





4Q23 RESULTS

LOJAS RENNER S.A.

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2023: a year of adjustments and investments for a more agile and competitive Renner, prepared for the new cycle of growth and profitability gains



**Reference in
fashion and lifestyle**

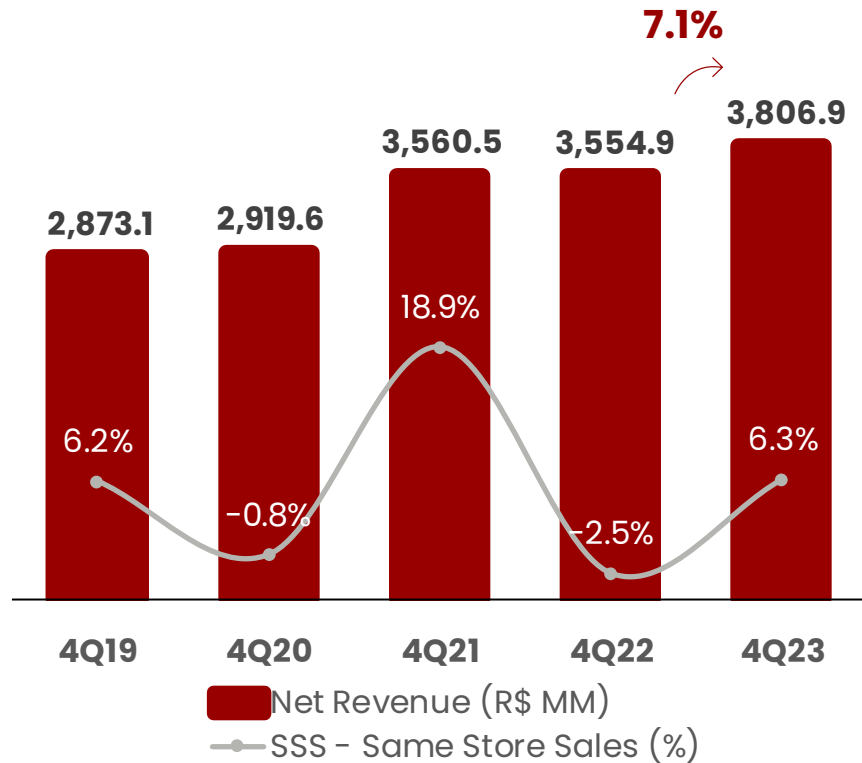


**Reference in
enchanting experiences**



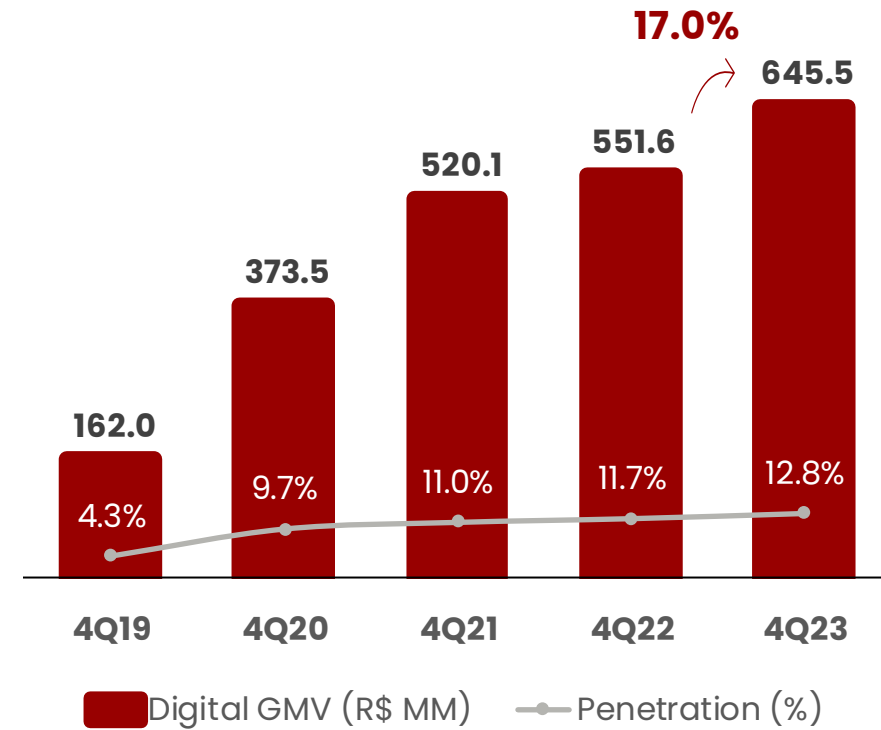
**Reference in
responsible fashion**

Sales leveraged by volume of pieces, trend continues until now



- Brazil apparel (ex cosmetics): +9.3%, double the PMC
- Good acceptance of the collection

Digital GMV: continuous growth, with profitability improvement

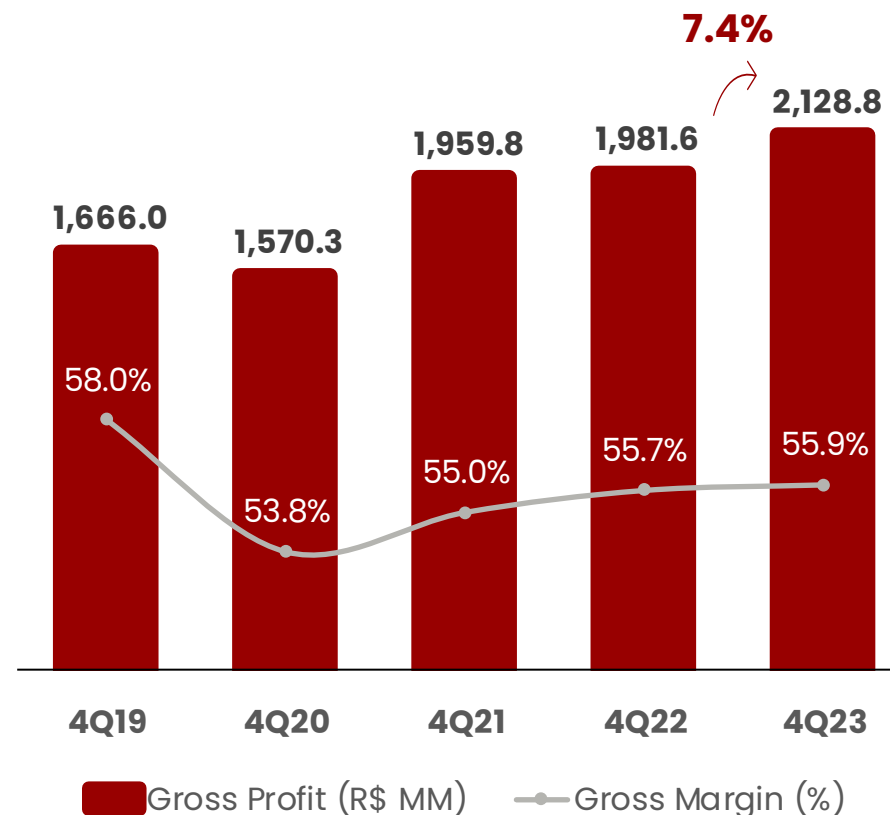


Balanced gross margin and adjusted inventories

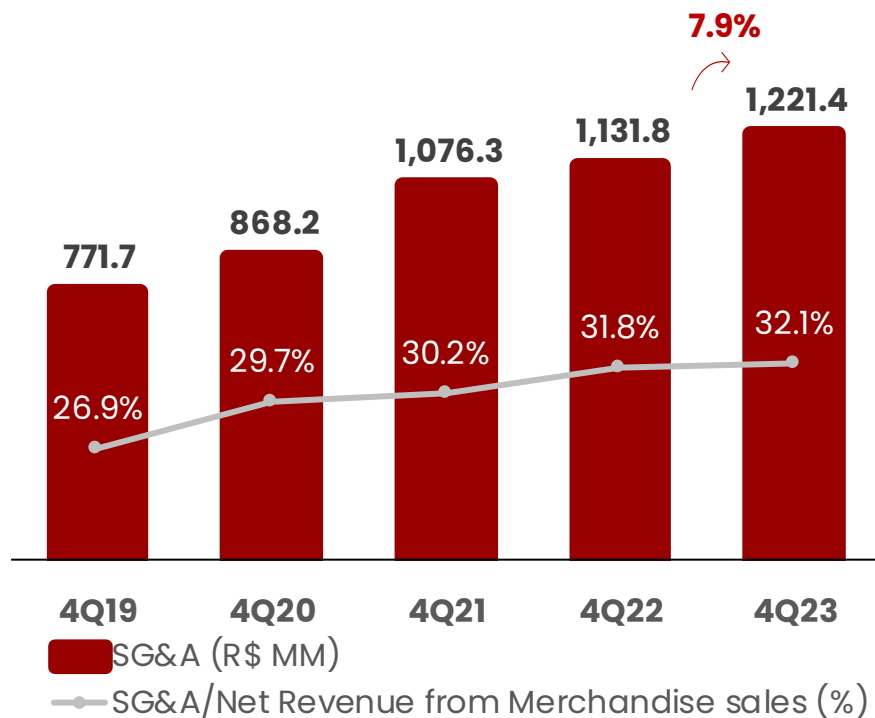
RETAIL
GROSS
MARGIN

+0.2p.p.
VERSUS 4Q22

- Gross margin for apparel retailing Brazil (ex cosmetics) of 57.8%
- +0.5p.p. on a comparable basis (DIFAL impacted by 0.3 p.p.)
- Reactivity: most of the collection being developed and purchased in-season
- Favorable cost dynamics



SG&A: operational leverage in 4Q ex. additional DC expenses

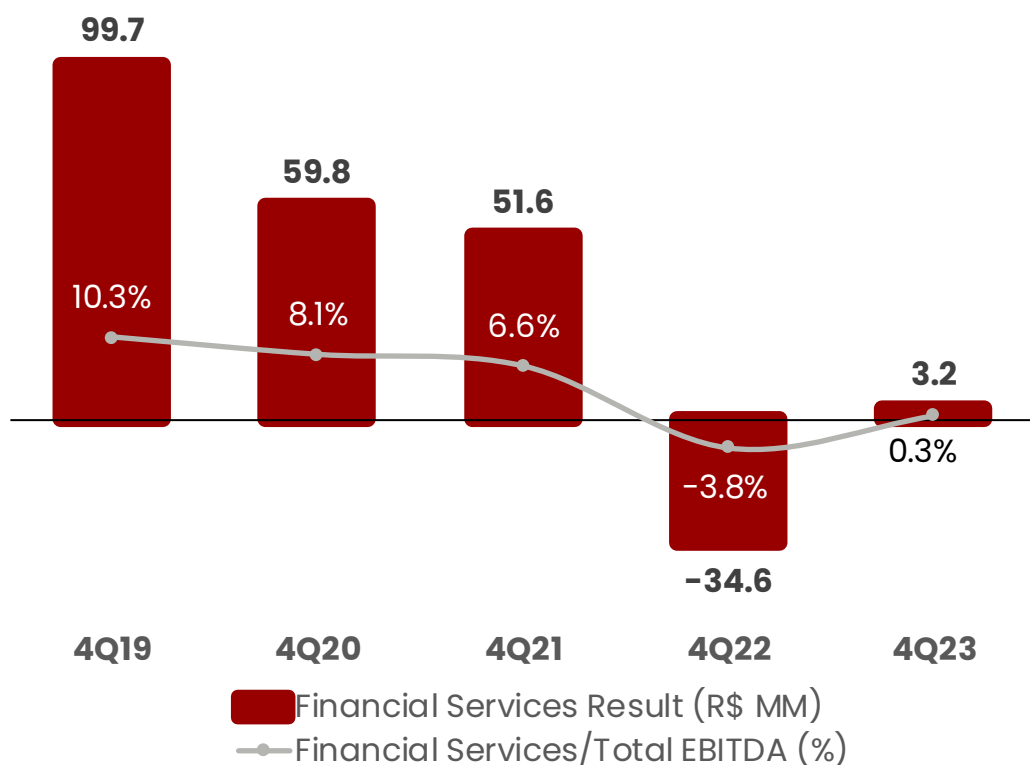


- Additional DC expenses of ~R\$ 38MM
- Digital channel SG&A continues to gain efficiency

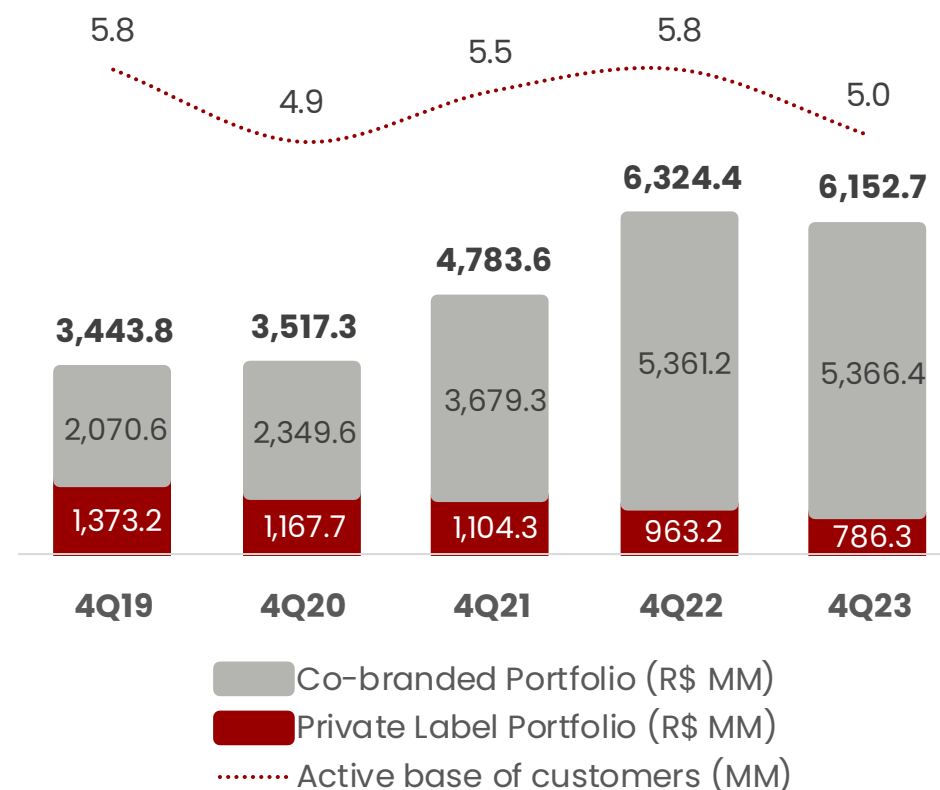


Realize: positive result, with sequential improvement and 11.5% reduction in losses

Financial services result

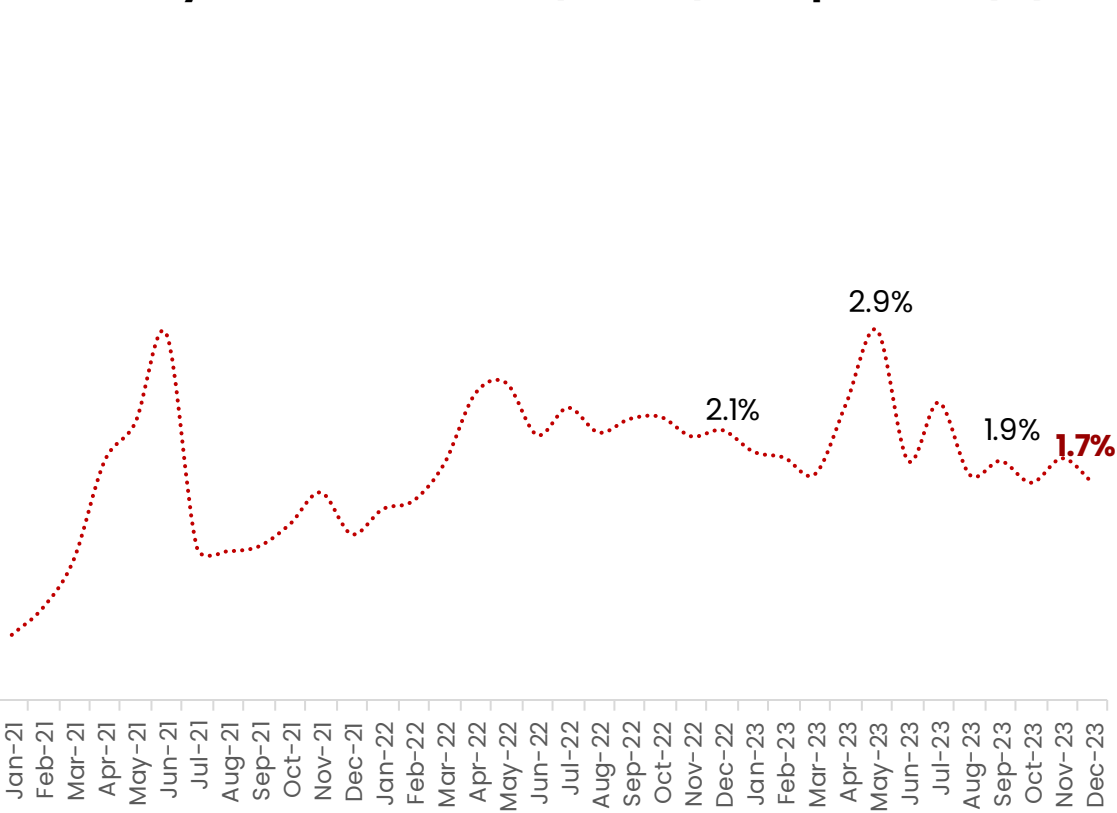


Portfolio balance and customer base

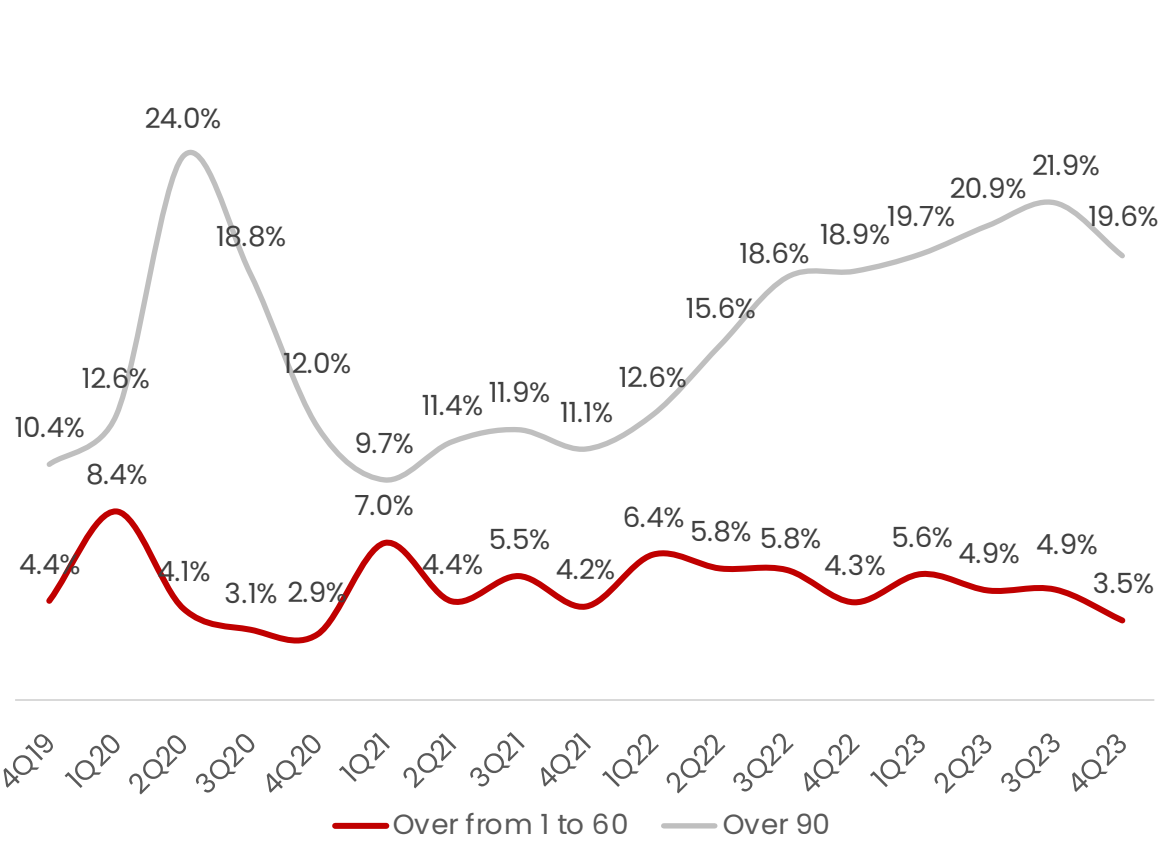


Continuity of lower NPL formation (nominal), with sequential Over90 reduction

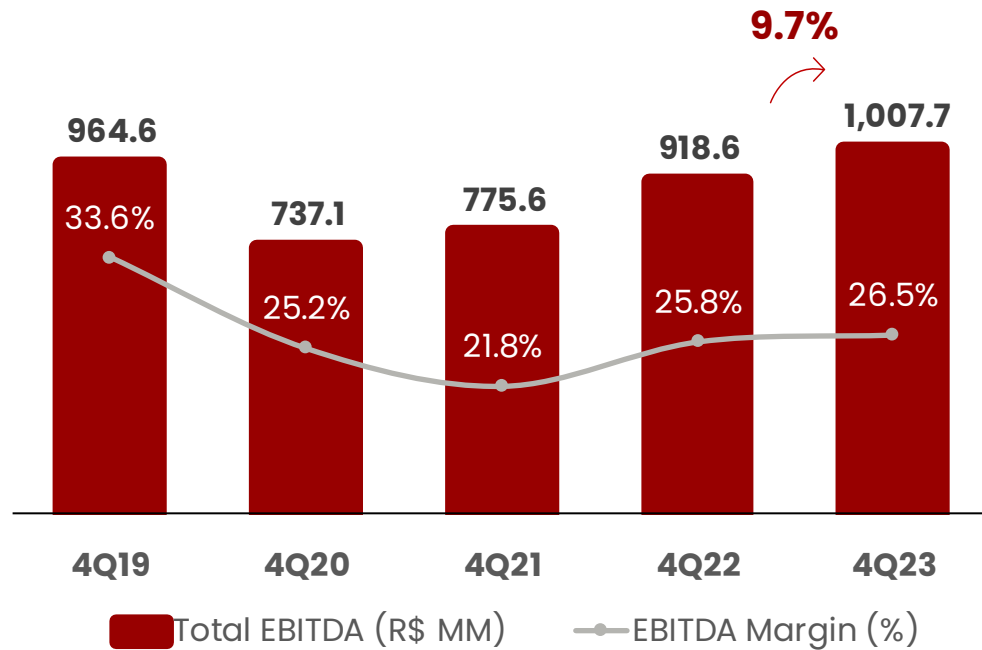
Monthly NPL 90 formation (R\$ MM) over portfolio (%)



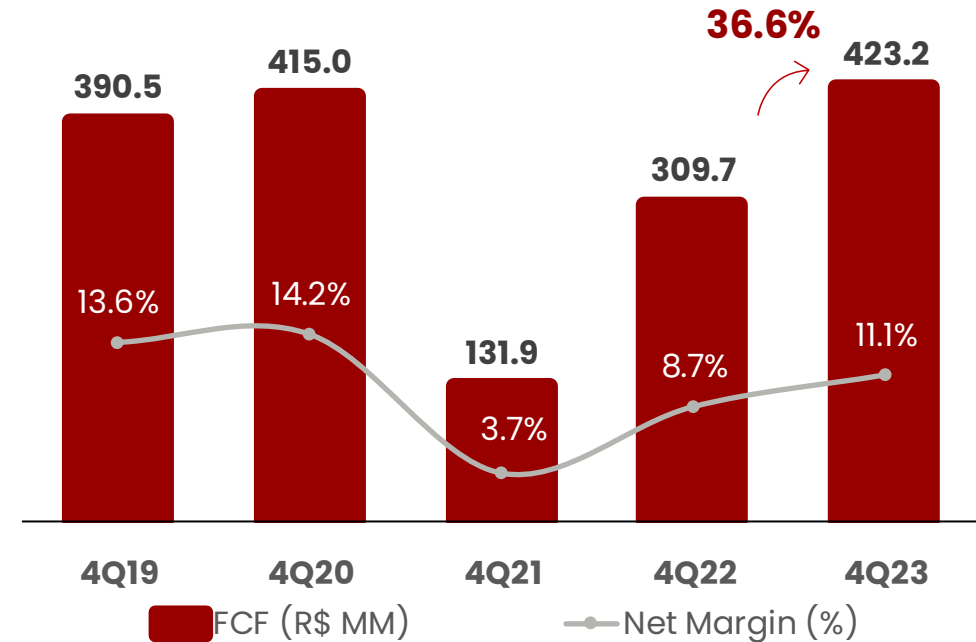
% Overdues by category: portfolio up to 360 days



Evolution in Total EBITDA Margin, with record FCF for a 4Q



- Improvement in retail and in Realize
- Additional SP DC costs (~R\$ 38MM or 1p.p.)



- Operational improvement
- Working capital management



We start 2024 aware of the external challenges, but stronger, confident and convinced of our ability to enchant customers and gain market share, generating value for our shareholders, employees and consumers

Questions and answers



For questions via **audio**, **raise your hand** to join the queue.

When announced, a **request to activate your microphone** will appear on the screen, please activate your microphone to ask questions.

Please note that all questions should be **made at once**.

If you prefer, **write your question** directly in the **Q&A** icon.

It is **mandatory** to identify yourself with your **name** and **company** to ask questions.

Legal Notice

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All variations and totals as well as roundings presented herein are calculated on the basis of numbers in thousands of Reals.

