

# 4Q22 AND 2022 RESULTS

## LOJAS RENNER S.A.



CAMICADO

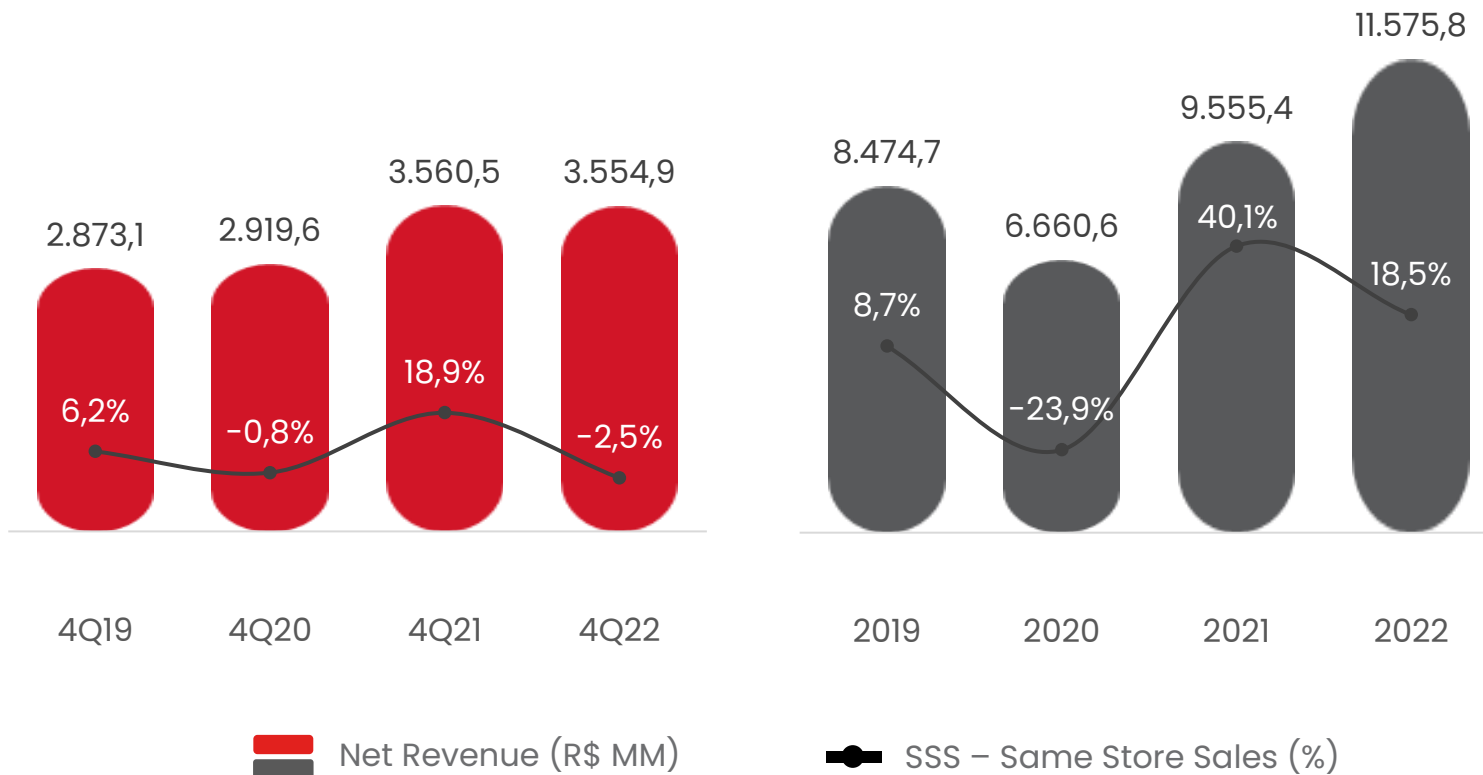
youcom

realize

repassa



# Net revenue from retailing with good growth vs 2021 and market share gain



**-0.2%**  
versus 4Q21

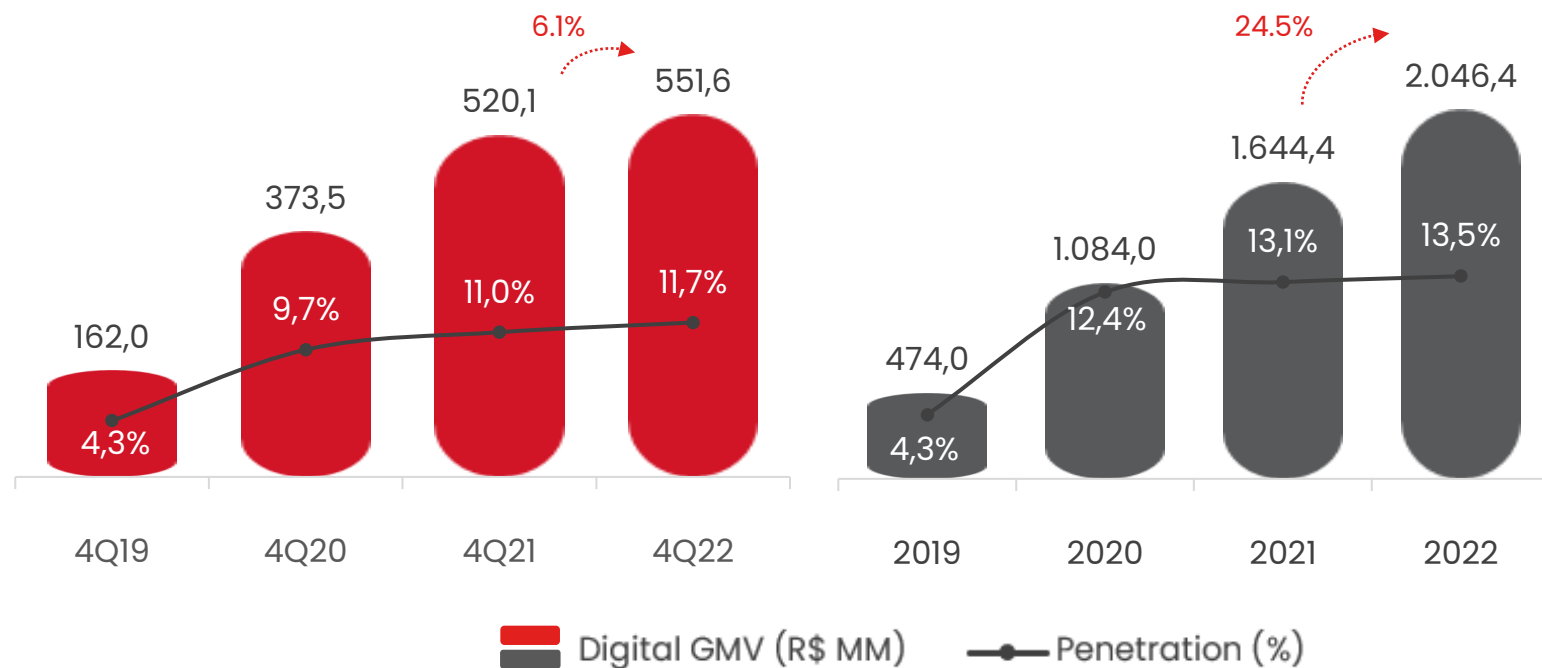
**+21.1%**  
versus 2021

**+23.2%**  
versus 4Q19

**+36.6%**  
versus 2019

- Gain in market share (+7p.p. vs PMC-IBGE)
- 1H: sales driven by an early and rigorous winter and the need to renew wardrobe
- 2H: colder than normal temperatures, elections, FIFA World Cup and a more challenging macro-economic environment

# Digital GMV: consistent growth with more profitability

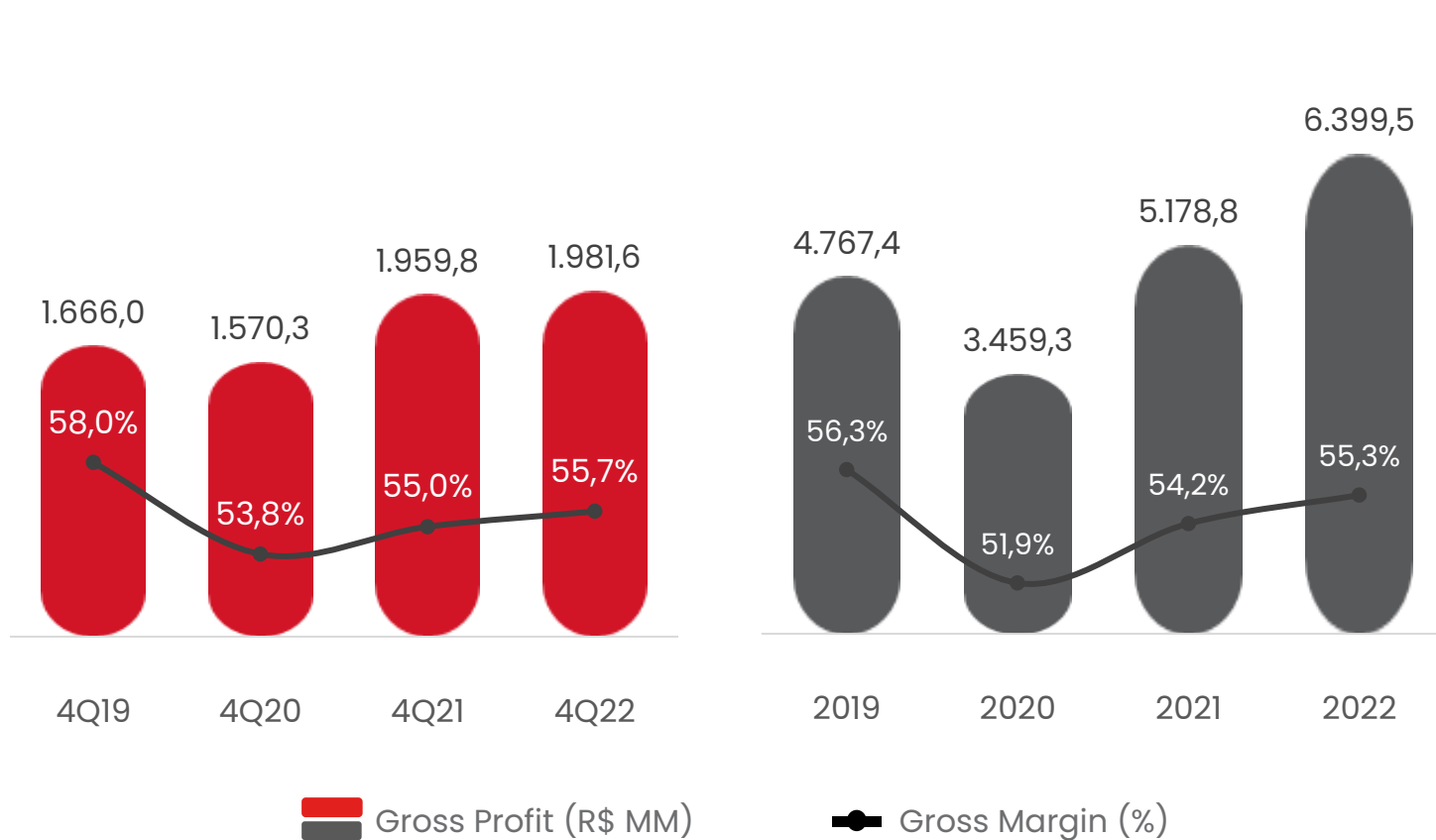


**New channels:** Marketplaces, Renner Favorites, B2B and Whatsapp, represented **23%** of the Digital GMV

**Marketplaces** reached 8.5% of the Digital GMV and ~860 active sellers

**Brazilian retailer with the largest number of followers** in the social networks and at the top of Instagram and Tiktok

# Evolution of **Gross Margin** and **Markdowns** at their historically lowest levels

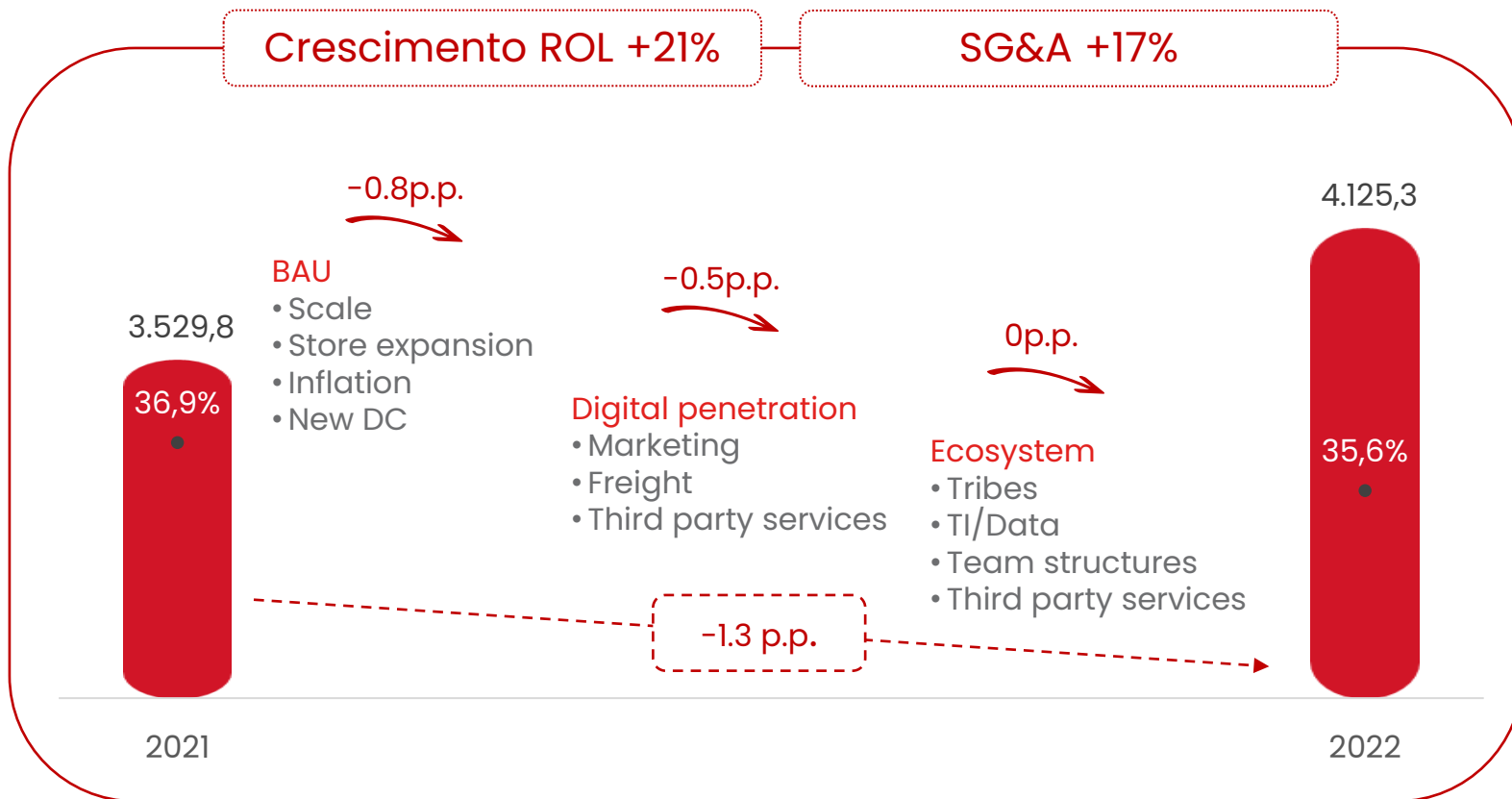


**+0.7p.p.**  
in Margin  
versus 4Q21

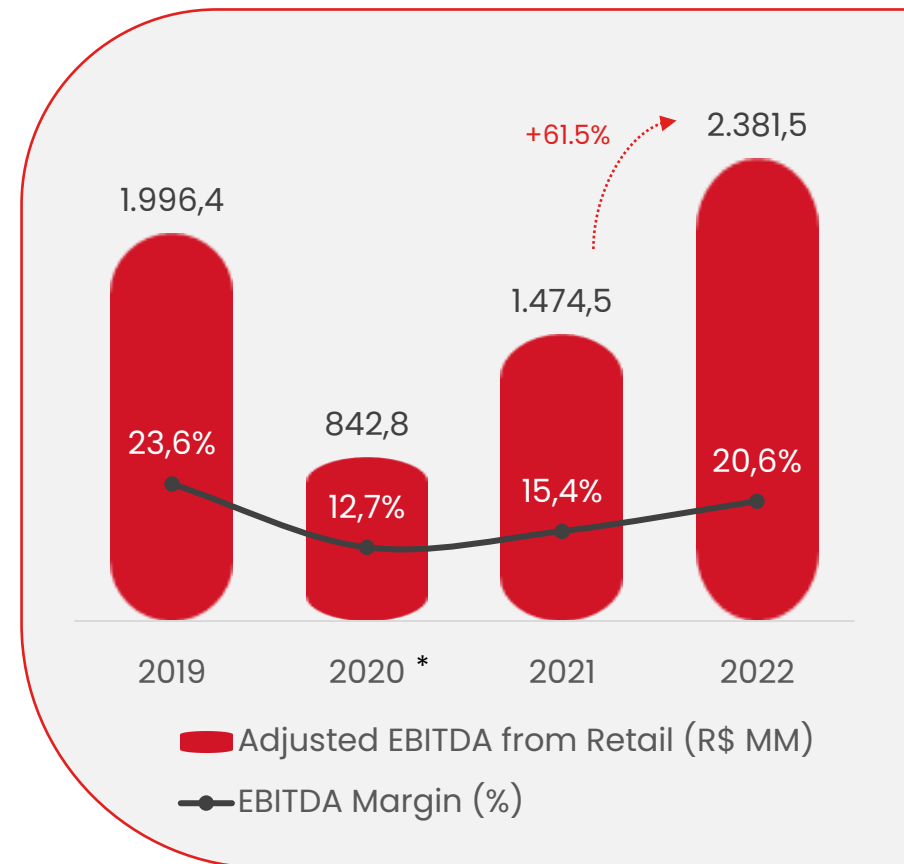
**+1.1p.p.**  
in Margin  
versus 2021

- Recuperation of gross margin at all the businesses
- Better inventory turnover
- +5.1 p.p. at Camicado: improvement in importation processes, management of pricing and markdowns
- Inventory levels slightly higher than expected but stable in days vs 2021

# Operating Expenses: continuous improvement due to **gains in scale and efficiency** in the operations

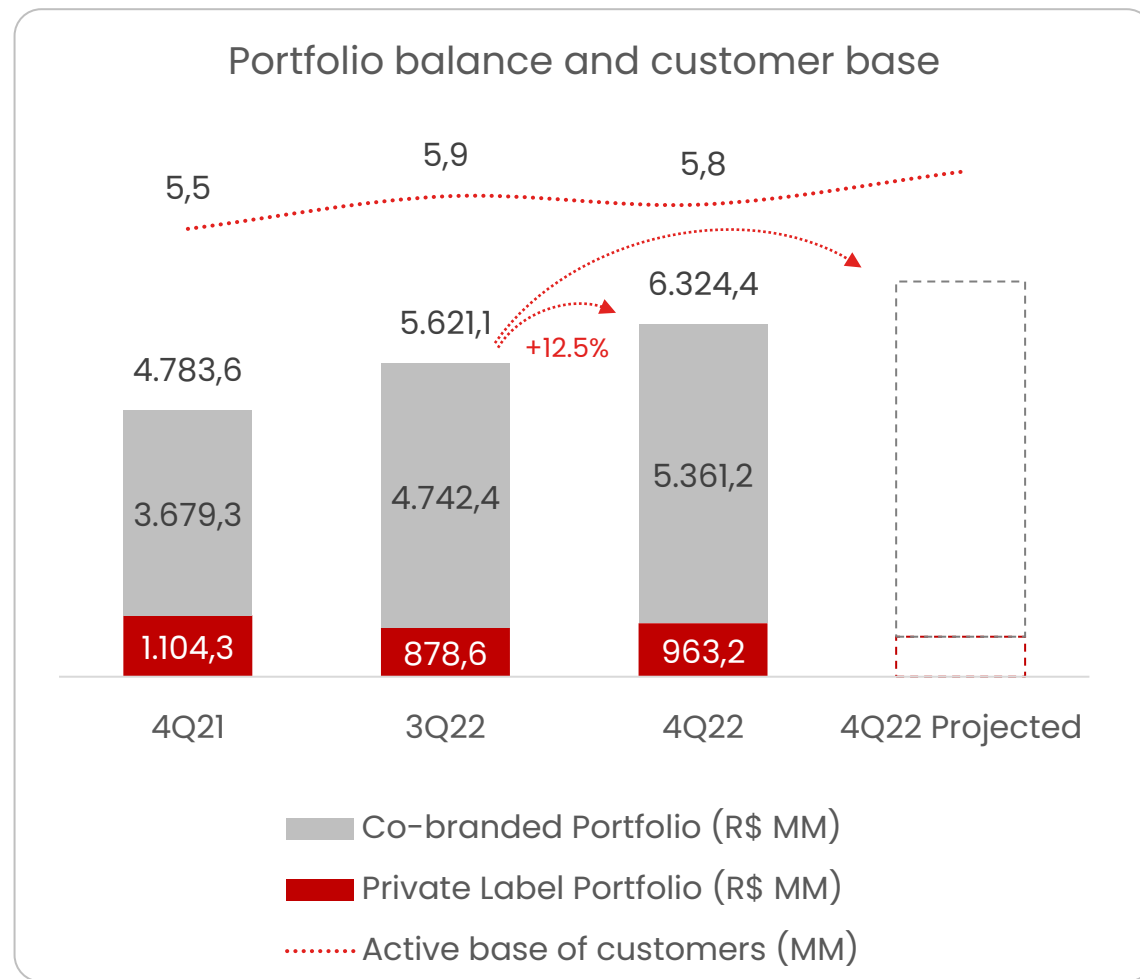
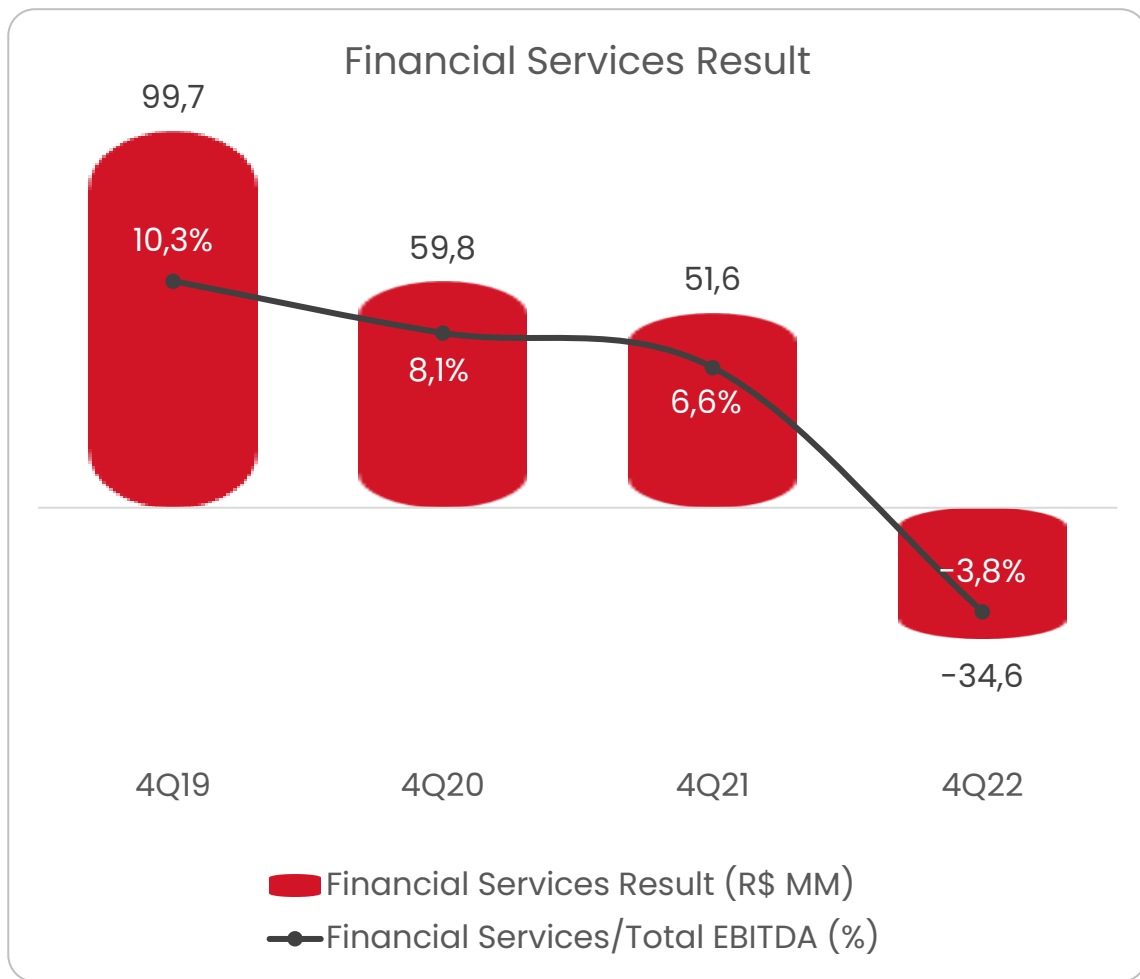


**SG&A post-IFRS 16**  
**% of NOR**



\*EBITDA Ex-pisco. 2020 benefited from the booking of a tax credit relative to the successful legal action in relation to the exclusion of ICMS from the PIS/COFINS calculation base of the order of R\$ 735.4 million net of legal fees. The total amount reported was R\$ 1,578.3 MM.

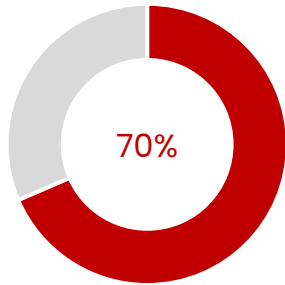
4Q result impacted by a **scenario of increased delinquency**, with lower sequential growth of the portfolio



# Measures adopted since March have reflected in **lower risk of approvals and a better quality of new cohorts**

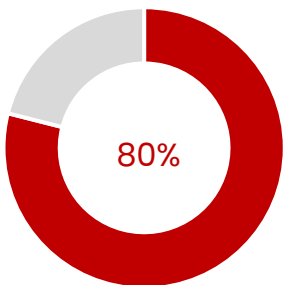
## Active base (Dec/22)

Co-branded



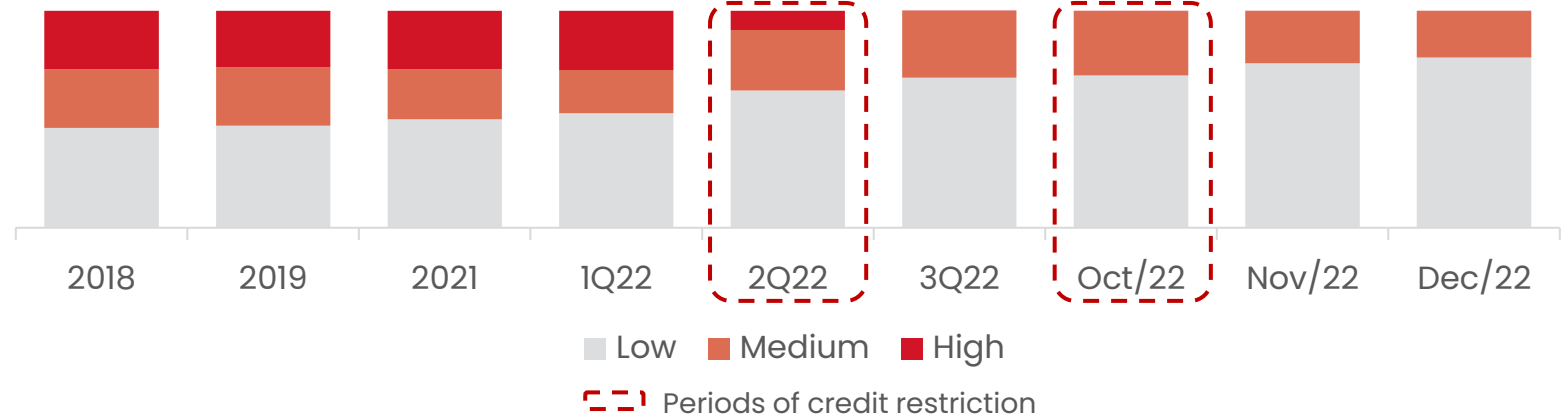
## Total Limit

Co-branded

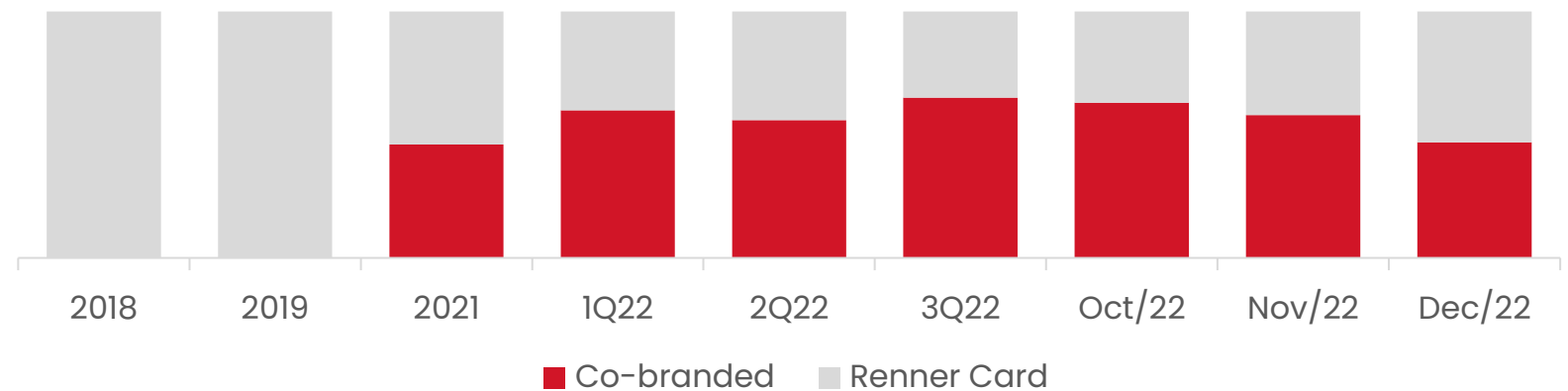


- Private Label Migration
- Concession

## Approvals per Risk Profile

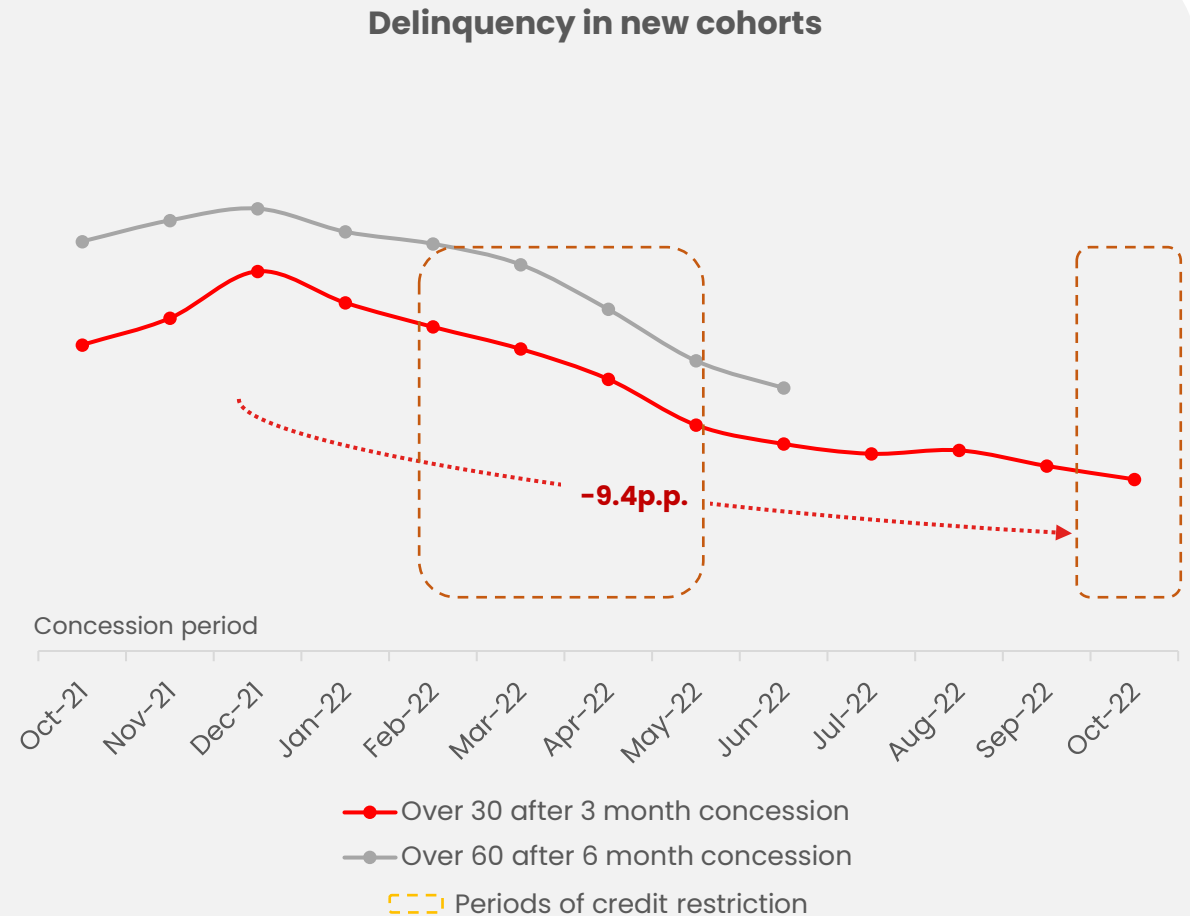
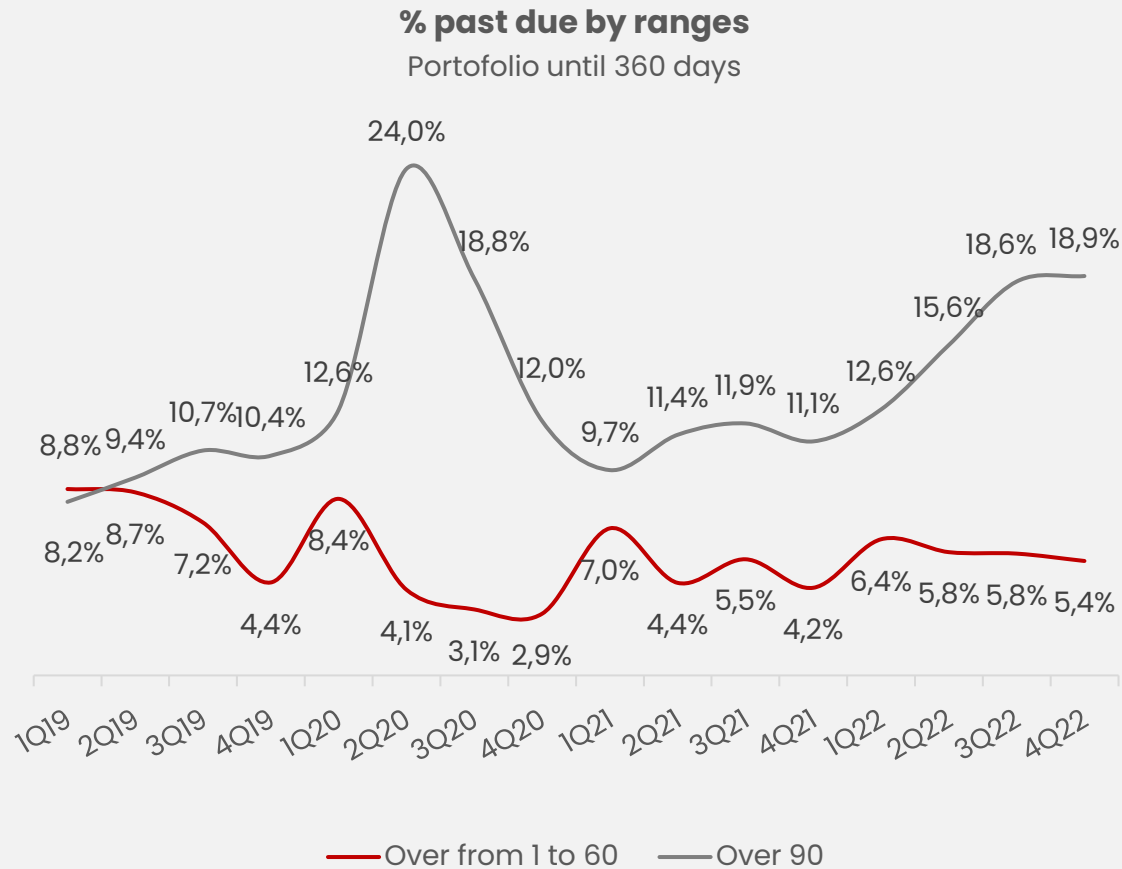


## Approvals per Product

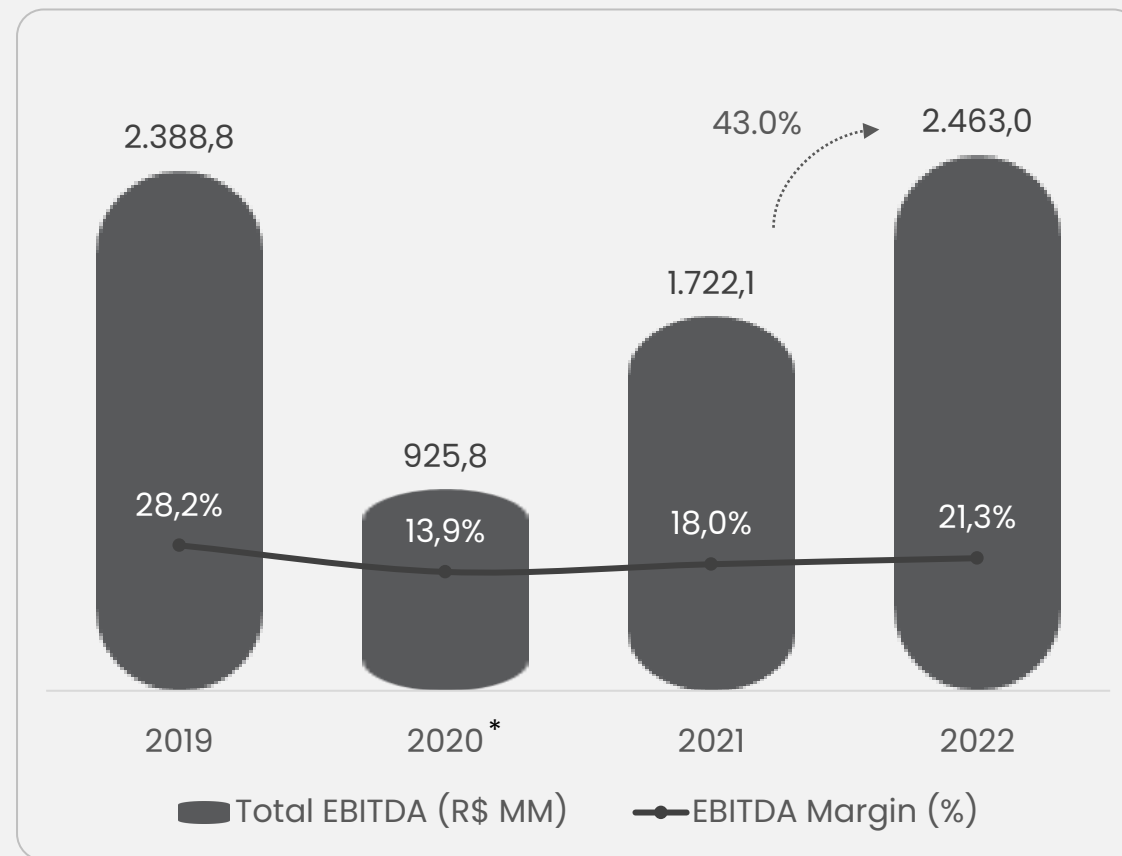
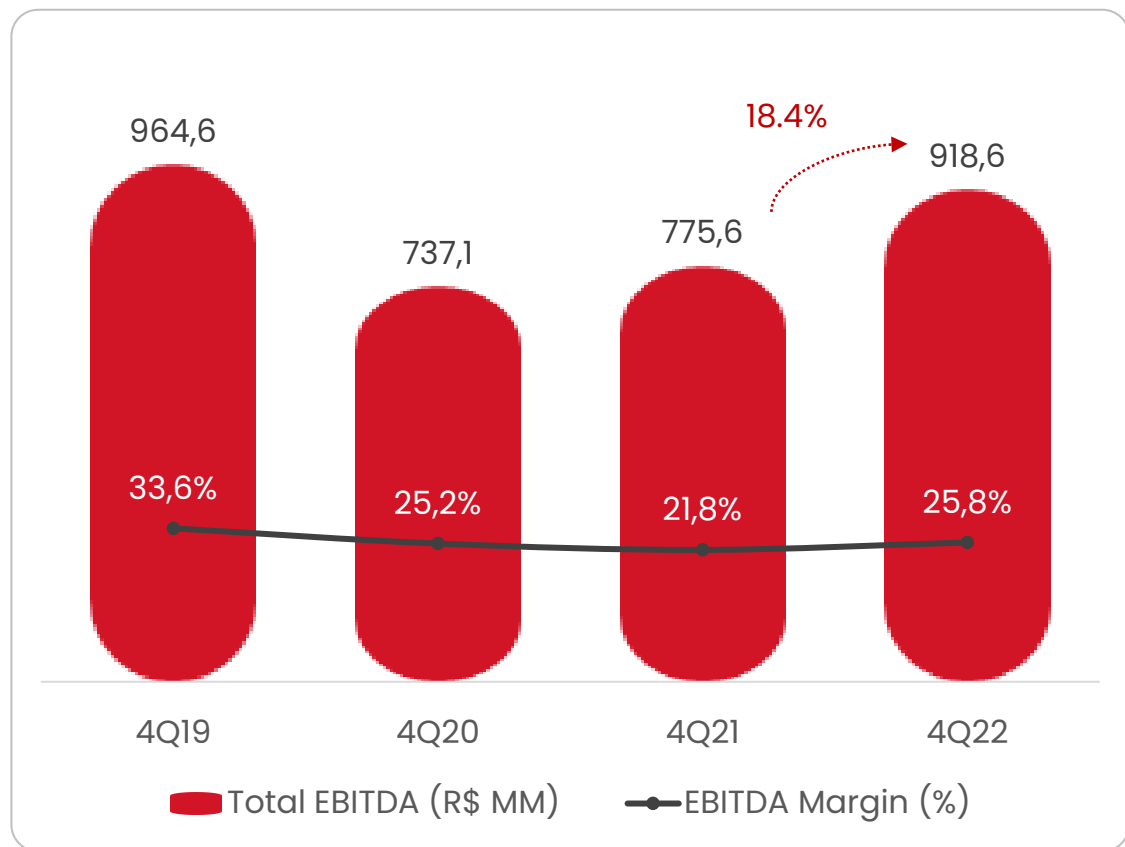


Volum of Approvals 3Q21 vs 3Q22: -18%  
 Volum of Approvals 4Q21 vs 4Q22: -52%

# Levels of high delinquency, reflecting in a macroeconomic scenario of greater household debt, but with an **improvement in recent cohorts**



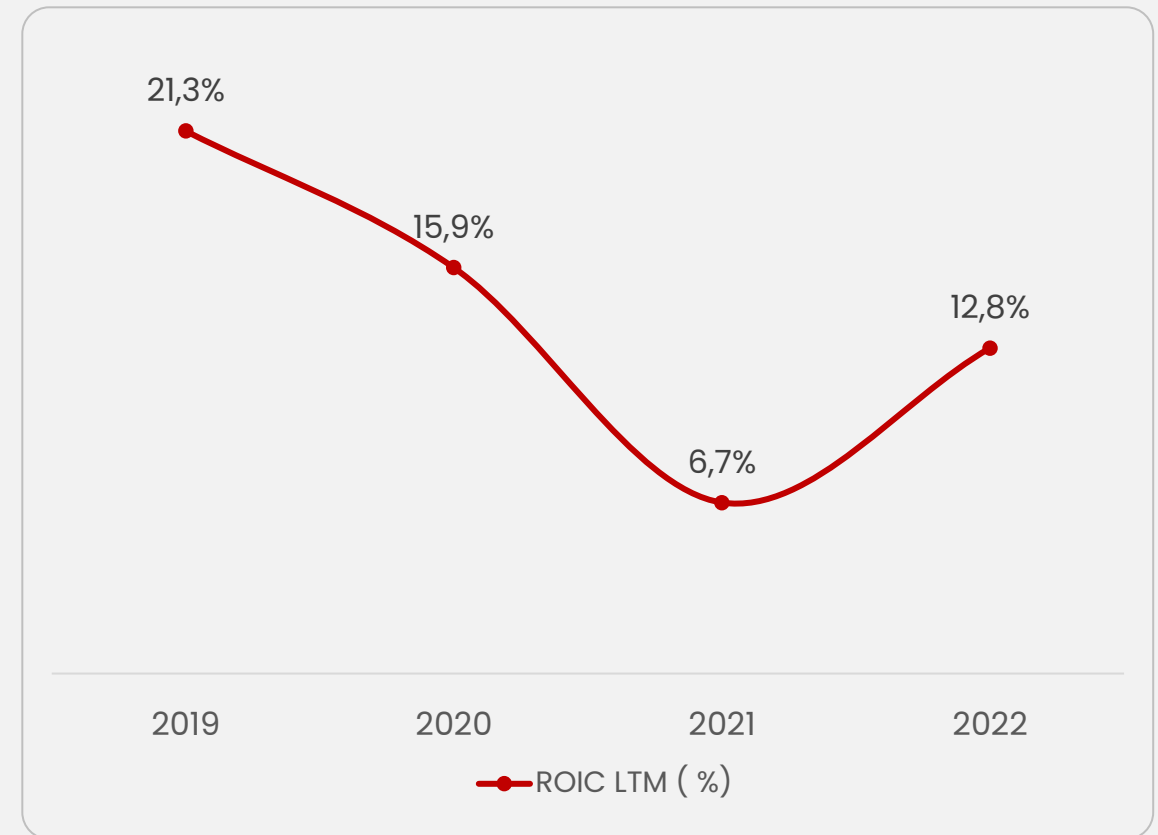
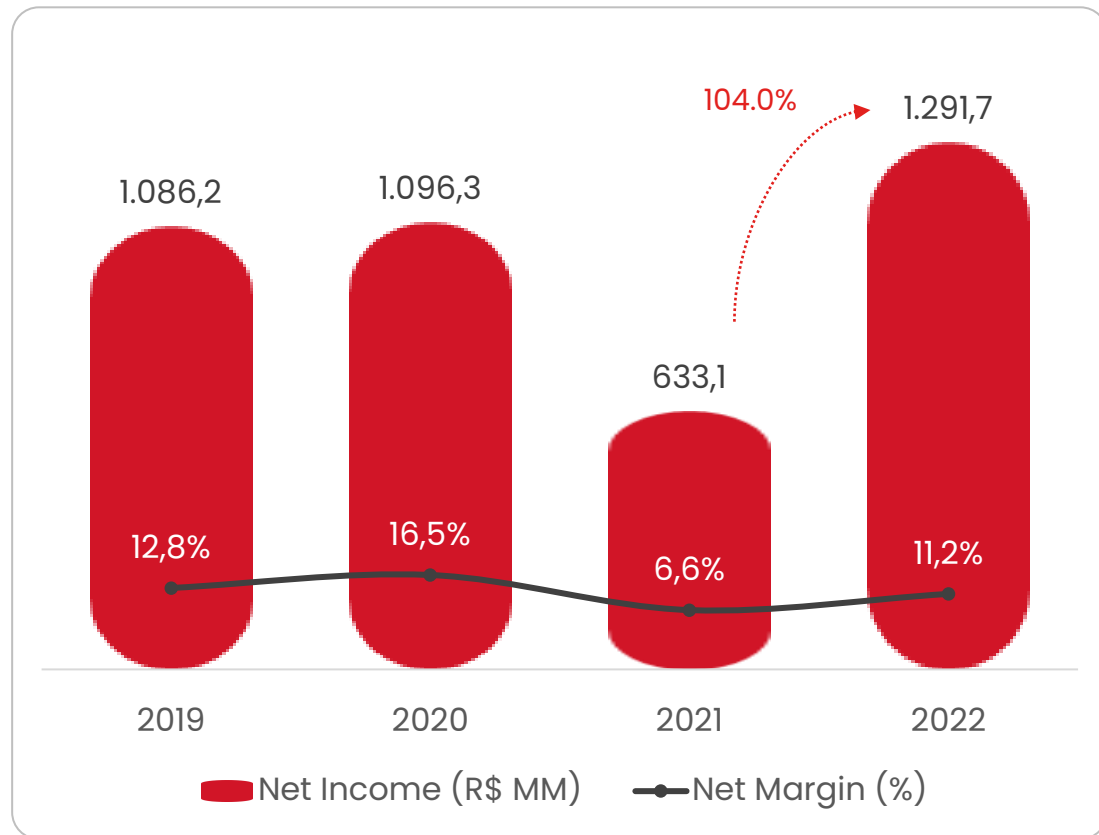
# Total Adjusted EBITDA with growth of 43% in the year



\*EBITDA Ex-pisco. In 2020, a total of R\$ 735.4 MM was booked in the Total EBITDA with respect to tax credits from the successful action relating to the PIS/COFINS tax calculation. The total amount reported was R\$ 1,661.3 MM.

# Record Net Profit

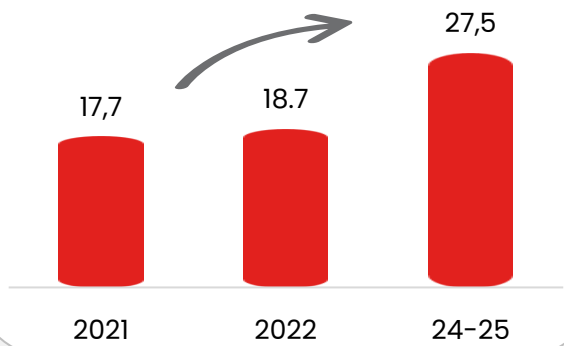
double versus 2021 and strong recovery in ROIC



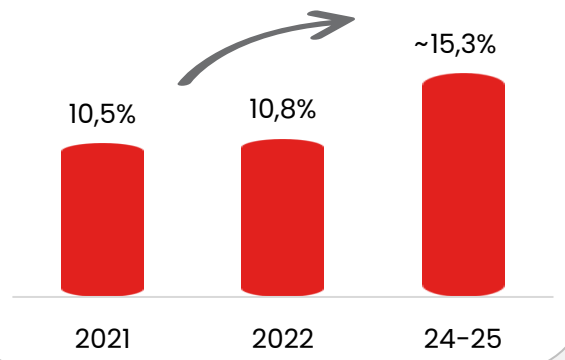
In 2020, the Company reported a Net Profit worth R\$ 1,036.9 MM, a reflection of tax credit from the PIS/COFINS legal action.

We advanced in the development of the **Ecosystem**, and there is still much more to come...

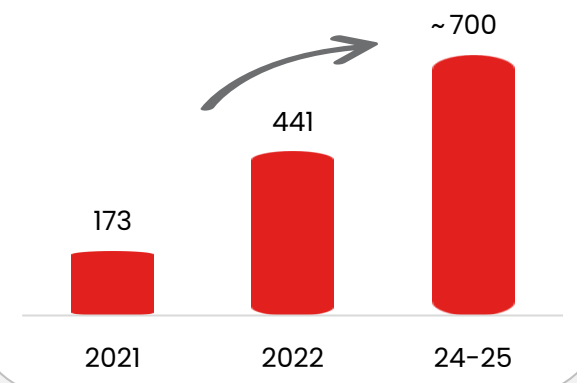
**Ecosystem Active Customers (MM)**



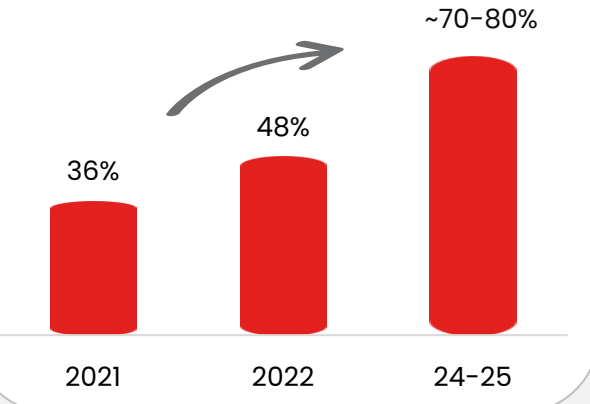
**Omni customer base**



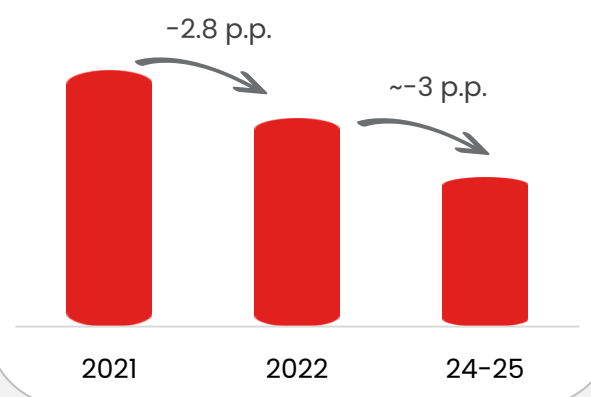
**Digital Assortment (k)**



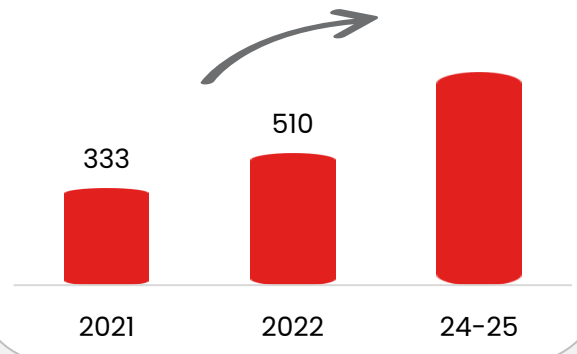
**D+2 Deliveries**



**CAC / Digital Sales**

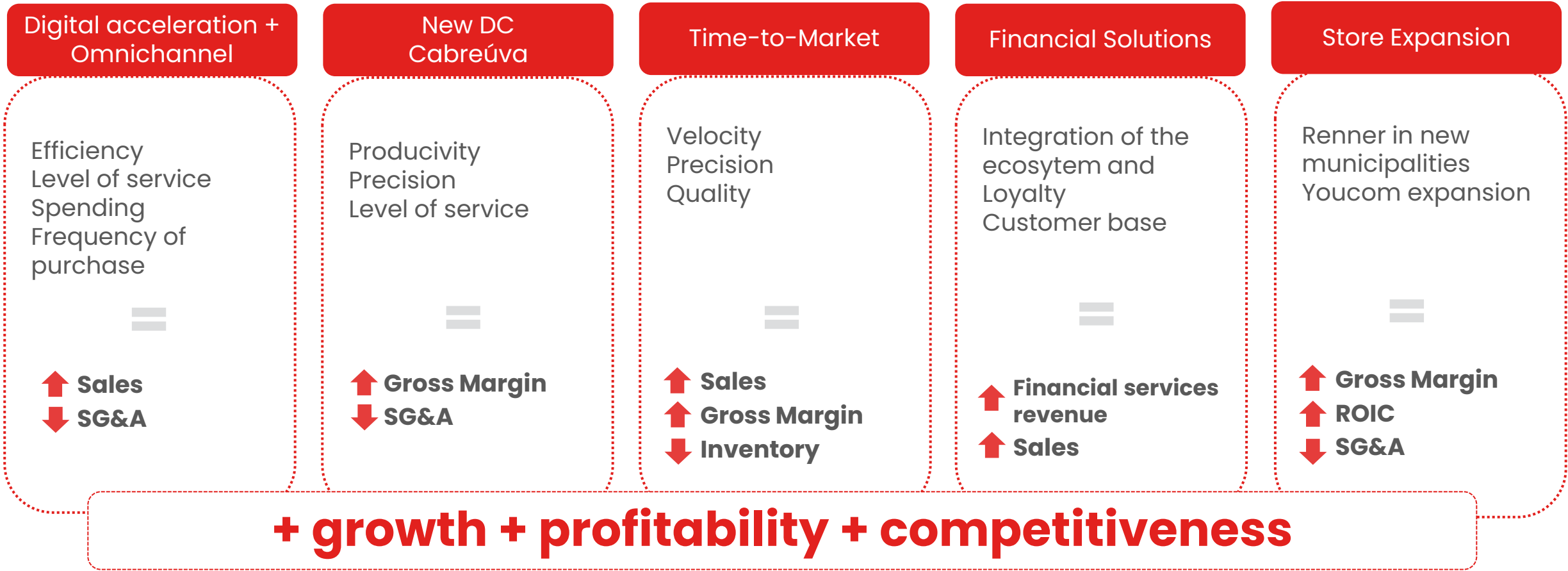


**Service Revenues at Realize (MM)**

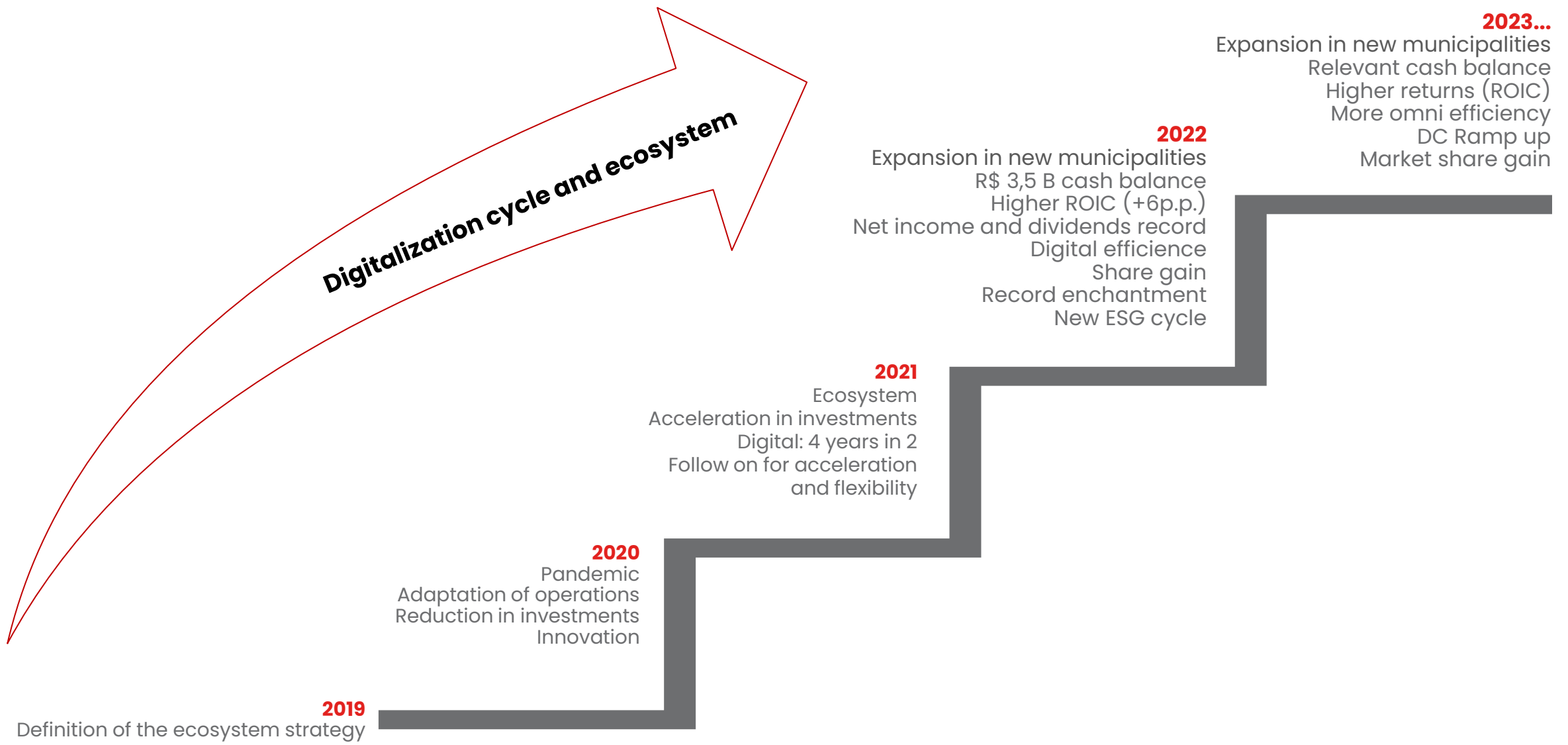


# Strategic priorities

aimed at opportunities for accelerating growth and creation of value through differentiation and focus on the consumer



And so we move forward to 2023! More prepared and convinced of the continuity in the evolution of our **competitiveness with more profitability**



**Investor Day**

**Save the date**

May 04, 2023



# Questions and Answers

For live questions via **audio**, raise your hand to join the line. On being announced, a request to **activate your microphone** will appear on the screen, upon which you should activate your microphone to ask the questions. Please note that all questions should be made at one time.



**Raise Hand**

Or should you prefer, **write** your question directly in the Q&A icon to be found on the lower part of the screen tela.



**Q&A**

## Legal Notice

*The forward-looking statements contained in this document relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of Lojas Renner S.A. and are merely projections and, as such, are based exclusively on the expectations of the Company's management concerning the future of the business. Such forward-looking statements depend substantially on changes in market conditions, the performance of the Brazilian economy, the sector and the international markets and are therefore subject to change without prior notice.*

*All variations presented herein are calculated on the basis of numbers in thousands of Reais as well as those numbers which have been rounded.*