

# 2Q20 RESULTS

August 31, 2020

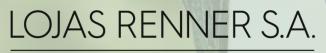
VIDEO CONFERENCE September 01, 2020 1:00 p.m. (Brazil) 12:00 noon (US-EST)

<u>Webcast in English</u> Webcast in Portuguese

The vídeo call will be held via webcast in Portuguese with simultaneous translation in English.

**B3: LREN3; USOTC: LRENY** 

**Ø**RENNER



CAMICADO YOUCOM realize

#### Message from the Management

From the earliest stages of the COVID-19 outbreak, our actions were anchored in our convictions and values, prioritizing the health of our employees and clients, the Company being first in line to temporarily close all stores based on the belief that it was the best decision for that particular moment.

In parallel, we reacted rapidly and responsibly, adjusting our expenses, revising our Capex, and reinforcing our cash position through the strengthening of our capital structure and maintaining employment as well as supporting our commercial partner chain. In addition, we mobilized a large collaborative network for multiplying the efforts and investments in tackling the sanitary and economic crisis by providing assistance to both healthcare institutions and also communities. We then turned our focus on the levels of service, to do more rapidly and better, and principally, to adapt to changes in consumer behavior by accelerating the digital transformation at Renner.

We began the quarter with our entire bricks and mortar operation temporarily closed but on April 24, initiating a gradual reopening of the units, respecting rigorous health and hygiene protocols to ensure the safety of our employees and customers. Although customer traffic is limited due to reduced opening hours as well as to restrictions on the number of people instore, since the resumption of activities, conversion rates and the number of items per ticket have increased. Currently, 100% of the store network has reopened and as operations gradually return to normal at some locations, we have detected a notable recovery in footfall with improved performances at these units. Our conviction is based on results already recorded during the third quarter and in the past few days, where our initial sales budget has been exceeded.

In addition, during the course of 2Q20, we reinforced our online operations and accelerated the Company's digital transformation. Our teams are more mobilized than ever, anticipating projects and implementing solutions in record time. No efforts have been spared to improve the shopping experience through our digital channels both in services, which give greater autonomy to the customer, in production of content as well as participation in fashion and musical events. As a result of these and other initiatives, we have seen growing traffic flows in our e-commerce business, visits in July reporting a 190% increase. We have also seen some important advances in the app: the number of downloads at the end of the quarter more than trebled relative to 2019 and the participation both in visits as well as sales grew and currently represent approximately half of the channel's revenue. Again, the number of new customers has multiplied five times over last year, representing more than 75% of the total. Consequently, despite the reopening of the physical stores, digital channel sales continue on an upward trajectory with July registering year-on-year growth of 239% and a new record.

We have also accelerated solutions which facilitate the shopping experience for our customers and that leverage our omnichannel strategy. We implemented new forms of digital sales such as sales via Whatsapp - already in operation at 56 locations - and where sales have risen four times since launch and Social media sales (*Minha Sacola*) which have reached 12 thousand affiliated participants. Again, we have expanded forms of delivery with the drive thru pickup facility (at 216 units) and principally Ship from Store, a service already offered at more than 180 stores, permitting shorter delivery times with greater availability of inventory. The use of instore inventory for attending online purchases has been on the increase with more than 10% of online orders now being serviced from store inventories.

Employing the same agility as with retail, at Realize we introduced a series of improvements in the payment experience, finetuning the existing channels, launching others and digitizing customer consultations and payments. As a result, the number of clients interacting digitally with our relationship and payment platform increased during the pandemic from 35% of the active card base to about 80%. Currently, we have approximately 20 million monthly accesses in the cards section of the app. Additionally we have shown a positive trend in the way our customers perceive us with the NPS for the cards reporting a 10 p.p. improvement according to a survey by a company specialized in the electronic payment means market.

The more challenging period of the crisis is now behind us and currently our entire store network has resumed operations and reporting increasing traffic flows, while digital businesses grows exponentially. We have also anticipated markdowns since the reopening of the first stores as part of the commercial management of inventories. Capsules of the new collections are already in the stores and customer receptivity has been very positive. This gives us cause for optimism in the success of the incoming spring-summer collection in September and marking the beginning of a new phase for the Company. On the operational front, we are achieving new levels of efficiency, agility, and innovation. The daily performance of our employees is outstanding, and our suppliers are even closer to us and more engaged, ready to meet our requirements with even greater quality and agility.

And with all this, we believe that proprietary brands with content and a clear value proposition create competitive advantages and can establish the necessary basis for significant gains in market share. We remain committed to our long term projects and the sustainability of the businesses: we have ramped up our digital transformation, our target for store numbers by 2025 is unchanged and we continue alert to new possibilities to execute our strategy through a combination of our businesses and the development of the fashion and lifestyle ecosystem. In short, our Company has shown itself prepared to confront the current scenario and more especially, to move forward based on the lessons learnt to date and to emerge stronger than ever to resume our flight path!

### Digital Transformation

#### DIGITAL SALES

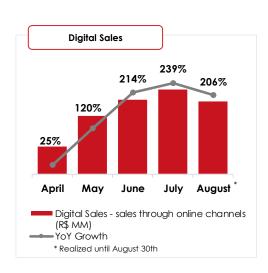
- After a period when there was a conscious hiatus in sales at the end of March to adapt the operation so that the health and safety of the employees could be assured, an intense ramping up of the digital channels followed, this business growing by more than 200% and representing 36% of sales in 2Q20.
- We have expanded investments in content with a focus on complicity with our consumers through the medium of information and tutorials on fashion, behavioral and wellbeing themes, in addition to Renner Live Music and Renner Live Shop, fashion and beauty matters, with the support of experts on these areas of interest.
- In addition, a range of different improvements were implemented in the customer shopping experience geared to enhance customer autonomy such as requests for product exchanges and returns directly through the platform, flexibility, with the acceptance of new means of payment as well as in usability with the creation of tools such as the Ideal Bra Guide and tape measures.
- All these improvements were instrumental in increasing footfall, enhancing the representativity of the app and in the numbers of new customers:
  - Online traffic: increased 95% in 2Q20 and more than 190% in July, approximately half through the medium of the app
  - New customers: +251% in 2Q20 and +337% in July, representing more than 75% of the total base and +50% of the sales
  - Active customers: nearly doubled in July against December 2019
  - App downloads: +259% in 2Q20 and +304% in July, responsible for about half of digital sales

#### STRUCTURAL PROJECTS

- Many of the digital initiatives which had already been implemented prior to Covid-19 proved even more relevant during the pandemic scenario, such as the mobile checkout facility currently accounting for 20% of store sales. Additionally, there were developments in new forms of digital sales, such as WhatsApp sales, social media sales and Fashion Delivery, as well as new ways of delivery through the ship from store and drive thru facilities:
  - Digital sale with +6 thousand transactions executed since implementation
  - Self checkout (cashier): participation of 12% in sales from the units in operation
  - Sel checkout (Digital Payment through the customer's mobile phone): available at all stores
  - Whatsapp sales: +70 stores, sales volume having grown four times since launch
  - Social sales (Minha Sacola): 12 thousand affiliated participants and +47 thousand orders effected
  - Drive thru: available at 216 units with more than 13 thousand orders generated
  - Ship from Store facility available from 180 stores, reducing turn around time for preparing the order by 50% since April. More than 10% of online orders are serviced from instore inventories and in some regions, as much as 20%.
  - Fashion Delivery pilot operation using analytics for defining target public and sending a selection of items to the residence of the chosen customer based on their preferences.
  - Infinite Aisle: Available as of October, 2020.
  - New omni CD: Continuity of the construction in São Paulo, in line with the construction schedule.
- As to the use Al in the product lifecycle, currently 13% of the items are allocated with no human intervention and the target is to reach 17% by the end of the year.
- Finally, in the **Customer Single-view**, the contact points already with access to this unified information were increased and personalized campaigns begun using data on an automated basis through statistical modeling to predict behavior.

#### REALIZE CFI

- Realize continued to develop the financial products and services portfolio, improving the customer experience in the payments
  process, principally through digitization. Improvements were made to the app such as the possibility of issuing the private label
  Renner Card directly through the platform, contracting of loans with deposit in current account, sale of insurance products
  through the Co-Branded Meu Cartão, the increase of limits as well as installment facilities and agreements.
- All these improvements contributed to an important adherence to digital payment means: 80% of the active card base reported some digital interaction with Realize and the cards section of the app reached 20 million monthly accesses, generating opportunity traffic for the retail sector. In the case of Whatsapp, the chatbot was responsible for attending a million customers.
- Realize also accelerated the strategic definitions for renewal of the products portfolio and increased offerings of solutions that impact the lives of its customers. In this context, it expanded the coverage of the Co-Branded Meu Cartão, and now also offered to new customers, with no need of being a Private Label cardholder, and a partnership established with the benefits platform, making available advantages provided by more than 150 establishments for card holders. The first stage in the offer of investment solutions was launched through the structuring of a CDB. Central Bank authorization was also received for the issue of electronic currency and operation of a pre-payment account. Realize is also in the process of making the necessary adjustments for eventual participation in the PIX payment system.
- The result of the foregoing has been an improved perception of Realize on the part of customers with an increase of 10 pp in the cards' NPS, the highest growth in the apparel sector, according to a survey conducted by Cardmonitor and Medida Certa Pesquisa & Gestão Institute. This survey involved the interview of more than 12 thousand credit card holders with respect to their preferences when using the product.



# Highlights in the Period

August 31, 2020 - LOJAS RENNER S.A. (B3: LREN3; USOTC: LRENY), the largest fashion retailer in Brazil, announces its results for the second quarter (2Q20) and the first half (1H20) of 2020. As per the current rule in force, as of January 2019, lease expenses, depreciation and interest reflect the effect of IFRS 16.

Consolidated Information (R\$ MM)	2Q20	2Q19	Var.	1H20	1H19	Var.
Net Revenue from Merchandise Sales	539.6	2,019.4	-73.3%	2,089.8	3,669.7	-43.1%
Growth in Same Store Sales	-74.1%	9.3%	-	-45.5%	10.8%	-
Gross Profit from Merchandise Sales	241.8	1,139.6	-78.8%	1,100.7	2,051.5	-46.3%
Gross Margin from Retailing Operation	44.8%	56.4%	-11.6p.p.	52.7%	55.9%	-3.2p.p.
Operating Expenses (\$G&A) <sup>1</sup>	(421.5)	(678.3)	-37.9%	(1,086.8)	(1,287.7)	-15.6%
SG&A as a % of Net Revenue from Merchandise Sales	78.1%	33.6%	44.5p.p.	52.0%	35.1%	16.9p.p.
Other Operating Results	744.4	(8.8)	-	748.3	6.3	NA
Ajusted EBITDA from Retailing Operation	455.3	344.5	32.1%	541.0	554.9	-2.5%
Ajusted EBITDA Margin from Retailing Operation	84.4%	17.1%	67.3p.p.	25.9%	15.1%	10.8p.p.
Financial Products Result	52.8	91.1	-42.0%	73.5	188.8	-61.1%
Ajusted Total EBITDA (Retail + Financial Products)	508.1	435.6	16.6%	614.5	743.7	-17.4%
Ajusted Total EBITDA Margin	94.2%	21.6%	72.6p.p.	29.4%	20.3%	9.1p.p.
Net Income	818.1	230.7	254.6%	825.2	386.7	113.4%
Net Margin	151.6%	11.4%	140.2p.p.	39.5%	10.5%	29.0p.p.
ROIC LTM	25.5%	21.5%	4.0p.p.	25.5%	21.5%	4.0p.p.

<sup>1</sup> To facilitate analysis, Depreciation and Amortization expenses including Lease Depreciation have been excluded from the above table. \* As per explanatory note number 9, in May, the Company successfully promoted a legal action to exclude ICMS from the PIS and Cofins calculation base. As a result, a tax credit of R\$ 784.6 million (R\$ 735.4 million net of legal fees) was booked in 2Q20 to Other Operating Income with respect to the principal amount as well as a further R\$ 578.4 million (R\$ 553.3 million net of taxes) of interest to the Financial Result. The total amount was R\$ 1,363.0 million with net effect of R\$ 1,047.9 million on Net Income). \*\* The Company amended the method of calculating the discount rate of lease assets and liabilities pursuant to explanatory note number 3.6.1 and with this, the amounts of lease depreciation and interest were amended for the periods in the years 2019 and 2020, with no material changes.

# Operating Highlights – 2Q20

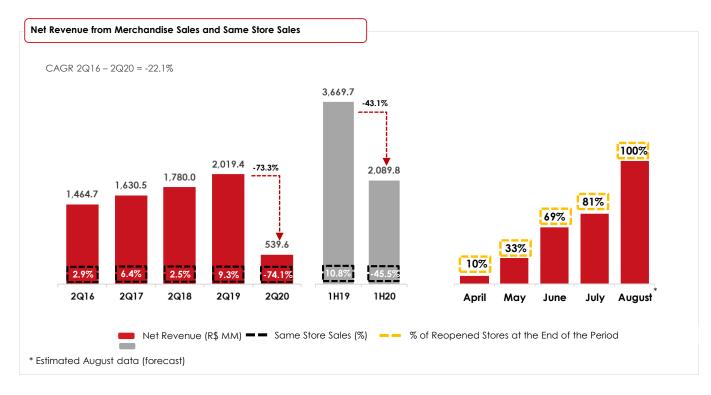
SSS -74.1% Digital Sales +121.8%	<ul> <li>Impact of temporary closure of all bricks and mortar stores in March</li> <li>Gradual reopening as of April 24 with a monthly improvement in performance and sales already close to last year in the past few weeks</li> <li>Accelerated growth in digital sales, representing 36% of total sales</li> </ul>
Gross Margin -11.6 p.p.	<ul> <li>Anticipation of markdowns in order to adjust inventory</li> </ul>
Operating Expenses -37.9%	<ul> <li>Significant adjustment in operating expenses, but in a lesser proportion than the reduction in sales</li> </ul>
Retail EBITDA R\$ 455.3 MM +32.1% yoy	<ul> <li>Booking of R\$ 735.4 MM with respect to the successful litigation involving exclusion of ICMS from the PIS and COFINS calculation base (ex-tax credit –R\$ 280.2 MM)</li> </ul>
Financial Products Result R\$ 52.8 MM -42.0%	<ul> <li>Slight reduction in the total portfolio due to the temporary closure of the stores</li> <li>Higher portfolio coverage and an increase in provisioning</li> </ul>
Net Income R\$ 818.1 MM +254.5% yoy	<ul> <li>Booking of R\$ 1.0 billion with respect to the aforesaid tax credit</li> <li>Reduction in retail EBITDA (ex-tax credits), impacted by lower sales</li> <li>Lower Financial Products Result</li> </ul>
Capex R\$ 141.4 MM	<ul> <li>Investments in technology</li> </ul>

Businesses Breakdown						
Businesses Breakdown	2Q20	2Q19	Var.	1H20	1H19	Var.
© RENNER 1						
Number of Stores	387	360	27	387	360	27
Inaugurations	0	6	-	0	6	-
Selling Area (thousand m²)	683.1	649.9	5.1%	683.1	649.9	5.1%
Net Revenue (R\$ MM)	480.9	1,853.6	-74.1%	1,885.8	3,351.2	-43.7%
Gross Margin	44.0%	56.5%	-12.6p.p.	52.6%	56.0%	-3.4p.p.
CANNICADO						
Number of Stores	112	113	-1	112	113	-1
Inaugurations	0	4	-	1	8	-
Selling Area (thousand m²)	47.9	49.1	-2.5%	47.9	49.1	-2.5%
Net Revenue (R\$ MM)	49.0	117.2	-58.2%	157.1	230.7	-31.9%
Gross Margin	51.4%	52.4%	-1.0p.p.	52.0%	53.2%	-1.2p.p.
үоUсом						
Number of Stores	98	97	1	98	97	1
Inaugurations	0	4	-	0	4	-
Selling Area (thousand m²)	16.3	16.0	1.8%	16.3	16.0	1.8%
Net Revenue (R\$ MM)	9.7	48.6	-80.0%	46.9	87.8	-46.6%
Gross Margin	53.8%	62.3%	-8.5p.p.	58.8%	60.7%	-1.3p.p.

1 - Includes Ashua units and stores in Uruguay and Argentina.

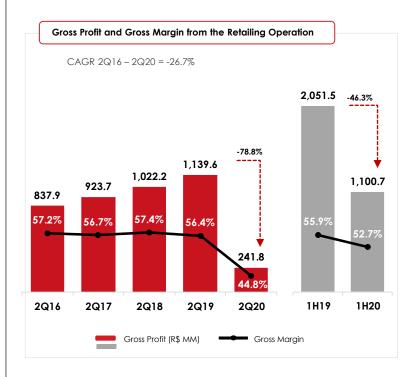
Closures: 1 Renner, 3 Camicado and 3 Youcom in 1H20. 1 Camicado and 1 Youcom in 2Q19 and 3 Camicado and 1 Youcom in 1H19. \* Net revenue of the reopened (by the end of the period: 259 Renner, 6 Ashua, 77 Camicado and 70 Youcom) bricks and mortar stores + e-commerce.

# Net Revenue from Merchandise Sales



The second quarter began with all the stores still temporarily closed due to the Covid-19 outbreak in Brazil from mid March. On April 24, a process of gradual reopening of the bricks and mortar stores began with a monthly upward trend in the number of stores resuming business thereafter. Consequently, the Company was able to close the quarter with 69.0% of the units back in operation. Sales performance was therefore severely impacted in the period with a reduction of 74.1% in Same Store Sales but reporting a sequential improvement in the months of the quarter and thereafter. Currently, the store network has all reopened for business, thus providing a continual boost to Net Revenue for the months ahead.

- The units are operating with restrictions both in terms of opening hours as well as the number of instore customers at any one time. These limitations together with consumer behavior, now more hesitant about frequenting public spaces, resulted in a footfall well below normal. Conversely, conversion rates improved as well as the number of items per ticket. As the conditions of the pandemic have improved at some locations, consumer traffic through the stores has recovered and with it, average flows are currently close to those of 2019. This trend is most accentuated at the units in the North and the Northeast regions where footfall has normalized completely together with store performance. At the moment, more than 10 states are already reporting sales at levels at least equal to the same period in 2019. There should be a continuing improvement in this direction, especially after the reopening and normalization of opening hours in the South and the Southeast where the store network is most concentrated.
- Sales at Camicado and Youcom were also affected by the temporary closure of the physical stores, posting a reduction in Net Revenue of 58.2% and 80.0%, respectively.
- Sales conducted through the Digital Channels in turn recorded a growth of 121.8% in 2Q20, and showing a month-on-month acceleration during the quarter. In the quarter, there was an important increase in the number of active customers, in the use of the app and principally, in the number of new customers. The performance of Camicado warrants particular mention, the result of the greater focus on online content and stronger demand for home and décor products reflecting the longer periods spent in social isolation at home.
- In the first half of the year, the Company reported a reduction of 43.1% in Net Revenue and 45.5% in Same Store Sales, and again the outcome of the temporary closure of the bricks and mortar stores.



# Gross Profit from the Retailing Operation



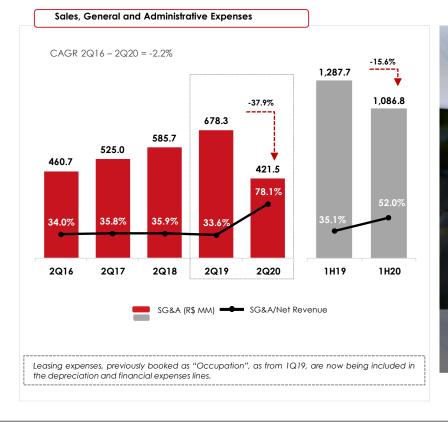
- The Company reported a higher level of markdowns due to the temporary closure of the stores in the quarter. Inventory
  adjustment began in April and as reopening occurred, the stores offering discounts on winter apparel and on selected collection
  items. Consequently, the consolidated Gross Margin reported a significant decline of 44.8%.
- At Renner, the Gross Margin was 12.6 p.p. less than in 2Q19, while at Youcom, there was an 8.5 p.p. decrease.
- In turn, Camicado recorded only a slight 1.0 p.p., decline in Margin following the improvement in commercial management and adjustment in inventory as well as the mix of products on offer.
- In 1H20, Gross Margin from the Retailing Operation fell 3.2 pp and again the result of store closures, but to a lesser degree than 2Q20, due to the good performance of Gross Margin in 1Q20, thanks to the management of the commercial operations and the quality of inventory.

#### **Operating Expenses**

Operating Expenses (R\$ MM)	2Q20	2Q19	Var.	1H20	1H19	Var.
Operating Expenses (SG&A) <sup>1</sup>	(421.5)	(678.3)	-37.9%	(1,086.8)	(1,287.7)	-15.6%
% Over Net Revenue from Merchandise Sales	78.1%	33.6%	44.5p.p.	52.0%	35.1%	16.9p.p.
Selling Expenses	(271.0)	(495.8)	-45.3%	(746.1)	(935.0)	-20.2%
% Over Net Revenue from Merchandise Sales	50.2%	24.6%	25.6p.p.	35.7%	25.5%	10.2p.p.
General and Administrative Expenses	(150.5)	(182.5)	-17.5%	(340.7)	(352.7)	-3.4%
% Over Net Revenue from Merchandise Sales	27.9%	9.0%	18.9p.p.	16.3%	9.6%	6.7p.p.
Other Operating Results	744.4	(8.8)	-	748.3	6.3	NA
Profit Sharing Program	1.5	(18.7)	-	1.4	(31.6)	-104.6%
Recovery of Tax Credits	794.4	11.6	NA	804.7	41.1	NA
Other Operating Revenues/ (Expenses)	(51.5)	(1.8)	NA	(57.8)	(3.1)	NA
Total Operating Expenses	322.9	(687.1)	-147.0%	(338.6)	(1,281.4)	-73.6%

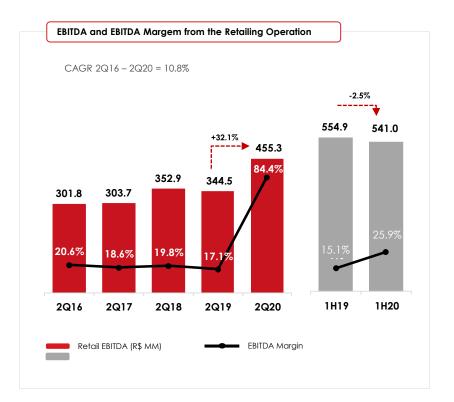
<sup>1</sup> Depreciation and Amortization expenses have been excluded from the table to facilitate analysis.

- As soon as the Company perceived weakening sales already in the first quarter with the onset of the COVID-19 pandemic, it
  implemented a plan of adjustments for adapting the operation accordingly, achieving some significant reductions with
  Operating Expenses (SG&A) reporting a decline of 37.9% when compared with 2Q19.
- The largest reductions were made in selling expenses which posted a decline of 45.3%, albeit still proportionally less than the decline in Revenue. The decrease in General and Administrative Expenses was lower at 17.5%.
- The increase in the Other Operating Expenses account was primarily the result of booking R\$ 735.4 MM of the principal amount, net of legal fees (in Other Operating Expenses), the outcome of the successful litigation involving the exclusion of ICMS sales taxes from the PIS and Cofins calculation base (further details to be found in Explanatory Note 9).
- In terms of the first six months of the year, Operating Expenses fell 15.6%, also a function principally of the adjustment in Selling Expenses.



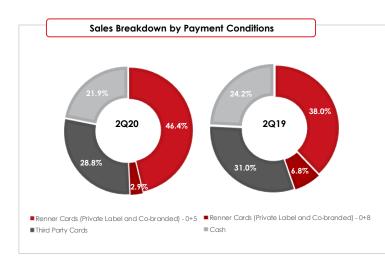


## Adjusted EBITDA from the Retailing Operation



- In 2Q20, Adjusted EBITDA from the Retailing Operation (including Depreciation and Financial Expenses from Leasing) posted an increase of 32.1%, equivalent to a Margin of 84.4%, due to the booking of R\$ 735,4 MM in tax credits, previously mentioned. Excluding this effect, EBITDA from the Retailing Operation would have been negative at R\$ 280.2 million, reflecting the decrease in sales in the period.
- As to the first half of 2020, EBITDA from the Retailing Operation reached R\$ 541.0 million, again reflecting the tax credit. If this amount is excluded, then EBITDA would have been negative at R\$ 194.4 million, given reduced sales volume since March.

# Payment Conditions



In 2Q20, the Company registered the issue of a total of 32.9 million cards, representing 49.3% of total merchandise sales, 4.5 p.p. more year-on-year. The share of the 0+5 interest free credit plan rose 8.4 p.p. largely due to the greater participation of e-commerce business as a percentage of total sales, a segment where sight payment is less common, and at the same time also strengthening the strategy for card sales through the digital channels. The increase in the interest free credit plan more than offset the lower penetration of the 0+8 interest-bearing option.

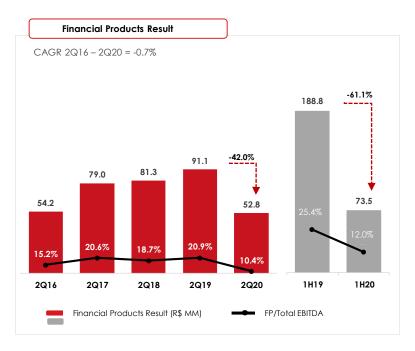


# Financial Products Result

Financial Products Result (R\$ MM)	2Q20	2Q19	Var.	1H20	1H19	Var.
Revenues, Net of Funding and Taxes	262.1	266.9	-1.8%	570.2	503.1	1 <b>3.4</b> %
Renner Card (Private Label)	85.9	105.1	-18.2%	199.2	196.5	1.4%
Co-branded Card Meu Cartão	176.1	161.8	8.8%	371.0	306.5	21.0%
Credit Losses, Net of Recoveries	(133.9)	(98.5)	36.0%	(333.2)	(171.0)	<b>94.9</b> %
Renner Card (Private Label)	(56.7)	(40.1)	41.4%	(124.2)	(68.8)	80.5%
Co-branded Card Meu Cartão	(77.2)	(58.4)	32.2%	(209.0)	(102.2)	104.6%
Operating Expenses	(75.4)	(77.3)	-2.5%	(163.6)	(143.3)	14.2%
Financial Products Result	52.8	91.1	-42.0%	73.5	188.8	<b>-6</b> 1.1%
% of Company's Total Adjusted EBITDA	10.4%	20.9%	-10.5p.p.	12.0%	25.4%	-13.4p.p.

As from 1Q20, Saque Rápido revenues and losses were incorporated under the Private Label.

Credit Losses, Net of Recoveries include write offs, provisioning complemente/reversion and recovery of written off receivables in the period



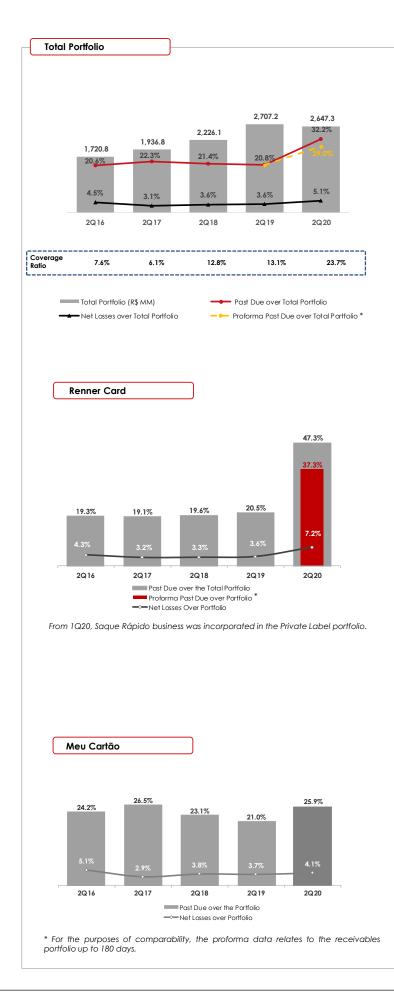
- The Financial Products Result was R\$ 52.8 million, lower than the R\$ 91.1 million posted for 2Q19. This directly reflects the current scenario of high levels of portfolio provisioning as well as an increase in the level of coverage.
- The reduction of 1.8% in Revenue was in line with the evolution of the portfolio as a whole. Private Label revenue recorded a fall of 18.2% compared with 2Q19, reflecting portfolio reduction in the light of lower sales volumes. Conversely, Co-Branded Meu Cartão revenues were up by 8.8% due to 17.0% growth of this portfolio, although with an increase in volumes lower than usual by virtue of weaker consumer spending during the pandemic.
- In the context of Net Losses, the increase is due to higher levels of portfolio coverage from 13.1% in 2Q19 to 23.7% in 2Q20, in the light of macro-economic uncertainty. As from April 2019, Private Label business has also been impacted by the effect of the dragging method used for transferring these transactions to the books of Realize.
- In turn. Operating Expenses were down by 2.5% and reflecting budgetary reductions made with the advance of the Covid-19 pandemic.

# Customer Accounts Receivable

Customer Accounts Receivable (R\$ MM)	Jun.20	Dec.19	Jun.19
Renner Card (Private Label) - Net Portfolio	532.7	1,240.4	1,016.0
Renner Card (Private Label) - Total Portfolio $^{(1)}$	789.6	1,394.8	1,130.8
Estimated Credit Losses	(250.9)	(132.8)	(98.7)
Present Value Adjustment	(6.0)	(21.6)	(16.2)
Co-branded (Meu Cartão) - Net Portfolio	1,487.3	1,782.7	1,337.4
Meu Cartão (Co-Branded) - Total Portfolio	1,866.4	2,078.4	1,597.3
Estimated Credit Losses	(376.4)	(287.9)	(255.2)
Present Value Adjustment	(2.7)	(7.8)	(4.6)
Total Third-Party Credit Card Companies	200.6	797.1	540.3
Other Accounts Receivable	11.2	5.8	3.1
Total Credit Portfolio, Net	2,231.7	3,826.0	2,896.8

In June 2020, the total Customer Accounts Receivable was R\$ 2,231.7 million, a year-on-year reduction of 23.0% and largely reflecting reduced Private Label volumes and in the case of Third-Party Credit Card Companies, due to lower sales in the period. Of the Total Credit Portfolio Net, 66.7% related to the Co-Branded Meu Cartão, 23.9% to the Private Label, in addition to other receivables with respect to Third Party Credit Card Companies and Other Accounts Receivable.

# Delinquency

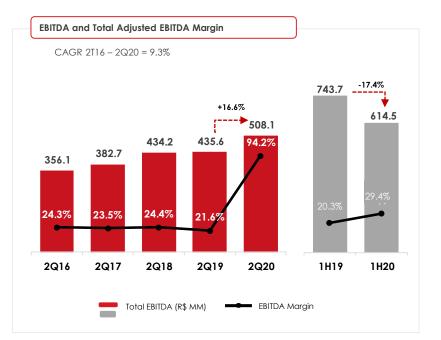


- The total Financial Products portfolio (Cartão Renner and Meu Cartão) recorded a slight reduction of 2.2% in 2Q20, this largely a reflection of the reduction in the Private Label portfolio. The Co-branded Meu Cartão portfolio in turn reported an increase although proportionally lower than usual and partially offset by the decrease in the Private Label portfolio.
- The increase in the percentage of net losses was mainly a consequence of the higher levels of portfolio coverage, generating a higher volume of provisioning expenses.
- The percentage of overdues rose principally as a function of the Private Label portfolio. Worthy of mention is the improvement in quality of new business included in the portfolio in relation to 2019 as well as the efficiency of collection.
- Private Label (Renner Card): The increase in the percentage of overdues is mainly due to the reduction of 29.7% in the portfolio and the writing off of assets over 360 days as opposed to 180 days in 1Q19. In addition, since a significant number of customers make payments through the bricks and mortar stores, there was a partial hiatus in bill settlement following the closure of the store network while clients made the transition to other payment channels. The level of receivables evolved over the months as store activity resumed and as more customers adopted the digital medium for effecting payments.
- The 3.6 p.p. growth in losses, net of recoveries, is due principally to the increase in provisioning of this portfolio both due to the higher levels of coverage adopted by the Company as well as the effect of the dragging method used for transferring transactions to Realize after April 2019. For provisioning purposes, the methodology involves the dragging of the entire outstanding balance to the worst classification for customer overdues.
- Co-branded card (Meu Cartão): The increase in the overdues ratio largely reflects the lower growth of the portfolio.
- The increase in net losses is mainly due to the higher coverage of the portfolio and the provisioning adapted by the Company in the light of the current economic scenario.

# Total Adjusted EBITDA

EBITDA Reconciliation (R\$ MM)	2Q20	2Q19	Var.	1H19	1H18	Var.
Net Income	818.1	230.7	254.5%	825.2	386.7	11 <b>3.4</b> %
(+) Income and Social Contribution Taxes	95.8	89.5	7.0%	71.2	136.3	-47.7%
(+) Financial Result, Net	(493.6)	53.6	-	(443.8)	98.8	-549.7%
(+) Depreciation and Amortization	183.0	164.9	11.0%	364.6	327.5	11.4%
Total EBITDA	603.3	538.7	12.0%	817.2	949.3	-13. <b>9</b> %
(-) Depreciation for Leasing (IFR\$16)	(78.2)	(75.6)	3.5%	(160.0)	(149.7)	7.0%
( - ) Financial Expenses for Leasing (IFRS16)	(31.7)	(33.0)	-3.7%	(62.3)	(66.7)	-6.5%
( + ) Stock Option Plan	5.4	5.2	4.5%	10.4	10.0	4.1%
(+) Statutory Participation	(0.5)	-	-	(0.5)	-	-
(+) Result on Write-Off and Provision for Impairment of Fixed Assets	9.9	0.3	NA	9.7	0.8	NA
Total Adjusted EBITDA	508.1	435.6	16.6%	614.5	743.7	-17.4%
Total Adjusted EBITDA Margin*	94.2%	21.6%	72.6p.p.	29.4%	20.3%	9.1p.p.

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



- With the adoption of IFRS 16, for the purposes of comparability, the Company now reports EBITDA also adjusted for Depreciation and Financial Expenses relative to the adoption of the IFRS since the cash flows originating from the leasing agreements are similar.
- The Total Adjusted EBITDA amounted to R\$ 508.1 million, an increase of 16.6% against 2Q19 and equivalent to an EBITDA Margin of 94.2%. This performance was essentially due to the tax credit already discussed above. If this amount is excluded, then the Total Adjusted EBITDA would have been negative at R\$ 227.4 million due to the lower operating result from retailing as well as the reduction in the Financial Products Result.
- In 1H20, Total Adjusted EBITDA was R\$ 614.5 million, a decrease of 17.4%. Excluding the tax credit, Total Adjusted Credit would have been a negative R\$ 121.0 million, reflecting the same factors impacting this item in 2Q20.

# Financial Result, Net

Financial Result, Net (R\$ MM)	2Q20	2Q19	Var.	1H20	1H19	Var.
Financial Revenue	564.8	10.1	NA	575.1	17.7	NA
Gains on Cash Equivalents	11.2	9.9	13.0%	20.7	17.1	21.0%
Other financial revenue	553.6	0.2	NA	554.4	0.5	NA
Financial Expenses	(61.4)	(60.5)	1. <b>4</b> %	(111.9)	(114.5)	-2.3%
Interest on Loans, Borrowings and Swap	(25.5)	(23.0)	10.8%	(40.1)	(39.1)	2.5%
Other Financial Expenses	(3.2)	(3.4)	-6.1%	(7.4)	(6.6)	12.7%
Financial Expenses for Leasing (IFRS16)	(32.7)	(34.1)	-4.1%	(64.4)	(68.9)	-6.4%
Foreing Exchange, Net	(9.8)	(3.2)	212.0%	(19.4)	(1.8)	967.7%
Financial Result, Net	493.6	(53.6)	-	443.8	(98.7)	-

The Financial Result Net was a positive R\$ 493.6 million, largely reflecting the interest on tax credits of R\$ 553.3 million and booked in the period. If this amount is excluded, the result would have been a negative R\$ 59.7 million in 2Q20 versus R\$ 53.6 million in 2Q19, mainly because of the increase in negative Monetary Restatement from foreign trade payment flows and the execution of the currency hedge.

# Free Cash Flow

Cash Flow (R\$ MM)	2Q20	2Q19	Var.	1H20	1H19	Var.
Total Adjusted EBITDA	508.1	435.6	72.5	614.5	743.7	(129.2)
(+/-) Income and Social Contribution Taxes/Others	524.8	(11.3)	536.1	213.1	(210.3)	423.4
Operating Cash Flow	1,032.9	424.3	608.6	827.6	533.4	294.2
(+/-) Changes in Working Capital	(979.6)	19.0	(998.6)	(1,058.4)	(233.9)	(824.5)
Accounts Receivable	780.9	(193.4)	974.4	1,594.2	272.0	1,322.2
Inventories	(173.3)	99.3	(272.6)	(454.5)	(37.9)	(416.6)
Suppliers	(124.9)	47.1	(172.0)	(355.1)	(290.8)	(64.2)
Taxes	(1,406.8)	28.8	(1,435.7)	(1,676.0)	(153.2)	(1,522.8)
Other Accounts Receivable/Payable	(55.5)	37.2	(92.8)	(167.0)	(24.0)	(143.1)
(-) Capex	(141.4)	(166.4)	25.0	(230.8)	(245.3)	14.4
(=) Free Cash Flow	(88.1)	276.9	(365.0)	(461.6)	54.2	(515.8)

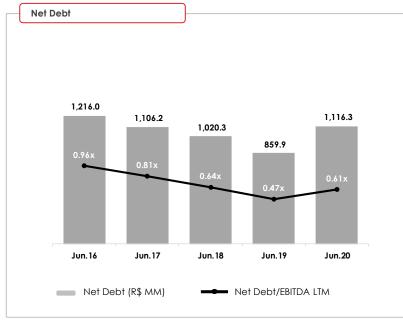
As from 1Q20, Financing of Customer Credit Operations was excluded from Changes in Working Capital.

- Operating Cash Flow benefited from R\$ 1,288.8 million resulting from the legal action for recovering PIS and Cofins tax credits. This amount was neutralized by the increase in the Taxes account.
- Consequently, the lower generation of Free Cash Flow was largely due to the lower Adjusted EBITDA in the period in spite of the decreased need for working capital (ex-pisco), above all because of a reduction in Accounts Receivable, in turn reflecting lower sales in the period under review.

# Net Debt

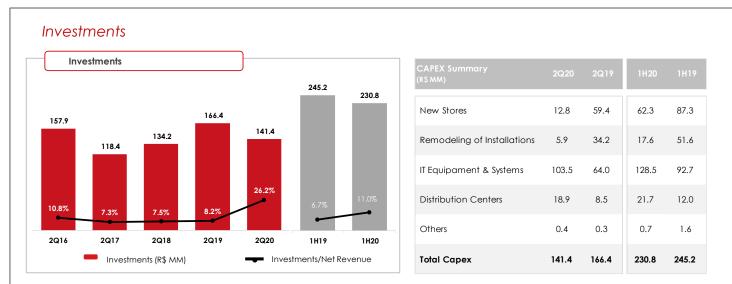
Net Debt (R\$ MM)	Jun.20	Dec.19	Jun.19
Borrowings and Financing	(2,597.8)	(1,153.7)	(1,19 <b>4.8)</b>
Current	(1,698.1)	(709.0)	(748.6)
Noncurrent	(899.7)	(444.6)	(446.2)
Credit Operations to Customers Financing	(857.6)	(491.4)	(612.8)
Current	(515.0)	(185.0)	(469.5)
Noncurrent	(342.7)	(306.4)	(143.3)
Gross Debt	(3,455.4)	(1,645.0)	(1,807.6)
Cash and Cash Equivalents and Financial Investments	2,339.2	1,372.3	947.7
Net Debt	(1,116.3)	(272.7)	(859.9)
Net Debt / Total Adjusted EBITDA (LTM)	0.61x	0.14x	0.47x

- As at June 30, 2020, the Company's Net Debt stood at R\$ 1,116.3 million, an increase of 29.8% compared to outstanding debt at the end of the same quarter 2019, more especially due to the lower operating cash generation in the period.
- In the light of the current scenario, the Company opted to strengthen its cash position through the issue of debentures worth a total of R\$ 1.0 billion in April and May.



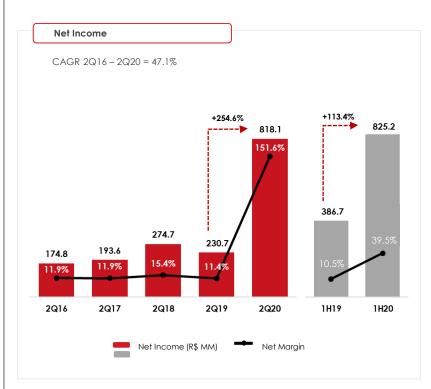
Operating finance is used for financing the Financial Products portfolios and its variation is a reflection of the financial volumes of these products. Debt servicing charges related to capital management are booked to the Financial Result, Net. Operating Financing relative to Financial Products is reflected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





- Out of the total investments for the quarter, 73.1% were invested in IT systems and equipment, 13.4% in Distribution Centers and 13.2% in the opening of new stores and remodeling.
- In June 2020, Renner had a network of 387 stores, including 9 in Uruguay, 4 in Argentina and 8 units under the Ashua name with a total square meterage of 683.1 thousand m<sup>2</sup>. Units trading under the Camicado banner totaled 112 with a total sales area of 47.9 m<sup>2</sup> while Youcom, in turn was operating 98 stores with a total sales area of 16.3 thousand m<sup>2</sup>.
- Depreciation and Amortization expenses amounted to R\$ 104.6 million in 2Q20, 17.4% greater than 2Q19, mainly reflecting the ongoing expansion plan and the increase in IT system assets. For the first half of 2020, these expenses totaled R\$ 204.3 million, an increase of 15.1% compared wit the same period in 2019.

# Net Income and Dividends





- Net Income totaled R\$ 818.1 million in 2Q20, representing an increase of 254.6% compared with 2Q19 and reflecting the clawback of the tax credit. Excluding this amount, the Company's Net Income would have been negative at R\$ 228.0 million, reflecting the lower Total EBITDA in the quarter as well as increased depreciation expenses originating from the fixed assets and investments executed in previous periods.
- Net Income for the first six months reported R\$ 825.2 million, equivalent to a Margin of 39.5%. When adjusted for tax credits, Net
  Income would have been a negative R\$ 220.9 million reflecting the same reasons as indicated for 2Q20.
- In 2Q20, Lojas Renner credited shareholders with dividends in the form of Interest on Shareholders' Equity amounting to R\$ 55.9 million, corresponding to R\$ 0.070596 per share based on a quantity of 792,430,877 common shares, from which were excluded those shares held as treasury stock. For the full six months from January to June, Interest on Shareholders' Equity amounted to R\$ 114.3 million, corresponding to R\$ 0.1442 per share.

# Consolidated Income Statement

In R\$ Thousands

ncome Statement	2Q20	2Q19	Var	1H20	1H19	
Net Operating Revenues	808,506	2,292,004	-64.7%	2,672,267	4,184,121	-36.1%
Net Revenues from Sales of Goods	539,636	2,019,374	-73.3%	2,089,816	3,669,711	-43.1%
Net Revenue from Financial Products	268,870	272,630	-1.4%	582,451	514,410	13.2%
Costs of Sales and Services	(304,643)	(885,492)	-65.6%	(1,001,317)	(1,629,523)	-38.6%
Cost of Goods	(297,841)	(879,737)	-66.1%	(989,081)	(1,618,167)	-38.9%
Cost of Financial Products	(6,802)	(5,755)	18.2%	(12,236)	(11,356)	7.7%
Gross Profit	503,863	1,406,512	-64.2%	1,670,950	2,554,598	-34.6%
Operating Expenses <sup>1</sup>	(83,607)	(1,032,647)	-91.9%	(1,218,359)	(1,932,857)	-37.0%
Selling	(271,005)	(495,829)	-45.3%	(746,095)	(935,003)	-20.2%
General and Administrative	(150,478)	(182,454)	-17.5%	(340,742)	(352,695)	-3.4%
Depreciation and Amortizantion	(183,013)	(164,860)	11.0%	(364,591)	(327,340)	11.4%
Losses on Receivables, Net	(133,866)	(98,455)	36.0%	(333,191)	(170,971)	94.9%
Other Operating Results	654,755	(91,049)	-	566,260	(146,848)	-
Financial Products Expenses	(74,857)	(76,757)	-2.5%	(162,428)	(142,412)	14.1%
Other Operating Results	729,612	(14,292)	-	728,688	(4,436)	-
Operating profit before Financial Results	420,256	373,865	12.4%	452,591	621,741	-27.2%
Total Financial Result, Net	493,605	(53,581)	-	443,838	(98,702)	-
Financial Revenue	579,756	16,013	NA	605,335	27,198	NA
Financial Expense	(86,151)	(69,594)	23.8%	(161,497)	(125,900)	28.3%
Profit Before Income and Social Contribution Taxes	913,861	320,284	185.3%	896,429	523,039	71.4%
Income and Social Contribution Taxes	(95,810)	(89,547)	7.0%	(71,241)	(136,323)	-47.7%
Profit for the Period	818,051	230,737	254.5%	825,188	386,716	113.4%
Earnings per Share - Basic R\$	1.0324	0.3004	243.7%	1.0406	0.5205	99.9%
Earnings per Share - Diluted R\$	1.0302	0.2993	244.2%	1.0381	0.5181	100.4%
Number of shares outstanding at End of the Period (in thousands)	795,590	793,812	-	795,590	793,812	-

<sup>1</sup> To improve analysis, expenses with Depreciation and Amortization are shown separately in the above table

# Consolidaterd Balance Sheet

In R\$ thousands

Assets	Jun.20	Dec.19	Jun.19
TOTAL ASSETS	12,828,071	11,552,902	9,923,908
Current Assets	7,203,646	6,656,209	5,376,263
Cash and Cash Equivalents	1,716,249	980,954	646,706
Financial Investments	622,923	391,348	300,983
Trade Accounts Receivable	2,231,722	3,825,961	2,896,784
Inventories	1,578,963	1,124,506	1,148,162
Recoverable Taxes	924,520	258,396	234,288
Derivative Financial Instruments	41,594	4,382	5,417
Other Assets	87,675	70,662	143,923
Non-current Assets	5,624,425	4,896,693	4,547,645
Long Term Assets			
Recoverable Taxes	817,499	73,345	82,027
Deferred Income Tax and Social Contribution	239,731	214,505	164,604
Other Assets	16,958	16,208	23,705
Fixed assets	2,147,040	2,173,710	1,976,762
Rigth of Use	1,528,457	1,634,690	1,618,840
Intangible	874,740	784,235	681,707

Balance Sheet			
Liabilities and Shareholders' Equity	Jun.20	Dec.19	Jun.19
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	12,828,071	11,552,902	9,923,908
Current Liabilities	4,783,009	4,765,317	3,868,188
Borrowings, Financing and Debentures	1,698,108	709,022	748,594
Financing - Financial Services Operations	514,962	184,996	469,493
Finance Leases	434,076	447,685	394,000
Suppliers	638,396	1,081,785	730,188
Obligations with Credit Card Administrators	817,712	985,298	741,692
Taxes and Contributions Payable	145,368	636,723	297,839
Social and Labor Obligations	251,612	306,882	237,800
Statutory Obligations	101,263	243,114	112,333
Labor and Civil Security Tax Provisionss	59,941	67,635	50,558
Derivative Financial Instruments	-	7,764	1,623
Other Obligations	121,571	94,413	84,068
Non-current Liabilities	2,619,110	2,096,566	1,953,578
Borrowings, Financing and Debentures	899,701	444,641	446,207
Financing - Financial Services Operations	342,663	306,370	143,295
Finance Lease	1,221,502	1,291,676	1,298,440
Suppliers	88,311	-	-
Deferred income and social contribution taxes	-	5,287	7,625
Provision for Tax Risks	21,259	24,481	30,715
Labor and Civil Security Tax Provisionss	24,042	-	-
Other Obligations	21,632	24,111	27,296
Shareholders' Equity	5,425,952	4,691,019	4,102,142
Capital Stock	3,795,901	3,795,634	3,774,294
Treasury Stocks	(119,461)	(35,549)	(35,553)
Capital Reserves	76,869	74,227	57,015
Profit Reserves	869,571	869,896	50,695
Other Compreensive Income	91,986	(13,189)	(3,086)
Accumulated Profit	711,086	-	258,777

## Consolidated Cash Flow – Indirect Method

In R\$ Thousands

Statement of Cash Flows - Indirect Method	2Q20	2Q19	1H20	
Cash Flows from Operating Activities				
NetIncome	818,051	230,737	825,188	386,716
Adjustment to Reconcile Net Income to Cash and Cash Equivalents Provided by Operating Activities				
Depreciation and amortization	191,216	172,753	379,875	342,722
Interest expense on loans and lease	59,868	57,978	111,034	109,624
Interest and Structuring Costs of Financing of Operational Services	9,610	-	17,596	
Income and Social Contribution Taxes	95,810	89,547	71,241	136,323
(Reversion) Estimated Losses on assets, net	83,390	57,271	205,795	13,656
Exclusion of the ICMS of the calculation base for the PIS and Cofins, net of legal costs and taxes	(1,363,029)	-	(1,363,029)	-
Discounts - Payable Leasing	(72,899)	-	(72,899)	-
Other Adjustments on Net Income	18,433	21,179	12,073	7,501
Adjusted Net Income	(159,550)	629,465	186,874	996,542
Changes in Assets and Liabilities				
Trade Accounts Receivable	726,422	(235,287)	1,423,508	227,673
Inventories	(182,055)	80,350	(447,616)	(2,862)
Recoverable taxes	(52,426)	(32,151)	(47,249)	(29,148)
Other Assets	20,409	(61,227)	(4,402)	(83,828)
Suppliers	(131,011)	46,326	(367,970)	(291,692)
Financing - Financial Services Operations	-	(442,150)	-	(238,798)
Obligations with Card Administrators	(63,575)	74,512	(167,586)	47,696
Fiscal Obligations	3,736	47,022	(278,690)	(191,278)
Other Obligations	(38,669)	2,404	(21,053)	11,954
Income and Social Contribution Taxes Payment	(19,682)	(11,314)	(328,112)	(214,752)
Interest Expense of Borrowing, Financing And Debentures	(16,768)	(6,459)	(20,724)	(26,861)
Interest of Financing of Opertaional Services	-	-	(10,301)	
Net Cash Used (applied) in Operating Activities, Before Financial Investments	86,831	91,491	(83,321)	204,646
Financial Investments	(122,318)	484,153	(231,575)	298,251
Net Cash Used (applied) in Operating Activities	(35,487)	575,644	(314,896)	502,897
Cash Flow from Investing Activities				
Purchases of Fixed Assets	(141,396)	(166,401)	(230,836)	(245,283)
Proceeds from Disposal of Fixed Assets	8	263	31	674
Net Cash used from Investing Activities	(141,388)	(166,138)	(230,805)	(244,609)
Cash Flow from Financing Activities				
Capital increase	267	24,771	267	24,771
Buyback Shares	-	-	(96,964)	-
Borrowings Obtained	1,182,644	425,888	2,676,106	469,010
Borrowings Amortization	(257,412)	(266,816)	(892,354)	(324,630)
Instalment Lease Financing	(35,580)	(100,204)	(152,888)	(168,963)
Interest on capital and dividends paid	(243,490)	(386,218)	(250,309)	(394,945)
Net Cash Generated by Financing Activities	646,429	(302,579)	1,283,858	(394,757)
iffect of exchange rate changes on cash and cash equivalents	3,660	(463)	(2,862)	(1,955)
Changes in Cash and Cash Equivalents	473,214	106,464	735,295	(138,424)
Cash and Cash Equivalents at the Beginning of the Period	1,243,035	540,242	980,954	785,130
Cash and Cash Equivalents at the End of the Period	1,716,249	646,706	1,716,249	646,706

#### Legal Notice

This release contains forward-looking statements relating to the prospects for 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 higher than 1000% are presented as NA not applicable in the tables.

Figures related to the performance of subsequent periods to the quarter haven't been audited.

# 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, 2020, the closing price of the LREN3 share was R\$ 41.80, the Company reporting a market capitalization of R\$ 33.1 billion.

Lojas Renner is the largest fashion retailer in Brazil with 387 Renner stores (including 9 stores in Uruguay, 4 in Argentina and 8 stores under the Ashua name), 112 Camicado and 98 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.

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#### Re Jeans



When the issue of environmental impacts comes up, jeans are usually at the top of the list of products that are most extravagant in the use of water for their production cycle. Renner is permanently focused on the search for alternatives which have less impact on the environment and many of our jeans already carry the Re-Responsible Fashion Seal, which combines those items made from fibers and using technologies which have less impact on the environment in addition to the use of certified processes.

In this context, we launched a special Re Jeans capsule collection. These are recycled pieces and made from cut-and-sew scraps left over from the manufacture of other jeans. Compared with a normal pair of jeans, Re Jeans have 45% less environmental impact throughout their lifetime cycle as well as consuming 44% less water according to certified studies undertaken by Renner.

Sustainable innovation comes from technology! Re Jeans works as follows: fabric scraps left over from the cutting of new Renner jeans are recycled, thus avoiding textile waste. The textile scraps are separated by color and then defibrated to recreate the thread from which the new products are made. The Re Jeans collection is both recycled and recyclable because the product contains no polyester in the composition of the fabric allowing it to be recycled again and avoiding the problem of microplastics.

Renner created the Re Jeans collection for reusing scraps left over from the manufacture of traditional jeans. The line was first launched in 2018 and experience has shown us that Renner's consumers set great store by items of apparel which have a reduced impact on the environment.