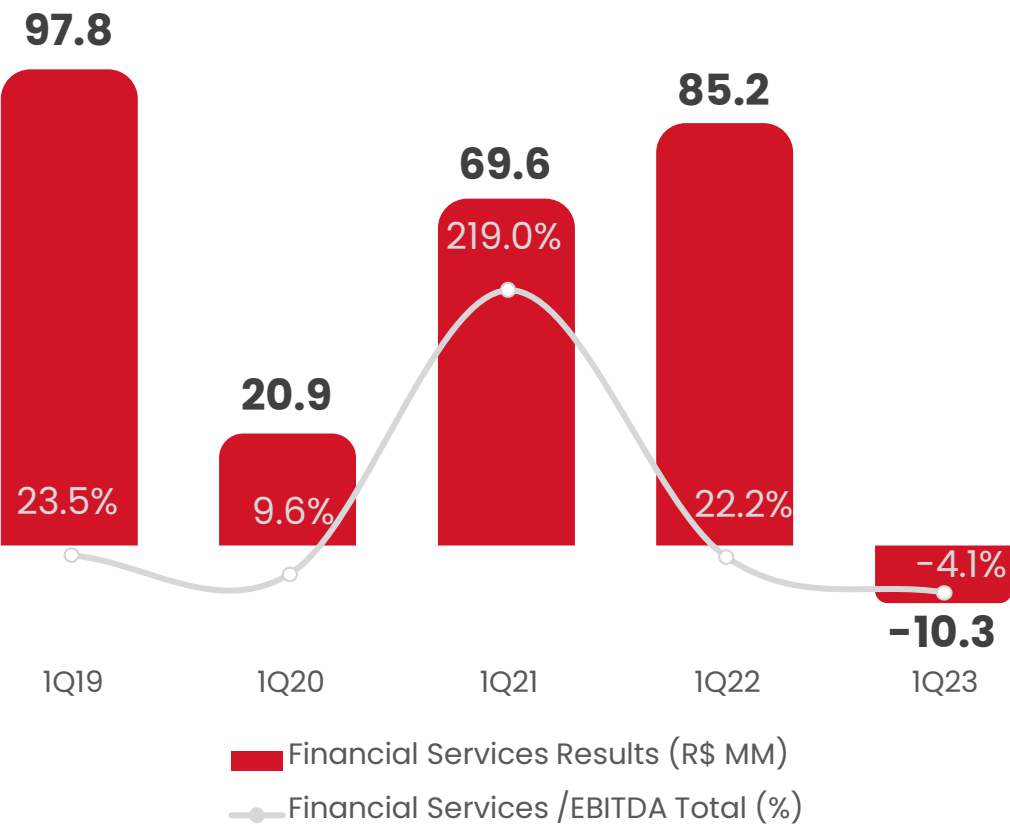
SG&A / NOR (%)



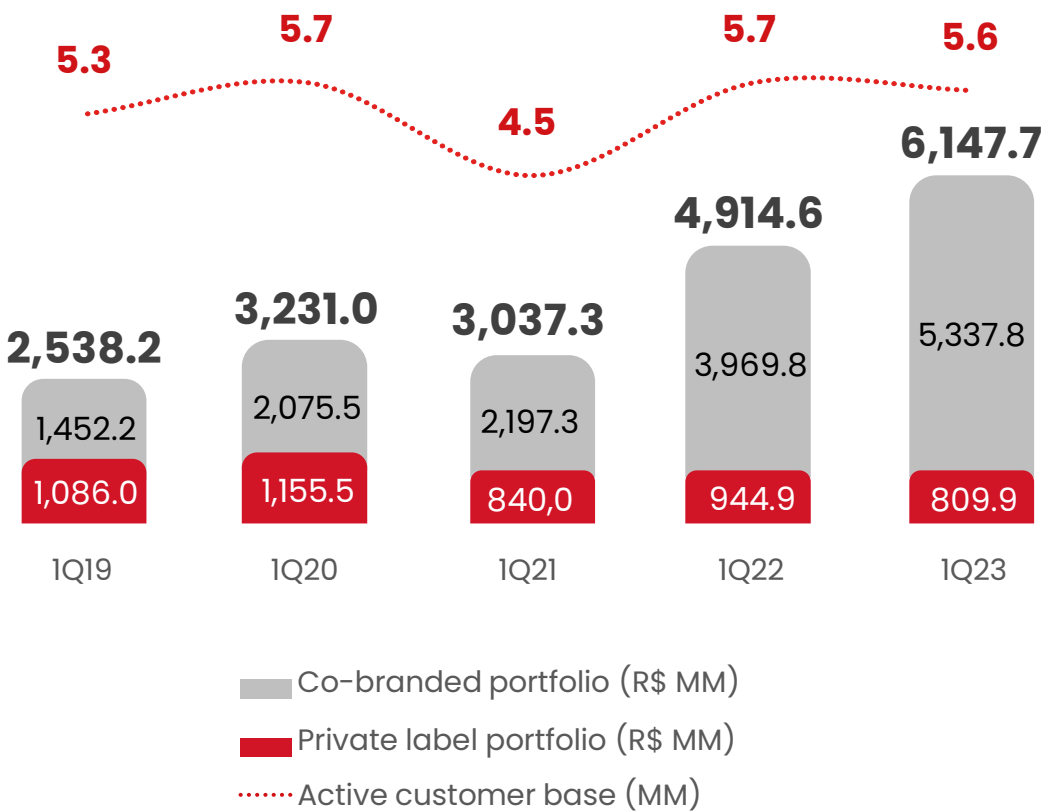
- Lower sales volumes
- New SP DC commissioning expenses
- Non-recurring expenses related to structural adjustments (**Future Benefits**) – SG&A adjusted/NOR ~43%
- **Digital efficiency: freight and CAC/NOR –2.4pp**

Financial Services on pressure due to scenario of **credit delinquency**, but sequential improvement versus 4Q22

Financial services result

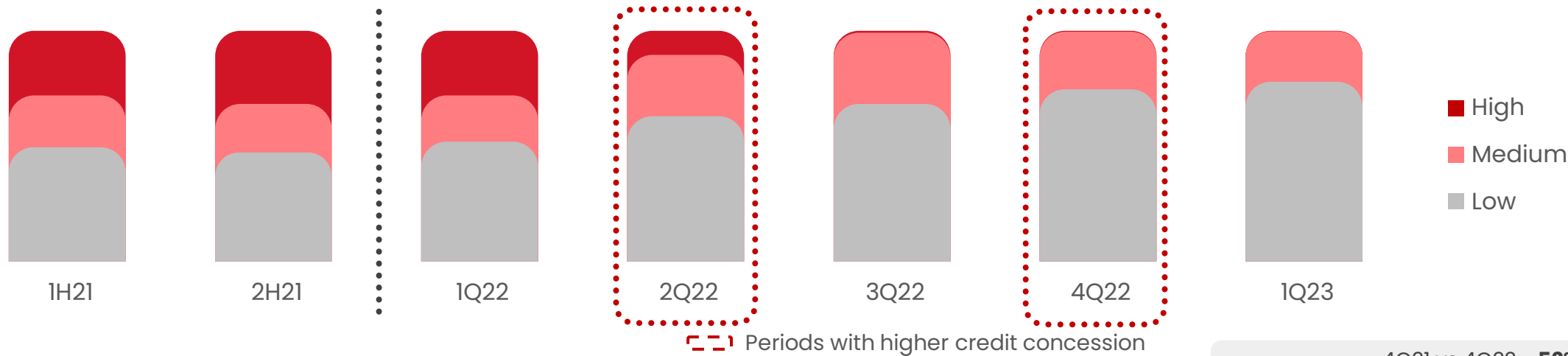


Portfolio balance and customer base

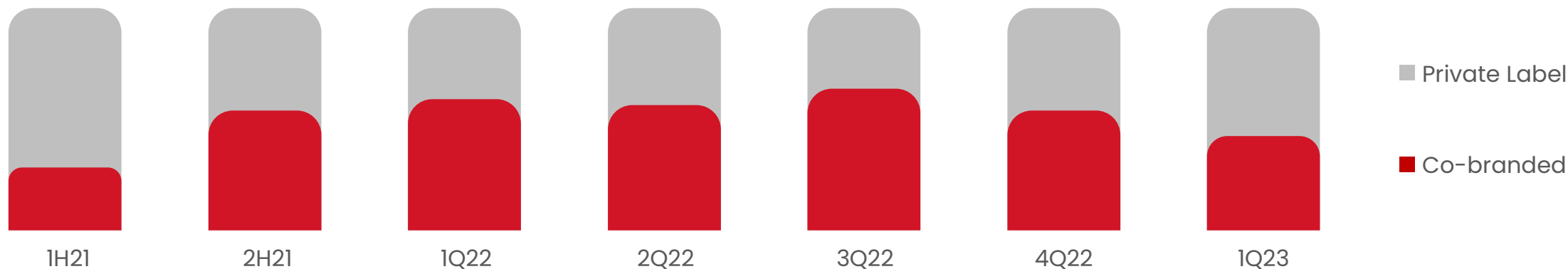


Origination continues at lower levels, with a lower degree of risk and focused on the Renner Card

Approvals by Risk Profile



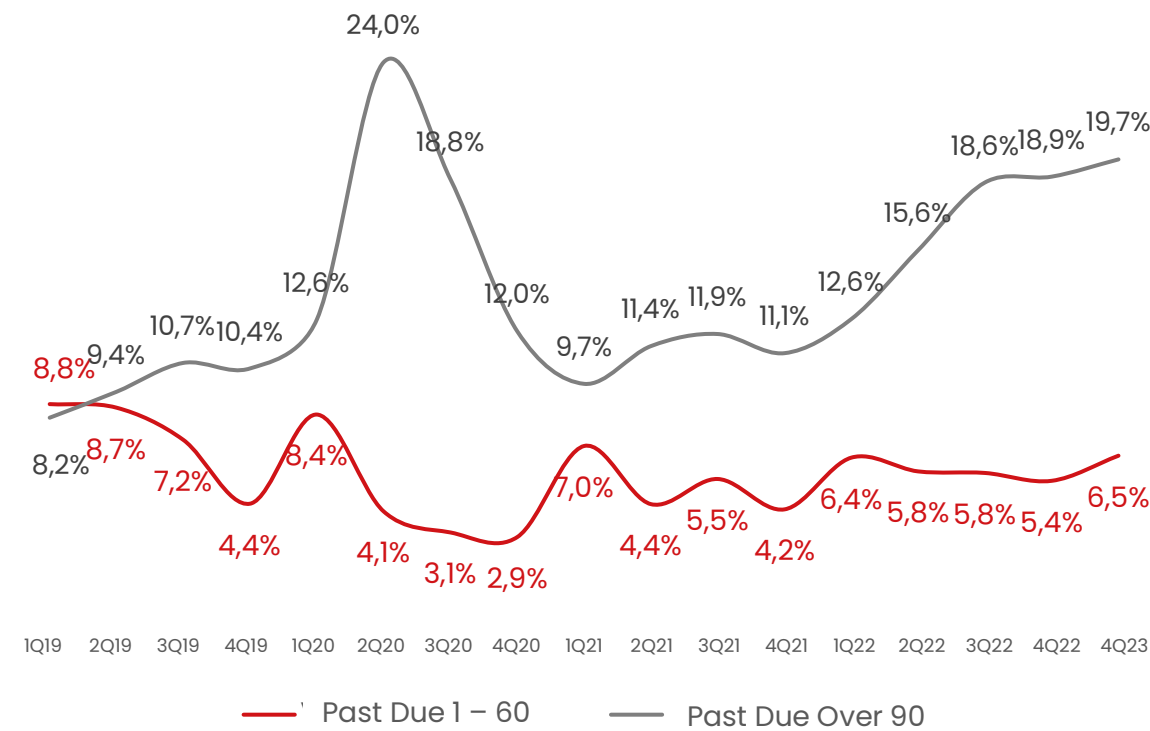
Approvals by Product



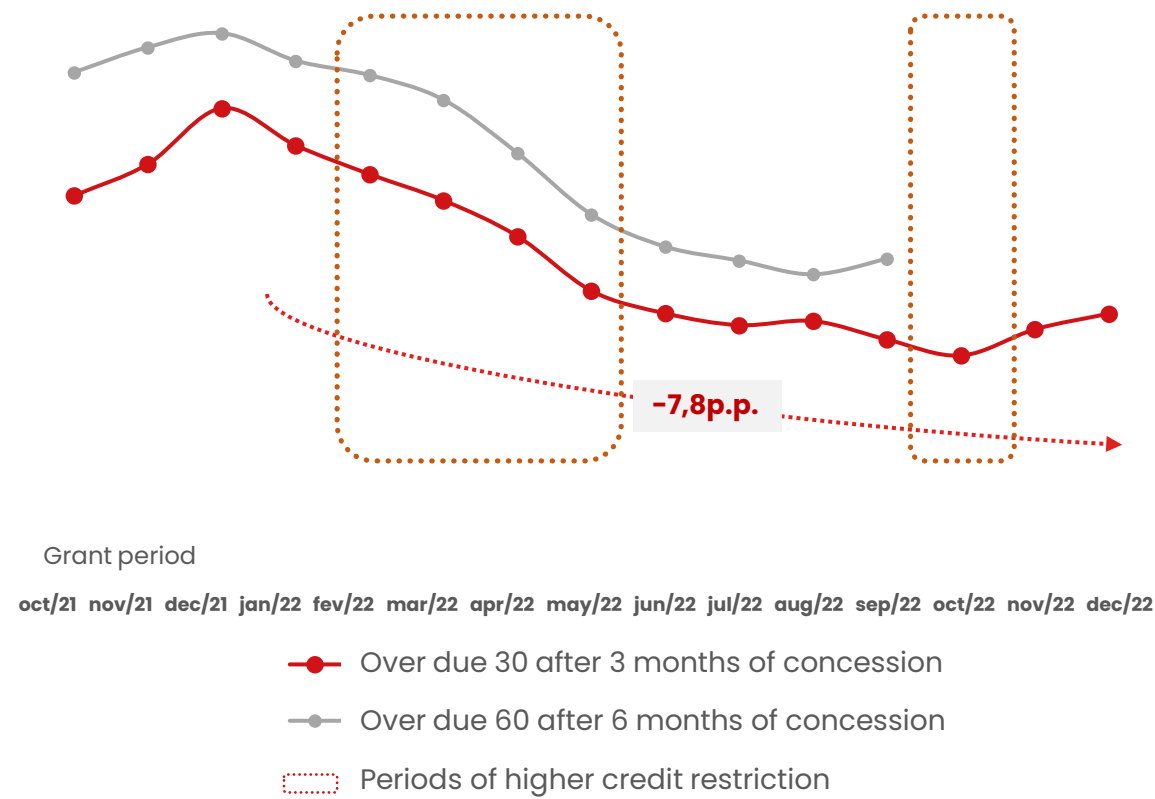
Approvals
4Q21 vs 4Q22: **-52%**
1Q23 vs 1Q22: **-38%**

Levels of delinquency remain high, but **new cohorts continue better**

% Overdue by band: Portfolio up to 360 days

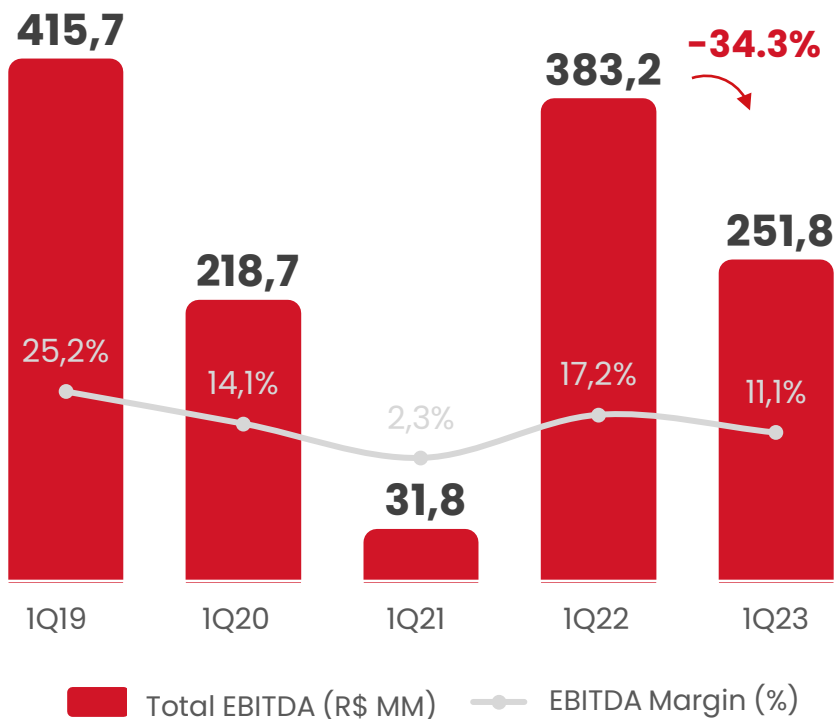


Cohorts delinquency

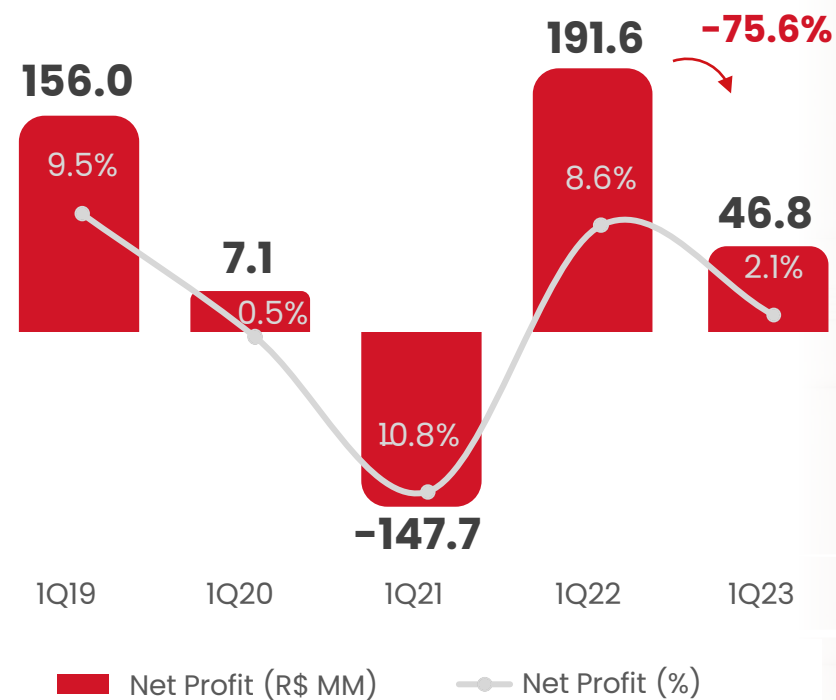


Total adjusted EBITDA and Net Profit

Total Adjusted EBITDA




Net Profit



- Financial Services and Deleveraging
- Financial Results and Asset Write-Offs





We move into
the **second**
quarter of the
year...

... prepared for **Mothers'**
and **Valentine's** days,
prioritizing...

- ... differentiation of our collections
- ... Brand power and presence
- ... opportunities with costs
- ... adjustments in expenses
- ... digital efficiency
- ... enchantment of our customers

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.

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



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.

