



RESULTS

4Q AND FY 2024

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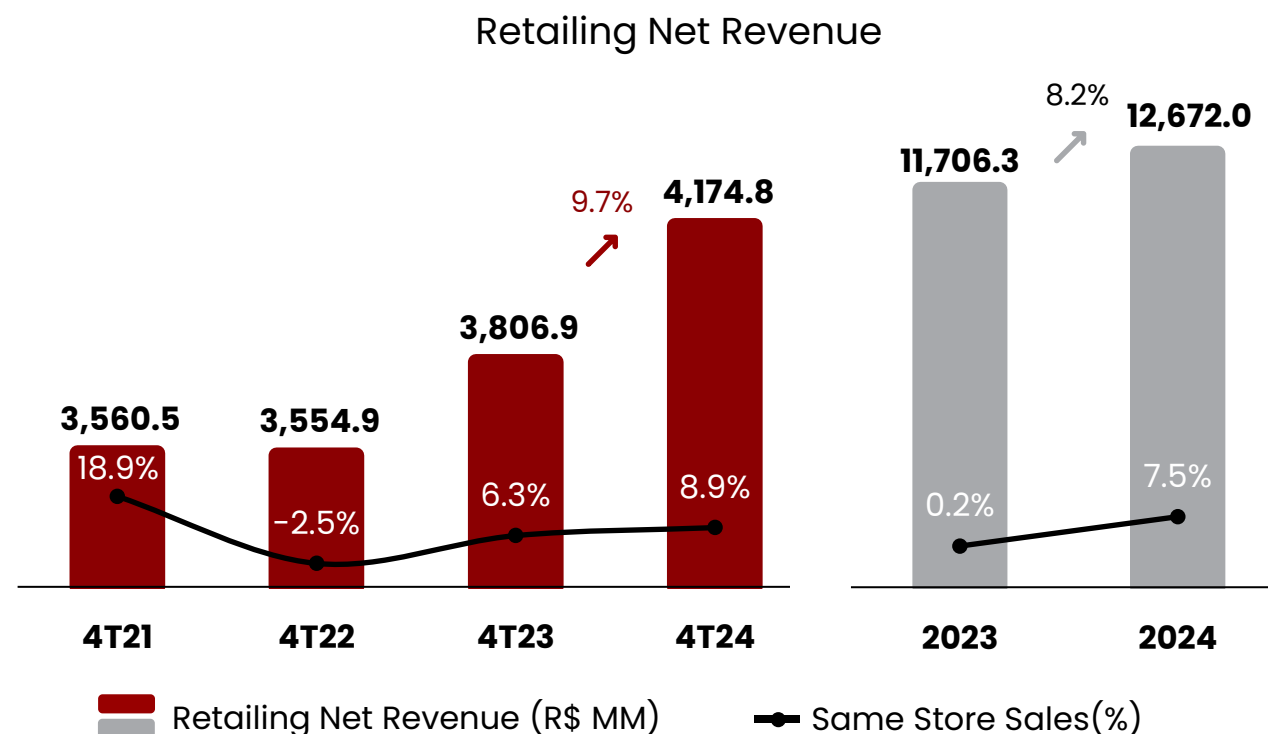
Growth and profitability through a more precise, integrated, agile and flexible business model

Highlights

- **4Q (+9.7%) and FY (+8.2%) sales growth exceeded the market average**, driven by increases in both pieces sold and transactions
- ~9% increase in 2024 and 4Q sales per m² due **increased productivity**
- **Significant growth in Digital GMV** in 4Q and year, with higher profitability
- **Well-calibrated and renewed inventories** decreased average inventory days (4Q: -5 days / FY: -9 days)
- **Disciplined expense containment** resulted in 0.8p.p. dilution in the 4Q and 1.3p.p. for the year
- **Important evolution of Realize**: R\$ 168 MM in results for the year with decreased portfolio risk
- **Robust cash position** of R\$2.8 bi and net cash of R\$1.8 bi
- Strong operational performance, with **record FCF generation** of R\$ 613 MM for the 4Q and R\$ 1.5 bi for the year
- **Improved NPS** across all business units and channels
- **20 MM active customers** in the ecosystem



Consistent sales growth, above the market average, for the fifth consecutive quarter – driven by both pieces sold and transactions



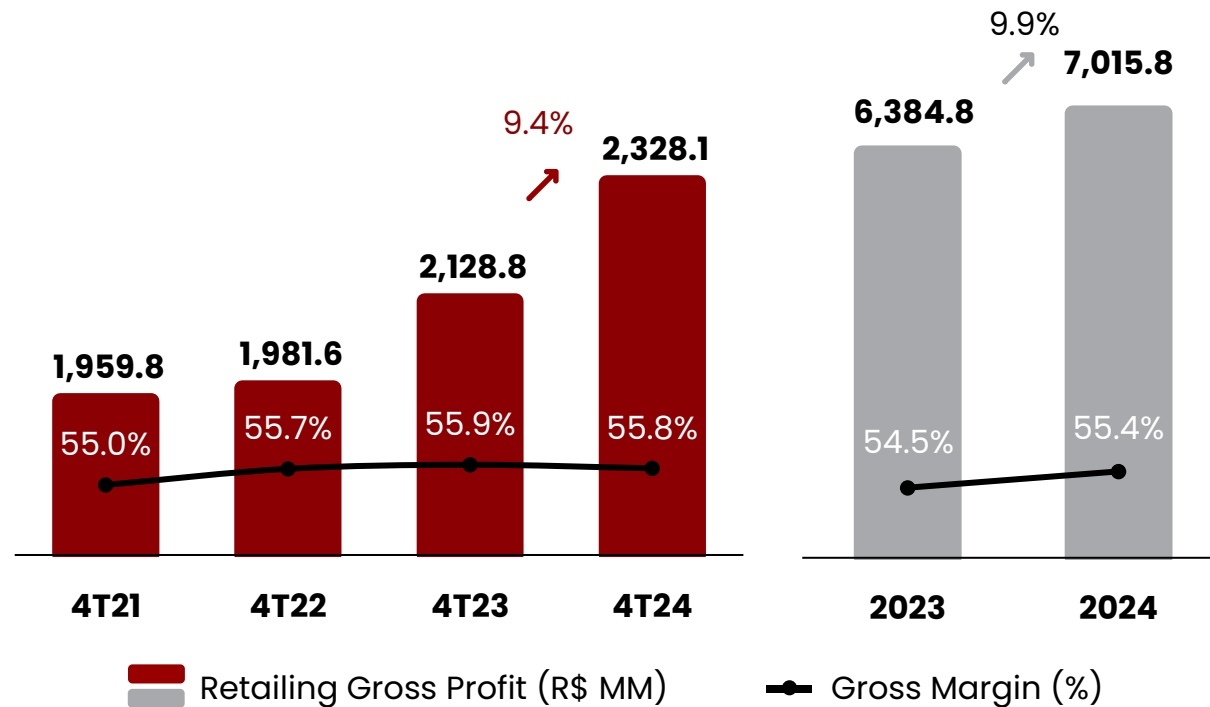
*market average considers PMC-IBGE, Monthly Retailing Survey

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Healthy Gross Margin, with well-calibrated, renovated inventories

Retailing Gross Profit and Gross Margin



Retail Gross Margin

4Q -0.1p.p.

VERSUS 4Q23

FY +0.9p.p.

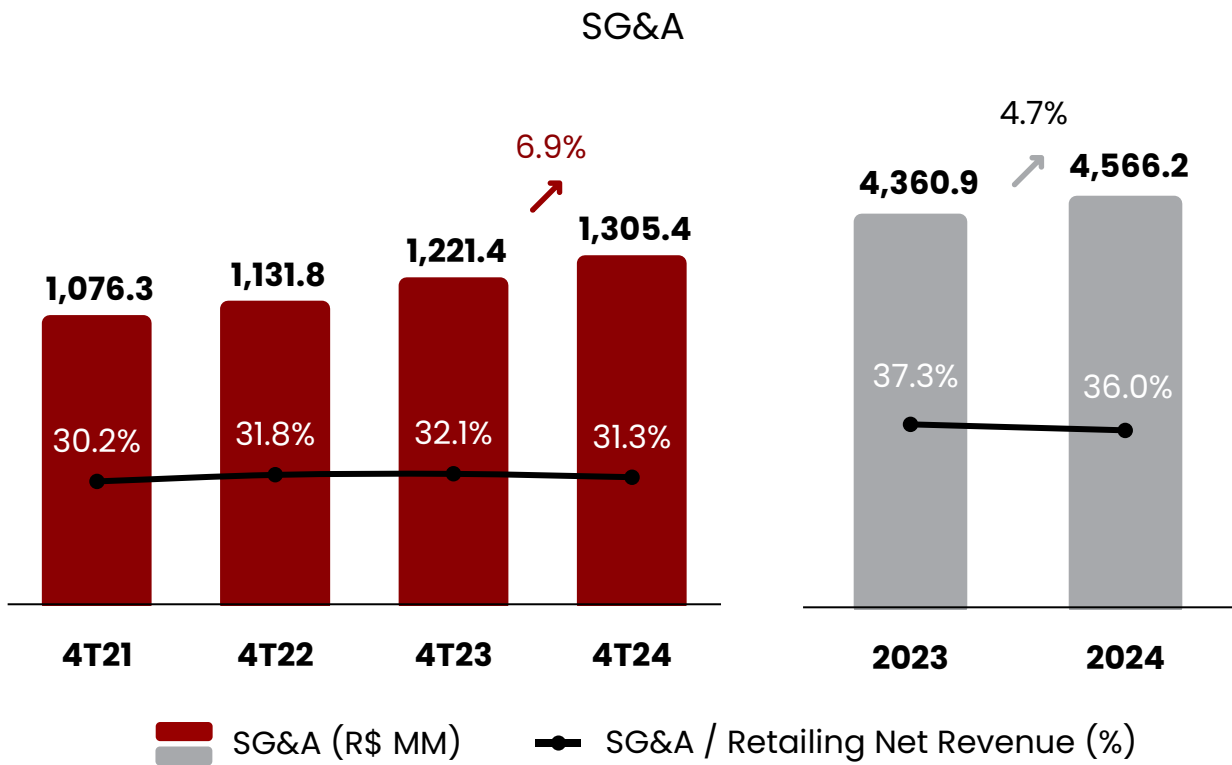
VERSUS 2023

- Accurate and agile fashion execution model
- Inventory: average inventory decreased by 5 days shorter in 4Q and significant decrease in aged inventory
- Lowest level of 4Q markdowns since 2016
- 4Q gross margin adversely impacted by higher costs and a 0.3p.p increase in Adjustment to Present Value

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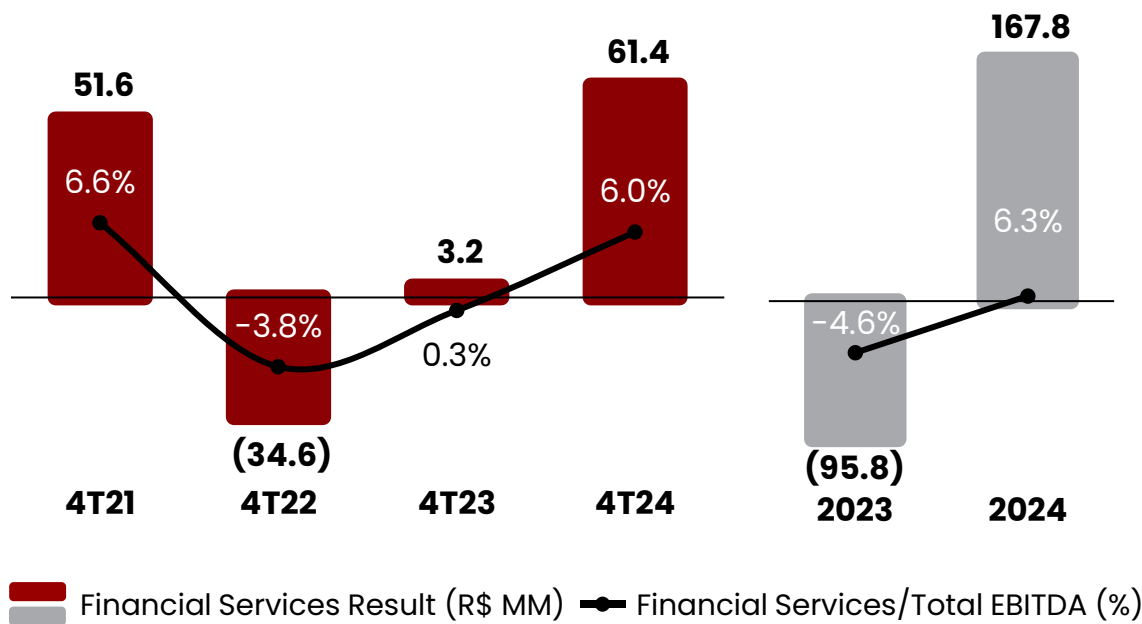
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Operating leverage (SG&A) for the fourth consecutive quarter

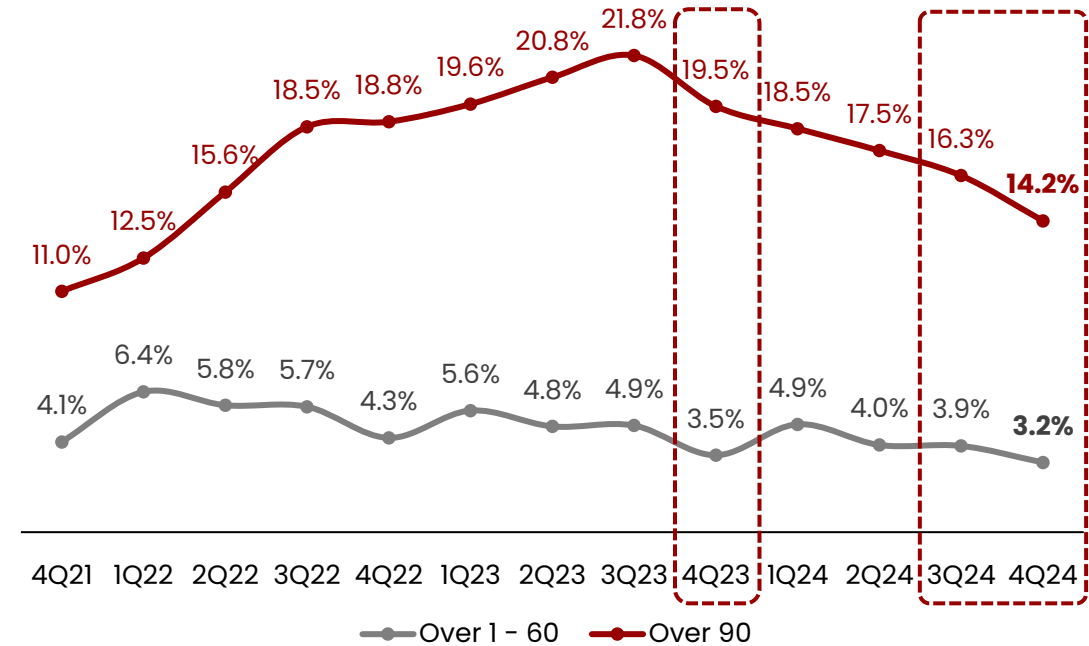


Realize: fifth consecutive quarter of positive results with increase in Renner cards participation in sales and significant evolution in portfolio risk

Financial Services Result

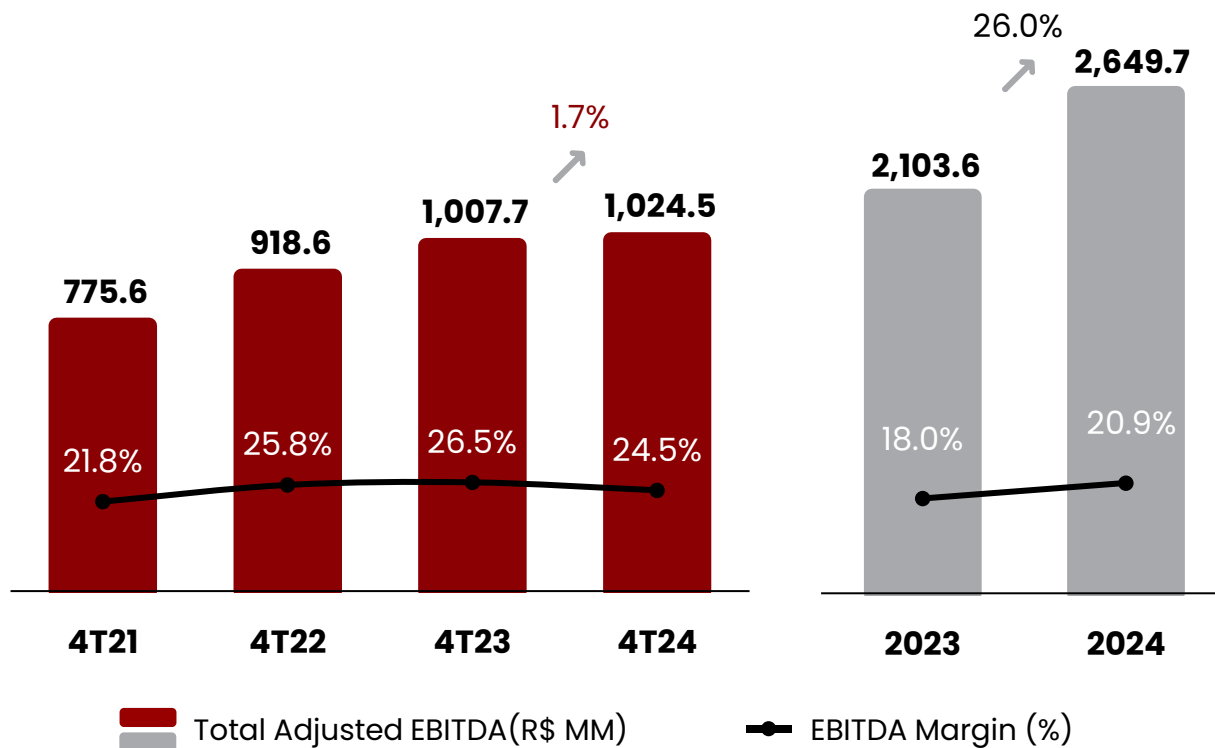


% Overdues by category



Operational performance evolution, with Record Free Cash Flow Generation

Total Adjusted EBITDA and EBITDA Margin



- **4T EBITDA on a comparable basis of +19%**
- **Robust cash position** of R\$2.8 billion and net cash of R\$1.8 billion
- **Record FCF generation** of R\$ 613 MM for the 4Q and R\$ 1.5 bi for the year
- **7-day improvement** of the Financial Cycle
- **23% YoY increase in Net Income** R\$ 634 MM of IoC distributed to shareholders
- ROIC LTM: 12.4%, **1.7p.p. YoY increase**

We continue to **evolve our business model** and enhance the value creation of the Lojas Renner S.A. ecosystem

Our growth levers



improve
store
productivity



organic
expansion in
underserved
locations



increase digital
penetration
through OMNI
approach



existing and
potential brands
and lifestyle
concepts

Capital Allocation Priorities

- **Growth investments:** R\$850 MM in CAPEX for 2025, primarily in refurbishments and new stores
- **Return to shareholders:** Dividend distribution (53% payout) and Share Buyback equivalent to around R\$ 1 billion



Q & A

Click on the **Raise Hand** icon to ask your question.

Once you've been announced, a request to activate your microphone will appear on your screen. To ask a question, please activate your microphone and provide your full name and company.

To optimize time and accommodate the largest number of participants, we recommend that each analyst only ask one question at a time and, if necessary, return to the queue for additional questions.

Legal Notice

The statements contained within this document relate to the prospects for the business, estimates for operating and financial results, and those related to growth prospects of Lojas Renner S.A. are merely projections and, as such, are based exclusively on the expectations of the Company's management with respect to 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 and totals as well as rounded numbers presented herein are calculated in thousands of Reais.



Appendix

Adjustments reconciliation

	4Q24	4Q23	Δ
Retailing Adjusted EBITDA (reported)	963.2	1,004.5	-4.1%
Profit Sharing Program	88.3	24.2	
Other revenues/operating expenses	(28.8)	(121.2)	
Retailing Adjusted EBITDA (comparable basis)	1,022.9	907.7	12.7%
Adjusted EBITDA Margin from Retailing Operation (comparable basis)	24.5%	23.8%	0.7p.p.
Total Adjusted EBITDA (reported)	1,024.6	1,007.7	1.7%
Profit Sharing Program	88.3	24.2	
Other revenues/operating expenses	(28.8)	(121.2)	
Total Adjusted EBITDA (comparable basis)	1,084.3	910.9	19.0%
Total Adjusted EBITDA Margin (comparable basis)	26.0%	23.9%	2.1p.p.
Net Profit (reported)	487.2	526.9	-7.5%
Profit Sharing Program	88.3	24.2	
Other revenues/operating expenses	(28.8)	(121.2)	
Result of Disposals or Write-Offs of Assets	133.5	121.8	
Adjustments before taxes	193.0	24.8	
Taxes on adjustments above - 34%	(65.6)	(8.4)	
Selic interest on tax credits - no taxes effect	(6.6)	(77.4)	
Net Profit (comparable basis)	608.0	465.8	30.5%
Net Margin (comparable basis)	14.6%	12.2%	2.4p.p.