

RESULTS

2Q22



LOJAS RENNER S.A.

RENNER

CMICADO

youcom

realize

repassa

2Q22 Results

August 4, 2022 - Lojas Renner S.A. (B3: LREN3; USOTC: LRENY), the largest fashion retailer in Brazil, announces its Results for the second quarter of 2022 (2Q22). For the sake of comparability with the market and in line with the Financial Statements, as from 4Q21, the Company has now begun to report information on EBITDA on a post-IFRS 16 basis (excluding Depreciation and Interest on leasing).

Highlights of the period



Robust growth of sales of **41%** and **57%** in net revenue from retailing vs 2Q21 and 2Q19



Growth of 27% in **Digital GMV** and penetration of **13.0%**



Markdowns at their lowest levels with Gross Margin similar to that of 2019



Total EBITDA (post-IFRS16) of R\$702m, +47% vs 2Q21 and +29% vs 2Q19 with **Net Profit** of R\$ 360m, +87% vs 2Q21 **surpassing pre-pandemic levels (+56% vs 2Q19)**



Delivery in D+2: +6p.p (45%)
Delivery Same/Next Day (SP and RJ): +19p.p (48%)
Decline of ~18% of cost per shipment vs 2Q21



Transfer of the Camicado operation to the **new DC and integration of Uello**, with pilot operations in transit points for management of last mile



Realize: greater occupation of the ecosystem, with an **increase of 19%** in the active customer base



Renner has been **Top of Mind in online fashion** for 18 consecutive months and **leader in visits among domestic players**



Free cash flow generation of R\$85m, +R\$508m vs 2Q21



Consistent gain in **market share in 2Q22**, based on PMC, IBGE



Enchantment: record of very satisfied customers in the 2nd quarter



RX Ventures makes first investment in a startup in July



Renner Marketplace – renamed to **Alameda Renner**, with better availability of the 3P assortment. Renner and Camicado sellers already represent 7.5% of GMV Digital



18.9 MM customers active in the ecosystem (+18.9%). Omni customer base +26% vs 2Q21



Acceleration in the production of content with **+600 activations of influencers** and **12 lives**

Earnings Video Conference

August 5, 2022
13:00 (BRT) | 12:00 noon (US-EST)

The videoconference will be held in Portuguese with a simultaneous translation to English. To access, [click here](#) or use the QR Code below:



Legal Notice

The statements contained in 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 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 and totals as well as roundings presented herein are calculated on the basis of numbers in thousands of Reais.

Consolidated Information

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Net revenue from Retailing ¹	3,175.7	2,258.7	40.6%	5,405.4	3,623.1	49.2%
Growth in Same Store Sales	37.9%	308.6%	-270.7p.p.	46.1%	70.2%	-24.1p.p.
Digital GMV	545.8	428.9	27.3%	979.9	741.8	32.1%
Penetration of Digital Sales	13.0%	14.5%	-1.5p.p.	13.9%	15.7%	-1.8p.p.

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Gross Profit from the Retailing ¹	1,781.7	1,241.9	43.5%	3,009.6	1,952.8	54.1%
Gross Margin from Retailing ¹	56.1%	55.0%	1.1p.p.	55.7%	53.9%	1.8p.p.
Operational Expenses (SG&A) ²	(1,057.5)	(837.5)	26.3%	(1,985.5)	(1,587.1)	25.1%
% SG&A / Net Revenue from Retailing	33.3%	37.1%	-3.8p.p.	36.7%	43.8%	-7.1p.p.

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Adjusted EBITDA from Retailing ³	689.7	425.3	62.2%	987.7	387.5	154.9%
Adjusted EBITDA Margin from Retailing ³	21.7%	18.8%	2.9p.p.	18.3%	10.7%	7.6p.p.
Financial Services Result	11.9	51.9	-77.0%	97.1	121.5	-20.0%
Total Adjusted EBITDA ³	701.6	477.2	47.0%	1,084.9	509.0	113.1%
Total Adjusted EBITDA Margin (Post-IFRS 16) ³	22.1%	21.1%	1.0p.p.	20.1%	14.0%	6.1p.p.

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Net Profit	360.4	193.1	86.7%	552.0	45.4	1116.7%
Net Margin	11.3%	8.5%	2.8p.p.	10.2%	1.3%	8.9p.p.
Earnings per share	0.36	0.21	69.5%	0.56	0.05	1005.0%
ROIC ^{LTM}	10.6%	4.6%	6.0p.p.	10.6%	4.6%	6.0p.p.

¹ The Retailing Operation includes revenue from the sale of merchandise as well as service revenue (commissions and costs of the marketplaces and Repassa).

² Operating Expenses (SG&A) do not include Depreciation and Amortization expenses.

³ Total Adjusted EBITDA (post-IFRS 16), without depreciation and financial expenses relating to leasing.

Message from the Management

The second quarter of 2022 recorded robust growth in sales of +41% versus 2021 and +57% versus 2019, a total EBITDA (post-IFRS16) of R\$ 702 million (+47% versus 2021 and +29% versus 2019) and Net Income of R\$ 360 million (+87% versus 2021 and 56% versus 2019). The period saw strong performance driven by the early arrival of more rigorous winter temperatures together with the need to renew wardrobes following the resumption of social interactions and greater personal mobility. Such factors contributed to the acceleration in sales of the Fall-Winter collection, the number of transactions and tickets reaching levels ~10% greater than 2019. Apparel and accessories were particularly strong performers, registering a sharp rise of 45% versus 2021 and 60% versus 2019, outstanding in this context being the Youcom youth fashion brand which once more posted an increase of more than 100% (+67% versus 2021 and +113% versus 2019). The strong seasonal focus of the period with events such as Mothers' Day, Valentine's Day and the São João festivities, combined with the consolidation of a range of different omni-initiatives and a value proposition suited to the customers, drove gains in market share for all three months in the quarter.

Digital sales continued to follow a trajectory of growth, despite strong performance by the physical stores in the period. GMV for the quarter recorded an increase of 27% and 387% versus 2021 and 2019, respectively, with participation in the Company's sales of 13%. The marketplace - newly named Alameda Renner - turned in a particularly significant performance with good level of complementing categories and price ranges favoring cross selling with IP products. The platform currently has totals of 330 and 310 sellers for Camicado and Renner, respectively, together accounting for 7.5% of digital GMV. The new digital sales channels - Marketplace, Renner Favorites, B2B and WhatsApp - also continued to gain relevance, representing approximately 25% of digital GMV. In the quarter, Renner retained absolute leadership in the Monthly Active Users (MAU) metric among domestic players in the fashion business. Likewise, the Company has been Top of Mind in fashion retailing for the past consecutive 18 months.

Hence, the combination of the sales channels performance and the assertiveness of the collection, together with the optimization of inventories and the use of data in the processes contributed to maintaining markdown at their historically lowest levels. These aspects practically compensated for the challenges of the currency translation effect and raw material and freight charge inflation, benefiting the gross margin dynamic, which in 2Q22 reached 56.1%, similar levels to those of 2019.

As with the preceding quarter, pursuing the objectives of gains in digital efficiency, we reduced last mile shipment costs. Also, the content and branding front played a key role in the search for CAC optimization. During the quarter, we expanded communication formats with podcasts and digital fashion shows, as well as different formats of lives and more than 600 influencer activations. These and other actions have brought greater customer flows, awareness, engagement, and monetization with an increase of 42% in digital flows from the social networks.

As to the last mile, we continue to make progress in levels of both service and productivity aligned with investments in the omni journey. At the new Cabreúva DC, the process of transferring the Camicado operation was completed on plan. Currently, we are at the phase of testing technology and systems' integration - set for conclusion in 2023 - and in November we shall begin the gradual migration of the other operations. We continue with the integration process of the Uello logtech, acquired in April, which will contribute to last mile gains with greater velocity and quality, and the last mile system is already in use in certain locations. It is worth registering in this respect that delivery in D+2 recorded an increase in representativeness of 6.6 p.p. compared with 2021 (45.0%) while cost per shipment decreased for one more consecutive quarter (-18% versus 2Q21).

The omni journey proceeded during the quarter with the rollout of 16 stores of which 7 Renner, 4 units of which in cities where the Company had no previous footprint. This serves to further leverage our integrated operation, since e-commerce sales traditionally rise approximately 20 p.p. when we open stores in new population centers. Youcom continues to implement its expansion plan for new locations - of the 8 stores opened, 7 are pioneers in cities and towns where previously we had no presence. In addition, an Ashua store was opened in the quarter. First half 2022 store rollouts totaled 18, in line with the expansion plan of 40 store openings for the year. As to alternative mediums of store checkout, Pague Digital, a process of instore checkout by the customers themselves using their own cell phone, continued to increase in popularity. By the end of the first half, self-service totems had been installed in 47 stores. In the light of a more flexible and complete experience, Omni customer participation continues to represent about 30% of sales, leveraging the potential of our ecosystem.

As to the offer of financial solutions, Realize reported growth in revenues on the back of strategy for expanding and monetizing the offer of Meu Cartão. However, results suffered the impact of the more challenging scenario for both credit and delinquencies pervading the industry as a whole. Higher portfolio delinquency led to increased levels of provisioning, in turn affecting Realize's operating results in the period. The Company adopted various actions in customer capture, maintenance, and collections - all of which are proving their effectiveness in the quality of the new customer base. Turning to new strategic initiatives in line with the greater occupation of the ecosystem, use of the Renner Card was bolstered through targeting communication at store level and as well as direct to the customer base as to the acceptance of the card at Youcom's bricks-and-mortar stores. Of particular note also was the rollout of the digital account for 25 stores, with expectations that this can be concluded by year-end. Overall, the financial institution posted growth of 48% in TPV while the active customer base was 19% higher on an annual comparative base.

Message from the Management

On the Sustainability front, in April we published the Annual Report 2021 in April, presenting the Company's results and ESG initiatives during the year. Also, Renner and Youcom launched the first jeans to be tracked by blockchain, a technology which allows the consumer to monitor the production cycle via QR code from growing of the cotton to the manufacture of the apparel. Finally, our targets for reducing CO2 emissions were approved by the SBTi, our aim being to reduce greenhouse gas emissions by 2030.

The strong operating result combined with gains in efficiency and scale has made for robust financial performance. Total EBITDA (post-IFRS16) was 47% higher than the same period in the preceding year and 29% more than 2019, with the SG&A/NOR ratio close to 2019 levels. Net Profit surpassed pre-pandemic levels by 56%. We ended the first half in line with our ambitions: robust growth with gains in market share, gross margin and Total EBITDA (pre-IFRS16) close to 2019 levels.

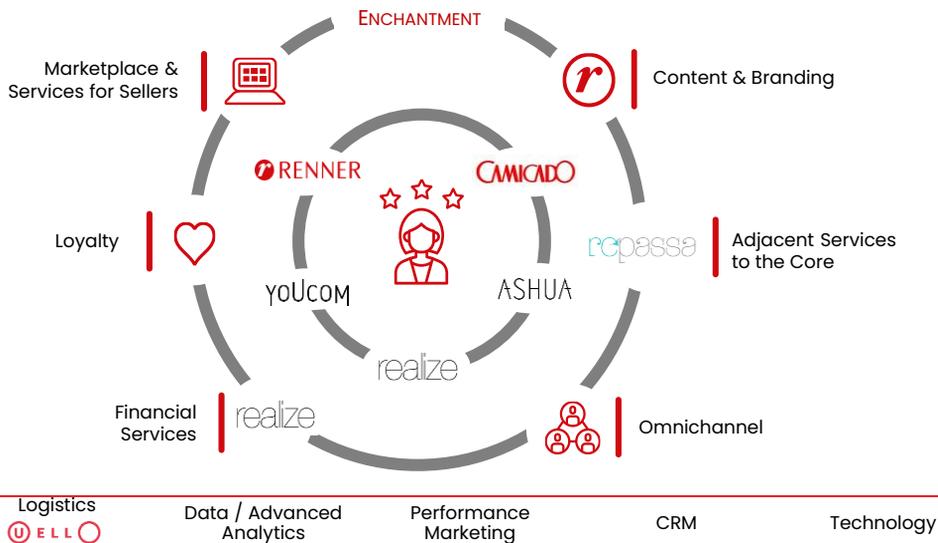
With the aim of ramping up efficiency in the capital structure, we concluded the Share Buyback Program, initiated in January, totaling 18 million shares at an average price of R\$25.20. We also announced the anticipation of the payout of Interest on Equity for 1Q22 and 2Q22, the latter which originally due to be paid out in April/23. We have chosen not to roll over debt falling due in 2H22. These and other measures, in addition to optimizing our capital structure, also improve the ROIC without compromising the maintenance of a solid net cash position. This gives us the flexibility and security for traversing a period of major economic uncertainty as well as ensuring the implementation of our strategic investments.

The RX Ventures – Lojas Renner's Corporate Venture Capital fund launched in March – made its first investment in July: in the Logstore startup, dedicated to the development of innovative solutions in technology for retailing. This minority capital injection was made in a round managed by Domo Invest, one of the leading VC managers in Brazil. RX Ventures plans to invest R\$155 million through minority participations in at least 10 startups across a range of different segments over the next few years.

With this, we come to the second half of the year! Third quarter sales are in line with estimates for the period and we expect to maintain a good rhythm of sales in the short and medium terms. Notwithstanding the greater caution which the macroeconomic climate inspires, we are prepared and well capitalized: we are convinced as to our capacity to execute the operations and believe that brands with meaning and a clear value proposition generate competitive differentials and create conditions for gains in market share. We continue confident in our strategy: we are the largest omni player in apparel in Brazil, committed to our projects for increasingly consolidating our position as the ecosystem leader in the segment, maximizing enchantment still further among our customers and generating value for our shareholders.



Fashion and Lifestyle Ecosystem



Omnichannel

- Digital sales continued to report a good performance during the quarter, recording **growth of 27.3%** in relation to the same quarter of 2021 despite the strong comparative base. The participation in the Company's total GMV was 13.0%, 1.5p.p. lower in relation to 2Q21 due to enhanced footfall through the physical stores in this period.
- In the context of the active base of the digital channels, the quarter ended with **3.2 million customers**, a year-on-year increase of ~7%.
- In relation to online consumer flows, there were **+247 million visits** (-9% versus 2Q21), of which 63% via app. The online flows reduction was mainly due to higher flow in physical stores, given the resumption of social interactions and greater mobility, reflecting an increase in CAC versus 2Q21. In the period, there were +3.8 million downloads and 7.6 million users (16% vs 2Q21), resulting once more in the Company assuming absolute leadership in the Monthly Active Users (MAU) ranking among domestic players according to data published by AppAnnie and SimilarWeb.
- On the diversification of available sales channels, social sales (**Renner Favorites**) continued to be the highlight with an increase in the number of orders and average ticket, resulting in a **+5 times growth** vs 2Q21. In addition, sales executed through WhatsApp **rose by 44%** compared with 2Q21. The new channels including Marketplace and B2B, combined, represented **~25% of the Company's digital GMV**.
- The services and efficiency fronts continued to be priorities in the Omni journey. In this context, the participation of deliveries in up to **D+2 increased 6 p.p. versus 2Q21** while those in **D+1 in metropolitan regions of São Paulo and Rio de Janeiro rose 19 p.p.** Shipment costs fell approximately 18% versus 2Q21.
- Still on the logistics theme, we began last mile routing and management pilot operations for deliveries through the Arujá (SP) transit point using the system developed by Uello, a company we acquired in April. As to the Omni DC located in Cabreúva (SP), the process of transferring and internalizing Camicado's on and off logistics operations was completed and is currently undergoing a continuous improvement phase.
- In store operations, the digitalization of activities continued to advance, with the expansion of **self checkouts**, bringing more flexibility and agility to the checkout process and already reaching **around 20% of sales** in stores that have this modality.

Fashion and Lifestyle Ecosystem



Content & Branding

- In the second quarter, the content front increased the focus on the **unification of the content in all digital interactions with the customer**: in addition to e-commerce, the images and materials are included in the blog and the digital networks for generating customer engagement and to turn the brands into fashion and lifestyle references. In all, 26 campaigns and capsule collections were produced and launched with the key commemorative dates of Mothers' Day and Valentine's Day as highlights as well as running 12 lives - 8 on Instagram and 4 on Renner's digital channels, both with record audiences.
- Specifically in relation to Renner's proprietary social networks, posts with influencers and content production based on trending topics leveraged results in 2Q22, increasing visualizations by 23% and **traffic through the site/app by 42% vs. 2Q21**. For the second consecutive quarter, Renner was the brand that reported the most growth on Instagram compared with its leading competitors.
- The content generation strategy with creators in their digital networks continues on a consolidated basis with the mix of **micro and macro influencers of more than 600 names** in the period and a year-on-year increase of 32% in engagement.
- The **Renner Style blog** enjoyed the results of the platform transition of 1Q22. The first phase in the change of layout, reformulation of editorials and the production of daily content saw visits increase by nearly 80% vs. 2Q21, notably growth in the organic sessions.



Marketplace

- The objective of the marketplace is to **expand the product assortment** for the core customer segments in categories adjacent to apparel, home and wellbeing, in this way increasing the average ticket, frequency and active customer base in the ecosystem.
- The Renner marketplace ended the quarter with 294 sellers, representing ~5.5% of the sales volume transacted via e-commerce, with more than 80 thousand active products.
- At Camicado, the marketplace ended the quarter with 320 sellers, representing **24% of the digital GMV** in the period. The digital channels offer an assortment of more than 245 thousand types of product between 1P and 3P items.



CRM & Loyalty

CRM

- The ecosystem's active customer base continued to expand to reach **18.9 million customers, an increase of 18.9%** compared to the second quarter 2021, driven by the growth in new customers in physical stores and by omni customers. Retention was 4p.p. higher than the same period in 2021.
- **The omni customer base in particular grew 26.3%** versus the same period in 2021 with a 6.2 p.p. improvement in participation, representing +30% of sales. This class of customer purchases more frequently, generating 3 times greater spending than the other channels.
- From the point of view of synergy between businesses, customers purchasing from more than one of the brands in the ecosystem expended as much as 6 to 7 times more than the others.

Loyalty

- Offering monetary advantages and differentiated experiences to customers, the Loyalty Program platform continued to develop in the period. **A pilot operation was launched** for selected customers in specific cities where Renner and Youcom have stores. The first results were very positive with transaction numbers above expectation.

Fashion and Lifestyle Ecosystem

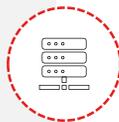


Financial Solutions – Realize CFI

- In line with the initiatives for greater occupation of the ecosystem during the quarter, Realize increased its active client base by 19% versus 2Q21 and posted growth of 48% in TPV, reaching R\$ 4.5 billion. The growth in the client base brought with it a further positive aspect in off us spending with growth of 59% vs 2Q21 and its participation of total payment volume reaching 70% in the quarter. In addition, revenue from services recorded a nominal growth of 68% versus 2Q21, reaching a 25% participation.
- On the credit front and in the light of the more challenging macro-economic scenario in the period, Realize undertook various actions of origination, maintenance and collections with customers. In particular, greater selectivity in the concession of credit for higher risk customers, a reduction in limits, renegotiation of debt, an increase in collection points, among other initiatives which have already proved effectiveness in the quality of new customer bases.
- On the prioritization of the offer of Meu Cartão, there was an increase of 8% in the volume of card issuance versus 2Q21. The +Partners Program, which has the aim of increasing the value proposition of Meu Cartão in conjunction with off us spending, surpassed the 430 thousand registered customer mark at the end of the quarter. In the period, as a stimulus for the use of the co-branded card both within and outside the ecosystem, Realize ran an exclusive promotion for customers for raffling off hundreds of prizes in the form of travel and cashbacks.
- The use of the Renner Card was reinforced through announcements in the stores and to the customer base on the acceptance of the card in Youcom's physical stores. To encourage the use of the private label in Camicado's stores, a Mothers' Day campaign was run offering payment of the first installment after 60 days for purchases using the Renner Card.
- Again, with the aim of increasing on us spending with both cards, Realize conducted a promotional campaign for incentivizing repeat purchasing and increased frequency on the part of the omni customer. Thus, in the purchase of a given value in a bricks-and-mortar store, customers received a discount on their next e-commerce purchase.
- Realize has also developed a Digital Account pilot operation which has been expanded to 25 stores in the São Paulo region. In the quarter, there were developments in the migration of customers who still receive physical bills and to replace them with a 100% digital Meu Cartão billing to be concluded within the next few months.
- In the quarter, Realize signed a partnership with the Panvel Group, establishing itself as a provider of financial solutions.



Fashion and Lifestyle Ecosystem



Technology and Data

The Company reported some important developments on different fronts for improving the Company's decision making:

- **Sales Forecasting:** recommendations of actions for changing sales tendencies at various stores and for subclasses of product, improving the performance of these units.
- **Purchasing:** in addition to the pilot operation of the tool for indicating volumes of basic domestically manufactured items, a pilot operation continued with products for young women and men and lingerie for the purchase of products at the SKU level in order to meet demand, reduce inventory remnants and consequently, the transfer of these items to other stores. This ensures that the units receive the most suitable grade, avoiding either shortfalls or excesses.
- **Fulfillment:** coverage of categories at Renner was expanded in Core and Fashion items to 50.1% of the subclasses, representing 52.1% of sales. An experiment also continued for the supply of items from the collections at the SKU level in the light of the new DC operation. In this way only the necessary sizes are replaced in accordance with the velocity of sales of each SKU. As to fulfillment using Artificial Intelligence, the scope of items covered by AI at Youcom remained at 11% of total sales.
- **Price and Promotion:** Renner's Markdown Motor currently operates in the subclasses representing 93% of sales. In the case of the Pricing Motor, the use in e-commerce at Camicado was expanded to items representing approximately 44% of sales. In addition, proof of concept was concluded in three categories at Renner and begun in 1Q22 covering Fragrances, Watches and Capillary Treatment, resulting in growth in the result from the items where the Motor was employed.
- **Omni Smart Assortment:** the trial run is designed for the use of AI for defining assortments focused on consumer preferences of a region for e-commerce orders. The underlying aim is to reduce interstate freight movement and improve customer service. In 2Q22, experiments were run in 4 states with superior results in the reduction of interstate shipments compared to the control group. Improvements were also made in the motor for adjusting performance in periods of change from one season to another.



Product

- There were also some important developments on the Product front in the quarter. During the period, the collections were well received both in terms of themes and colors in addition to raw materials which preserved the concepts of lifestyles, generating desirability and recognition of quality. In addition, there was a greater participation of sustainable raw materials in the collections. Also, worthy of mention is the expansion of the new ambience format for the circular RE+ Store with greater emphasis on the sustainability pillars and shoe gallery. To maximize the sales of each region and reduce the need for markdowns, there was a greater focus on the strategy of collection clusterization with color schemes and patterns appropriate for the particular region. In Time to Market – one of the Company's strategic priorities for the year –, in addition to the digital collections in the sports brand Get Over, there was an expansion in the use of the fabric printing machine with the benefit of an improvement in reactivity through customer demand.
- The Youcom brand was notable for the good acceptance and assertiveness of the collection as well as its correct dimensioning which favored the sale of products at full price throughout the period. In July, the brand launched the Collab Graffiti, the patterns of which were created by graffiti artists from a community in Porto Alegre, with part of the proceeds from sales reverting to the outreach institution.
- At Camicado, there was a gradual increase in assortment with renovation in the mix of products available in the stores, an increase in the participation of exclusive items of partner brands and development of the proprietary Home Style brand, combined with a reduction in old stock. The number of suppliers was also reduced with a corresponding greater scale in negotiations and improved quality control. Finally, it is worth highlighting the migration of the brand's operations to the new Cabréúva DC in São Paulo.

Fashion and Lifestyle Ecosystem



Environment, Social and Governance

- Renner and Youcom launched the first **jeans to be tracked by blockchain**, technology which allows the consumer to monitor the entire production cycle of the pieces from the cultivation of the cotton to the manufacture of the apparel via QR code.
- **The targets for reducing CO2 emissions were approved under the Science Based Targets initiative (SBTi)**, an institution responsible for disclosing and promoting the concept which sets the targets based on science. The Company will seek to reduce absolute Scope 1 and 2 GHG emissions in 46.2% by 2030. For Scope 3, Renner's target is a reduction of 75% in emissions of per piece of apparel and footwear by the same year.
- In April, the Company published the **Annual Report 2021**, presenting the Company's results and ESG initiatives for 2021. Among other themes, the results of public commitments to sustainability were shown for the 2018 – 2021 cycle.
- During the second quarter, the Company was recognized with **two awards focused on ESG**: Lojas Renner S.A. was an outstanding feature of *Exame* magazine's Best of ESG 2022 award in the Fashion and Apparel category. Renner was also the winner of the CEBDS Award for Female Leadership in the Women on the Board category.
- **Report on the Brazilian Code of Corporate Governance**: on July 29, 2022, the Company published the report on the Brazilian Code of Corporate Governance 2022, with 98.1% adherence and just one item requiring explanation out of the 54 in the document. In accordance with the principal codes of corporate governance in the world, the code uses the approach known as "apply or explain" and contains information on the best practices with Shareholders, Board of Directors, Board of Executive Officers, Oversight and Control Bodies, and Ethics and Conflict of Interests.
- **Conclusion of the Buyback Program**: on June 23, 2022, the Board of Directors decided to conclude the Buyback Program approved on January 20, 2022, based on which 18,000,000 (eighteen million) common shares issued by the Company were acquired at the average price of R\$25.20, representing the totality of the shares for the program. These shares will be held as treasury stock for subsequent sale and/or cancelation and/or for meeting the Company's obligations under the Long-Term Incentive Plan.

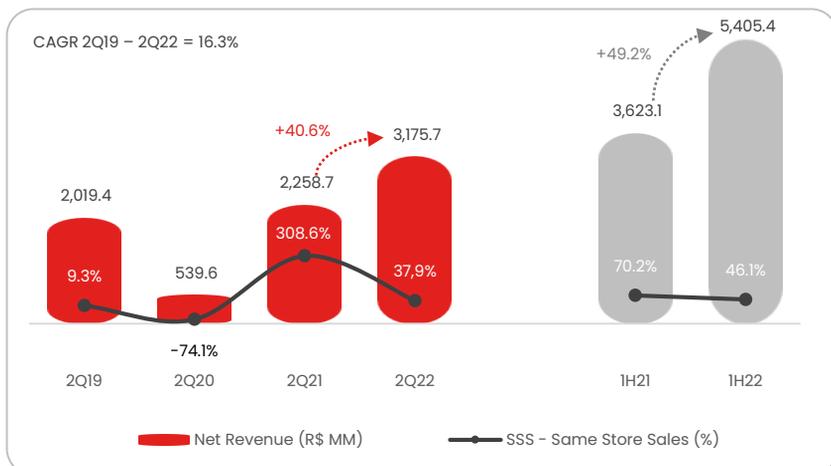




FINANCIAL PERFORMANCE

Net Revenue from the Retailing Operation

The quarter reported robust growth in retail sales both when compared to 2Q21 (40.6%) as well as 2Q19 (57.3%). The early arrival of lower winter temperatures combined with the need to renew wardrobes with the resumption in social events and greater mobility, both contributed to an acceleration in sales of the Fall-Winter collection. The strongly seasonal nature of the period with events such as Mothers' Day, Valentine's Day and the São João festivities, as well as the consolidation of the omni channel initiatives all benefited performance in the period. The good composition of inventory in quality and volume was also a further factor supporting this performance.



- While footfall through the physical stores was still at a lower average than pre-pandemic levels, average ticket recorded growth over the quarter.
- The Company continued to register gains in market share, with sales performance higher than the Monthly Retailing Survey Index (PMC) published by the IBGE, up to May, reflecting the assertiveness of execution of the operation with quality products and a diversified mix resulting in collections with an excellent level of consumer acceptance.

The Retailing Operation includes revenue from the sale of merchandise as well as service revenue (commissions and costs of the marketplaces and Repassa).

BREAKDOWN BY BUSINESS

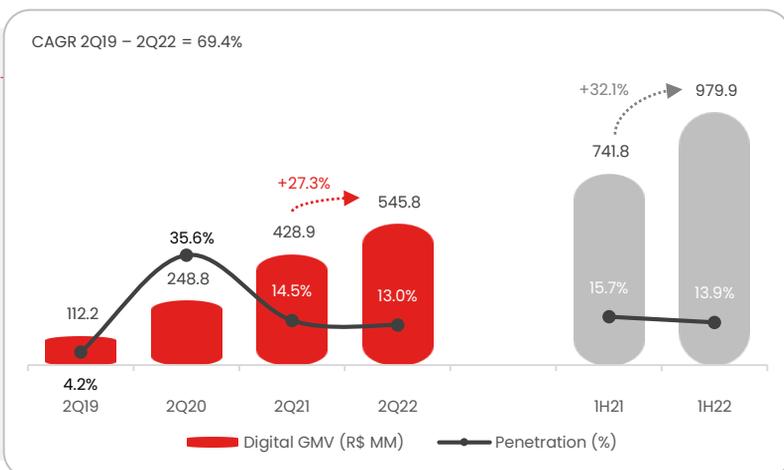
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Renner *	2,941.9	2,045.8	43.8%	4,961.9	3,274.6	51.5%
Camicado	130.2	150.7	-13.6%	268.9	254.3	5.7%
Youcom	103.6	62.2	66.6%	174.6	94.2	85.4%

*Includes Ashua sales and Repassa services revenues.

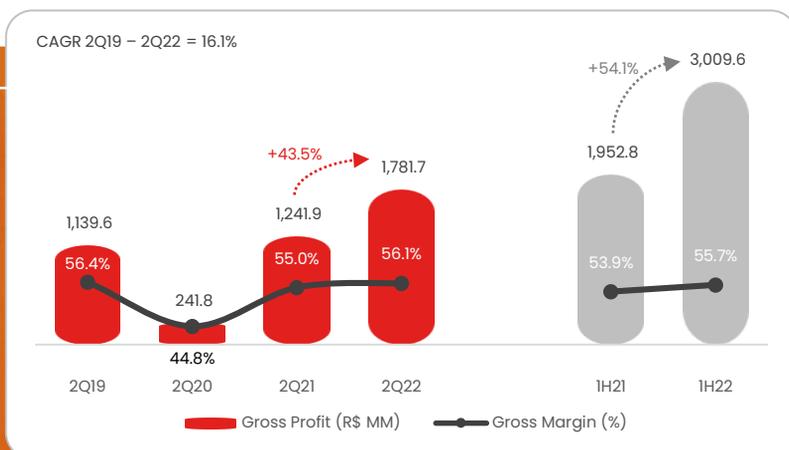
- At Camicado, Sales Revenue posted a year-on-year reduction due to the more challenging scenario for the Home & Décor segment, in addition to the stronger comparative base in 2Q21.
- Youcom once more recorded growth of more than 100% (+67% versus 2021 and +113% versus 2019), a reflection of good consumer acceptance of the collection, continual investment in store productivity and in the digital platforms. Of especial importance were revenues from Social Commerce channels as well as sales conversion due to the activation of content in the product pages.

DIGITAL SALES

- Sales transacted through the digital channels reported a positive performance, maintaining the pace of growth of the last few quarters, despite the robust growth performance of the physical stores in the period in addition to the strong comparative base.
- It is also worth pointing out that Renner has been Top of Mind in online fashion for 18 consecutive months as well as leader in the number of visits among domestic players.



Gross Profit from the Retailing Operation



- The correct composition of inventory with a good quality, age and mix, contributed to the ready consumer acceptance of the Fall-Winter collection, feeding through to reduced leftover levels for this quarter and as a result, lower levels of markdowns. These factors, plus the passing on of the effects of inflation and the FX effect to prices, albeit partial, drove the stronger recovery in Gross Margin from Retailing, which reached close to the levels of 2019.
- Also driving this advance was the use of Data Analytics tools in the processes of instore fulfillment of products, the use of the markdown motor as well as the integration of stock between on and off platforms, permitting the recovery in gross margin.

BREAKDOWN BY BUSINESS

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Consolidated	56.1%	55.0%	1.1p.p.	55.7%	53.9%	1.8p.p.
Renner	56.0%	55.1%	0.9p.p.	55.8%	54.1%	1.7p.p.
Camicado	53.0%	51.2%	1.8p.p.	50.7%	49.5%	1.2p.p.
Youcom	62.5%	60.3%	2.2p.p.	60.9%	59.1%	1.8p.p.

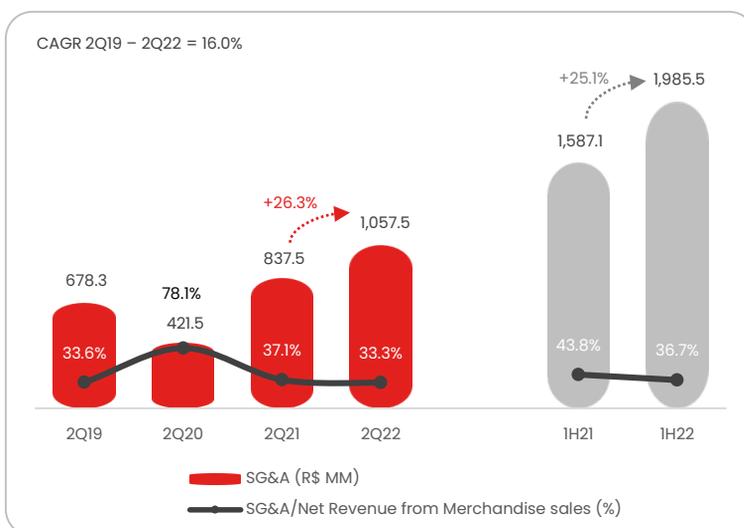
- Camicado posted an important improvement in Gross Margin when compared with the same quarter of the preceding year, thanks to improved processes of importation as well as better management of pricing and markdowns.
- Youcom, in turn continued to ramp up Gross Margin on the back of the good acceptance of the collections and better stock management.

Operating Expenses

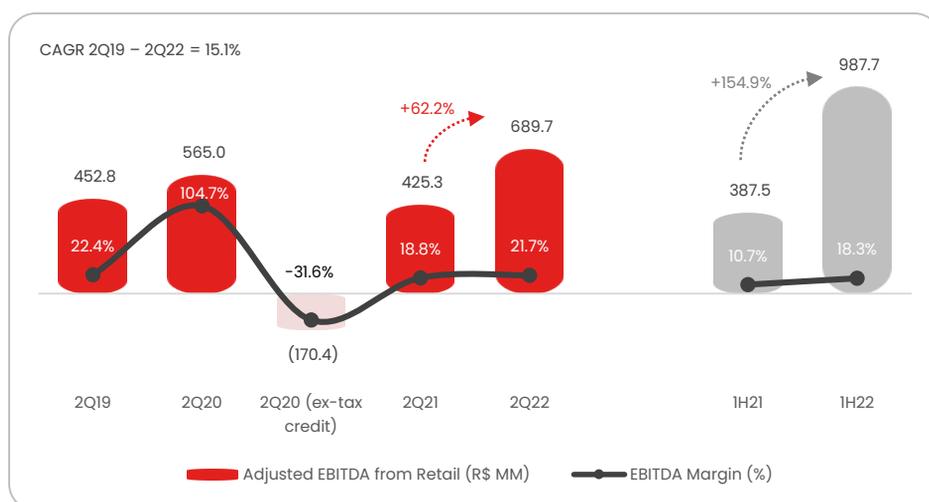
(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Operating Expenses (SG&A) (Post IFRS 16)	(1,057.5)	(837.5)	26.3%	(1,985.5)	(1,587.1)	25.1%
<i>% of Net Revenue from the Retailing Operation</i>	33.3%	37.1%	-3.8p.p.	36.7%	43.8%	-7.1p.p.
Sales	(729.7)	(600.7)	21.5%	(1,359.5)	(1,138.7)	19.4%
<i>% of Net Revenue from Retailing</i>	23.0%	26.6%	-3.6p.p.	25.1%	31.4%	-6.3p.p.
General and Administrative	(327.8)	(236.8)	38.4%	(626.0)	(448.4)	39.6%
<i>% of Net Revenue from Retailing</i>	10.3%	10.5%	-0.2p.p.	11.6%	12.4%	-0.8p.p.
Other Operating Results	(35.1)	20.4	NA	(37.4)	20.9	NA
Profit Sharing Program	(40.3)	(27.3)	47.3%	(57.2)	(27.3)	109.5%
Recovery of Tax Credits	4.9	59.0	-91.8%	19.4	59.8	-67.5%
Other Operating Revenues/Expenses	0.3	(11.2)	NA	0.4	(11.6)	NA
Total Operating Expenses, Net	(1,092.6)	(817.1)	33.7%	(2,022.9)	(1,566.2)	29.2%

Operating Expenses (SG&A) do not include Depreciation and Amortization.

- The participation of Operating Expenses on Net Revenue from Retailing reported a sharp dilution year-on-year. This performance stems largely from greater sales volume, gains in efficiency from the omni operation notwithstanding a more challenging inflationary scenario.
- Additionally, the Company continued its investments in the development of the fashion and lifestyle ecosystem and in initiatives relative to the digital transformation currently being implemented.



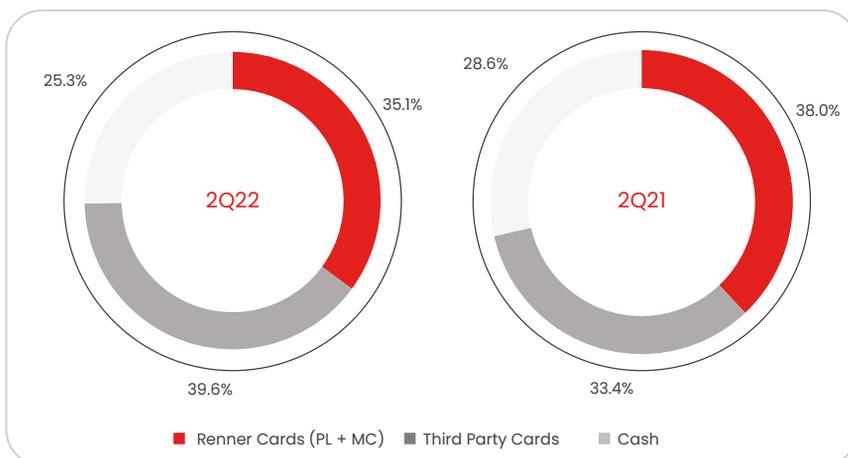
Adjusted EBITDA from the Retailing Operation (post IFRS 16)



- Adjusted EBITDA from the Retailing Operation reported important growth in the quarter due to the larger sales volume, higher Gross Profit in the period and the dilution of operating expenses.

Payment Conditions

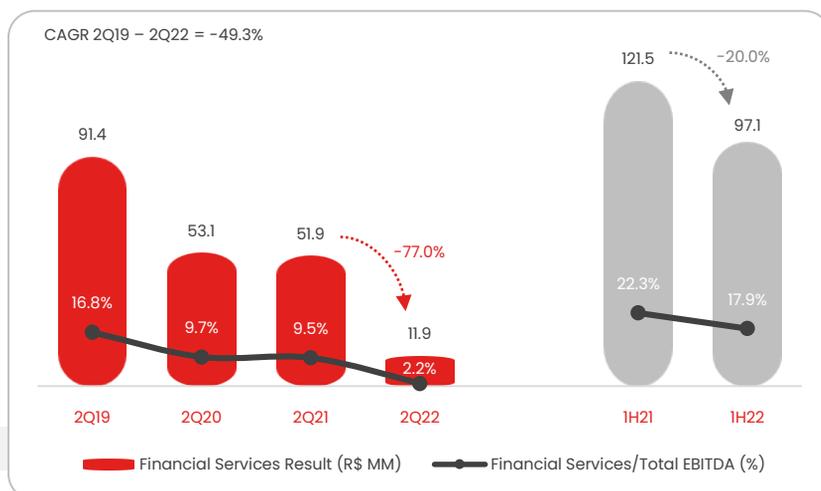
- In 2Q22, the Company recorded a total of 5.9 million active cards accounting for 35.1% of retail sales, a decrease of 2.9 p.p. The reduction versus 2Q21 is due principally to the greater competitiveness in the credit segment. It is important to mention the gradual recomposing of the customer base, adversely affected during the pandemic as well as the initiatives adopted to increase the attractiveness of the Renner Card.



Financial Services Result

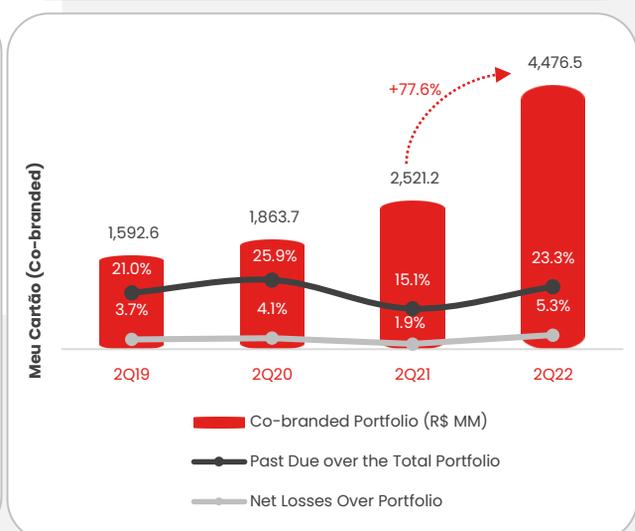
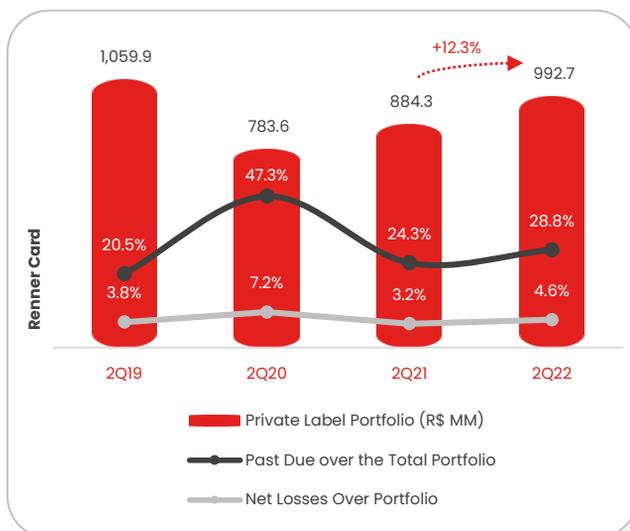
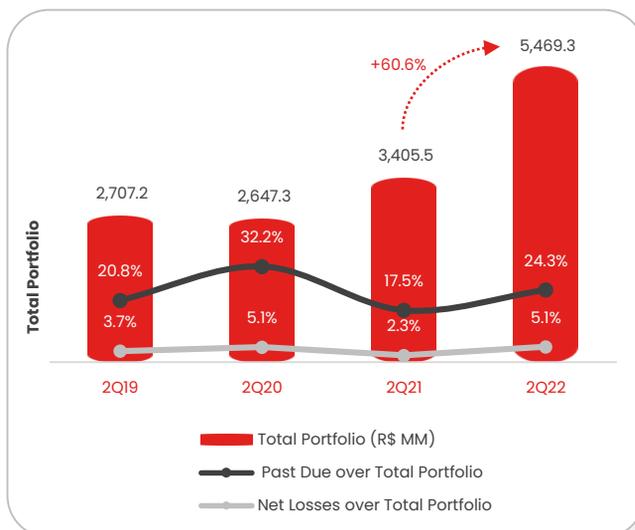
(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Revenues, Net of Funding	420.3	228.0	84.4%	785.7	441.1	78.1%
Renner Card	57.1	42.5	34.2%	107.5	99.0	8.5%
Co-Branded Card	363.2	185.4	95.9%	678.2	342.0	98.3%
Credit Losses, Net of Recoveries	(281.5)	(77.4)	263.6%	(449.0)	(129.5)	246.6%
Renner Card	(45.8)	(28.7)	59.7%	(64.9)	(24.2)	168.2%
Co-Branded Card	(235.7)	(48.7)	383.5%	(384.1)	(105.4)	264.6%
Other Operating Revenues	2.9	0.0	NA	4.2	0.0	NA
Operating Expenses	(129.7)	(98.7)	31.4%	(243.8)	(190.0)	28.3%
Financial Services Result	11.9	51.9	-77.0%	97.1	121.5	-20.0%
% of Total Adjusted EBITDA (post IFRS 16)	1.7%	10.9%	-9.2p.p.	9.0%	23.9%	-14.9p.p.

- Revenues continue on a strong growth trajectory due to higher portfolio volumes, a reflection of increased sales as well as greater spending with Meu Cartão on the back of the strategy of prioritizing the offer of this product.
- In turn, Operating Expenses registered increases, albeit at a lower level than portfolio growth, reflecting increased invoicing and transactional volume as well as expenses relative to the digital transformation at Realize CFI and finally, inflationary pressures in the period.
- The reduction in the Financial Services Result is mainly due to Net Losses in the period, characterized by growth in delinquency ratios due to the more challenging macroeconomic environment. In this context it should be mentioned that the comparison with 2Q21 is impaired due to reversals of provisions throughout 2021, in the light of the recovery of losses which had been provisioned in periods of uncertainty during the pandemic in 2020.



Portfolio Analysis

- The total portfolio recorded an robust increase in the quarter, largely because of the growth in retail sales and the greater volumes transacted with the use of Meu Cartão, a result of the strategy of prioritizing the offer of this product as well as greater consumer spending.
- As to past-dues, there was growth in the ratio for both products, reflecting the more challenging macro-economic scenario.
- The indicator for net losses registered a deterioration due to a worsening in credit quality in the period. Important to mention that the comparative base is an unfavorable one principally due to the reversal of provisions in 2Q21, benefiting the result for the period as already mentioned.

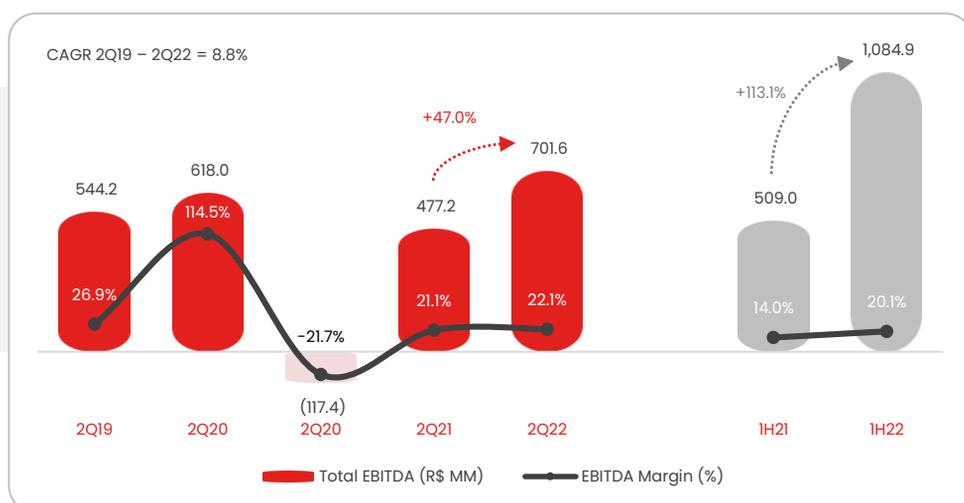


Total Adjusted EBITDA (post IFRS 16)

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Net Income for the Period	360.4	193.1	86.7%	552.0	45.4	>1000%
Income and Social Contribution taxes	70.8	16.3	335.0%	40.0	(87.6)	NA
Financial Result, Net	3.5	51.3	-93.2%	(13.5)	129.5	NA
Depreciation and Amortization	251.1	212.1	18.3%	486.1	413.6	17.5%
Total EBITDA	685.7	472.7	45.1%	1,064.6	500.8	112.6%
Stock Options Plan	6.4	4.2	51.7%	10.8	8.0	35.6%
Result of Disposal or Write-off of Fixed Assets	9.5	0.2	NA	9.5	0.2	>1000%
Total Adjusted EBITDA	701.6	477.2	47.0%	1,084.9	509.0	113.1%
<i>Total Adjusted EBITDA Margin</i>	<i>22.1%</i>	<i>21.1%</i>	<i>1.0p.p.</i>	<i>20.1%</i>	<i>14.0%</i>	<i>6.1p.p.</i>

Pursuant to Article 4. of CVM Instruction 527, the Company has opted 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.
Total Adjusted EBITDA (post IFRS 16) without depreciation and financial expenses of leasing operations.

- Total Adjusted EBITDA reported strong growth in relation to the same period in 2021 due to an important improvement in the retailing segment.



Net Financial Result

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Financial Revenue	144.9	36.3	299.6%	295.3	48.6	507.2%
Income from Cash Equivalents	129.6	30.9	319.1%	254.1	39.9	537.2%
Other Financial Revenue	15.3	5.3	187.1%	41.2	8.8	370.4%
Financial Expenses	(146.8)	(86.6)	69.4%	(280.5)	(160.4)	74.9%
Interest on Loans, Financing and Swap	(85.3)	(32.8)	160.3%	(165.1)	(61.5)	168.6%
Financial Expenses from Leasing	(58.4)	(49.8)	17.4%	(108.6)	(92.7)	17.2%
Other Financial Expenses	(3.0)	(4.1)	-25.9%	(6.8)	(6.3)	9.1%
Monetary and Currency Variation, Net	(1.6)	(0.9)	86.5%	(1.2)	(17.7)	-93.0%
Financial Result, Net	(3.5)	(51.3)	93.2%	13.5	(129.5)	110.4%

- The Net Financial Result was negative at R\$ 3.5 million versus R\$ 51.3 million, similarly negative in 2Q21, largely a function of the income from higher year-on-year average cash equivalents and the increase in the SELIC.

Free Cash Flow

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Total Adjusted EBITDA (Post IFRS 16)	701.6	477.2	224.4	1,084.9	509.0	575.9
(+/-) Income and Social Contribution Taxes	113.6	10.0	103.6	202.1	(12.2)	214.2
Operating Cash Flow	815.3	487.2	328.1	1,286.9	496.8	790.1
(+/-) Changes in Working Capital	(382.7)	(679.7)	297.0	(1,017.4)	(651.9)	(365.5)
Accounts Receivable	(674.2)	(1,007.8)	333.6	(302.8)	117.8	(420.6)
Obligations with Card Administrators	175.0	205.3	(30.3)	241.5	113.9	127.6
Inventories	109.5	150.7	(41.1)	(257.4)	(229.6)	(27.8)
Suppliers	135.8	14.7	121.1	(203.9)	(321.2)	117.3
Taxes	152.8	137.9	14.9	(30.7)	(107.7)	77.0
Other Accounts Receivable/Payable	(281.5)	(180.4)	(101.1)	(464.2)	(225.2)	(239.0)
(-) CAPEX	(261.2)	(230.5)	(30.7)	(393.7)	(494.6)	101.0
(-) Investments in subsidiaries	(86.8)	-	(86.8)	(86.8)	0.0	(86.8)
(=) Free Cash Flow	84.6	(423.0)	507.6	(210.9)	(649.7)	438.8

- The increase in the Free Cash Flow for the quarter reflects both the greater generation of Operating Cash Flow due to improved results from the retailing segment and also the reduced need for working capital for Accounts Receivable compared with 2Q21, a period adversely affected by the impacts of the pandemic in 1H21.

(Cash) Net Debt

(R\$ MM)	Jun.22	Jun.21
Borrowings and Financing	2,388.5	2,570.6
Current	1,335.1	323.8
Non-Current	1,053.4	2,246.8
Financing of Credit Operations to the Customer	1,053.9	818.3
Current	971.3	126.2
Non-Current	82.5	692.1
Gross Debt	3,442.3	3,388.9
Cash and Cash Equivalents and Financial Investments	(4,720.3)	(5,614.8)
Net (Cash) Debt	(1,278.0)	(2,225.9)
Net (Cash) Debt/Total Adjusted EBITDA (Post IFRS 16) (LTM)	-0.56x	-1.67x
Net (Cash) Debt/Total Adjusted EBITDA (Pre IFRS 16) (LTM)	-0.79x	-2.76x

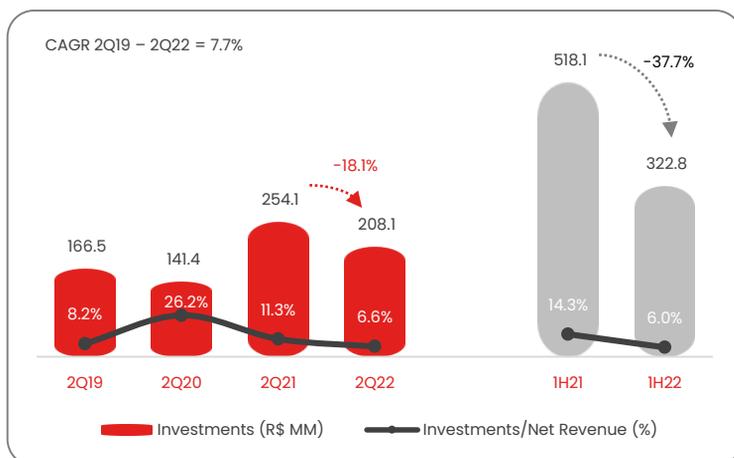
- On June 30, 2022, and 2021, the Company reported Net Cash, mainly due to the issuance of 102 million of new shares in 2Q21. The public offering was settled on May 4, 2021, and the resources are being used in the development of the fashion and lifestyle ecosystem, accelerating the digital transformation as well as the construction of the new Omni DC and in the expansion of the bricks-and-mortar stores.

Investments

(R\$ MM)	2Q22	2Q21	1H22	1H21
New stores	72.2	66.8	110.2	145.0
Remodeling of installations and others	31.1	17.1	40.2	23.6
IT equipment & systems	77.6	86.4	126.3	106.4
Distribution centers and others	27.2	83.8	46.2	243.1
Total CAPEX	208.1	254.1	322.8	518.1



- CAPEX in the quarter was lower than 2Q21, mainly due to a reduction in disbursements to the new DC in Cabreúva, SP.
- Depreciation and Amortization amounted to R\$ 124.0 million in the quarter, 8.3% up on 2Q21, largely a function of the increase in IT systems' assets and the ongoing store expansion plan. Additionally, the Depreciation of the Right of Use (IFRS 16) assets totaled R\$ 127.0 million, an increase of 30.2% due to the larger number of stores in operation as well as the effect of inflation on leases.



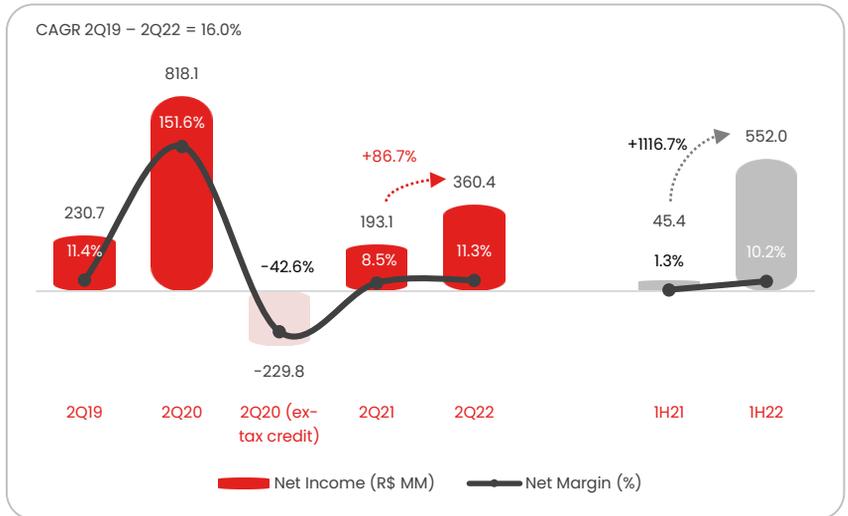
BREAKDOWN BY BUSINESS

Stores	2Q22	2Q21	1H22	1H21
RENNER				
Number of Stores	419	411	419	411
Store Openings, net	5	17	6	18
Sales Area (000 m ²)	720.9	711.7	720.9	711.7
CMICADO				
Number of Stores	120	119	120	119
Store Openings, net	0	6	1	6
Sales Area (000 m ²)	50.3	50.1	50.3	50.1
YOUCOM				
Number of Stores	112	103	112	103
Store Openings, net	8	4	8	3
Sales Area (000 m ²)	19.3	17.6	19.3	17.6

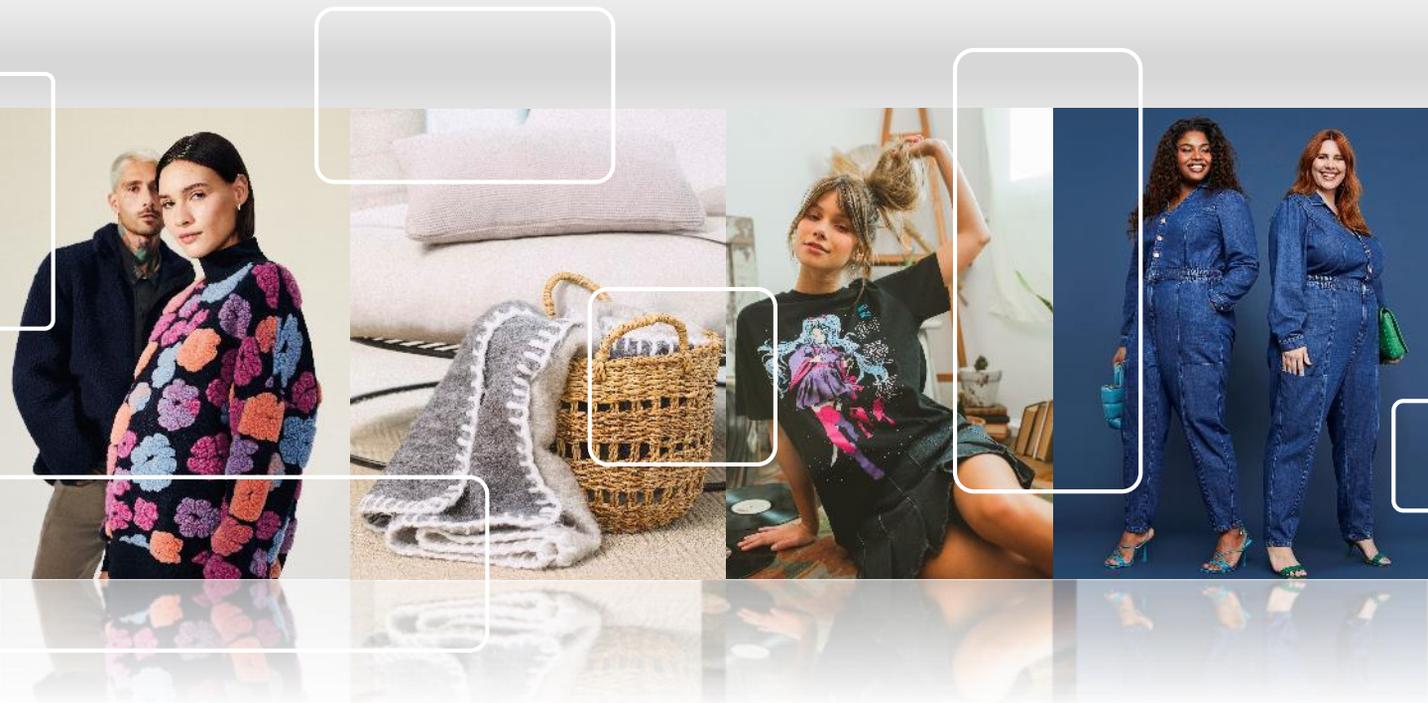
3 Renner units were closed in the quarter.

Net Income and Corporate Actions

- Net Income for the quarter reported a significant year-on-year increase, due to better operational cash generation from the retailing segment as well as lower effective Income and Social Contribution taxes, benefiting from the assessing of the higher value of interest on shareholders' equity and tax incentives considered as subventions for investment by Complementary Law 160. A better financial result for the period also contributed to this performance.



- In 2Q22, Lojas Renner credited dividends to its shareholders in the form of Interest on Shareholders Equity (ISE) of R\$ 159.0 million, corresponding to R\$ 0.164187 per share, based on 968,461,918 common shares, from which treasury stock is excluded. Payment of ISE for 1Q22 and 2Q22 was made as from July 11, 2022 totaling R\$ 300.4 million.



Total Adjusted EBITDA (pre IFRS 16)

(R\$ MM)	2Q22	2Q21	Var.	1H22	1H21	Var.
Net Income in the Period	360.4	193.1	86.7%	552.0	45.4	>1000%
Income and Social Contribution Taxes	70,8	16,3	335,0%	40,0	(87,6)	NA
Financial Result, Net	3,5	51,3	-93,2%	(13,5)	129,5	NA
Depreciation and Amortization	251,1	212,1	18,3%	486,1	413,6	17,5%
Total EBITDA Total	685.7	472.7	45.1%	1,064.6	500.8	112.6%
Stock Option Plan	6,4	4,2	51,7%	10,8	8,0	35,6%
Result of Disposals or Write-Off of Fixed Assets	9,5	0,2	NA	9,5	0,2	>1000%
Total Adjusted EBITDA (Post IFRS 16)¹	701.6	477.2	47.0%	1,084.9	509.0	113.1%
<i>Total Adjusted EBITDA Margin (post-IFRS 16)¹</i>	<i>22.1%</i>	<i>21.1%</i>	<i>1.0p.p.</i>	<i>20.1%</i>	<i>14.0%</i>	<i>6.1p.p.</i>
Depreciation on Leasing (IFRS 16)	(127,0)	(97,6)	30,2%	(247,6)	(189,3)	30,8%
Financial Expenses on Leasing (IFRS 16)	(58,4)	(49,8)	17,4%	(108,6)	(92,7)	17,1%
Other Adjustments	2,9	0,1	NA	5,8	0,1	NA
Total Adjusted EBITDA (ex IFRS 16)²	519.0	330.0	57.3%	728.7	228.0	222.1%
<i>Total Adjusted EBITDA Margin (ex IFRS 16)²</i>	<i>16.3%</i>	<i>14.6%</i>	<i>1.7p.p.</i>	<i>13.6%</i>	<i>6.3%</i>	<i>7.3p.p.</i>

Consolidated Income Statements

In R\$ thousands	2Q22	2Q21	Var	1H22	1H21	Var
Net Operating Revenues	3,626,338	2,490,293	45.6%	6,239,362	4,071,687	53.2%
Net Revenues from Retailing	3,163,017	2,257,535	40,1%	5,387,656	3,621,252	48,8%
Net Revenue from Financial Services	463,321	232,758	99,1%	851,706	450,435	89,1%
Costs of Sales and Services	(1,421,416)	(1,020,358)	39.3%	(2,439,800)	(1,677,758)	45.4%
Cost of Retailing	(1,394,013)	(1,016,802)	37,1%	(2,395,781)	(1,670,304)	43,4%
Cost of Financial Services	(27,403)	(3,556)	670,6%	(44,019)	(7,454)	490,6%
Gross Profit	2,204,922	1,469,935	50.0%	3,799,562	2,393,929	58.7%
Operating Expenses	(1,770,282)	(1,209,341)	46.4%	(3,221,080)	(2,306,698)	39.6%
Selling	(729,685)	(600,683)	21,5%	(1,359,453)	(1,138,721)	19,4%
General and Administrative	(327,798)	(236,832)	38,4%	(626,020)	(448,354)	39,6%
Depreciation and amortization	(251,053)	(212,132)	18,3%	(486,083)	(413,613)	17,5%
Losses on Receivables, Net	(281,521)	(77,434)	263,6%	(448,975)	(129,539)	246,6%
Other Operating Results	(180,225)	(82,260)	119,1%	(300,549)	(176,471)	70,3%
Operating profit before Financial Results	434,640	260,594	66.8%	578,482	87,231	563.2%
Financial Result, Net	(3,473)	(51,250)	-93,2%	13,512	(129,466)	-110,4%
Income and Social Contribution Taxes	(70,778)	(16,271)	335,0%	(39,975)	87,605	-145,6%
Net Profit for the Period	360,389	193,073	86.7%	552,019	45,370	NA
Earnings per Share - Basic R\$	0,3643	0,2149	0,6950	0,5580	0,0505	>1000%
Number of shares outstanding at End of the Period (in thousands)	989,304	898,508	-	989,304	898,508	

Consolidated Balance Sheets

In R\$ thousands	06/30/2022	12/31/2021
TOTAL ASSETS	20,949,309	21,411,985
Current Assets	13,452,844	13,984,780
Cash and Cash Equivalents	4,365,617	5,489,417
Financial Investments	354,679	458,085
Trade Accounts Receivable	5,715,658	5,412,881
Inventories	1,866,990	1,609,560
Recoverable Taxes	949,217	849,389
Financial Derivatives	25,144	24,364
Other Assets	175,539	141,084
Non-current Assets	7,496,465	7,427,205
Recoverable Taxes	220,533	551,243
Deferred Income and Social Contribution Taxes	539,285	457,537
Other Assets	179,759	125,738
Fixed Assets	2,686,734	2,650,859
Right of Use Assets	2,504,735	2,434,188
Intangible	1,365,419	1,207,640
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	20,949,309	21,408,593
Current Liabilities	7,876,084	7,954,100
Loans, financing and debentures	1,335,093	1,610,452
Financing – Financial Services Operations	971,326	475,522
Financial Leases	678,991	666,100
Suppliers	1,527,040	1,762,233
Obligations with Credit Card Administrators	2,076,686	1,835,143
Fiscal Obligations	297,972	516,678
Social and Labor Obligations	370,690	460,373
Statutory Obligations	268,848	353,522
Provision for Risks	99,313	66,613
Financial Derivatives	10,910	315
Other Obligations	239,215	207,149
Non-current Liabilities	3,424,880	3,647,872
Loans, Financing and Debentures	1,053,377	1,054,027
Financing – Financial Services Operations	82,536	327,101
Financial Leases	2,083,264	1,994,936
Deferred Income and Social Contribution Taxes	9,095	-
Suppliers	20,103	58,992
Provision for Risks	52,137	86,122
Other Obligations	124,368	126,694
Shareholders' Equity	9,648,345	9,806,621
Capital Stock	8,987,760	8,978,349
Treasury Stock	(552,812)	(108,620)
Capital Reserves	97,277	85,966
Profit Reserves	739,560	739,901
Other Comprehensive Income	124,988	111,025
Accumulated Profit	251,572	-

Consolidated Cash Flow Statements

In R\$ thousands	2Q22	2Q21	1H22	1H21
Cash flows of operating activities				
Net profit for the period	360.389	193.073	552.019	45.370
Adjustments to reconcile the result of the cash and cash equivalents generated by the operating activities:				
Depreciation and amortization	262.964	221.779	509.324	432.109
Interest and costs of structuring on loans and leasing	148.053	85.466	286.219	163.053
Interest on financing operational services	29.632	6.236	52.543	12.271
Income and social contribution taxes	70.778	16.271	39.975	(87.605)
(Reversals) Estimated losses on activities, net	198.516	13.067	235.240	(120.549)
Discounts – financial leases	(12.055)	(38.663)	(25.905)	(69.470)
Other adjustments to net profit	57.909	25.314	90.719	44.141
Adjusted net income	1.116.186	522.543	1.740.134	419.320
(Increase) Reduction in Assets				
Trade accounts receivable	(876.194)	(1.018.365)	(543.053)	240.448
Inventories	99.254	140.577	(262.412)	(222.456)
Recoverable taxes	84.788	1.021	201.816	99.029
Other assets	(74.567)	(84.122)	(158.900)	(104.776)
Increase (Reduction) in Liabilities				
Suppliers	146.029	14.864	(190.637)	(335.901)
Obligations with card administrators	75.000	205.314	241.543	113.938
Fiscal obligations	81.405	128.395	(246.938)	(226.993)
Other obligations	(112.625)	13.241	(94.545)	93.958
Payment of income and social contribution taxes	(27.769)	(18.307)	(85.087)	(31.309)
Interest paid on loans and debentures	(82.877)	(49.581)	(139.466)	(72.729)
Interest paid on operational financing and financial services	(8.864)	(10.152)	(14.317)	(14.500)
Net cash generated (consumed) in operational activities, before financial investments	519.766	(154.572)	448.138	(41.971)
Financial investments	(10.320)	(153.743)	103.406	(68.715)
Net cash generated (consumed) in operational activities	509.446	(308.315)	551.544	(110.686)
Cash flows from investment activities				
Acquisitions of fixed and intangible assets	(261.185)	(230.477)	(393.650)	(494.605)
Receivables for disposal of fixed assets	507	186	507	246
Subscription of capital in subsidiaries and acquisition of subsidiaries net of cash acquired	(86.777)	-	(86.777)	-
Net cash consumed by investment activities	(347.455)	(230.291)	(479.920)	(494.359)
Cash flows from financing activities				
Increase in capital stock, net of issuance costs	9.411	3.911.593	9.411	3.911.593
Share buyback	(334.265)	-	(453.943)	-
Loan raising	65.544	222.075	258.761	1.315.411
Amortization of loans and debentures	(334.881)	(659.992)	(348.597)	(1.298.012)
Lease liability reduction	(170.332)	(96.421)	(317.243)	(201.962)
Interest on equity and dividends paid	(346.316)	(244.037)	(346.316)	(244.037)
Net cash (consumed) generated from financing activities	(1.110.839)	3.133.218	(1.197.927)	3.482.993
Currency translation effect on the balance of cash and cash equivalents	1.576	(5.824)	2.503	(4.251)
Variation in cash and cash equivalents	(947.272)	2.588.788	(1.123.800)	2.873.697
Cash and cash equivalents at the beginning of the period	5.312.889	2.351.690	5.489.417	2.066.781
Cash and cash equivalents at the end of the period	4.365.617	4.940.478	4.365.617	4.940.478

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).

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-BRAND CUSTOMER: Customer who buys from more than one brand of the ecosystem.

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.

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.

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.

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 profundness of the relationship with the customer over time.

TPV (Total Payment Volume): It is the total amount that was made in transactions through payment methods such as cards, acquirers, sub-acquirers and other intermediaries.

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 considered 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, 2022, the closing price of the LREN3 share was R\$ 22.62, the Company reporting a market capitalization of R\$ 22.3 billion.

Lojas Renner is the largest fashion retailer in Brazil, on June 30, 2022, with 419 Renner stores (including 8 stores in Uruguay, 4 in Argentina and 10 stores under the Ashua name), 120 Camicado and 112 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 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 services offered. In 2021, Renner acquired Repassa, a fashion resale startup, aligned to the construction of its fashion and lifestyle ecosystem. In April 2022, the Company acquired Uello, a digital native logtech startup founded in 2017, focused on the optimization of corporate deliveries through partners and hubs.

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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