LOJAS RENNER S.A.

RENNER CAMICADO YOUCOM realize

2Q21 RESULTS

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August 12, 2021

B3: LREN3; USOTC: LRENY

VIDEO CONFERENCE

August 13, 2021
1:00 p.m. (BR)
12 noon (US-EST)

The video conference will be held by Zoom in Portuguese with simultaneous translation into English. To access, click here or use the QR Code >>>

Highlights of the period

Increase of **318,3%** and **11.8%** in **net revenue from merchandise sales** versus **2Q20** and **2Q19**, respectively, with a record Mothers' Day and average growth of more than 20% in all months from May to July versus 2019

Infinite Aisle 100% available

Beginning of Renner's **Marketplace lab**

Acquisition of Repassa, in line with the offer of adjacent services and ESG strategy

Digital Sales (GMV) proceed at a fast pace, advancing **66.5%** against 2Q20 and with growth in all months

Acceleration in content production: broadcasting of **16 lives** in the quarter and 8 times increase in the **influencers** base

Enhanced occupation of the ecosystem by Realize, with **new solutions** and expansion of the customer base, increasing the share of **financial services in revenue** by **44%**

Lowest delinquency levels ever for a second quarter

Record 99.2% **enchantment** rating for a second quarter

15.6 MM of active customers in the ecosystem, **an increase of 22.5%** versus 2020

Omni deliveries in D+2 **doubled** versus 2Q20

Total Adjusted EBITDA **2.5x higher than** 2Q20 (ex-tax credits)

Consistent gain in **market share**

Greater **qualification** of online customers, with an increase of 89% in the **active base** and +9 p.p. in **retention** compared to 2020

Customers buying from more than one brand of the **ecosystem** spend up to **6 to 7x more** than those buying in just one

Consolidated Information (R$ MM)	2Q21	2Q20	Var. 21 x 20	2Q19	Var. 21 x 19	1H21	1H20	Var.
Net Revenue from Merchandise Sales	2,257.5	539.6	318.3%	2,019.4	11.8%	3,621.3	2,089.8	73.3%
Growth in Same Store Sales	308.6%	-74.1%	-	9.3%	-	70.2%	-45.5%	-
Digital Sales (GMV)	414.5	248.9	66.5%	112.2	269.5%	721.1	361.8	99.3%
Digital Sales Penetration	14.0%	35.7%	-	4.2%	-	15.3%	13.4%	-
Gross Profit from Merchandise Sales	1,240.7	241.8	413.1%	1,139.6	8.9%	1,950.9	1,100.7	77.2%
Gross Margin from Retailing Operation	55.0%	44.8%	10.2p.p.	56.4%	-1.4p.p.	53.9%	52.7%	1.2p.p.
Operating Expenses (SG&A)[1]	(837.5)	(421.5)	98.7%	(678.3)	23.5%	(1,587.1)	(1,086.8)	46.0%
SG&A as a % of Net Revenue from Merchandise Sales	37.1%	78.1%	-41.0p.p.	33.6%	3.5p.p.	43.8%	52.0%	-8.2p.p.
Ajusted EBITDA from Retailing Operation	278.4	454.2	-38.7%	343.2	-18.9%	107.1	538.6	-80.1%
Ajusted EBITDA Margin from Retailing Operation	12.3%	84.2%	-71.8p.p.	17.1%	-4.8p.p.	3.0%	25.8%	-22.8p.p.
Financial Products Result	51.5	52.8	-2.4%	91.1	-43.4%	120.9	73.5	64.5%
Ajusted Total EBITDA (Retail + Financial Products) - Includes Leasing[2]	330.0	507.0	-34.9%	434.3	-24.0%	228.0	612.0	-62.7%
Ajusted Total EBITDA Margin - Includes Leasing[2]	14.6%	94.0%	-79.3p.p.	21.5%	-6.9p.p.	6.3%	29.3%	-23.0p.p.
Ajusted Total EBITDA (Retail + Financial Products) - Excludes Leasing[3]	478.2	618.0	-22.6%	544.2	-12.1%	510.0	836.8	-39.1%
Ajusted Total EBITDA Margin - Excludes Leasing[3]	21.2%	114.5%	-93.3p.p.	26.9%	-5.7p.p.	14.1%	40.0%	-25.9p.p.
Net Result	193.1	818.1	-76.4%	230.7	-16.3%	45.4	825.2	-94.5%
Net Margin	8.6%	151.6%	-143.0p.p.	11.4%	-2.9p.p.	1.3%	39.5%	-38.2p.p.
ROIC LTM	12.4%	25.5%	-13.1p.p.	21.5%	-9.1p.p.	12.4%	25.5%	-13.1p.p.

[1] To facilitate analysis. Depreciation and Amortization expenses including Lease Depreciation have been excluded from the above table.
[2] Total Adjusted EBITDA with the impact of Depreciation and Lease Financial Expenses. For the purposes of comparability with preceding periods, the Company is now reporting EBITDA also adjusted for Depreciation and Financial Expenses of Leasing relative to the adoption of IFRS 16, given the similarity with cash flows in the rental agreements.
[3] Total Adjusted EBITDA without the impact of Depreciation and Financial Expenses with respect to the adoption of IFRS 16.
Note 1: In May 2020, the Company was successful in a lawsuit related to the exclusion of ICMS from PIS and Cofins calculation basis. Thus, in 2Q20, a tax credit of R$ 784.6 MM (R$ 735.4 MM net) was recognized in Other Operating Results, referring to the principal, as well as R$ 578.4 MM (R$ 553.3 million net of taxes), referring to interest on this amount and recorded in the Financial Result. The total amount was R$1,363.0 MM, with a net effect of R$1,047.9 MM on the 2Q20 Profit.
Note 2: To facilitate analysis, in this quarter exceptionally was included a column with 2019 figures and comparison.

Message from the **Management**

The second quarter of the year proved to be a turning point in the Company's sales performance. This became more apparent especially from April 19 when a degree of flexibility was introduced with the lifting of some restrictions and the activities of the majority of the stores resumed. We were able to report the best Mothers' Day sales in our history and continued with a significant sales consistency and robust growth over the following months, not only compared to 2020, but of more than 20% on average compared to 2019. And all of this combined with great enchantment: scoring our best second quarter rating on record

In this context, since June 29, all our units have now reopened and currently the operation is running at 97% of capacity in terms of opening hours. In addition to greater mobility as a result of the reduction in operation restrictions, colder temperatures, added to the good acceptance of our fall-winter collection also contributed to the gain in share in the period. Again, sales performance, combined with the optimization of integrated inventories have contributed to very healthy markdowns levels, - partially compensated by the challenges of exchange rate and the effect of inflation on raw materials and freight charges -, this feeding through positively to gross margins which were higher than expected for the period.

On the digital sales front, performance continued outstanding. Despite the off-line operation returning to its normality, digital sales rose 66.5% in the quarter and even in June and July, when we reported peak growth of more than 200% in 2020, our digital sales in the same period this year were even higher. This performance reflected the investments made in omnichannel, with improvements in UX, expansion of sales channels (from 2 to 10) and mainly, to the integration of inventories. These improvements resulted in more qualified and engaged customers, with an active base that grew 89% and whose retention increased 9 p.p. versus 2Q20. Likewise, the Renner app maintained its absolute leadership in Monthly Active Users (MAU) among the national players.

While at the same time we worked vigorously to guarantee our short-term performance, our investments in the future have not been put aside. We continue to make progress in the consolidation of our fashion and lifestyle ecosystem, for offering an increasingly complete journey, not only to our 15.6 million active customers, but also to so many others which we intend to capture. We have already seen significant synergies between the businesses, those customers that buy in more than one brand have spending significantly higher than those who buy in just one, and through our ecosystem's main investment avenues, we shall capture still more opportunities, generating more recurrence, stickiness and lifetime value.

Currently, in our omnichannel journey, the inventory at the bricks-and-mortar stores is 100% available to support online purchases, significantly increasing the assortment as well as harnessing the stores for last mile delivery. Additionally, we continue investing in the expansion of the store network with the opening of 27 units in the quarter, as well as the Guide Shop pilot, rolled out in April. Work also continued apace on the construction of our new omni-DC where operations are scheduled to begin next year. We also made significant progress in Pague Digital, an instore checkout modality using the customers smartphone accessing our digital wallet through the Renner app. This modality represented 7% of offline sales and, in addition to reducing checkout lines, it helps to digitize customers through the store, reducing. As a result of all these investments, the omni customer base more than doubled compared to 2019, leveraging the potential of our ecosystem, as these customers have a frequency and average spend higher than those who buy in only one of the channels.

In the context of expansion of product assortment, we launched the Renner marketplace lab. At the first stage of implementation, still with just a few sellers (around 50), this has represented an important learning curve in terms of partner profile, optimization of processes, assortment complementarity and opportunities for leveraging 1P. We have already designed the new interface platform with the partners and shortly we intend to inject greater traction for increasing seller numbers.

On the content & branding front, we have expanded the partnership with brands and content channels while the number of influencers with whom we already work is eight times greater than in January. We have also intensified the broadcasting of lives, with 16 events in the quarter, lending greater engagement, frequency, and agility to communications. Again, during the quarter, we introduced Rennata, our digital persona and spokesperson for all new launches under the Renner name. We were also the first fashion retailer to innovate in Fortnite, through a physical store in a virtual game environment.

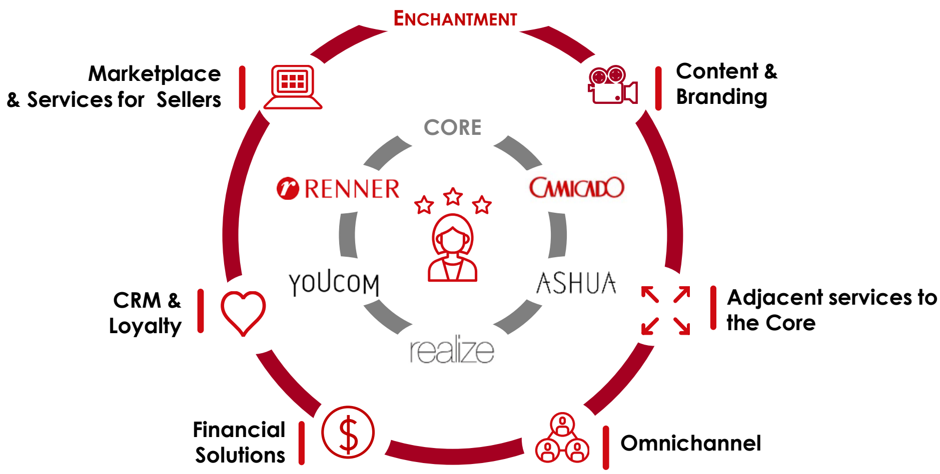
As to loyalty, we have already contracted the platform and made progress in the structuring of the cross-branding program attending the entire ecosystem. We are now moving on to the integration phase covering all points of contact with the customer in the different businesses, including our Realize fintech, which will be an important program accelerator.

In the last few months, Realize has also presented significant developments and now exploring on a more comprehensive basis ecosystem entities and, thus, participating more actively in the life of its customers. In this sense, it has been expanding the offer of products at Renner, as capturing customers in the other retail businesses. Realize also started the first financing operations for sellers and suppliers as well as testing new loan modalities for its customers. With a view to expanding the financial solutions portfolio, it began a pilot digital account operation with a limited group of customers and launched new insurance and assistance options.

In the area of services adjacent to the core, in July we announced the acquisition of Repassa, a startup operating in the managed fashion resale segment. This transaction is aligned to the Company's ecosystem strategy and marked the first inorganic initiative in its construction, representing a further step, among others which still lie ahead, and in total harmony with our pillars of digitalization, innovation, and sustainability.

And so to the third quarter: we are positive in relation to the short-term and very confident as to our future. We continue to invest in the strengthening of our value proposition to continue to gain market share, increasingly consolidating as a leader ecosystem in our segment. We are already the largest omni fashion player in Brazil and we continue committed to our projects, grounded in our ESG performance and through solid relations with our stakeholders. Our ecosystem has huge potential to be explored and we shall continue combining organic and inorganic investments to accelerate construction, also supported by the follow on resources, therefore evolving our business model, to enchant our customers even more.

Fashion and Lifestyle Ecosystem



Omnichannel

Digital Sales

- Digital Sales performance continued at high levels in the quarter, a period in which **GMV grew 66.5%** versus 2Q20 and represented **14.1% of total sales,** the highlight being for the month of April with a 211.4% increase. This performance reflected the ongoing investment in improving the customer experience, leading, among others, to an increasingly more autonomous journey, especially in the post sale phase. In this context, currently some **80%** of return merchandise are processed on a **self-service basis**, with **reimbursement within the hour**.
- In relation to the **active base**, there were about **3 million** customers in 2Q21, **89%** higher than 2Q20, with **863 thousand new (+29%)** that came onboard. The highlight in the period was the retention, with an increase of 9 p.p.
- In respect to engagement and recurrence, the flow represented **~50 million visits**, exceeding 2Q20 by **+17%**. In relation to the **app**, which accounted for 60% of the online sales, there were 4.9 million downloads, corresponding to an installed base of 6.7 million users, thus maintaining absolute leadership in Monthly Active Users (MAU) between the national players, according to AppAnnie data.

Omni Transformation

- The initiatives related to the omni transformation also advanced significantly in the quarter, mainly those initiatives for integrating inventories, sales channels and checkout options. Additionally, the store expansion plan continued, through the opening of 27 units in 2Q21, as well as the construction of the new CD Omni in São Paulo, which is according to the schedule. These initiatives led to a relevant increase in the omni customer base, which more than doubled compared to the same period in 2019.

Omni Delivery: the use of instore inventory **represented 34%** of online sales, totaling **2.0 million of items.** In addition, D+2 deliveries **doubled** versus 2Q20.

Mobile Checkout: **32.6%** of store sales are made via mobile checkout and not through the traditional cashiers, and, in the period, the pilot of the RFID checkout operation was started, which will bring more flexibility and agility to the process. Sale finalization can be conducted through the **Mobile Sales**, made by employees using mobile checkout devices at the stores; the **Self Checkout**, self-service totems as well as **Pague Digital**, made through the customers' smartphone, which was the highlight in the period. This modality represented 7% of store sales and the payment is made through the digital wallet on Renner's app. In addition to reducing checkout lines, it encourages the digitalization of customers through the store, helping to reduce CAC.

Infinite Aisle: 100% of the assortment in the bricks-and mortar stores already available for purchasing online.

Sales via WhatsApp: besides activities being extended to Uruguay and Argentina, an active communication pilot operation with customers through a specific tool and in partnership with local influencers began. These and other actions resulted in growth of 289% in sales versus the preceding quarter.

Digital sales: purchases made instore through e-commerce, represented R$ 7.6 MM.

Guide Shop: pilot operation of the new Renner store concept combining on and offline.

Social sales (Minha Sacola): Sales by affiliates grew more than 7 times compared to 2Q20.

Fashion and Lifestyle Ecosystem

Content & Branding

- In the context of the Content and Branding pillar, important progress was made in the construction of digital brand image through enriching the message to new audiences. New formats of lives were also created and the partnership with influencers intensified. Additionally, the digital channel strategy was refined, with the launch of a series on YouTube to make better use of the social networks, among others, to ensure better brand positioning. In the quarter, revenue generated through these actions increased by 41% relative to 1Q21, as well as resulting in an increase of 96% in the accesses and 98% in online users.

- ***Ta Online, ta na Renner*** **(You are online, you are at Renner)**: the campaign is the basis for connecting different initiatives which reinforce Renner's digital fashion image. Since launch, it has reached an audience of 13 million.

- **Renner Play**: the launch of the immersive Fortnite map, resembling a physical Renner store and reaching 5 million people. The initiative not only marked the brand's entry into the **gamer universe**, but also made Renner the first fashion retailer to innovate in Fortnite.

- **Persona Digital**: during the quarter, **Rennata** the spokesperson for all the Renner brand's new launches was introduced, she arrived to reinforce the online presence and strengthen the relationship with customers.

- **Lives**: greater frequency and different formats with a balance between major productions and more agile dynamics through partnerships with **influencers, brands** and **content channels**. During 2Q21, 16 lives were broadcast focused on different businesses, bringing direct benefits to revenue.

- **Influencers**: the partnership has been ramped up in the last few months, covering strategies with a focus on awareness, conversion and exclusive content as well as activations and powered actions. All this with a growing spread of influencers, which from January to June increased 8 times, and included various profiles ranging from the macro to the nano influence.

Financial Solutions – Realize CFI

- In the quarter, Realize remained committed to a wider occupation of the ecosystem. Consequently, progress was made in prioritizing the use of the Meu Cartão at Renner, as well as at the other retail businesses. All the Ashua stores are already capturing the product while pilot operations were begun at Camicado and Youcom. This resulted in the participation of Meu Cartão in the active base reaching more than 40%.

- In the context of offering expanded financial solutions with the delivery of differentiated value to customers, the insurance and assistance portfolio was extended with the inclusion of Pet, Bem Estar Saúde do Corpo and Saúde da Mente (Body and Mind Wellbeing and Health) modalities. New loan modalities are also being tested. As to the B2B solutions' agenda, the first pilot receivables operations were run for Camicado marketplace sellers as well as the financing of working capital for Renner suppliers. On the investment side, Realize has taken in R$ 190 MM in CDBs.

- In addition, further headway was made in operationalizing the **Digital Account,** now available to a limited number of customers on a test basis. This solution potentializes the synergy between the services offered by the financial arm and the retail operations as well as contributing to increased customer loyalty and a higher average sales ticket.

- As to digitalization, over 90% of the customer base interact digitally with Realize, opening up a horizon for a faster growing agenda of digital offerings over the course of the next few months.

- Reflecting these initiatives there was an increase of 11% in the active customer base versus the preceding quarter as well as important growth of 44%, in participation of services in the overall revenue from financial products.

Fashion and Lifestyle Ecosystem

CRM and Loyalty

CRM

- The Company has seen an expansion in its customer base month by month. Currently, the Ecosystem has 15.6 million active customers, a year-on-year increase of 22.5%. Likewise, continuing investments have been made in customer retention with a reduction of 60% in churn (turnover) on an annual comparative basis. We have advanced not only in the size of the customer base but in terms of identification, 85% of sales now being identified.
- In addition, our customers are becoming increasingly integrated both in terms of purchasing channels used as well as among the brands of the ecosystem. Thus, the number of omni customers has increased by 43% and it is these customers that purchase with greater frequency, generating spending 3 times more when compared with the other channels. From the point of view integration of businesses, customers making purchases in more than one of the ecosystem's brands, spend up to 6 to 7 times more than the other customers.

LOYALTY

- The Loyalty Program platform has already been contracted as well as its structure defined. It is to have a cross brand dynamic, serving all ecosystem customers. The subsequent stages will consist of integration with all customer points of contact in the different businesses, including our Realize fintech, which will be an important program accelerator.

Marketplace & Services for Sellers

- In the quarter, the Renner marketplace lab was launched with the aim of expanding the assortment of products and categories in the ecosystem. Currently, the platform has around 50 sellers and although still in its pilot phase, already revealing some important indicators with a cross sell (shopping cart with 1P and 3P products) of about 60%.
- At Camicado, the marketplace has ~120 sellers and accounted for ~17% of digital sales during the quarter.

Services Adjacent to the Core

- In the context of services adjacent to the core, in July, Renner announced the acquisition of Repassa, a company operating in the managed fashion resale segment. Repassa is a digital startup with ESG central to its business, that reselling apparel, footwear and accessories focused on women in the B and C+ classes. Renner has had a partnership with this startup since 2020, to date experience revealing a high degree of customer favorability to its purpose with very good levels of probability in the use of its service.
- The fashion resale market has great growth potential and is one of the major tendencies in fashion retailing. Furthermore, this type of transaction is aligned to the Company's ecosystem strategy and the new service of delivering value to the customers - in this way complementing their journey- as well as creating an additional avenue of revenue, greater recurrence and lifetime value. Again, this acquisition marked the first inorganic initiative in this process of construction, representing one more step forward, besides other significant ones that lie ahead, and totally aligned to the pillars of digitalization, innovation and sustainability. The conclusion of the acquisition is contingent on the completion of certain negotiated conditions agreed between the parties.

Fashion and Lifestyle Ecosystem

Environmental, Social and Governance

- **Collab Renner-Insecta**: to celebrate World Environment Day, in partnership with Insecta, Renner launched a collection with its design based on the capsule wardrobe concept. The products were made from reused or recycled materials such as fabric scraps and PET bottle fibers.

- **Corporate Fiber & Material Benchmark 2020 (CFMB)**: Lojas Renner is a member of the Textile Exchange, an international organization and bellwether in sustainability in the fashion sector fostering the development of lower impact raw materials and the evaluation of company practices in the sector. This was the first time that the Company has signed up to the precepts of CFMB, receiving a score of 3 (maturing), on a scale from 1 (developing) to 4 (leading), being the only company in Brazil and one of two in Latin America to have obtained the certification.

- **Task Force on Climate-related Financial Disclosures (TCFD)**: since June 2021, Lojas Renner has been a supporter of TCFD, a global initiative with the aim of developing company reports on climate change. This framework guides the disclosure on strategy, governance, risk management, goals and metrics related to the theme.

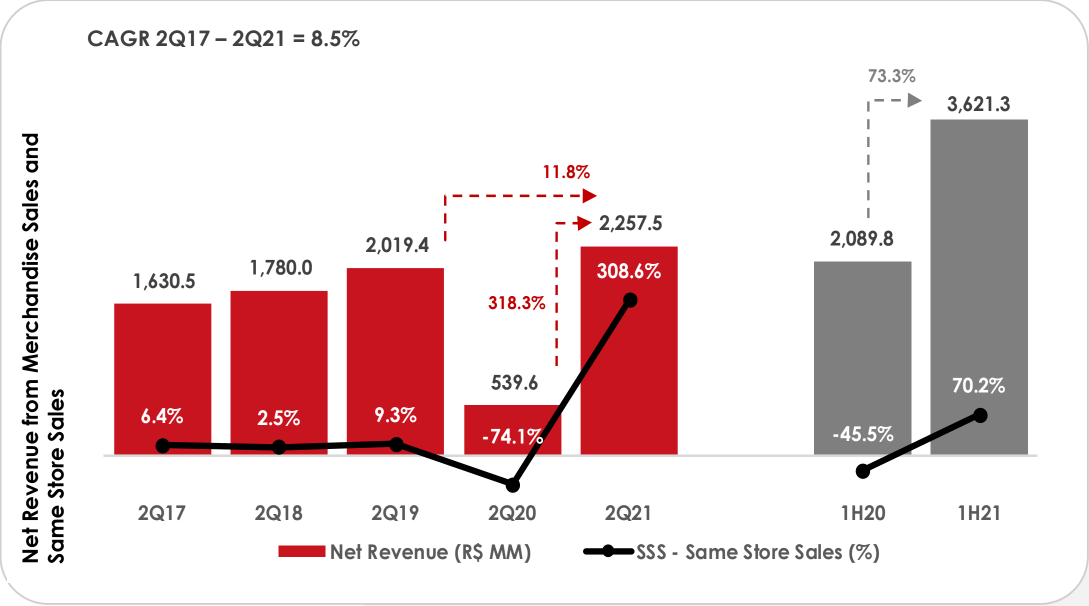
- **All Advance Together Campaign:** through the #AllAdvanceTogetherCampaign, the Lojas Renner Institute has been supporting projects promoting women's empowerment for over a decade. In this year's edition, for the first time, all the brands in the ecosystem have participated by collecting a fraction of sale value for donation to outreach projects with this focus in mind.

- **Report on the Brazilian Code of Corporate Governance:** the Company has released its 2021 Report on the Brazilian Code of Corporate Governance to the market, with 98.1% adherence, leaving just one item to be explained out of a total of 54 in the document. In line with the leading corporate governance codes around the world, the Code adopts the approach known as "apply or explain" and contains information on the best practices with Shareholders, Board of Directors, Board of Executive Officers, Supervisory and Control Bodies, and Ethics and Conflict of Interests.

- **FTSE4Good:** Lojas Renner has been a component now for seven consecutive years of the FTSE4Good index, one of the most important international sustainability indices, an indication if the Company's consistency and commitment to the theme. Created by FTSE Russell, a division of the London Stock Exchange, the index considers ESG aspects in their evaluation of companies. In the latest edition, the Company scores the maximum in Climate Change, Social and Environmental Aspects in the Supply Chain, Anti-corruption Practices and Corporate Governance.

Financial Indicators

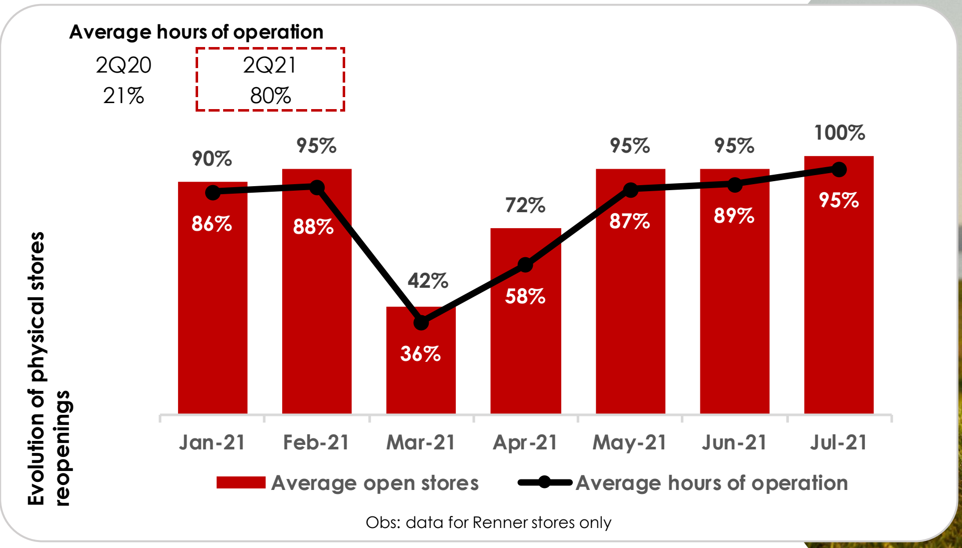
Net Revenue from **Merchandise Sales**

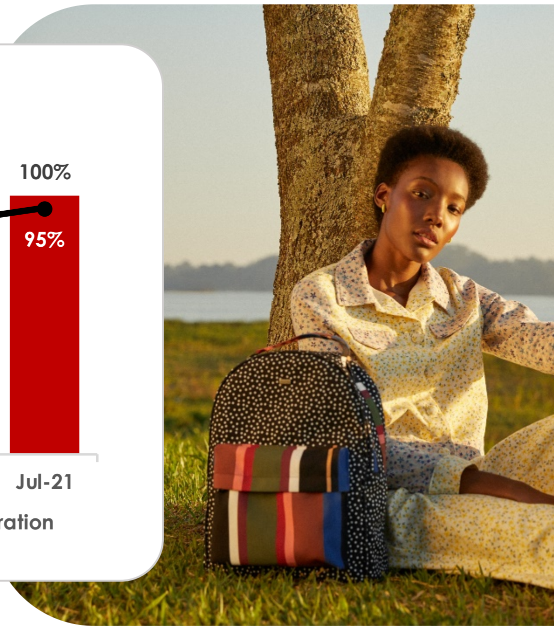


- 2Q21 began at the same pace and consumer behavior seen particularly during March when the protocols for social distancing had been intensified in new restrictions introduced. However, from the latter half of April, with the reduction in the virulence of the pandemic and progress in mass vaccinations throughout Brazil, restrictive measures were eased, prompting greater mobility on the part of the population and store reopening's, both factors having a salutary impact on the operation.
- While flow was less than usual for the time of year, during the quarter, the Company noted a higher level of conversion, with more items per shopping bag. More especially, during the week of Mothers' Day, performance proved most positive, breaking records and exceeding the most optimistic forecasts for the period.
- Also worthy of note in driving revenue, were the lower temperatures during the winter months in addition to the precise execution of store operations, with a well-diversified mix of products both for the inter-seasonal as well as winter periods, engendering greater attractiveness and acceptance of the collection on the part of consumers.

Net Revenue from **Merchandise Sales** (continuation)

- As a result, Net Revenue from Merchandise Sales and Same Store Sales in the quarter reported **growth of 318.3% and 308.6%,** respectively. **Compared with the same period in 2019,** Net Revenue from Merchandise Sales and Same Store Sales registered **an increase of 11.8% and 5,1%**, respectively. This performance exceeded the Federal Government Statistics Office's (IBGE) Monthly Retailing Survey Index, published for the period up to June.





Breakdown by Business (R$ MM)	2Q21	2Q20	Var.	1H21	1H20	Var.
Consolidated	**2,257.5**	**539.6**	**318.3%**	**3,621.3**	**2,089.8**	**73.3%**
Renner	2.045.7	480.9	325.4%	3,274.5	1,885.8	73.6%
Camicado	149.6	49.0	205.2%	252.5	157.1	60.7%
Youcom	62.2	9.7	539.1%	94.2	46.9	100.6%

- At Youcom, Net Revenue recorded growth of 539.1% compared with 2Q20. **Compared with 2Q19, there was an increase of 28.2%**, also the result of a reduction in operating restrictions as well as a colder winter.
- Equally, Camicado benefited from the resumption in consumer mobility as well as improvements made to assortment and store operations. Digital sales also turned in a good performance, accounting for 29.9% of the total. The outcome was a 205.2% increase in Net Revenue against the same period for 2020 while **compared with 2019, the increase was 27.6%.**
- In the context of digital sales and despite the recovery of the physical operation and a higher comparative base, online sales continued to report **robust growth of 66.5%** in comparison to 2Q20, achieving a consolidated GMV of **R$ 414.5 million.** This performance reflected increased flows, customer retention and the greater relevance of the app. Other factors also benefiting performance were the greater availability of instore assortment for servicing online purchases, this making for an even more autonomous journey on the part of customers.
- For the first half, the Company recorded a year-on-year increase of 73.3% in Net Revenue and 70.2% in Same Store Sales, also reflecting a greater flexibility in restrictions and a corresponding resumption in personal mobility this year versus 1H20.

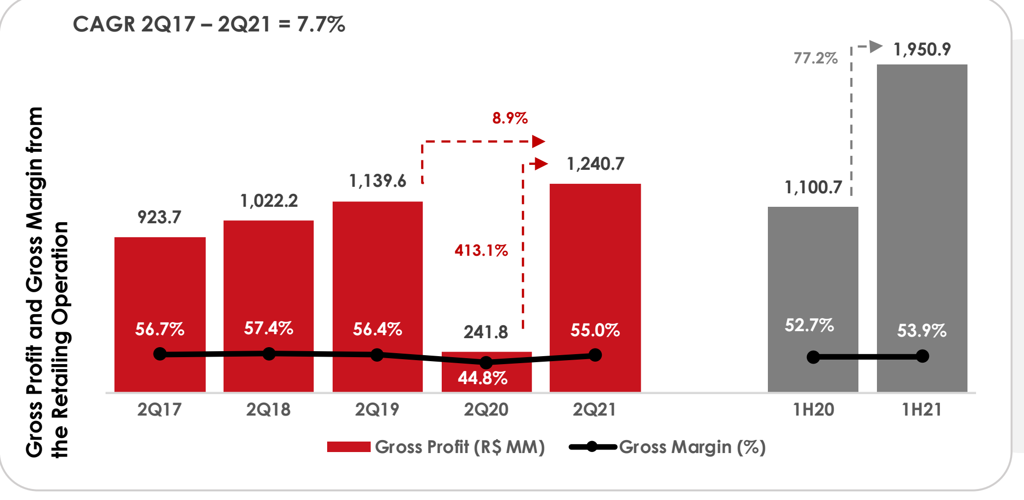
Gross Profit from the **Retailing Operations**

Breakdown by Business	2Q21	2Q20	Var.	1H21	1H20	Var.
Consolidated	**55.0%**	**44.8%**	**10,2p.p.**	**53.9%**	**52.7%**	**1.2p.p.**
Renner	55.1%	44.0%	11.1p.p.	54.1%	52.6%	1.5p.p.
Camicado	50.9%	51.4%	-0.5p.p.	49.2%	52.0%	-2.8p.p.
Youcom	60.3%	53.8%	6.5p.p.	59.1%	58.8%	0.3p.p.

- The quarter proceeded with well balanced, good quality instore inventory, well suited to the period, thus contributing to ready acceptance of the fall-winter collection. These factors, combined with lower markdown levels were instrumental in the **10.2 p.p. increase in Gross Margin** relative to 2Q20.
- When compared with 2Q19, there was a 1.4 p.p. in Margin, basically due to higher amounts of contracted exchange covering imported goods and inflationary pressures on the costs of raw materials and international freight charges.

Gross Profit from the **Retailing Operation** (continuation)

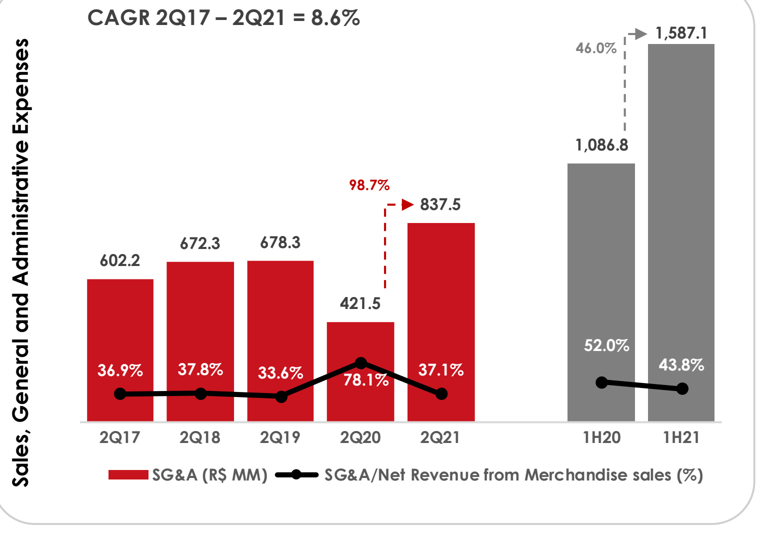
- Youcom posted an increase of 6.5 p.p. versus 2Q20 and a reduction of 2.0 p.p. against 2Q19, for the same reasons as mentioned above. In turn, Camicado reported a reduction of 0.5 p.p. and 1.5 p.p. versus 2Q20 and 2Q19, respectively, mainly a function of higher foreign exchange amounts in the light of a greater mix of imported products in this business.
- In the first half, Gross Margin was 1.2 p.p. higher and reflecting the same factors as mentioned above, albeit to a lesser degree than in the quarter due to higher levels of markdowns during 2Q20 given the more intensified temporary closure of stores in the period.



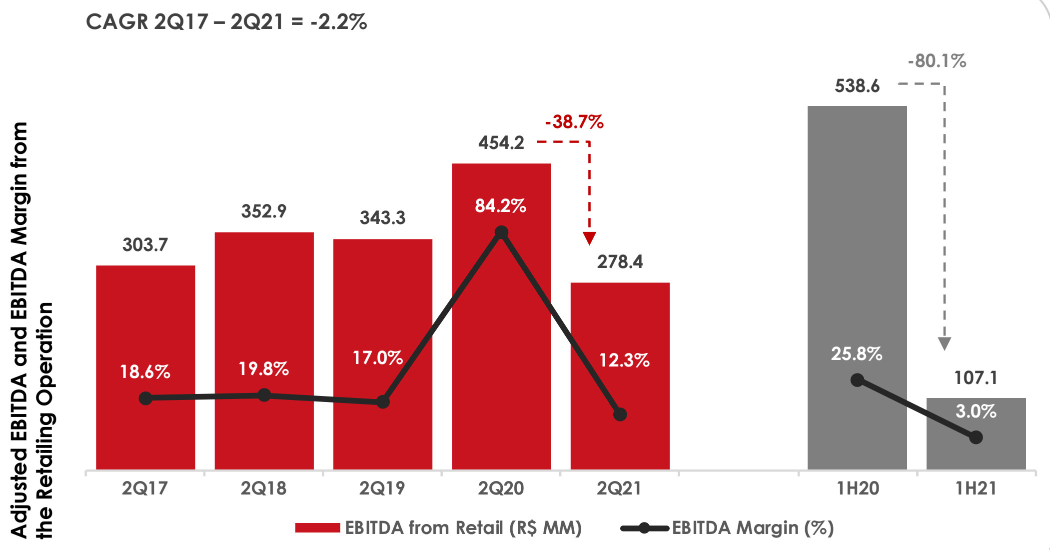
Operating Expenses

(R$ MM)	2Q21	2Q20	Var.	1S21	1S20	Var.
Operating Expenses (SG&A) [1]	**(837.5)**	**(421.5)**	**98.7%**	**(1,587.1)**	**(1,086.8)**	**46.0%**
% Over Net Revenue from Merchandise Sales	***37.1%***	***78.1%***	***-41.0p.p.***	***43.8%***	***52.0%***	***-8.2p.p.***
Selling Expenses	(600.7)	(271.0)	121.7%	(1,138.7)	(746.1)	52.6%
% Over Net Revenue from Merchandise Sales	*26.6%*	*50.2%*	*-23.6p.p.*	*31.4%*	*35.7%*	*-4.3p.p.*
General and Administrative Expenses	(236.8)	(150.5)	57.4%	(448.4)	(340.7)	31.6%
% Over Net Revenue from Merchandise Sales	*10.5%*	*27.9%*	*-17.4p.p.*	*12.4%*	*16.3%*	*-3.9p.p.*
Other Operating Results	**21.6**	**744.4**	**-97.1%**	**22.8**	**748.3**	**-97.0%**
Profit Sharing Program	(27.3)	1.5	NA	(27.3)	1.4	NA
Recovery of Tax Credits	59.0	794.4	-92.6%	59.8	804.7	-92.6%
Other Operating Revenues/ (Expenses)	(10.1)	(51.5)	-80.5%	(9.8)	(57.8)	-83.1%
Total Operating Expenses	**(815.9)**	**322.9**	**NA**	**(1,564.3)**	**(338.6)**	**362.1%**

- Operating Expenses (SG&A) as a percentage of Net Revenue from Merchandising Sales recorded a **reduction of 41.0 p.p.** in relation to the same quarter of the preceding year, mainly the result of the greater dilution of expenses with larger sales volumes.
- Operating expenses reported an **increase of 98.7%** and reflected investments related to the **development of the fashion and lifestyle ecosystem**, the acceleration in digital sales as well as the initiatives with the ongoing digital transformation.
- On the other hand, Other Operating Results were lower due principally to the recognition in 2Q20, of R$ 735.4 MM in tax credits from a successful legal action for excluding ICMS from the PIS and Cofins calculation base.
- In 1H21, expenses rose 46.0%, again reflecting largely higher sales volume.



Adjusted EBITDA from the **Retailing Operation**



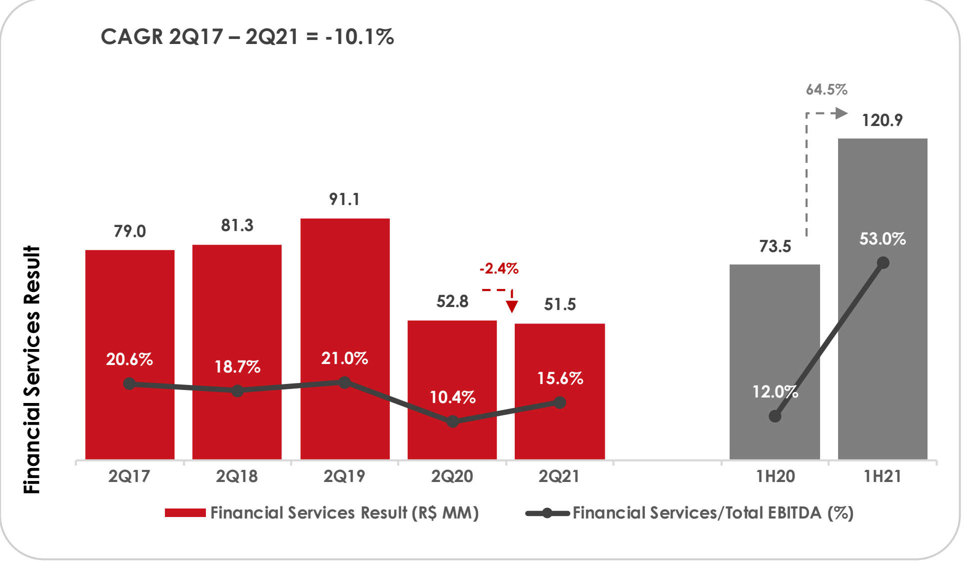
- Adjusted EBITDA from the Retailing Operation posted R$ 278.4 million in the quarter, equivalent to a **margin of 12.3%**. The decrease in relation to the 2Q20 reflects the booking in that quarter of R$ 735.4 million in tax credits, mentioned above. Excluding this effect, EBITDA from the retailing operation in 2Q21 doubled (+199.4%), due to the recovery in sales volume.
- For the sake of comparability with preceding periods, the Company now shows EBITDA adjusted also for Depreciation and Financial Expenses following the adoption of IFRS 16 and given the similarity with cash flows generated under rental agreements.
- As to figures for the first half as a whole, the Adjusted EBITDA from the Retailing Operation was also lower due to the tax credit. Excluding this effect, EBITDA from the Retailing Operation in 1H21 was **1.6 times more** (+155.1%) than 1H20, also reflecting increased sales.

Financial Services Result

(R$ MM)	2Q21	2Q20	Var.	1H21	1H20	Var.
Revenues, Net of Funding and Taxes	**228.0**	**262.1**	**-13.0%**	**441.1**	**570.2**	**-22.7%**
Renner Card (Private Label)	42.5	85.9	-50.5%	99.0	199.2	-50.3%
Co-branded Card Meu Cartão	185.4	176.1	5.3%	342.0	371.0	-7.8%
Credit Losses, Net of Recoveries	**(77.4)**	**(133.9)**	**-42.2%**	**(129.5)**	**(333.2)**	**-61.1%**
Renner Card (Private Label)	(28.7)	(56.7)	-49.4%	(24.2)	(124.2)	-80.5%
Co-branded Card Meu Cartão	(48.7)	(77.2)	-36.8%	(105.4)	(209.0)	-49.6%
Operating Expenses	**(99.0)**	**(75.4)**	**31.4%**	**(190.7)**	**(163.6)**	**16.6%**
Financial Products Result	**51.5**	**52.8**	**-2.4%**	**120.9**	**73.5**	**64.5%**
% of Company's Total Adjusted EBITDA	15.6%	10.4%	5.2p.p.	53.0%	12.0%	41.0p.p.

Credit Losses, Net of Recoveries include write-offs provisioning complements/reversions and recovery of write-offs in the period.

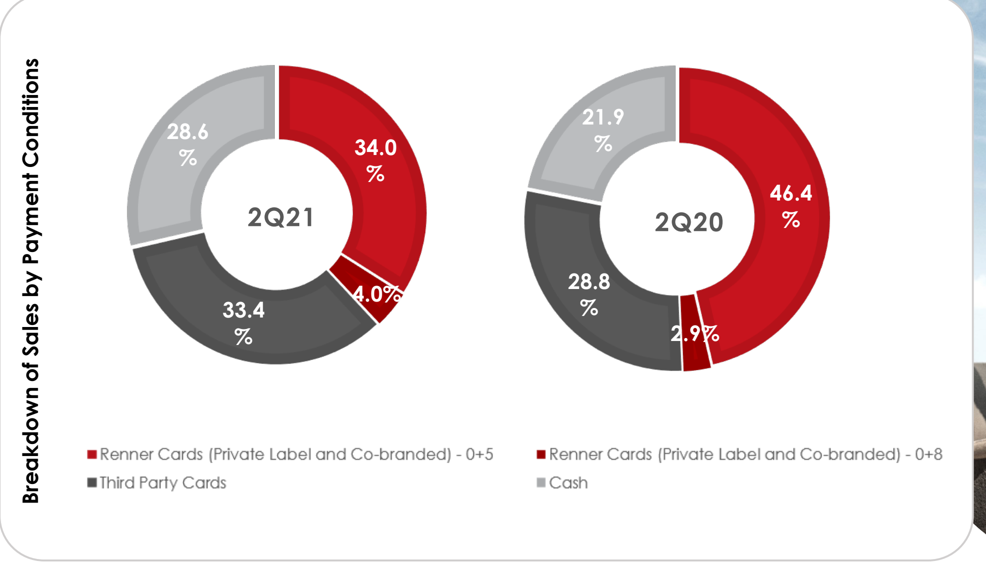
Financial Services Result (continuation)



- The Financial Services Result totaled **R$ 51.5 million** in 2Q21, recording a slight year-on-year reduction, mainly due to lower volumes in the financed portfolio, in turn the result of weaker sales in previous periods.
- As for **Net Losses**, they **decreased by 42.2%** compared to 2Q20, due to the improvement in the quality of credit, as well as the higher levels of recovery.

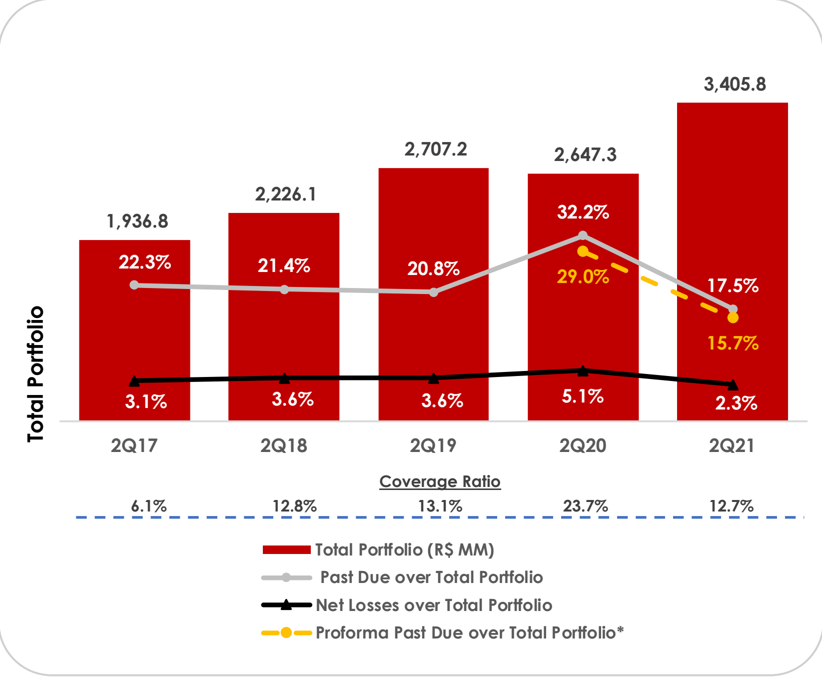
- In 6M21, the Financial Services Result was 64.5% higher, also reflecting the improvement in credit quality, remembering that in 1Q20, the Company increased the portfolio's coverage levels, due to the uncertainties related to the pandemic at that time.

Payment Conditions

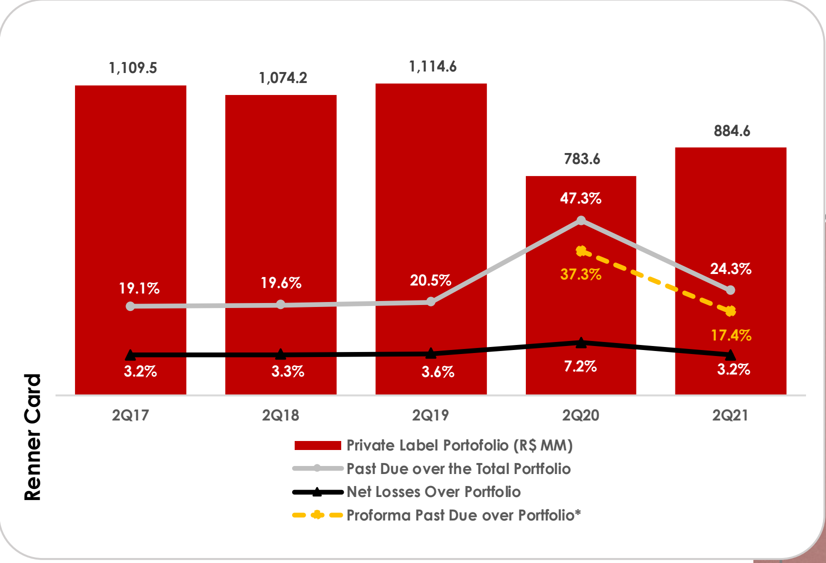


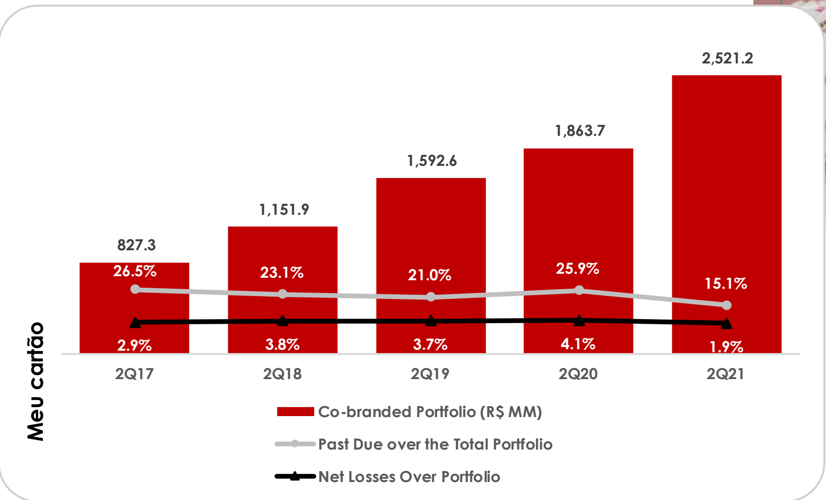
- In 2Q21, the Company recorded a total issue of 34.2 million cards, accounting for 38.0% of sales, versus 49.3% in 2Q20. The significant reduction in 2Q20 sales, the result of the temporary shutdown of stores, distorts the comparison. In relation to a more normal period such as 2Q19, there was a 6.8 p.p. reduction largely a reflection of the present scenario where consumers are more inclined to make cash payments.

Delinquency



- The total Financial Services portfolio (Renner Card and Meu Cartão) reported **growth of 28.7%** in 2Q21, versus 2Q20, due in the main to higher sales volume and the strategy of prioritizing the offer of Meu Cartão. As a result, the Private Label portfolio grew 12.9% and of Meu Cartão, 35.3%.
- Both products reported an improvement in the percentage of net losses as well as overdues. This performance was a reflection of **credit quality** and increased levels of **recoveries.**





Adjusted Total **EBITDA**

(R$ MM)	1Q21	1Q20	Var.	1H21	1H20	Var.
Net Income	**193.1**	**818.1**	**-76.4%**	**45.4**	**825.2**	**-94.5%**
(+) Income and Social Contribution Taxes	16.3	95.8	-83.0%	(87.6)	71.2	NA
(+) Financial Result, Net	51.4	(493.6)	NA	129.6	(443.8)	NA
(+) Depreciation and Amortization (*)	213.0	183.0	16.4%	414.5	364.6	13.7%
Total EBITDA	**473.8**	**603.3**	**-21.5%**	**501.9**	**817.2**	**-38.6%**
(+) Stock Option Plan	4.2	5.4	-21.4%	8.0	10.4	-23.1%
(+) Statutory Participation	-	(0.5)	-100.0%	-	(0.5)	-100.0%
(+) Result on Write-Off and Provision for Impairment of Fixed Assets	0.2	9.9	-97.7%	0.2	9.7	-98.3%
Total Adjusted EBITDA - Excludes Leasing[1]	**478.2**	**618.0**	**-22.6%**	**510.0**	**836.8**	**-39.1%**
(-) Depreciation for Leasing (IFRS16) (*)	(98.5)	(78.4)	25.6%	(189.3)	(160.3)	18.1%
(-) Financial Expenses for Leasing (IFRS16) (**)	(49.8)	(32.7)	52.4%	(92.7)	(64.4)	43.8%
Total Adjusted EBITDA - Includes Leasing[2]	**330.0**	**507.0**	**-34.9%**	**228.0**	**612.0**	**-62.7%**
Total Adjusted EBITDA Margin - Includes Leasing[2]	14.6%	94.0%	-79.4p.p.	6.3%	29.3%	-23.0p.p.

Pursuant to Article 4, of CVM Instruction 527, the Company has chosen to show the Adjusted EBITDA as in the above table in order to provide information which best reflects gross operational cash generation from its activities.

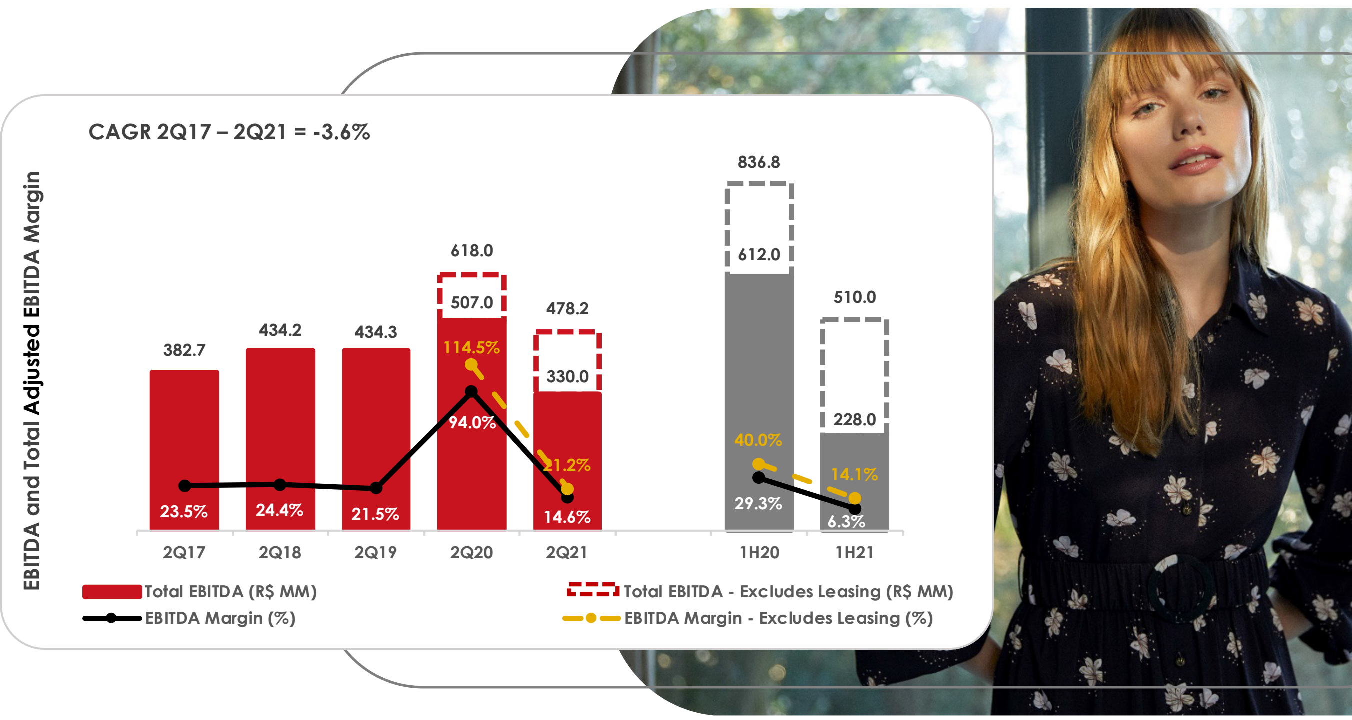
[1] Adjusted Total EBITDA without the impact of Depreciation and Financial Expenses of Leasing relative to the adoption of IFRS 16.

[2] For the purposes of comparability with preceding periods, the Company is now reporting EBITDA also adjusted for Depreciation and Financial Expenses of the Leasing in the light of the adoption of IFRS 16, given the similarity with cash flows in the rental agreements.

(*) Depreciation and Amortization for leasing is shown net of the effects of PIS/COFINS, the amount of which is R$ 9.7MM in 2Q21, R$ 18.5MM in 1H21, R$ 8.2MM in 2Q20 and 15.3MM in 1H20.

(**) Interest on leasing is shown net of the effects of PIS/COFINS, the amount of which is R$ 3MM in 2Q21, 9MM in 1H21, 1.7 MM in 2Q20 and R$6.5 MM 1H20.

The amounts of Interest on Leasing are shown in the Cash Flow Statements in the 'Interest and structuring costs on borrowings and leases' line, the amounts of which correspond to the interest on loans R$ 39MM in 2Q21, R$ 73.8 in 1H21, R$ 35.1MM in 2Q20 and R$ 57.7MM in 2H21.



- Total Adjusted EBITDA for 2Q21 was **R$ 330.0 million**, with a **14.6% margin**. The reduction compared with the same quarter in 2020 was due to the booking of the tax credit in 2Q20, already mentioned. Excluding this effect, there was a significant improvement of R$ 557.4 million (+245.1%), between the periods and reflecting the higher operating result from retailing.

- In the first half, Total EBITDA was R$ 228.0 million versus R$ 612.0 million in 1H20, also a direct reflection of the booking of the tax credit. When this amount is excluded, **there was an increase of R$ 349.0 million** (+288.4%) in 1H21.

- For the sake of comparison with preceding periods, the Company is now reporting EBITDA also adjusted for Depreciation and Financial Expenses, following the adoption of IFRS 16 since the cash flows originating from rental agreements are similar. Excluding this adjustment, Total EBITDA in 2Q21 would have totaled **R$ 478.2 million**, equivalent to a **margin of 21.2%.** In 1H21, EBITDA was R$ 510 million, corresponding to a **margin of 14.1%.**

Financial Result, Net

(R$ MM)	1Q21	1Q20	Var.	1H20	1H21	Var.
Financial Revenue	**36.3**	**564.8**	**-93.6%**	**48.6**	**575.1**	**-91.5%**
Gains on Cash Equivalents	30.9	11.2	176.8%	39.9	20.7	92.3%
Other financial revenue	5.3	553.6	-99.0%	8.8	554.4	-98.4%
Financial Expenses	**(86.6)**	**(61.4)**	**41.1%**	**(160.4)**	**(111.9)**	**43.3%**
Interest on Loans, Borrowings and Swap	(32.8)	(25.5)	28.4%	(61.5)	(40.1)	53.4%
Other Financial Expenses	(4.1)	(3.2)	28.3%	(6.3)	(7.4)	-15.4%
Financial Expenses for Leasing	(49.8)	(32.7)	52.4%	(92.7)	(64.4)	43.8%
Foreing Exchange, Net	**(0.9)**	**(9.8)**	**-91.0%**	**(17.7)**	**(19.4)**	**-8.7%**
Financial Result, Net	**(51.3)**	**493.6**	**NA**	**(129.5)**	**443.8**	**NA**

- The Financial Result, Net was negative at **R$ 51.3 million** versus R$ 493.6 million positive in 2Q20. If the amount of R$ 553.3 million in interest on tax credits booked in 2Q20 is excluded, the result for the latter period would have been negative at R$ 59.7 million, the main effect between periods being the cash equivalent income on the resources raised from the share offering of about R$ 4.0 billion net on May 4, 2021.
- In the first half, the principal effect was in the reduction of the Net Financial Result as well as interest on tax credits in 2Q20.

Free **Cash Flow**

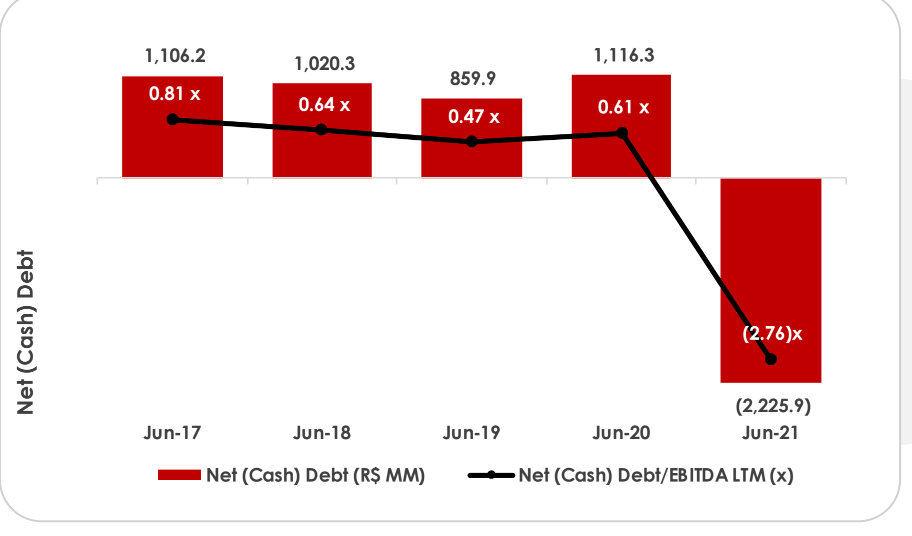
(R$ MM)	1Q21	1Q20	Var.	1H21	1H20	Var.
Total Adjusted EBITDA	**330.0**	**507.0**	**(177.0)**	**228.0**	**612.0**	**(384.0)**
(+/-) Income and Social Contribution Taxes/Others	10.0	527.1	(517.1)	(12.2)	215.4	(227.6)
Operating Cash Flow	**340.0**	**1,034.1**	**(694.1)**	**215.8**	**827.4**	**(611.6)**
(+/-) Changes in Working Capital	**(509.9)**	**(986.7)**	**476.8**	**(348.3)**	**(1,064.0)**	**715.7**
Accounts Receivable	(1,007.8)	780.9	(1,788.7)	117.8	1,594.2	(1,476.4)
Inventories	150.7	(173.3)	324.0	(229.6)	(454.5)	224.8
Suppliers	14.7	(124.9)	139.6	(321.2)	(355.1)	33.9
Taxes	137.9	(1,406.8)	1,544.7	(107.7)	(1,676.0)	1,568.3
Other Accounts Receivable/Payable	194.7	(62.5)	257.3	192.3	(172.7)	365.0
(-) Capex	**(254.1)**	**(141.4)**	**(112.7)**	**(518.1)**	**(230.8)**	**(287.3)**
(=) Free Cash Flow	**(424.0)**	**(94.0)**	**(330.1)**	**(650.7)**	**(467.4)**	**(183.2)**

- Despite operational cash generation in 2Q21, the significant increase in sales and investments in the ecosystem, impacting respectively, Accounts Receivable and Capex, resulted in a cash burn of R$ 424.0 million in the period.

Cash (Debt) Net

(R$ MM)	Jun-21	Dec-20	Jun-20
Borrowings and Financing	2,570.6	2,623.0	2,597.8
Credit Operations to Customers Financing	818.3	762.0	857.7
Gross Debt	3,388.9	3,385.0	3,455.5
Cash and Cash Equivalents and Financial Investments	(5,614.8)	(2,672.4)	(2,339.2)
Net Debt	(2,225.9)	712.6	1,116.3
Net Debt / Total Adjusted EBITDA (LTM)	*-2.76x*	*0.60x*	*0.61x*
Total Adjusted EBITDA (12M)	806.4	1,190.4	1,824.1

- On June 30, 2021, the Company reported Net Cash of **R$ 2,225.9 million** following the issue of 102 million of new shares worth approximately R$ 4.0 billion, pursuant to the decision and approval of the Board of Directors on April 29, 2021. The public offering was settled on May 4 and the respective resources used in the development of the fashion and lifestyle ecosystem, in ramping up the digital transformation as well as in the construction of the Omni DC and in the expansion of the bricks-and-mortar stores.



Operating Finance Credit to the Client is used for financing the Financial Services portfolios and its variation is a reflection of the financial volumes of these products. Debt servicing charges related to capital management are booked to the Financial Result, Net. Operating Financing relative to Financial Services is reflected in the Operating Result.

Investments

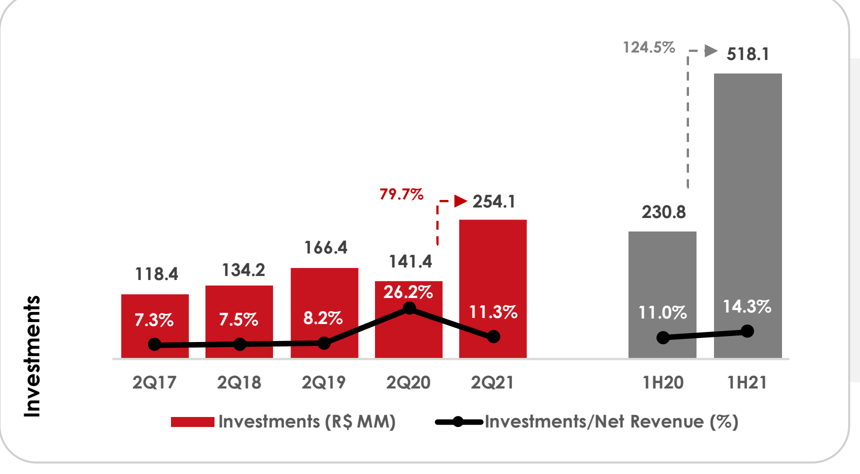
(R$ MM)	2Q21	2Q20	1H21	1H20
New Stores	66.8	12.8	145.0	62.3
Remodeling of Installations and others	17.2	5.9	23.7	17.6
IT Equipment & Systems	83.8	103.5	243.0	128.5
Distribution Centers	86.4	19.3	106.3	22.4
Total Capex	**254.1**	**141.4**	**518.1**	**230.8**

- In the quarter, there was an increase of 79.7% in investments, largely reflecting the resumption of the expansion plan and store remodeling at more normal levels of activity as well as disbursements for the construction of the new DC in São Paulo.

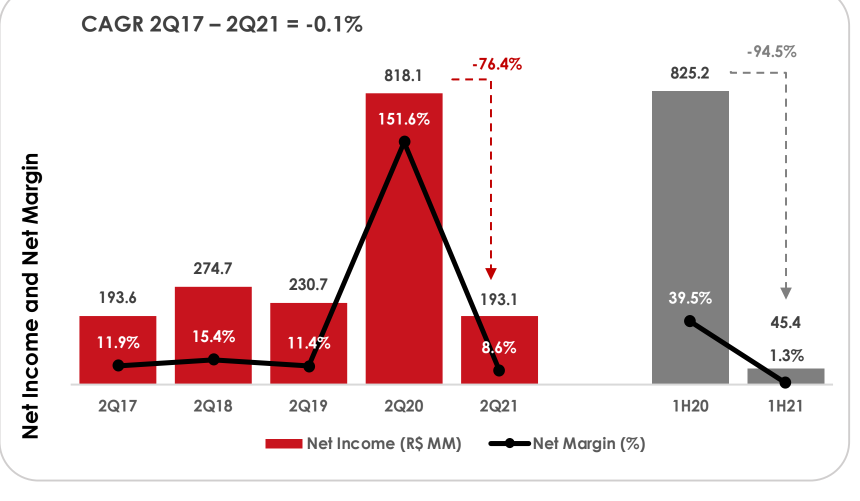
- Depreciation and Amortization expenses were **R$ 114.5 million** in 2Q21, 9.5% higher than 2Q20, largely due to the store expansion plan and the increase in IT systems' assets.

Investments (continuation)

		2Q21	2Q20	Var.	1H21	1H20	Var.
RENNER	Number of Stores	411	387	24	411	387	24
	New Store Openings	17	0	N/A	18	0	-
	Closures	0	0	-	-	-	-
	Sales Area (thousand m²)	711.7	683.1	4.2%	711.7	683.1	4.2%
CAMICADO	Number of Stores	119	112	7	119	112	7
	New Store Openings	6	0	N/A	6	1	-
	Closures	0	0	-	0	3	-
	Sales Area (thousand m²)	50.1	47.9	4.6%	50.1	47.9	4.6%
YOUCOM	Number of Stores	103	98	5	103	98	5
	New Store Openings	4	0	N/A	4	0	-
	Closures	0	0	-	1	3	-
	Sales Area (thousand m²)	17.6	16.3	7.6%	17.6	16.3	7.6%



Net Income and Dividends



- Net Income for the quarter was **R$ 193.1 million**, compared with R$ 818.1 million in 2Q20. This reduction is due largely to the recovery of a tax credit, relating to PIS and COFINS charges, in 2Q20. On a comparative basis, the result for 2Q21 was 184.7% higher than 2Q20, this mainly due to a stronger operating result.

- Net Income for the first half was R$ 45.4 million, less that the same period in 2020. When adjusted for the tax credit, the Net Income for 1H21 was 120.6% higher than 1H20.

- In 2Q21, Lojas Renner credited shareholders with dividends in the form of Interest on Shareholders' Equity in the amount of **R$ 88.1 million**, corresponding to **R$ 0.0983 per share** based on a quantity of 895,635,850 common shares excluding those shares held as treasury stock. For the accumulated January to June period, Interest on Shareholders' equity totaled R$ 146.4 million, equivalent to R$ 0.171812 per share.

Consolidated **Income Statement**

In R$ thousands	2Q21	2Q20	Var	1H21	1H20	Var
Net Operating Revenues	**2,489,104**	**808,506**	**207.9%**	**4,069,798**	**2,672,267**	**52.3%**
Net Revenues from Sales of Goods	2,257,535	539,636	318.3%	3,621,252	2,089,816	73.3%
Net Revenue from Financial Products	231,569	268,870	-13.9%	448,546	582,451	-23.0%
Costs of Sales and Services	**(1,020,358)**	**(304,643)**	**234.9%**	**(1,677,758)**	**(1,001,317)**	**67.6%**
Cost of Goods	(1,016,802)	(297,841)	241.4%	(1,670,304)	(989,081)	68.9%
Cost of Financial Products	(3,556)	(6,802)	-47.7%	(7,454)	(12,236)	-39.1%
Gross Profit	**1,468,746**	**503,863**	**191.5%**	**2,392,040**	**1,670,950**	**43.2%**
Operating Expenses [1]	**(1,208,152)**	**(83,607)**	**NA**	**(2,304,809)**	**(1,218,359)**	**89.2%**
Selling	(600,683)	(271,005)	121.7%	(1,138,721)	(746,095)	52.6%
General and Administrative	(236,832)	(150,478)	57.4%	(448,357)	(340,742)	31.6%
Depreciation and Amortizantion	(212,132)	(183,013)	15.9%	(413,610)	(364,591)	13.4%
Losses on Receivables, Net	(77,434)	(133,866)	-42.2%	(129,539)	(333,191)	-61.1%
Other Operating Results	(81,071)	654,755	-112.4%	(174,582)	566,260	-130.8%
Financial Products Expenses	(98,211)	(74,857)	31.2%	(189,217)	(162,428)	16.5%
Other Operating Results	17,140	729,612	-97.7%	14,635	728,688	NA
Operating profit before Financial Results	**260,594**	**420,256**	**-38.0%**	**87,231**	**452,591**	**-80.7%**
Total Financial Result, Net	**(51,250)**	**493,605**	**-110.4%**	**(129,466)**	**443,838**	**NA**
Financial Revenue	66,614	579,756	-88.5%	112,644	605,335	-81.4%
Financial Expense	(117,864)	(86,151)	36.8%	(242,110)	(161,497)	49.9%
Profit (Loss) Before Income and Social Contribution Taxes	**209,344**	**913,861**	**-77.1%**	**(42,235)**	**896,429**	**-104.7%**
Income and Social Contribution Taxes	(16,271)	(95,810)	-83.0%	87,605	(71,241)	-223.0%
Profit for the Period	**193,073**	**818,051**	**-76.4%**	**45,370**	**825,188**	**-94.5%**
Earnings per Share - Basic R$	0.2235	1.0324	-78.4%	0.0547	1.0406	-94.7%
Earnings per Share - Diluted R$	0.2227	1.0302	-78.4%	0.0546	1.0381	-94.7%
Number of shares outstanding at End of the Period (in thousands)	898,508	795,590	-	898,508	795,590	-

[1] To improve analysis, Depreciation and Amortization expenses are shown separately in the above table.

Consolidated **Balance Sheet**

In R$ thousands	Jun.21	Dec.20	Jun.20
TOTAL ASSETS	**18,744,462**	**14,642,583**	**12,828,071**
Current Assets	**12,010,484**	**8,896,766**	**7,203,646**
Cash and Cash Equivalents	4,940,478	2,066,781	1,716,249
Financial Investments	674,287	605,572	622,923
Trade Accounts Receivable	3,693,841	3,811,668	2,231,722
Inventories	1,611,275	1,381,662	1,578,963
Recoverable Taxes	1,004,878	961,997	924,520
Derivative Financial Instruments	568	5,435	41,594
Other Assets	85,157	63,651	87,675
Non-current Assets	**6,733,978**	**5,745,817**	**5,624,425**
Long Term Assets			
Recoverable Taxes	529,815	661,111	817,499
Deferred Income Tax and Social Contribution	463,769	276,925	239,731
Other Assets	80,673	12,847	16,958
Fixed assets	2,418,037	2,154,260	2,147,040
Rigth of Use	2,295,135	1,700,038	1,528,457
Intangible	946,549	940,636	874,740
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**18,744,462**	**14,642,583**	**12,828,071**
Current Liabilities	**4,375,925**	**5,633,411**	**4,783,009**
Borrowings, Financing and Debentures	323,791	1,077,081	1,698,108
Financing - Financial Services Operations	126,208	341,390	514,962
Finance Leases	608,032	496,583	434,076
Suppliers	1,124,721	1,404,852	638,396
Obligations with Credit Card Administrators	1,307,106	1,193,168	817,712
Taxes and Contributions Payable	239,579	402,930	145,368
Social and Labor Obligations	264,779	226,816	251,612
Statutory obligations	130,725	246,269	101,263
Provisions for Risks	71,851	67,059	59,941
Derivative Financial Instruments	41,806	31,428	-
Other Obligations	137,327	145,835	121,571
Non-current Liabilities	**5,026,712**	**3,507,856**	**2,619,110**
Borrowings, Financing and Debentures	2,246,810	1,545,933	899,701
Financing - Financial Services Operations	692,078	420,575	342,663
Finance Lease	1,879,129	1,365,804	1,221,502
Suppliers	54,474	95,503	88,311
Provisions for Risks	62,796	55,237	45,301
Derivative Financial Instruments	381	-	-
Other Obligations	91,044	24,804	21,632
Shareholders' Equity	**9,341,825**	**5,501,316**	**5,425,952**
Capital Stock	7,742,170	3,805,326	3,795,901
Treasury Stocks	(108,620)	(119,461)	(119,461)
Capital Reserves	100,815	94,031	76,869
Profit Reserves	1,694,324	1,694,515	869,571
Other Compreensive Income	13,781	26,905	91,986
Accumulated Profit	(100,645)	-	711,086

Consolidated **Cash Flow Statement**

In R$ thousands	2Q21	2Q20	1H21	1H20
Cash Flows from Operating Activities				
(Loss) Profit for the Period	**193,073**	**818,051**	**45,370**	**825,188**
Adjustment to Reconcile Net Income to Cash and Cash Equivalents Provided by Operating Activities				
Depreciation and amortization	221,779	191,216	432,109	379,875
Interest expense on loans and lease	85,466	59,868	163,053	111,034
Interest expense of Financing of Operational Services	6,236	9,610	12,271	17,596
Income and Social Contribution Taxes	16,271	95,810	(87,605)	71,241
Estimated losses on assets, net	13,067	83,390	(120,549)	205,795
Exclusion of the ICMS of the calculation base for the PIS/COFINS	-	(1,363,029)	-	(1,363,029)
Discounts - Payable Leasing	(38,663)	(72,899)	(69,470)	(72,899)
Other Adjustments on Net Income	25,314	18,433	44,141	12,073
Adjusted Net Income	**522,543**	**(159,550)**	**419,320**	**186,874**
Changes in Assets and Liabilities				
Trade Accounts Receivable	(1,018,365)	726,422	240,448	1,423,508
Inventories	140,577	(182,055)	(222,456)	(447,616)
Recoverable taxes	1,021	(52,426)	99,029	(47,249)
Other Assets	(84,122)	19,646	(104,776)	(4,402)
Suppliers	14,864	(130,397)	(335,901)	(367,970)
Obligations with Card Administrators	205,314	(63,575)	113,938	(167,586)
Fiscal Obligations	128,395	3,736	(226,993)	(278,690)
Other Obligations	13,241	(38,669)	93,958	(21,053)
Income and Social Contribution Taxes Payment	(18,307)	(19,682)	(31,309)	(328,112)
Interest of Borrowing, Financing And Debentures paid	(49,581)	(16,768)	(72,729)	(20,724)
Interest of Financing of Opertaional Services paid	(1,734)	-	(1,734)	(10,301)
Net Cash Used (applied) in Operating Activities, Before Financial Investments	**(146,154)**	**86,682**	**(29,205)**	**(83,321)**
Financial Investments	(153,743)	(122,318)	(68,715)	(231,575)
Net Cash Used (applied) in Operating Activities	**(299,897)**	**(35,636)**	**(97,920)**	**(314,896)**
Cash Flow from Investing Activities				
Purchases of Fixed Assets	(230,477)	(141,396)	(494,605)	(230,836)
Proceeds from Disposal of Fixed Assets	186	8	246	31
Net Cash used from Investing Activities	**(230,291)**	**(141,388)**	**(494,359)**	**(230,805)**
Cash Flow from Financing Activities				
Capital increase	3,911,593	267	3,911,593	267
Buyback Shares	-	-	-	(96,964)
Borrowings Obtained	222,075	1,182,644	1,315,411	2,676,106
Borrowings Amortization	(668,410)	(257,412)	(1,310,778)	(892,354)
Instalment Lease Financing	(96,421)	(35,562)	(201,962)	(152,888)
Interest on equity and dividends paid	(244,037)	(243,490)	(244,037)	(250,309)
Net Cash Generated by Financing Activities	**3,124,800**	**646,447**	**3,470,227**	**1,283,858**
Effect of exchange rate changes on cash and cash equivalents	**(5,824)**	**3,791**	**(4,251)**	**(2,862)**
Changes in Cash and Cash Equivalents	**2,588,788**	**473,214**	**2,873,697**	**735,295**
Cash and Cash Equivalents at the Beginning of the Period	2,351,690	1,243,035	2,066,781	980,954
Cash and Cash Equivalents at the End of the Period	**4,940,478**	**1,716,249**	**4,940,478**	**1,716,249**

Glossary

1P (first party): Own inventory, the company buys and sells products directly to the customers.

3P (third-party seller): Third party inventory which is managed by the sellers.

B2B (Business-to-Business): A commercial transaction between companies.

BRANDING: Management strategy of the brand with the objective of rendering it more recognizable by its consuming public and present in the market.

CAC: Customer Acquisition Cost.

CAGR: Compound Rate of Annual Growth.

CAPEX: Capital Expenditure allocated to the Company's investments. (Example: Fixed Assets and Intangible Assets).

CDB: Bank Deposit Certificate is a fixed income security issued by banks to raise funds for financing their activities. In exchange for this loan of resources to the bank, the latter will return the amount invested to the investor plus the interest agreed at the time of the investment.

CHURN: Rate of turnover. This is a metric used in customer management which shows the rate of consumers which a company has lost in a given period and the total revenue involved in this process.

MOBILE CHECKOUT: Process of concluding a purchase alternative to the traditional cashier's desk. The conclusion of the transaction may be made through *Mobile Sales*, made by the store employee using instore mobile devices; *Self-Checkout*, self-service totems; and through the *Pague Digital* (Digital Payment) whereby the customer concludes the purchase with his own smartphone using the Renner app.

CRM (Customer Relationship Management): Software which provides a complete management of the sales process, making the approach and contacts with the client more assertive.

CROSS SELL: Sale of complementary products or services based on customer interests within the Renner ecosystem.

EBITDA: Stands for "Earnings before interest, taxes, depreciation and amortization". Performance indicator of operating cash generation. The calculation of EBITDA may be adjusted for non-recurring items which contribute to the information on the potential for gross cash generation in the Company's operations. Adjusted EBITDA has no standardized meaning, and our definition may not be comparable with that used by other companies.

ESG (Environmental, Social and Governance): Environmental, social and governance practices.

FINTECH: Company using technology to offer financial products and services in an innovative manner.

FOLLOW ON: Subsequent offering of shares of a publicly held company.

FORTNITE: An online multiplayer electronic game, originally launched in 2011, developed by Epic Games.

FREE FLOAT: Is the percentage of a company's shares which are traded on the Stock Exchange.

GMV (Gross Merchandise Volume): Term used in online retailing to show the total monetary value of sales through this channel.

GUIDE SHOP: The guide shop model is a bricks-and-mortar commercial establishment with a display case, but with no stock (or with a small stock), in which consumers choose and try products, purchase them using totems or tablets, and receive the products at home.

INFLUENCER: Professionals who through content published in the social media, are able to influence and cause an effect on thousands of people in relation to a given product. Due to their followers and engagement, they are deemed to be credible and successful people in their métier.

IFRS: International Financial Reporting Standards correspond to international accounting norms.

LAST MILE: Is a concept which relates to the last stage in the delivery of the product, leaving a distribution center to the final recipient.

LIFETIME VALUE: Is a metric defining the value of the customer's life cycle. It represents the sum of all the values expended by a consumer while he is a customer of the brand.

LOYALTY: Program for rewarding customers and encouraging repeat business.

MARKETPLACE: An online sales platform which combines different companies selling products as if it were a virtual store window.

MAU (Monthly Active Users): The number of active users in a month, the metric related to the frequency and involvement of users in sites and apps.

OMNICHANNEL: A strategy which uses all a company's communication channels in an integrated and simultaneous fashion. The underlying objective is to narrow the relationship between on- and off-line and strengthen the relationship of the customer with the company, thus improving their experience.

DIGITAL PAYMENT: A purchase modality where the customer can pay for his purchases in the store with his own smartphone using the Renner app.

p.p: Percentage points.

ROIC LTM: Return On Invested Capital over the last twelve months.

SELLER: Is the name given to all those that sell their products in the marketplace.

SPENDING: Total customer expenditure in a given period.

SSS (Same Store Sales): Relation between the sales executed in the same stores (more than 12 months of operation) in the current period compared to sales in these selfsame stores in the same period of the previous year.

STAKEHOLDERS: Individuals or entities that have a relationship with the Company. In addition to the shareholders, the company's employees, customers, suppliers, creditors, governments and community are stakeholders.

STARTUP: Young or recently constituted companies which present major growth possibilities. Startups are characterized by being scalable businesses and growing in a much faster and efficient way compared with a traditional small and middle market company.

STICKINESS: This is the propensity of customers to return to a product or use it with greater frequency, the product itself having characteristics that enhance the profoundness of the relationship with the customer over time.

INFINITE AISLE: Availability of inventories of the physical stores in the e-commerce, where customers can buy products from the physical stores inventory through e-commerce.

UX (User Experience): User Experience is the combination of elements and factors relative to the interaction of the user with a given product, system, or service responsible for projecting experiences of enchantment to gain the loyalty and capture customers.

About **Lojas Renner S.A.**

The Company was incorporated in 1965 and has been listed since 1967. A pure, widely-held company since 2005 with a 100% free float), Lojas Renner was deemed the first Brazilian corporation. Renner's equities are traded on B3 under the LREN3 symbol, on the Novo Mercado, the highest level of corporate governance, and through an ADR program on the US OTC market under the LRENY symbol. On June 30, 2021, the closing price of the LREN3 share was R$ 44.23, the Company reporting a market capitalization of R$ 39.7 billion.

Lojas Renner is the largest fashion retailer in Brazil with 411 Renner stores (including 8 stores in Uruguay, 4 in Argentina and 9 stores under the Ashua name), 119 Camicado and 103 Youcom units in addition to their online platforms.

Renner designs and sells quality apparel, footwear and underwear for women, men and children under 18 private labels of which 8 represent the Lifestyle concept, each one reflecting a style of being and dressing. Renner also sells accessories and cosmetics under two proprietary brands as well as offering specific items bearing third party labels.

In May 2011, Renner acquired Camicado, a company in the home decor segment and in 2013, launched Youcom, a new store model focused on the younger generation. The Company also owns Realize CFI, a financial institution which supports Renner's retail business through the management of the financial products offered.

The target customers of Renner and Camicado are women between the ages of 18 and 39 who are in the medium-high consumption groups in Brazil. Conversely, Youcom caters for the average income consumer but between the ages of 18 and 35. Lojas Renner offers its customers fashion products in various styles with quality and competitive prices in a practical and agreeable shopping environment.

Investor Relations and **Corporate Governance**

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This release contains forward-looking statements 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 as well as roundings presented herein are calculated on the basis of numbers in thousands of Reais. Variations greater than 1000% are shown as N/A in the tables.