

RESTOQUE^{SA}

RELEASE | 2Q2021



LE LIS BLANC



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JOHN  JOHN

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 INDIVIDUAL

**RESULTS OF
CONFERENCE CALL****DATE:**

AUGUST 16, 2021

TIME:

10:00 AM (BRASÍLIA)

09:00 (US-EDT)

JOIN CALL**CONNECTION PHONE:**

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SÃO PAULO, BRAZIL, AUGUST 13, 2021. **RESTOQUE COMÉRCIO E CONFECÇÕES DE ROUPAS S.A.** (“COMPANY”; B3:LLIS3), A COMPANY IN THE HIGH-END CLOTHES AND ACCESSORIES SEGMENT IN BRAZIL, HEREBY PRESENTS ITS RESULTS FOR THE SECOND QUARTER OF 2021 (2Q21), PURSUANT TO THE INTERNATIONAL ACCOUNTING STANDARDS (IFRS). THE COMPARISONS REFER TO THE SECOND QUARTER OF 2020 (2Q20), OR AS STATED.



HIGHLIGHTS



FINANCIAL

- NET REVENUE GROWTH OF 333% COMPARED TO 2Q20 ADJUSTED;
- GAIN OF 5 P.P. IN GROSS MARGIN AND GROWTH OF 374% VERSUS ADJUSTED 2Q20;
- IN SG&A, A REDUCTION OF 48,3 P.P. (% NOR) COMPARED TO 2Q20 ADJUSTED AND REDUCTION OF 5 P.P. (% NOR) VERSUS ADJUSTED 2Q19;
- EBITDA OF R\$12 MILLION IN 2Q21, HIGHER BY R\$30 MILLION VERSUS ADJUSTED 2Q20;

OPERATIONS

- AWARDED WITH THE RA 1000 SEAL FOR THE JOHN JOHN BRAND OF THE “RECLAME AQUI” PORTAL. ALL ELIGIBLE BRANDS ARE NOW HOLDERS OF THE SEAL.
- A DECREASE OF R\$111 MILLION IN STOCK COMPARED TO THE SAME PERIOD OF 2020, REPRESENTING A 27% DECREASE;
- REDUCTION OF EXCESS INVENTORIES FROM THE WINTER COLLECTION BY 50% COMPARED TO 2019;
- INCREASED SELL-THRU OF THE WINTER COLLECTION BY 23% COMPARED TO 2019;

B2C CHANNEL

- DIGITAL SALES DOUBLED IN 2Q21, REACHING R\$44 MILLION VERSUS R\$22 MILLION IN 2Q20, AN INCREASE OF 113% AND +258% COMPARED TO 2Q19, REPRESENTING 25% OF SALES IN THE B2C CHANNEL IN THE PERIOD;
- DIGITAL SALES IN THE FIRST 6 MONTHS OF 2021 (6M21) REACHED LEVELS OF R\$ 80 MILLION, SURPASSING THE FULL YEAR OF 2020, A PERIOD IN WHICH OUR SALES REVENUE WAS R\$79 MILLION;
- THE *SHIP FROM STORE* OPERATION WAS ENABLED IN 88% OF OUR PHYSICAL STORES, BRINGING MORE STOCK VISIBILITY TO E-COMMERCE;
- WE GREW 631% IN OMNICHANNEL SALES IN 2Q21 AND 343% IN 6M21;
- WE GREW +170% IN 2Q21 IN WHATSAPP SALES AND +456% IN SALES BY SELLER COUPON, REPRESENTING 50% OF DIGITAL SALES IN THE PERIOD (28% IN 2Q20);
- SALES IN PHYSICAL STORES WERE 511% HIGHER IN 2Q21 VERSUS 2Q20, +49% IN 6M21 VERSUS THE PERIOD OF THE FIRST SIX MONTHS OF 2020 (6M20);

B2B CHANNEL

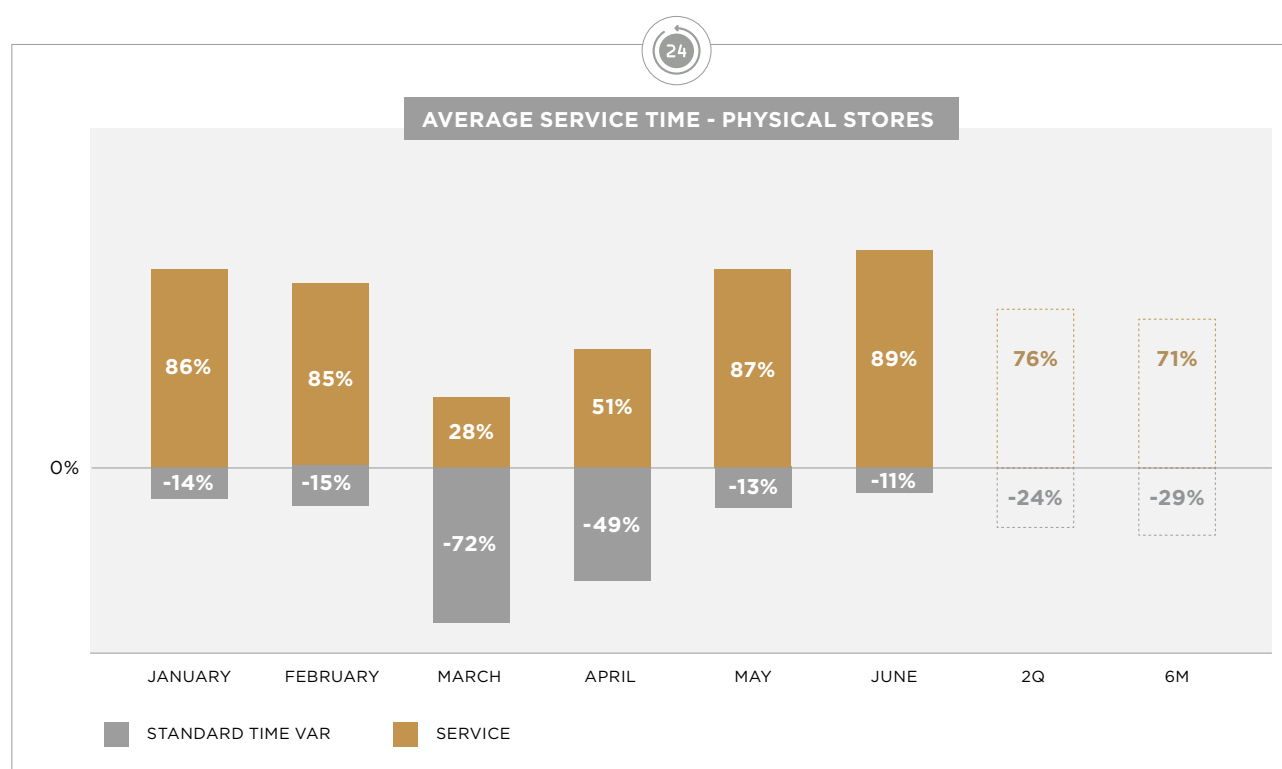
- 661% GROWTH IN 2Q21 COMPARED TO THE SAME PERIOD IN 2020, B2B WAS THE CHANNEL WITH THE HIGHEST GROWTH IN THE COMPANY. 751% GROWTH IN PHYSICAL B2B AND 421% IN DIGITAL B2B IN 2Q21;
- IN 6M21, THE B2B CHANNEL GREW 49%, HAVING AS MAIN LEVERAGE THE DIGITAL SALES, WITH AN INCREASE OF R\$16 MILLION.



RESULTS



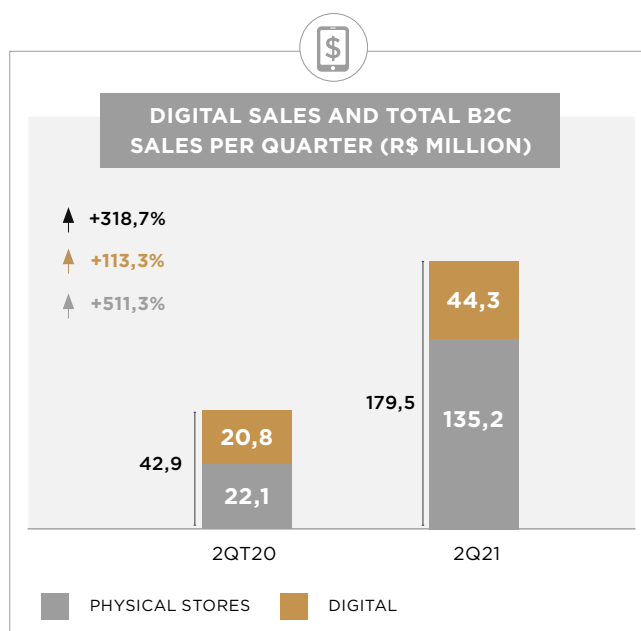
THE GRADUAL REOPENING OF TRADE THROUGHOUT BRAZIL MARKED THE SECOND QUARTER OF 2021. WITH THE LESSONS LEARNED FROM THE FIRST WAVE OF THE PANDEMIC, WE REESTABLISHED THE OPERATION OF PHYSICAL STORES WITH A FOCUS ON PRODUCT TURNOVER AT FULL PRICE. WITH GREATER MATURITY AND REACTION POWER, WE QUICKLY REESTABLISHED THE NORMAL OPERATION OF OUR PHYSICAL STORES WITH A FOCUS ON PRODUCT TURNOVER AT FULL PRICE. ALSO AT THE END OF APRIL AND DURING THE MONTH OF MAY (MOTHER'S DAY), THE PHYSICAL STORES PERFORMED AT THE SAME STANDARDS AS IN 2019 (NORMAL YEAR, WITHOUT PANDEMIC EFFECTS), ACHIEVING A +4% SSS EVEN WHEN OPERATING IN 87% OF THE TOTAL STANDARD TIME.



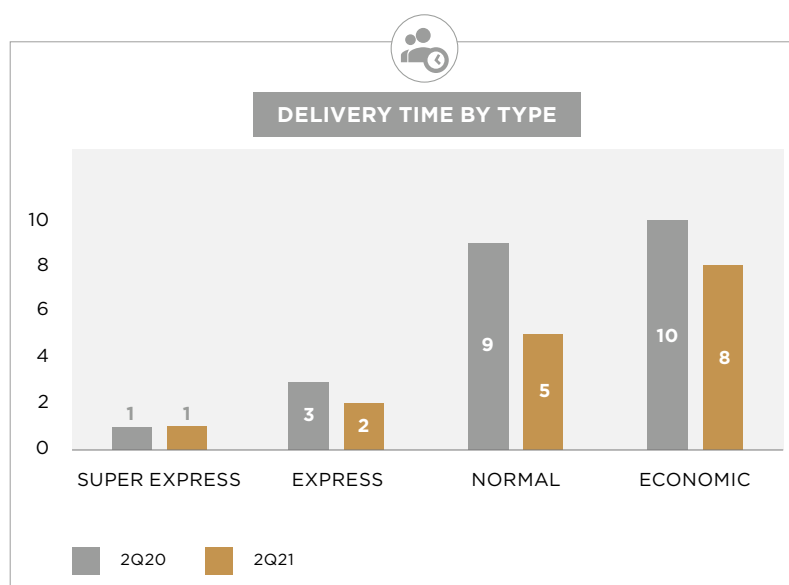
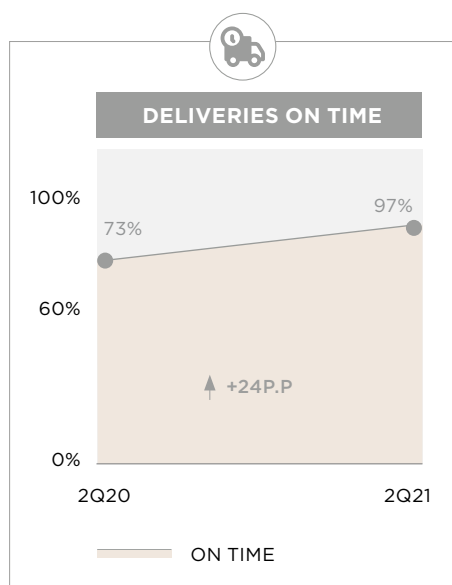
CHANNEL INTEGRATION

ONCE AGAIN, THE DIGITAL CHANNEL CONTINUES TO GROW AT TRIPLE DIGITS, REACHING R\$44 MILLION IN SALES IN 2Q21 VERSUS R\$21 MILLION IN 2Q20, AN INCREASE OF 113% REPRESENTING 25% OF SALES IN THE B2C CHANNEL IN THE PERIOD. AS A RESULT, DIGITAL SALES IN THE FIRST SIX MONTHS OF 2021 SURPASSED THE SALES FOR THE FULL YEAR OF 2020, WHICH BRINGS THE PROSPECT OF DOUBLING THE CHANNEL RESULTS WITHIN A YEAR.

CONFIRMING OUR GROWTH PERFORMANCE, IN PERIODS WITH LESS SERVICE RESTRICTIONS SUCH AS JULY AND AUGUST 2021, WE NOTICED THE RECOVERY TREND AND PROJECTED TO END THE PERIOD IN THE B2C CHANNEL WITH SSS +1% COMPARED TO THE SAME PERIOD IN 2019.



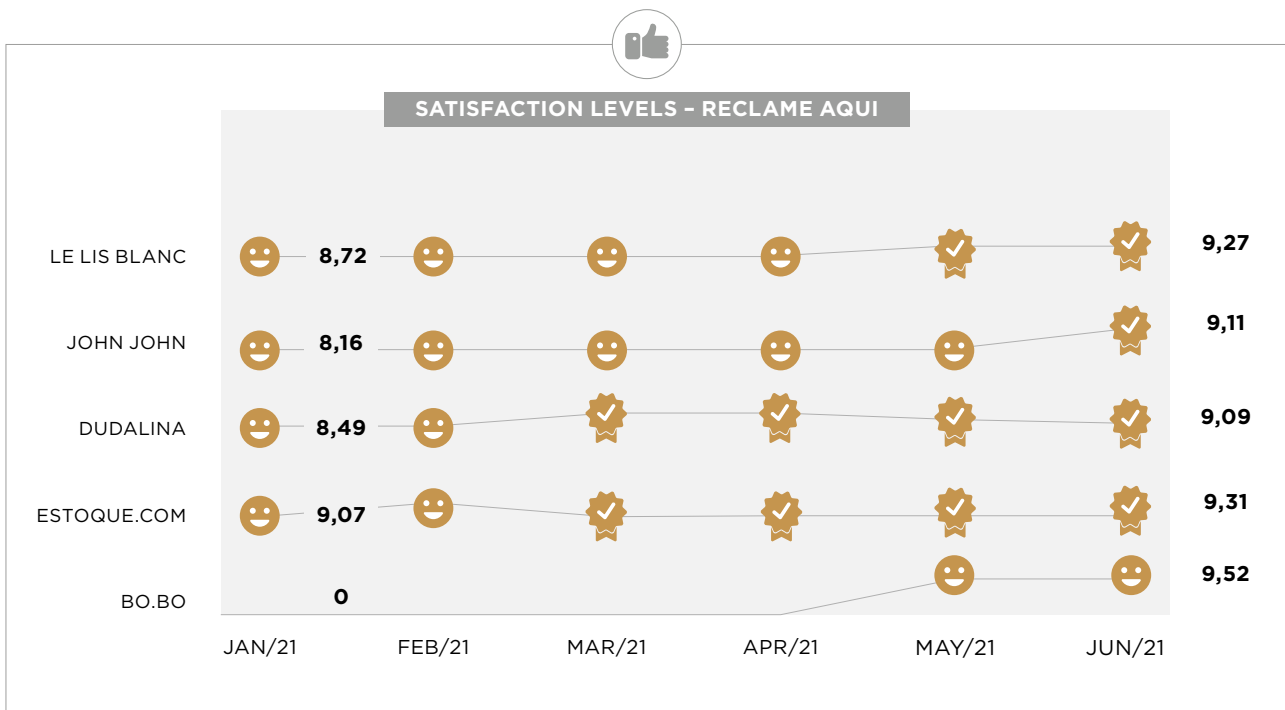
AS WE CONTINUE IMPROVING THE DIGITAL PLATFORMS AND STRENGTHENING INTERNAL ENGAGEMENT BETWEEN SALES CHANNELS, WE SAW THE SHIP FROM STORE OPERATION GROW 631% IN 2Q21 COMPARED TO 2Q20, WHILE WE HAD A GROWTH OF 170% IN WHATSAPP SALES AND 456% IN SALES PER SELLER COUPON IN THE SAME PERIOD, REPRESENTING 50% OF DIGITAL SALES (28% IN 2Q20).

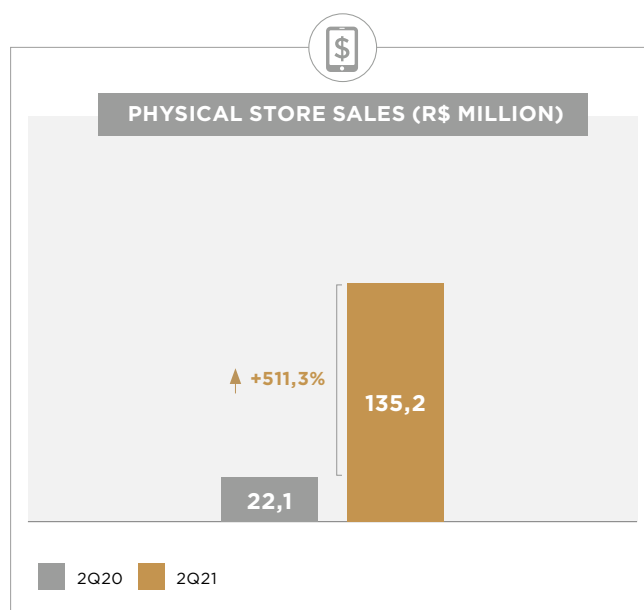


WITH A TOTAL FOCUS ON CUSTOMER EXPERIENCE AND ON THE SEARCH FOR THE HIGHEST SERVICE LEVEL, WE ALSO ADVANCED IN KEY INDICATORS FOR THE DIGITAL CHANNEL. AMONG THE ORDERS INVOICED FROM APRIL TO JUNE, 97% WERE DELIVERED ON TIME, AN EVOLUTION OF 24 P.P. COMPARED TO 2Q20.

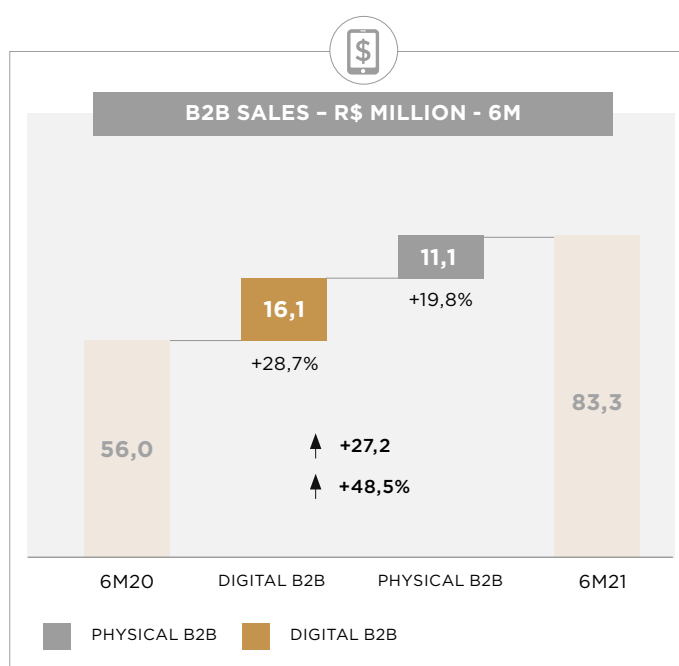
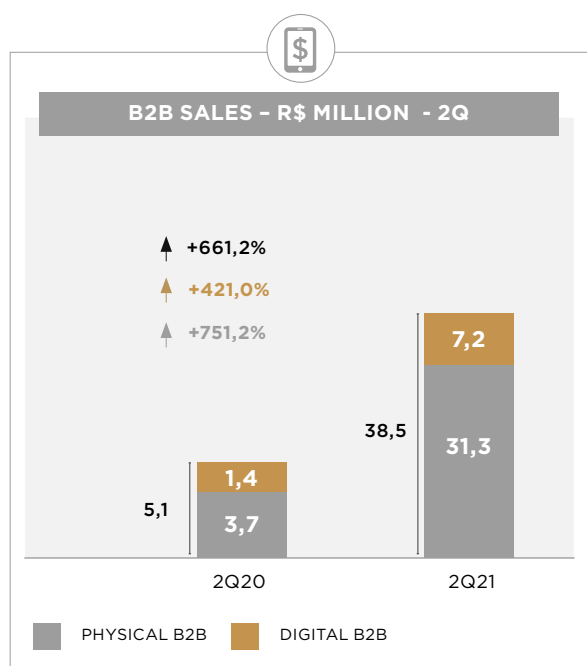
IN UNDERSTANDING THAT THE DELIVERY TIME IS A DECISIVE FACTOR WHEN PURCHASING THROUGH ONLINE PLATFORMS, WE OFFER SEVERAL DELIVERY OPTIONS TO OUR CUSTOMERS, FROM SUPER EXPRESS (DELIVERY IN 1 DAY) TO ECONOMIC (LONGER DELIVERY TIMES AND LOWER PRICES). IN THE CONTINUOUS SEARCH TO BRING OUR CUSTOMERS CLOSER TO OUR PRODUCTS, WE ACHIEVED A SIGNIFICANT EVOLUTION IN ALL MODES WITH SHORTER DELIVERY TIMES IN THE 2Q21 WHEN COMPARED TO 2Q20.

FOR THE THIRD QUARTER IN A ROW, WE WERE AWARDED AN ADDITIONAL RA 1000 SEAL, A SERVICE EXCELLENCE SEAL GRANTED BY *RECLAME AQUI*. NOW IT WAS THE TURN OF THE JOHN JOHN BRAND TO JOIN LE LIS BLANC, DUDALINA, AND ESTOQUE.COM. CURRENTLY, ALL OF OUR BRANDS ELIGIBLE FOR THE SEAL WERE AWARDED SUCH A RECOGNITION. THE BOBÔ BRAND, DESPITE THE EXCELLENT SCORE OF 9.52, IS STILL NOT ELIGIBLE FOR THE SEAL, AS IT DOES NOT HAVE A MINIMUM OF 50 COMPLAINTS ON THE *RECLAME AQUI* PORTAL.





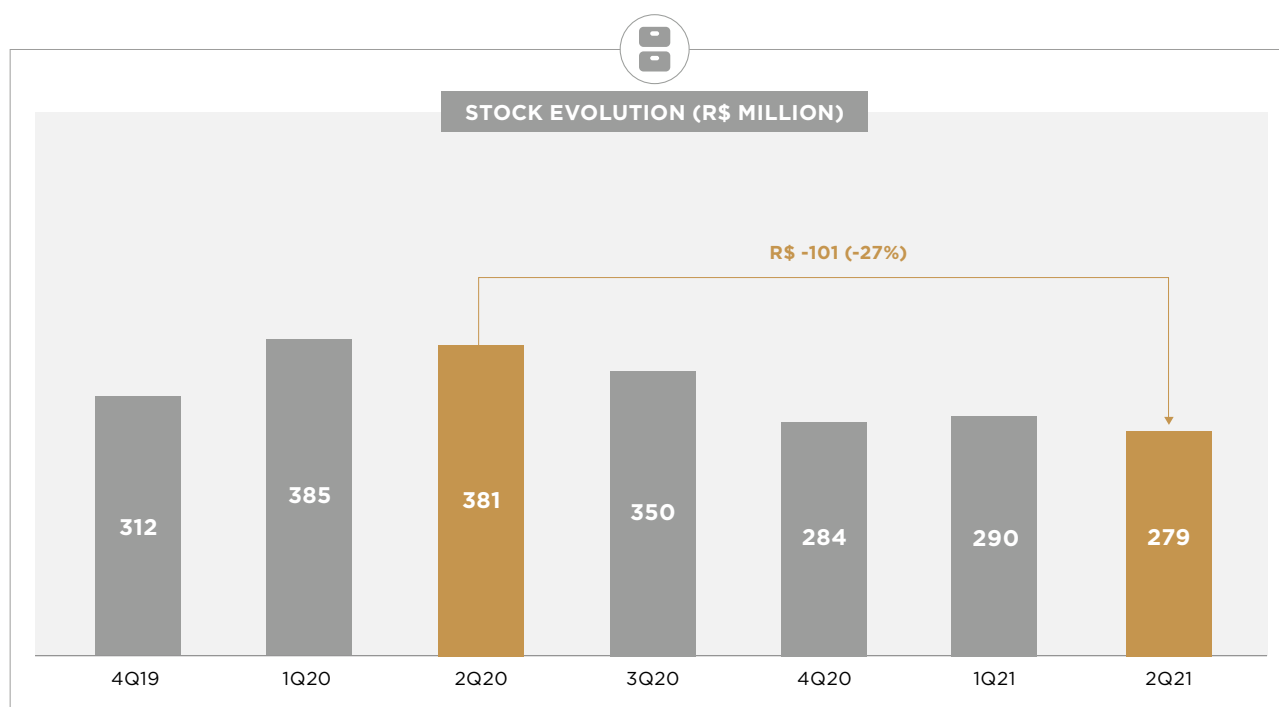
SALES IN PHYSICAL STORES WERE 511% HIGHER VERSUS 2Q20, +49% VERSUS 6M20. GREATEST HIGHLIGHT FOR THE MOTHER'S DAY MONTH (MAY) THAT, DESPITE HAVING 87% OF STORE OPEN TIME, HAD ITS B2C CHANNEL ACHIEVED A +4% SSS COMPARED TO 2019, WITH A POSITIVE PERFORMANCE IN ALL THE COMPANY'S BRANDS IN THE APPAREL SEGMENT.



THE B2B CHANNEL SHOWED THE BIGGEST RECOVERY AMONG THE CHANNELS WITH A 661% GROWTH IN 2Q21 COMPARED TO THE SAME PERIOD IN 2020, DRIVEN BY PHYSICAL B2B GROWTH OF +751% AND DIGITAL B2B GROWTH OF +421%. IN THE FIRST SIX MONTHS OF 2021, DIGITAL SALES OF THE B2B CHANNEL REPRESENTED 59% OF THE TOTAL CHANNEL GROWTH COMPARED TO THE SAME PERIOD IN 2020, WHICH CONFIRMED THE GROWTH TREND OF ASSISTED SALES WITH DIRECT INTERACTION WITH OUR CUSTOMERS.

COLLECTIONS AND STOCK MANAGEMENT

AS WE HAVE MENTIONED IN PREVIOUS RELEASES, THE INVENTORY BALANCE REPORTED IN OUR BALANCE SHEET REFLECTS THE SERIES OF MEASURES WE HAVE TAKEN OVER THE PAST QUARTERS TO OPTIMIZE FULL PRICE SELL-THRU AND GREATER CASH GENERATION. USING YEAR 2019 AS A COMPARISON, THE WINTER COLLECTION SHOWED A SELL-THRU RATE 23% HIGHER IN 2021, WITH THE LEVEL OF EXCESS INVENTORIES REDUCED BY 50%. CONSEQUENTLY, INVENTORIES REACHED A HISTORIC LOW OF THE LAST 6 YEARS WITH R\$279 MILLION, R\$101 MILLION LESS THAN THE SAME PERIOD IN 2020, A 27% REDUCTION, WITH A WORKING CAPITAL RELEASE OF R\$5 MILLION VERSUS 4Q20.



INNOVATION, TECHNOLOGY, CRM AND ARTIFICIAL INTELLIGENCE PROJECTS

WE CONCLUDED THE CHANGE IN THE TECHNOLOGY TEAM STRUCTURE IN ORDER TO WORK ORIENTED TOWARDS THE JOURNEYS. WE DEFINED SIX MAIN JOURNEYS COVERING THE COMPANY'S VALUE CHAINS: PRODUCTION, CONSUMER, B2B, FINANCE, LOGISTICS AND SUPPORT.

WE CONTINUE TO INVEST IN IMPROVING THE INFRASTRUCTURE OF STORES, CHANGING EQUIPMENT AND OPTIMIZING THE CONFIGURATION OF THE TELEPHONE SYSTEM AND NETWORKS PART TO ENSURE STABLE AND ROBUST OPERATION.

IN THE COMING WEEKS, WE SHOULD COMPLETE THE INTEGRATION THAT WILL ALLOW US TO ACTIVATE THE MORE INVENTORY FOR E-COMMERCE.

WE DELIVERED THE PILOT OF THE PICKING MOBILE SOLUTION, WHICH WILL ALLOW STORES TO SERVE OMNICHANNEL ORDERS MORE EFFICIENTLY, REDUCING THE TIME REQUIRED FOR PICKING AND CHECKING ORDERS, REDUCING DISRUPTIONS AND IMPROVING THE CONSUMER EXPERIENCE.

WE ROLLED OUT THE GIFTBACK SOLUTION TO ABOUT A THIRD OF THE CHAIN'S STORES (ALL BRANDS), WHICH ALLOWS US TO INCREASE SALES AND INCREASE THE FREQUENCY OF CUSTOMER PURCHASES. WE EXPECT TO COMPLETE THE ROLLOUT FOR THE ENTIRE CHAIN AT THE BEGINNING OF 3Q21, AND IMPLEMENT IT IN THE E-COMMERCE CHANNEL. THIS INITIATIVE REINFORCES THE COMPANY'S LONG-TERM STRATEGY AND SIMULTANEOUSLY GENERATES SHORT-TERM RESULTS.

WE STARTED THE DEVELOPMENT OF THE NEW LE LIS BLANC APP, AN INVESTMENT AIMED AT IMPROVING OUR RELATIONSHIP WITH CONSUMERS AND CREATING AN ADDITIONAL SALES AND RELATIONSHIP CHANNEL. THIS INITIATIVE WILL LATER BE EXPANDED TO ALL COMPANY BRANDS.

WE HAVE ADVANCED IN INFORMATION SECURITY PROJECTS; OUR SOC (SECURITY OPERATIONS CENTER) IS OPERATIONAL.

WE ALSO MOVED FORWARD WITH THE PROJECT TO AUTOMATE INVENTORY OPERATIONS USING RFID (RADIO FREQUENCY IDENTIFICATION), A STEP THAT IN THE FUTURE WILL ALLOW US TO REDUCE STOCKOUTS AND IMPROVE THE LEVELS OF CONFIDENCE AND AVAILABILITY FOR THE SALES CHANNELS.

AS HIGHLIGHTED IN PREVIOUS RELEASES, THE LE LIS BLANC IS AMONG THE FIRST BRANDS IN BRAZIL TO OFFER A LIVE PURCHASE EXPERIENCE. LE LIS LIVE SHOP PRODUCTIONS ALLOWED US TO INTERACT DIRECTLY WITH OUR CUSTOMERS BY MEANS OF THE PERSONALIZED AND EXCLUSIVE SERVICE THAT THE HIGH-TECH PLATFORM PROVIDES. DURING 2Q21, WE SAW TICKETS FROM LIVES REPRESENT AN INCREASE OF TICKETS CONVERTED FROM THE DIGITAL CHANNEL.



FINANCIAL INDICATORS



OPERATIONAL RESULTS EBITDA

WITH THE RESUMPTION OF SALES FROM THE MONTH OF MAY, A MONTH PREDOMINANTLY MARKED BY FULL PRICE SALES, ADDED TO A MORE BALANCED AND STAGGERED DISCOUNT STRATEGY DURING THE CLEARANCE SALE PERIOD IN JUNE, WE SAW THE GROSS MARGIN OF THE SECOND QUARTER OF 2021 GROW 5 P.P. COMPARED TO 2Q20.

THE COMPANY MAINTAINED ITS DISCIPLINE IN CONSCIOUSLY DIRECTING RESOURCES AND RECOVERING OPERATING EFFICIENCY, WHICH, TOGETHER WITH THE IMPROVEMENT IN SALES, RESULTED IN AN EBITDA GROWTH IN 2Q21 OF R\$ 30.0 MILLION COMPARED TO 2Q20.

R\$ THOUSAND INCOME STATEMENT FOR THE FISCAL YEAR	2Q20 ADJUST.	2Q21	VS 2Q20 ADJUST..	2QT19 ADJUST..	VS 2Q19 ADJUST.	6M20 ADJUST..	6M21	VS 6M20 ADJUST..	6M19 ADJUST.	VS 6M19 ADJUST..
NET SALES REVENUE	45.198	195.617	150.419	244.930	94.511	253.889	363.513	109.624	495.326	385.702
COST OF PRODUCTS SOLD	(23.485)	(92.675)	(69.910)	(92.660)	(23.470)	(99.668)	(178.089)	(78.421)	(170.645)	(92.224)
GROSS PROFITS	21.713	102.942	81.229	152.270	71.041	154.221	185.424	31.203	324.681	293.478
GROSS MARGIN	48,0%	52,6%	5P.P	62,2%	-10P.P	60,7%	51,0%	-10P.P	65,5%	-15P.P
OPERATING INCOME (EXPENSES)	(87.401)	(125.346)	(37.945)	(51.005)	(13.060)	(231.833)	(239.692)	(7.859)	(200.489)	(192.630)
(-) SG&A	(40.442)	(80.689)	(40.247)	(112.395)	(72.148)	(122.806)	(155.365)	(32.559)	(216.747)	(184.188)
SG&A(%NOR)	-89,5%	-41,2%	48P.P	-45,9%	5P.P	-48,4%	-42,7%	6P.P	-43,8%	1P.P
(-) OTHER INCOME AND EXPENSES	(285)	(12.127)	(11.842)	99.391	111.233	(17.634)	(18.220)	(586)	86.454	87.040
(-) D&A	(46.674)	(32.530)	14.144	(38.001)	(52.145)	(91.393)	(66.107)	25.286	(70.196)	(95.482)
PROFIT (LOSS) BEFORE FINANCIAL RESULT	(65.688)	(22.404)	43.284	101.265	57.981	(77.612)	(54.268)	23.344	124.192	100.848
FINANCIAL RESULTS	(28.770)	(33.539)	(4.769)	(46.046)	(41.277)	(64.045)	(59.185)	4.860	(86.118)	(90.978)
PROFIT (LOSS) BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	(94,458)	(55.943)	38.515	55.219	16.704	(141.657)	(113.453)	28.204	38.074	9.870
INCOME TAX AND SOCIAL CONTRIBUTION	-	-	-	(14.011)	(14.011)	-	19.479	19.479	9.900	(29.379)
NET PROFIT (LOSS) FOR THE PERIOD	(94,458)	(55.943)	38.515	41.208	2.693	(141.657)	(93.974)	47,683	28.174	(19.509)
NET PROFIT (LOSS) FOR THE PERIOD (%NOR)	-209,0%	-28,6%	180P.P	16,8%	-45P.P	-55,8%	-25,9%	30P.P	5,7%	-32P.P
EBITDA	(18.384)	11.634	30.018	139.614	109.596	15.308	14.837	(471)	195.246	195.717
EBITDA%	-40,7%	5,9%	47P.P	57%	-51P.P	6,0%	4,1%	-2P.P	39,4%	-35P.P

SALES REVENUE

IN THE CONSOLIDATED CHANNELS, GROSS SALES REVENUE WERE 330% HIGHER AS COMPARED TO 2Q20.

R\$ MILLION SALES REVENUE	2Q20	2Q21	VS 2Q20	VAR%	6M20	6M21	VS 6M20	VAR%
SALES CHANNELS	57,3	246,1	188,8	329,7%	314,9	455,7	140,8	44,7%
B2C	42,9	179,5	136,6	318,7%	225,1	326,2	101,0	44,9%
PHYSICAL STORES	22,1	135,2	113,1	511,3%	190,5	246,2	55,8	29,3%
DIGITAL	20,8	44,3	23,5	113,3%	34,7	79,9	45,3	130,5%
B2B	5,1	38,5	33,4	661,2%	56,0	83,3	27,2	48,5%
OUTLETS	9,4	28,2	18,8	201,0%	33,7	46,3	12,6	37,4%
OUTLET STORES	5,2	25,1	19,9	383,2%	27,6	40,2	12,5	45,3%
WEBSITE INVENTORY	4,2	3,1	(1,1)	-26,3%	6,0	6,1	0,1	1,3%

B2C CHANNEL

THE B2C CHANNEL HAD A POSITIVE PERFORMANCE IN THE SECOND QUARTER OF 2021 WITH GROWTH OF 319% VERSUS 2Q20, 45% VERSUS 6M20.

FROM THE REOPENING OF PHYSICAL STORES IN THE SECOND HALF OF APRIL, SSS REACHED LEVELS SIMILAR TO THOSE OBSERVED IN THE SAME PERIOD OF 2019, EVEN WITH 87% SERVICE TIME IN PHYSICAL STORES IN MAY AND 76% IN THE SECOND QUARTER (COMPARED TO NORMAL TIME OPERATION).

SALES IN PHYSICAL STORES IN 2Q21 WERE 511% HIGHER VERSUS 2Q20, +29% VERSUS 6M20.

EMPHASIS ON DIGITAL SALES, WHICH REPRESENTED 18% OF THE COMPANY'S TOTAL SALES IN THE FIRST SIX MONTHS OF THE YEAR, EXCEEDING TOTAL SALES THROUGH DIGITAL MEDIA IN 2020 WITH R\$80 MILLION IN GROSS SALES VERSUS R\$79 MILLION IN 12M20. DIGITAL SALES GREW 113% IN 2Q21 COMPARED TO 2Q20, 131% VERSUS 6M20.

SALES THROUGH THE WHATSAPP (+170%) AND SELLER COUPON (+456%) MODALITIES WERE ESSENTIAL FOR BOOSTING SALES IN PERIODS WHEN STORES WERE CLOSED OR WITH OPERATING RESTRICTIONS, REPRESENTING 50% OF DIGITAL SALES IN 2Q21 (28% IN 2Q20).

FOLLOWING THE MOVE TO LEVERAGE OPERATIONAL PERFORMANCE IN PHYSICAL STORES AND MIGRATE THE CUSTOMER BASE TO DIGITAL CHANNELS, THE COMPANY CLOSED FIVE STORES IN 2Q21. ALL MOVES WERE CAREFULLY MADE AND THE COMPANY THOROUGHLY ASSESSED THE IMPACT ON SALES.

NUMBER OF STORES	2Q20	2Q21	VAR	VAR%	1Q21	2Q21	VAR	VAR%
PHYSICAL STORES	244	219	(25)	-10%	224	219	(5)	-2%
LE LIS BLANC	92	83	(9)	-10%	86	83	(3)	-3%
DUDALINA	63	59	(4)	-6%	60	59	(1)	-2%
BO.BÔ	21	19	(2)	-10%	20	19	(1)	-5%
JOHN JOHN	49	49	-	0%	49	49	-	0%
ROSA CHÁ	19	9	(10)	-53%	9	9	-	0%

THE COMPANY WENT FROM A BASE OF 244 STORES AT THE END OF 2Q20 TO 219 AT THE END OF 2Q21 (A DECREASE OF 25 STORES OR -10%).

B2B CHANNEL

THE B2B CHANNEL, AS WELL AS THE B2C CHANNEL, GREW COMPARED TO 2020 BY 661% IN 2Q21 VERSUS 2Q20 AND 49% IN 6M21 VERSUS 6M20.

AS A MEASURE TO PRESERVE JOBS AND MAINTAIN HEALTHY INVENTORY LEVELS, THE COMPANY SUSPENDED EMPLOYMENT CONTRACTS AND THE PRODUCTION AT ITS FACTORIES, FOLLOWING THE SLOWDOWN IN MULTI-BRAND SALES IN THE B2B CHANNEL. THUS, WE READJUSTED THE SUPPLY CHAIN WITH THE PURPOSE TO RESUME ITS NORMAL SUPPLY CYCLE WITH A FOCUS ON REDUCING PRODUCT BETS AND LEFTOVER INVENTORIES.

OUTLETS

THE OUTLETS CHANNEL ENCOMPASSES THE NETWORK OF 17 PHYSICAL OUTLET STORES OPERATING UNDER THE "ESTOQUE" FLAG AND THE ESTOQUE WEBSITE.

NUMBER OF STORES	2Q20	2Q21	VAR	VAR%	1Q21	2Q21	VAR	VAR%
OUTLETS	27	17	(10)	-37%	17	17	-	0%

IN LINE WITH THE MOVEMENT TO REDUCE INVENTORIES AND LEFTOVERS ADOPTED OVER THE PAST QUARTERS AND WITH THE STRATEGIC REDUCTION IN THE TOTAL NUMBER OF PHYSICAL STORES (REDUCTION FROM 27 STORES IN 2Q20 TO 17 STORES IN 2Q21), THE CHANNEL ENDED THE QUARTER WITH 201% GROWTH VERSUS 2Q20, +37% IN 6M21 VERSUS 6M20.

GROSS PROFITS

AS PREVIOUSLY MENTIONED, THE COMPANY WAS ABLE TO ESTABLISH A MORE BALANCED DISCOUNT STRATEGY WITH A MIX OF SELECTED PRODUCTS FOR CLEARANCE SALE AND, AT THE SAME TIME, CONSISTENTLY NAVIGATED DURING FULL PRICE SALES, ESPECIALLY DURING MOTHER'S DAY. THE GROSS MARGIN FOR THE SECOND QUARTER OF 2021 GREW 5 P.P. COMPARED TO 2Q20 AND THE GROSS PROFIT WAS HIGHER BY 374% VERSUS 2Q20 WITH R\$103 MILLION IN TOTAL.

EXPENSES WITH SALES, OVERHEAD AND ADMINISTRATIVE EXPENSES, OTHER REVENUES AND EXPENSES

IN PERSONNEL EXPENSES, WE MAINTAINED A CONTROLLED LEVEL OF EXPENSES, WITH A REDUCTION OF 27.0 P.P. (NOR%) COMPARED TO 2Q20.

AMID AN INFLATIONARY SCENARIO WITH DIRECT IMPACTS ON OCCUPANCY EXPENSES, THE COMPANY BEGAN A RENEGOTIATION WORK WITH ITS LEASING PARTNERS, WITH THE FOCUS ON THE SUSTAINABLE MAINTENANCE OF PHYSICAL STORE OPERATIONS. IN THIS LINE, WE HAD A REDUCTION OF 16.9 P.P. (NOR%) COMPARED TO 2Q20.

IN MARKETING, THE MAIN DRIVER FOR SALES RESULTS IN DIGITAL CHANNELS AND PROMOTION FOR THE DISSEMINATION OF OUR BRANDS, THE COMPANY DIRECTED RESOURCES FOR EXPENSES OF THIS NATURE, WITH THE FOCUS ON PROPORTIONAL OR HIGHER RETURN ON SALES REVENUE. AS PREVIOUSLY MENTIONED, THE DIGITAL CHANNELS HAD A PERFORMANCE 113% HIGHER AS COMPARED TO 2Q20 AND REACHED, IN JUST 6 MONTHS, SALES REVENUE HIGHER THAN THOSE FOR THE 12 MONTHS OF 2020.

R\$ THOUSAND EXPENSES	2Q20 ADJUSTED	%NOR	2Q21	%NOR	VS 2Q20 ADJUSTED	VAR%	6M20 ADJUSTED	%NOR	6M21	%NOR	VS 6M20 ADJUSTED	VAR%
PERSONNEL	(22.769)	(50,4)	(45.780)	(23,4)	(23.011)	101,1%	(76.645)	(30,2)	(89.931)	(24,7)	(13.286)	17,3%
POSITION	(11.498)	(25,4)	(16.646)	(8,5)	(5.148)	44,8%	(29.267)	(11,5)	(35.147)	(9,7)	(5.880)	20,1%
MARKETING	(5.129)	(11,3)	(14.493)	(7,4)	(9.364)	182,6%	(11.988)	(4,7)	(23.549)	(6,5)	(11.561)	96,4%
SUBTOTAL	(39.396)	(87,2)	(76.919)	(39,3)	(37.523)	95,2%	(117.900)	(46,4)	(148.627)	(40,9)	(30.727)	26,1%
OTHERS	(1.331)	(2,9)	(15.897)	(8,1)	(14.566)	1094,4%	(22.540)	(8,9)	(24.958)	(6,9)	(2.418)	10,7%
TOTAL	(40.727)	(90,1)	(92.816)	(47,4)	(52.089)	127,9%	(140.440)	(55,3)	(173.585)	(47,8)	(33.145)	23,6%

CASH FLOW AND INVESTMENTS

THE COMPANY ESTABLISHED A PACE OF INVESTMENTS THAT IS APPROPRIATE FOR THE MOMENT OF UNCERTAINTY, STABILIZING CAPEX AT LEVELS SIMILAR TO 2Q20 WITH R\$17.5 MILLION AND 12.7% LOWER COMPARED TO 6M20.

THE OPERATIONAL CASH FLOW DURING THE 2Q21 WAS R\$39 MILLION, WITH A GENERATION OF R\$22 MILLION AFTER INVESTMENTS, IN COMPARISON WITH THE CONSUMPTION OF R\$170 MILLION IN THE 2Q20.

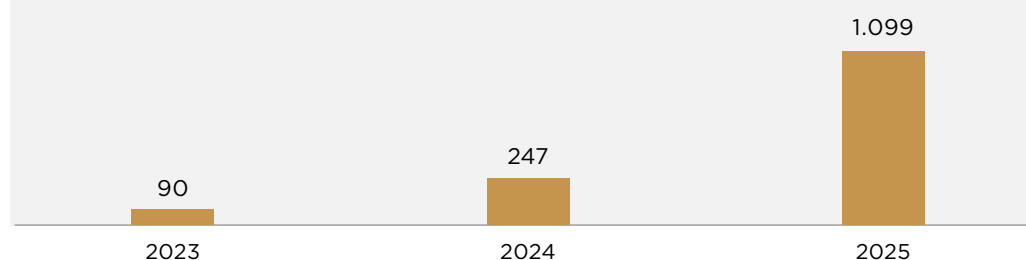
R\$ THOUSAND CASH FLOW AND INVESTMENTS	2Q20	2Q21	VAR	VAR%	6M20	6M21	VAR	VAR%
EBITDA	(70.310)	11.579	81.889	-116,5%	(75.076)	14.782	89,858	-119,7%
ACCOUNTS RECEIVABLE	5.420	(34.220)			(45.618)	(1.016)		
INVENTORIES	3.973	10.639			(69.759)	5.061		
SUPPLIERS	(144.640)	6.201			(181.859)	12.643		
OTHERS	51.813	45.051			51.346	49.001		
MANAGERIAL OPERATING CF	(153.744)	39.250	192.994	-125,5%	(320.966)	80.471	401.437	-125,1%
CAPEX	(16.496)	(17.473)	(977)	5,9%	(42.101)	(36.736)	5.365	-12,7%
MANAGERIAL OPERATING CF AFTER INVESTMENTS	(170.240)	21.777	192.017	-112,8%	(363.067)	43.735	406.802	-112,0%
MANAGERIAL OPERATING CF AFTER INVESTMENTS	(170.240)	21.777	192.017	-112,8%	(363.067)	43.735	406.802	-112,0%
FINANCIAL TRANSACTIONS	(8.564)	(11.651)	(3.087)	36,0%	(18.601)	(19.565)	(964)	5,2%
ACCOUNTING OPERATING CF AFTER INVESTMENTS	(178.804)	10.126	188.930	-105,7%	(381.668)	24.170	405.838	-106,3%

INDEBTEDNESS

THE COMPANY'S NET DEBT AT THE END OF THE 2Q21 WAS R\$1.457 BILLION.

R\$ THOUSAND INDEBTEDNESS	2Q20	1Q21	2Q21
CASH AND CASH EQUIVALENTS	67.445	56.515	60.413
SHORT-TERM LOANS AND FINANCING	(24.939)	(27.243)	(65.488)
LONG-TERM LOANS AND FINANCING	(1.445.004)	(1.460.206)	(1.451.772)
NET DEBT	(1.402.498)	(1.430.934)	(1.456.847)

AS MENTIONED ABOVE, IN 2020 WE ELONGATED ALL THE FINANCIAL INDEBTEDNESS. CONSEQUENTLY, THERE WAS A SIGNIFICANT IMPROVEMENT TO THE LIQUIDITY INDEXES.


PRINCIPAL AMORTIZATION SCHEDULE: R\$ 1.436


THE PRINCIPAL AMOUNT OF THE DEBT IS R\$1.436 BILLION.

INCOME STATEMENT FOR THE FISCAL YEAR

R\$ THOUSAND INCOME STATEMENT FOR THE PERIOD	2Q20	2Q21	VS 2Q20	2Q19	VS 2Q19	6M20	6M21	VS 6M20	6M19	VS 6M19
NET SALES REVENUE	45.198	195.617	150.419	244.930	94.511	253.889	363.513	109.624	495.326	385.702
COST OF PRODUCTS SOLD	(27.484)	(92.675)	(65.191)	(92.660)	(27.469)	(103.667)	(178.089)	(74.422)	(170.645)	(96.223)
GROSS PROFITS	17.714	102.942	85.228	152.270	67.042	150.222	185.424	35.202	324.681	289.479
GROSS MARGIN	39,2%	52,6%	13P.P	62,2%	-10P.P	59,2%	51,0%	-8P.P	65,5%	-15P.P
OPERATING INCOME (EXPENSES)	(135.655)	(125.346)	10.309	(51.005)	(61.314)	(982.093)	(239.692)	742.401	(200.489)	(942.890)
(-) SG&A	(54.626)	(80.689)	(26.063)	(112.395)	(86.332)	(157.273)	(155.365)	1.908	(216.747)	(218.655)
SG&A(%NOR)	-120,9%	-41,2%	80P.P	-45,9%	5P.P	-61,9%	-42,7%	19P.P	-43,8%	1P.P
(-) OTHER INCOME AND EXPENSES	(34.355)	(12.127)	22.228	99.391	77.163	(733.427)	(18.220)	715.207	86.454	(628.753)
(-) D&A	(46.674)	(32.530)	14.144	(38.001)	(52.145)	(91.393)	(66.107)	25.286	(70.196)	(95.482)
PROFIT (LOSS) BEFORE FINANCIAL RESULT	(117.941)	(22.404)	95.537	101.265	5.728	(831.871)	(54.268)	777.603	124.192	(653.411)
FINANCIAL RESULTS	(28.770)	(33.539)	(4.769)	(46.046)	(41.277)	(64.045)	(59.185)	4.860	(86.118)	(90.978)
PROFIT (LOSS) BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	(146.711)	(55.943)	90.768	55.219	35.549	(895.916)	(113.453)	782.463	38.074	(744.389)
INCOME TAX AND SOCIAL CONTRIBUTION	-	-	-	(14.011)	(14.011)	(650.055)	19.479	669.534	9.900	(679.434)
NET PROFIT (LOSS) FOR THE PERIOD	(146.711)	(55.943)	90.768	41.208	49.560	(1.545.971)	(93.974)	1.451.997	28.174	(1.423.823)
NET PROFIT (LOSS) FOR THE PERIOD (%NOR)	-324,6%	-28,6%	296P.P	16,8%	-45P.P	-608,9%	-25,9%	583P.P	5,7%	-32P.P
EBITDA	(70.310)	11.634	81.944	139.614	57.670	(75.076)	14.837	89.913	195.246	105.333
EBITDA%	-155,6%	5,9%	162P.P	57%	-51P.P	-29,6%	4,1%	34P.P	39,4%	-35P.P

BALANCE SHEET

ASSET - R\$ THOUSAND	2Q19	2Q20	1Q21	2Q21
CURRENT ASSETS	1.263.423	635.567	490.683	513.063
CASH AND BANKS	575.498	69.341	45.205	48.974
FINANCIAL INVESTMENTS	-	11.073	11.310	11.439
ACCOUNTS RECEIVABLE	118.202	87.199	79.712	114.582
INVENTORIES	414.692	381.446	289.883	279.244
RECOVERABLE TAXES	93.964	65.046	58.001	52.774
ADVANCED EXPENSES	43.316	16.420	3.896	3.757
OTHER CREDITS	17.751	5.042	2.676	2.293
NON-CURRENT ASSETS				
LONG-TERM RECEIVABLES	3.132.282	1.928.705	1.625.448	1.625.940
COURT DEPOSITS	6.460	4.232	2.838	2.826
RECOVERABLE TAXES	59.385	181.675	170.325	163.461
DEFERRED INCOME TAX	678.531	94.687	140.421	140.421
ACCOUNTS RECEIVABLE	-	3.314	5.331	4.681
OTHER CREDITS	-	1.545	-	-
ESCROW DEPOSITS	1.727	105	-	-
FIXED ASSETS	447.423	306.154	292.117	295.418
INTANGIBLE ASSETS	1.938.756	1.282.993	1.014.416	1.019.133
TOTAL ASSETS	4.395.705	2.564.272	2.116.131	2.139.003

LIABILITY - R\$ THOUSAND	2Q19	2Q20	1Q21	2Q21
CURRENT LIABILITIES	1.034.363	1.126.953	291.231	370.501
LOANS AND FINANCING	257.810	336.380	-	-
DEBENTURES	331.111	491.861	27.243	58.089
SUPPLIERS	284.954	135.934	122.602	128.803
OTHER OBLIGATIONS	105.217	88.368	71.318	103.471
LEASES	55.271	57.027	56.023	60.359
LOANS PAID - RELATED PARTIES	-	-	-	-
SUNDRY PROVISIONS	-	17.383	14.045	12.380
NON-CURRENT LIABILITIES				
LONG-TERM LIABILITIES	1.148.268	704.018	1.586.408	1.585.558
LOANS AND FINANCING	71.972	52.625	-	-
DEBENTURES	888.179	508.062	1.460.206	1.451.772
TAX OBLIGATIONS	13.575	3.947	14.107	12.227
LEASES	168.373	125.931	93.011	102.454
PROVISION FOR CONTINGENCIES	6.169	13.453	19.084	19.105
NET EQUITY	2.213.074	733.301	238.492	182.944
CORPORATE CAPITAL	700.000	958.750	624.758	624.758
CAPITAL RESERVE	912.572	903.704	25	25
CUMULATIVE CONVERSION ADJUSTMENTS	199	(3.523)	(1.245)	(850)
PROFIT RESERVE	613.337	420.341	-	-
RETAINED EARNINGS	(13.034)	(1.545.971)	(385.046)	(440.989)
TOTAL LIABILITIES AND NET EQUITY	4.395.705	2.564.272	2.116.131	2.139.003

CASH FLOW

R\$ THOUSAND CASH FLOW STATEMENT	6M19	6M20	6M21
FROM OPERATING ACTIVITIES			
PROFIT (LOSS) BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	38.074	(895.916)	(113.453)
ADJUSTMENTS TO RECONCILE INCOME BEFORE TAXES TO NET CASH GENERATED FROM OPERATING ACTIVITIES: OPERACIONAIS	137.092	842.207	118.092
DEPRECIATION AND AMORTIZATION	71.054	93.246	69.050
IMPAIRMENT OF FIXED AND INTANGIBLE ASSETS	-	663.549	-
RESULT FROM DISPOSAL/WRITTEN-OFF OF FIXED ASSETS	-	-	15
UNREALIZED LOSSES FROM DERIVATIVES	(2.037)	-	-
PROVISION FOR CONTINGENCIES	987	1.768	1.969
INTEREST EXPENSE	57.037	42.617	40.150
PROVISION FOR INVENTORY LOSSES	-	-	-
FOREIGN EXCHANGE VARIATION	(245)	-	-
RESERVE FOR EXPECTED LOSS OF TRADE RECEIVABLES	-	33.348	-
STOCK OPTION PLAN	136	62	-
PROVISIONS FOR SALES RETURNS	-	-	-
SUNDRY PROVISIONS	-	-	-
LEASE INTEREST	10.160	7.617	6.853
REVERSAL OF PROVISION FOR OBSOLESCENCE	-	-	-
CHANGE IN OPERATING ASSETS AND LIABILITIES	(167.379)	(285.581)	56.777
ACCOUNTS RECEIVABLE	(81.581)	(45.618)	(1.016)
INVENTORIES	(83.717)	(69.759)	5.061
RECOVERABLE TAXES	(104.139)	(1.827)	20.502
ADVANCED EXPENSES	(21.444)	33.466	(1.374)
OTHER CREDITS RECEIVABLE	(679)	8.897	831
COURT DEPOSITS	1516	202	262
SUPPLIERS	109.972	(181.859)	12.643
PROVISION FOR RETURNS	-	(3.259)	-
SUNDRY PROVISIONS	-	(9.644)	(2.717)
TAX OBLIGATIONS	(2.714)	(17.276)	6.649
LABOR OBLIGATIONS	17.496	(458)	16.116
OTHER ACCOUNTS PAYABLE	(718)	1.682	1.664
ESCROW DEPOSITS	(256)	1.682	-
PAYMENT OF CONTINGENCIES	(1.115)	(1.810)	(1.844)
NET CASH FROM (USED IN) OPERATING ACTIVITIES	7.787	(339.290)	61.416
ADDITION OF FIXED ASSETS	(26.207)	(4.430)	(4.498)
ADDITION OF INTANGIBLE ASSETS	(50.391)	(37.671)	(32.308)
INVESTMENTS IN BONDS AND SECURITIES	-	(277)	(208)
DISPOSAL OF FIXED ASSETS	-	-	-
NET CASH USED IN INVESTING ACTIVITIES	(76.598)	(42.378)	(37.014)

R\$ THOUSAND CASH FLOW STATEMENT	6M19	6M20	6M21
ADDITION OF LOANS AND DEBENTURES	602.874	327.110	7.167
PAYMENT OF LOANS AND DEBENTURES	(259.509)	(226.387)	-
LOAN PAYABLE - RELATED PARTIES	-	(50.000)	-
DIVIDENDS PAID	(24.554)	-	-
PAYMENT OF FINANCIAL LEASING	(28.628)	(36.624)	(38.899)
PAYMENT OF INTEREST ON LOANS AND DEBENTURES	(45.287)	(27.192)	-
INCREASE IN CORPORATE CAPITAL	-	-	-
NET CASH FROM (USED IN) FINANCING ACTIVITIES	(244.896)	(13.093)	(31.732)
EFFECT OF FOREIGN EXCHANGE VARIATION DUE TO THE CONVERSION OF INVESTMENTS ABROAD	(241)	(3.104)	90
REDUCTION IN CASH AND CASH EQUIVALENTS	175.884	(397.865)	(7.240)
CASH AND CASH EQUIVALENTS			
AT THE BEGINNING OF THE YEAR	247.735	467.206	56.214
AT THE END OF THE YEAR	423.579	69.341	48.974
REDUCTION IN CASH AND CASH EQUIVALENTS	175.884	(397.865)	(7.240)



OPERATING SUMMARY

COMPANY CONSOLIDATED	2Q20	2Q21	VAR	VAR% 2Q21/2QT20	6M20	6M21	VAR	VAR% 6M21/6M20
TOTAL OWN STORES	244	219	(25)	-10,2%	244	219	(25)	-10,2%
OWN STORES SALES AREA (M2)	46.735	42.111	(4.625)	-9,9%	46.735	42.111	(4.625)	-9,9%
AVERAGE SALES AREA (M2)	46.843	42.684	(4.158)	-8,9%	47.316	43.199	(4.118)	-8,7%
NET REVENUE PER M2 (R\$/M2)	465	2.545	2.080	446,8%	3.265	2.440	(826)	-25,3%
AVERAGE TICKET	481	659	177	36,8%	532	564	32	5,9%
SSS	-86,3%	496,6%	583P.P	N.A	-50,0%	37,3%	87P.P	N.A
LE LIS BLANC								
TOTAL OWN STORES	92	83	(9)	-9,8%	92	83	(9)	-9,8%
OWN STORES SALES AREA (M2)	30.067	27.182	(2.885)	-9,6%	30.067	27.182	(2.885)	-9,6%
AVERAGE SALES AREA (M2)	30.067	27.644	(2.423)	-8,1%	30.238	27.875	(2.363)	-7,8%
NET REVENUE PER M2 (R\$/M2)	346	2.175	1.829	529,3%	2.820	1.952	(868)	-30,8%
AVERAGE TICKET	496	772	277	55,7%	617	623	5	0,9%
SSS	-88,7%	371,9%	461P.P	N.A	-53,9%	-35,3%	89P.P	N.A
DUDALINA								
TOTAL OWN STORES	63	59	(4)	-6,3%	63	59	(4)	-6,3%
OWN STORES SALES AREA (M2)	4.488	4.012	(475)	-10,6%	4.488	4.012	(475)	-10,6%
AVERAGE SALES AREA (M2)	4.488	4.102	(386)	-8,6%	4.661	4.220	(442)	-9,5%
NET REVENUE PER M2 (R\$/M2)	1.069	4.677	3.608	337,7%	5.538	4.809	(730)	-13,2%
AVERAGE TICKET	422	438	16	3,8%	410	416	6	1,6%
SSS	-81,6%	206,7%	288P.P	N.A	-45,2%	26,3%	71P.P	N.A
BO.BÔ								
TOTAL OWN STORES	21	19	(2)	-9,5%	21	19	(2)	-9,5%
OWN STORES SALES AREA (M2)	1.837	1.806	(31)	-1,7%	1.837	1.806	(31)	-1,7%
AVERAGE SALES AREA (M2)	1.961	1.828	(133)	-6,8%	2.014	1.839	(174)	-8,6%
NET REVENUE PER M2 (R\$/M2)	782	4.735	3.953	505,5%	4.736	3.876	(860)	-18,1%
AVERAGE TICKET	1.448	1.258	(190)	-13,1%	1.453	1.101	(352)	-24,2%
SSS	-83,8%	344,6%	428P.P	N.A	-48,1%	65,7%	114P.P	N.A
JOHN JOHN								
TOTAL OWN STORES	49	49	-	0,0%	49	49	-	0,0%
OWN STORES SALES AREA (M2)	8.206	8.206	-	0,0%	8.206	8.206	-	0,0%
AVERAGE SALES AREA (M2)	8.286	8.206	(80)	-1,0%	8.286	8.206	(80)	-1,0%
NET REVENUE PER M2 (R\$/M2)	500	2.204	1.703	340,3%	3.348	2.335	(1.013)	-30,3%
AVERAGE TICKET	374	533	159	42,4%	356	459	103	28,9%
SSS	-84,5%	228,4%	313P.P	N.A	-43,8%	5,2%	49P.P	N.A
ROSA CHÁ								
TOTAL OWN STORES	19	9	(10)	-52,6%	19	9	(10)	-52,6%
OWN STORES SALES AREA (M2)	2.138	904	(1.234)	-57,7%	2.138	904	(1.234)	-57,7%
AVERAGE SALES AREA (M2)	2.041	904	(1.136)	-55,7%	2.117	1.059	(1.059)	-50,0%
NET REVENUE PER M2 (R\$/M2)	459	2.880	2.420	526,9%	2.898	4.151	1.253	43,2%
AVERAGE TICKET	1.114	1.129	15	1,4%	1.330	1.069	(261)	-19,6%
SSS	-81,2%	135,1%	216P.P	N.A	-35,1%	-20,5%	15P.P	N.A
OUTLETS								
TOTAL OWN STORES	27	17	(10)	-37,0%	27	17	(10)	-37,0%
OWN STORES SALES AREA (M2)	9.058	6.122	(2.936)	-32,4%	9.058	6.122	(2.936)	-32,4%
AVERAGE SALES AREA (M2)	9.058	6.122	(2.936)	-32,4%	9.297	6.338	(2.959)	-31,8%
NET REVENUE PER M2 (R\$/M2)	588	3.070	2.482	421,8%	2.524	4.371	1.846	73,1%
AVERAGE TICKET	188	340	152	81,1%	194	272	78	40,2%
SSS	-82,1%	449,8%	532P.P	N.A	-58,8%	71,7%	130P.P	N.A

LEGAL ADVICE

FORWARD-LOOKING STATEMENTS MADE HEREIN ARE SUBJECT TO RISKS AND UNCERTAINTIES. THESE STATEMENTS ARE BASED ON BELIEFS AND ASSUMPTIONS BY THE MANAGEMENT AND INFORMATION TO WHICH THE COMPANY CURRENTLY HAS ACCESS. FORWARD-LOOKING STATEMENTS INCLUDE INFORMATION ABOUT THE COMPANY'S CURRENT INTENTIONS, BELIEFS OR EXPECTATIONS. THE CAVEATS REGARDING FORWARD-LOOKING STATEMENTS AND INFORMATION ALSO INCLUDE INFORMATION ABOUT POSSIBLE OR ASSUMED OPERATING RESULTS, AS WELL AS STATEMENTS THAT ARE PRECEDED, FOLLOWED OR THAT INCLUDE THE WORDS "BELIEVES", "MAY", "WILL", "CONTINUE", "HOPES", "PREDICTS", "INTENDS", "PLANS", "ESTIMATES" OR SIMILAR EXPRESSIONS. FORWARD-LOOKING STATEMENTS AND INFORMATION ARE NOT GUARANTEES OF PERFORMANCE. THEY INVOLVE RISKS, UNCERTAINTIES AND ASSUMPTIONS BECAUSE THEY REFER TO FUTURE EVENTS, THEREFORE, DEPENDING ON CIRCUMSTANCES THAT MAY OR MAY NOT OCCUR. THE FUTURE RESULTS AND THE CREATION OF VALUE FOR SHAREHOLDERS MAY DIFFER IN A SIGNIFICANT MANNER FROM THOSE EXPRESSED OR SUGGESTED BY THE STATEMENTS RELATING TO THE FUTURE. MANY OF THE FACTORS THAT SHALL DETERMINE THESE RESULTS AND AMOUNTS ARE BEYOND THE ABILITY OF CONTROL OR FORECAST OF THE COMPANY.

ADDITIONAL UNAUDITED OR AUDIT-REVIEWED INFORMATION CONTAINED HEREIN REFLECTS THE INTERPRETATION OF THE COMPANY'S MANAGEMENT ON INFORMATION ARISING FROM ITS QUARTERLY REPORTS AND ITS ADJUSTMENTS, WHICH HAVE BEEN PREPARED IN ACCORDANCE WITH MARKET PRACTICES AND FOR THE SOLE PURPOSE OF A MORE DETAILED AND SPECIFIC ANALYSIS OF THE COMPANY'S RESULTS. ACCORDINGLY, SUCH CONSIDERATIONS AND ADDITIONAL DATA MUST ALSO BE INDEPENDENTLY ANALYZED AND INTERPRETED BY SHAREHOLDERS AND MARKET AGENTS WHO MUST MAKE THEIR OWN ANALYZES AND CONCLUSIONS ABOUT THE RESULTS DISCLOSED HEREIN. NO DATA OR INTERPRETATIVE ANALYSIS PERFORMED BY THE COMPANY'S MANAGEMENT SHOULD BE TREATED AS A GUARANTEE OF PERFORMANCE OR FUTURE RESULTS AND ARE MERELY ILLUSTRATIVE OF THE COMPANY'S MANAGEMENT'S VIEW OF ITS RESULTS.

THE COMPANY'S MANAGEMENT IS NOT RESPONSIBLE FOR THE COMPLIANCE AND ACCURACY OF THE MANAGEMENT FINANCIAL INFORMATION DISCUSSED IN THIS REPORT. SUCH MANAGERIAL FINANCIAL INFORMATION SHOULD BE CONSIDERED FOR INFORMATIONAL PURPOSES ONLY AND NOT TO REPLACE THE ANALYSIS OF OUR QUARTERLY INFORMATION REVIEWED OR ANNUAL FINANCIAL STATEMENTS AUDITED BY INDEPENDENT AUDITORS FOR INVESTMENT DECISION PURPOSES IN OUR SHARES, OR FOR ANY OTHER PURPOSES.

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