

## Results

1Q25

## **LOJAS RENNER S.A.**

TRENNER CAMICADO YOUCOM realize ASHUA repassa

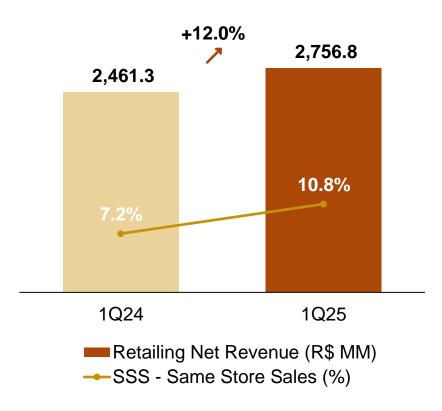
Our 1Q25 results demonstrate that our business model's evolution and strategic initiatives are gradually bearing fruit, significantly enhancing the overall competitiveness of our business

- Apparel sales: +13.5%
- Gross margin: +0.6p.p.
- Fifth consecutive quarter of expenses dilution
- Youcom: 28% sales growth; Camicado: 5.4p.p. gross margin increase
- Sustained progress at Realize, with significant ongoing improvement in portfolio risk
- Net Income of R\$ 221 million (+59%); Earnings Per Share +65%
- 1.9 p.p. increase in ROIC (13.3% LTM ROIC)





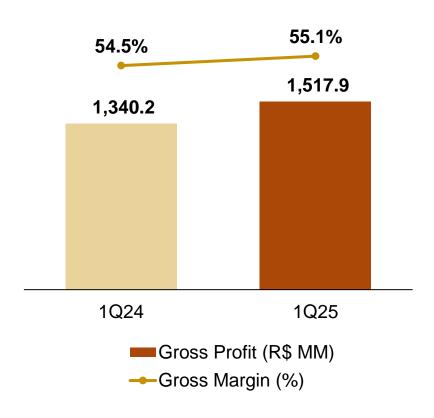
# 13.5% increase in apparel sales primarily-driven by volume



 Digital has gained even more relevance, with 15% increase in Digital GMV, penetration of 16% (+0.3 p.p.), and higher profitability



# **Healthy gross margin** and markdowns at lowest level in 10 years



### **Gross Margin**

+0.6p.p.
VERSUS 1Q24

56.2%

APPAREL

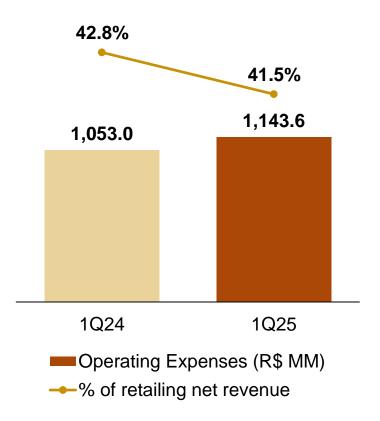
GROSS MARGIN

- Efficient inventory management
- Agile fashion execution
- Youcom +0.8p.p. and Camicado +5.4p.p.





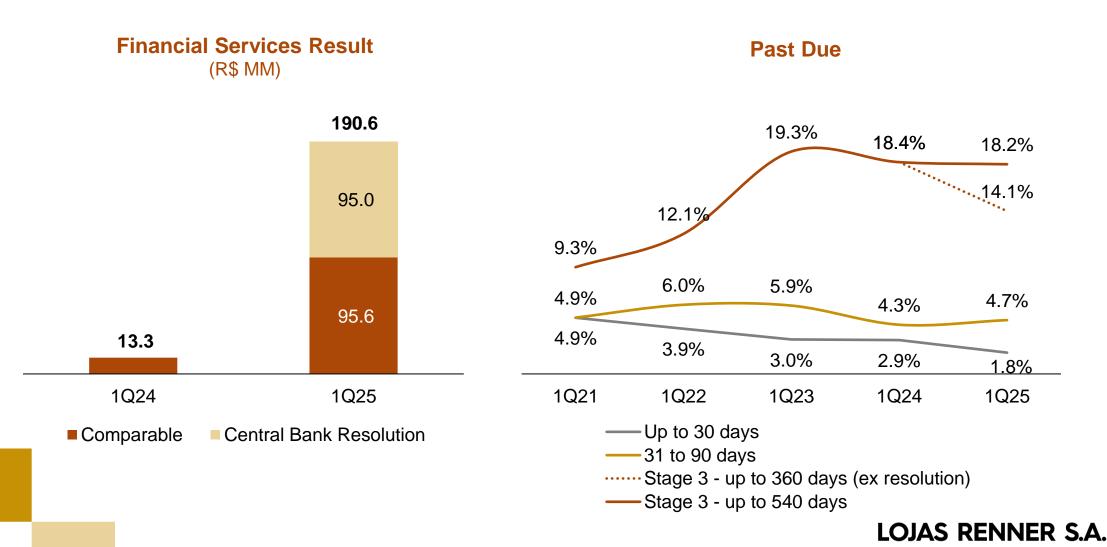
## Fifth consecutive quarter of **expenses dilution**





#### **REALIZE**

### Sustained progress and significant improvement in portfolio risk



#### **REALIZE**

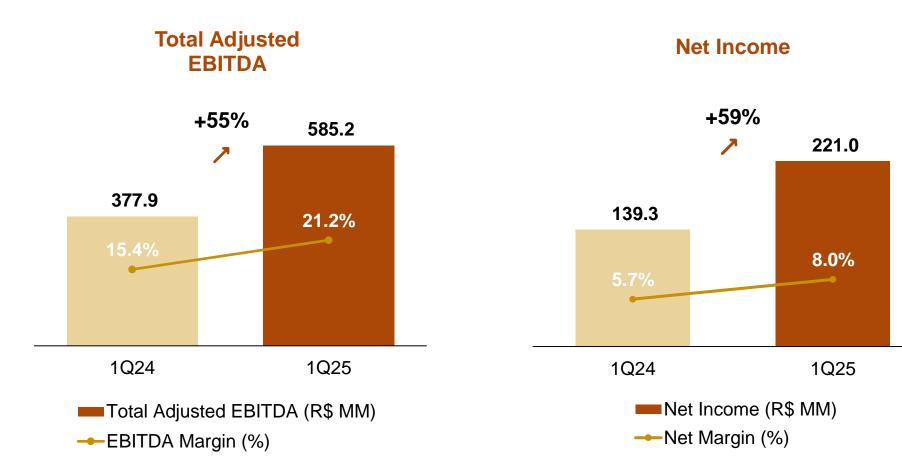
## Accounting impact of Central Bank Resolution 4966

|                                  | 1Q25<br>(current) | Effects of Brazilian Central<br>Bank Resolution* |               | 1Q25*           | 1Q24    | Δ <b>1Q25</b> (current) |
|----------------------------------|-------------------|--|---------------|-----------------|---------|-------------------------|
| (R\$ million)                    |                   | Recurrent  | Non-Recurrent | (ex resolution) |         | x 1Q24                  |
| Revenues, net of funding         | 503.6             | 50.0   | -             | 453.6           | 429.3   | 17.3%                   |
| Credit losses, net of recoveries | (177.1)           | (20.0)   | 65.0          | (222.1)         | (264.6) | -33.1%                  |
| Operating expenses               | (135.9)           | -  | -             | (135.9)         | (151.4) | -10.2%                  |
| Financial Services result        | 190.5             | 30.0   | 65.0          | 95.6            | 13.3    | NA                      |
| % of Total Adjusted EBITDA       | 32.6%             | 5.1%   | 11.1%         | 16.3%           | 3.5%    | 29.1p.p.                |
| · A                              |                   | 1  |               |                 |         |                         |



<sup>\*</sup>Approximate values

## Robust growth in profitability, with LTM ROIC increasing 1.9 p.p. to 13.3%







@RENNER CANICADO YOUCOM MODIZO ASHUA MODESSE



- $\supseteq$  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. Please, activate your microphone.
- 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.
- ☐ It is mandatory to identify yourself with your full name and company.

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All variations and totals as well as rounded numbers presented herein are calculated in thousands of Reais.

