

RESULTADOS 3T22

LOJAS RENNER S.A.

 RENNER

CMICADO

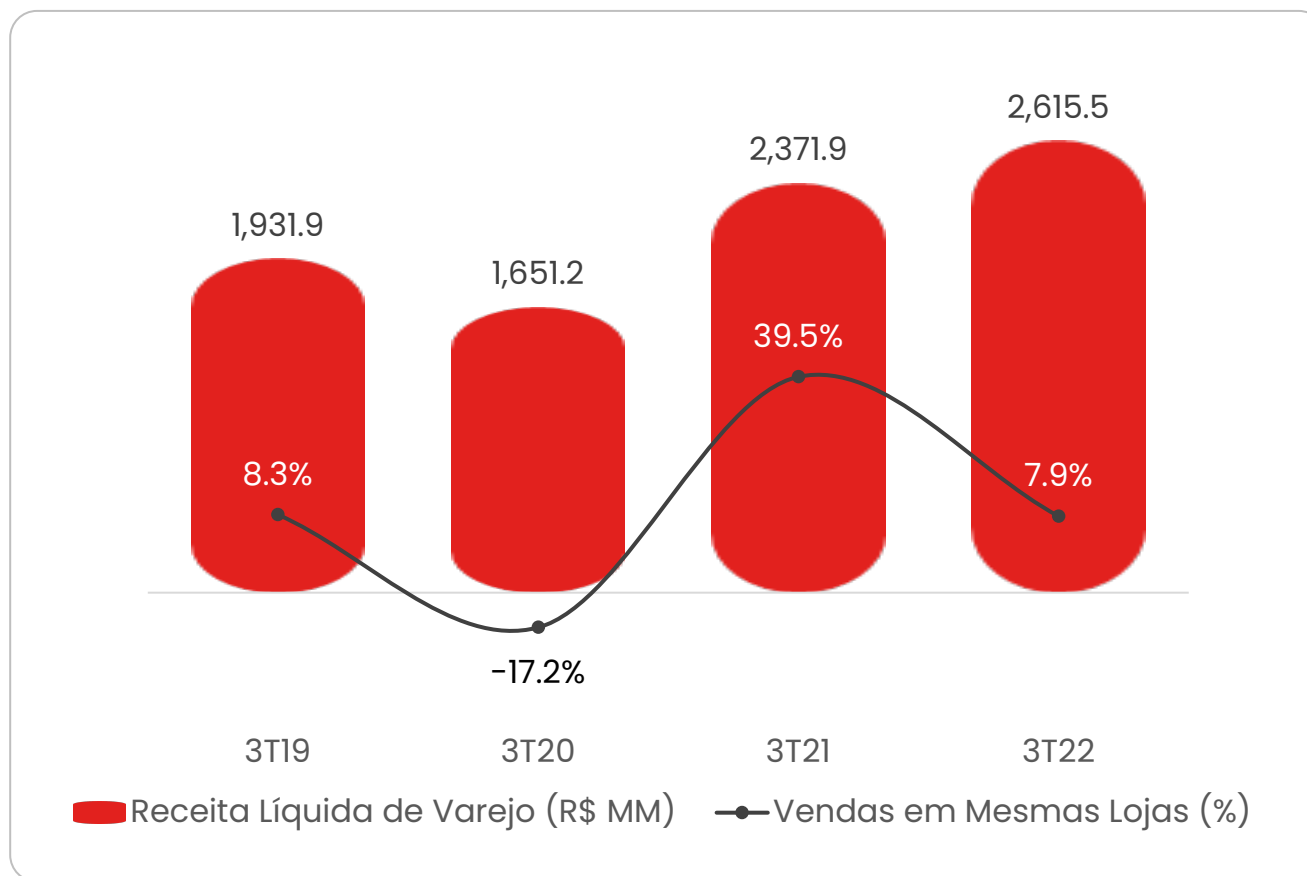
youcom

realize

repassa



Receita líquida de varejo com crescimento consistente vs 2019 e 2021 e consecutivo ganho de participação de mercado

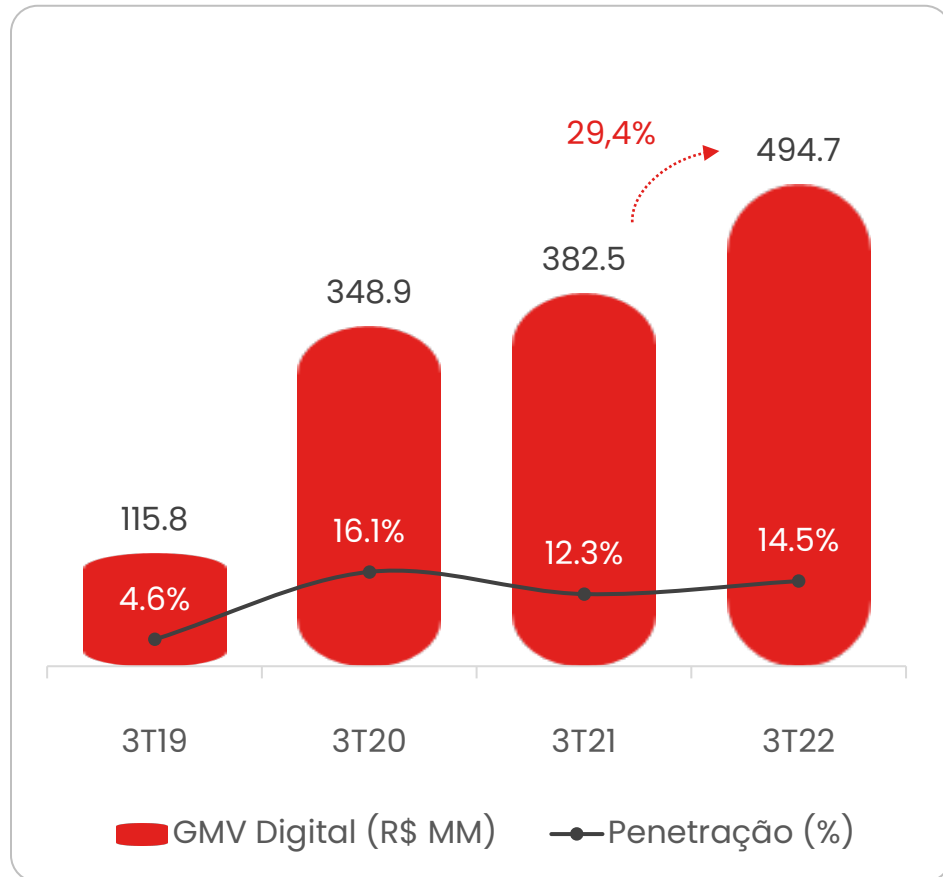


+10,3%
versus 3T21

+35,4%
versus 3T19

- Consecutivo ganho de mercado
- Crescimento consistente, apesar da antecipação do inverno no 2T e temperaturas mais frias no 3T
- Ganhos de eficiência das iniciativas Omni (tecnologia, dados e execução)

GMV digital: crescimento consistente, com novos canais ganhando relevância

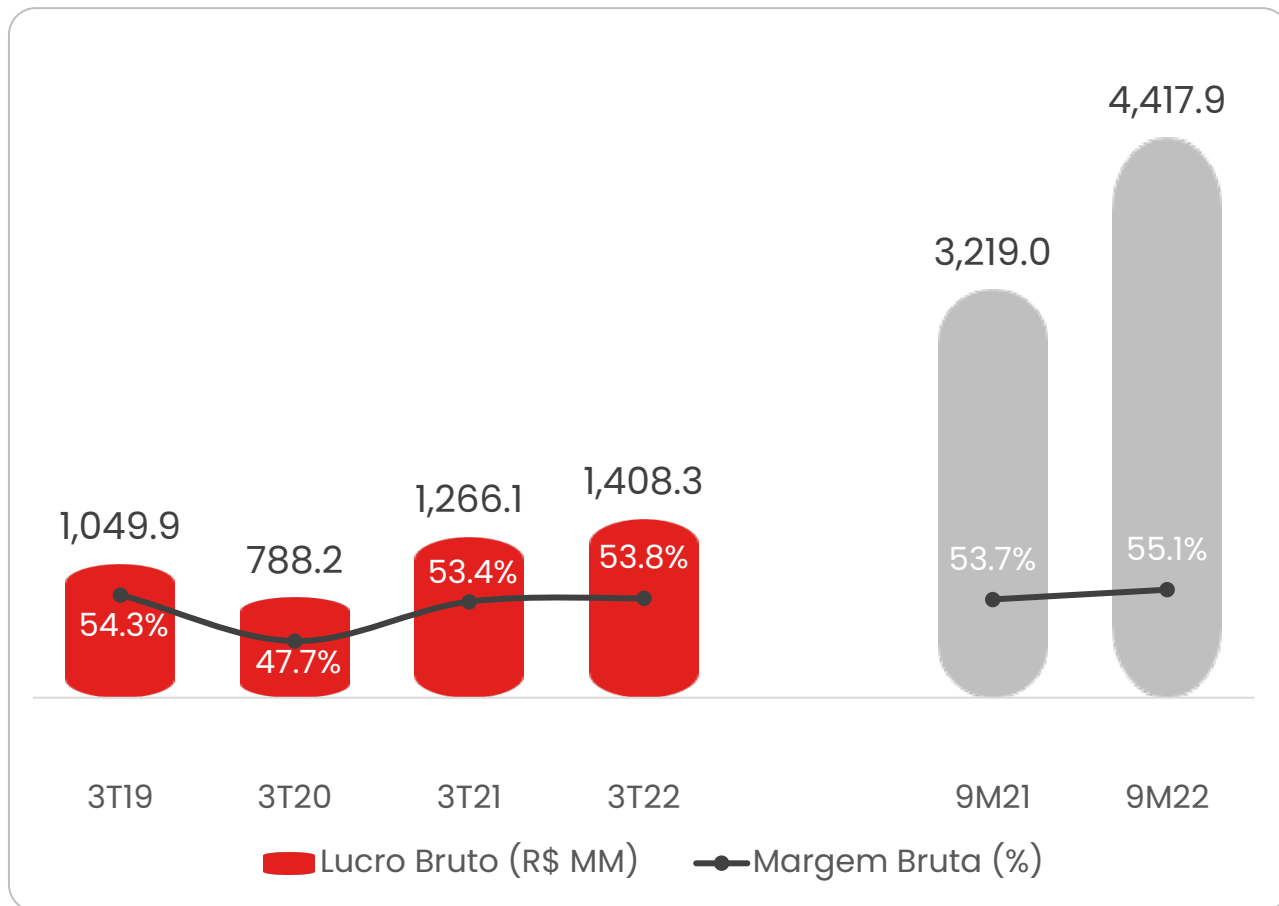


Marketplace
representa 9,8% do
GMV Digital

Renner: 337 Sellers
Camicado: 466 sellers



Margem Bruta em níveis similares aos de 2019, com **Remarcações** nos menores patamares históricos

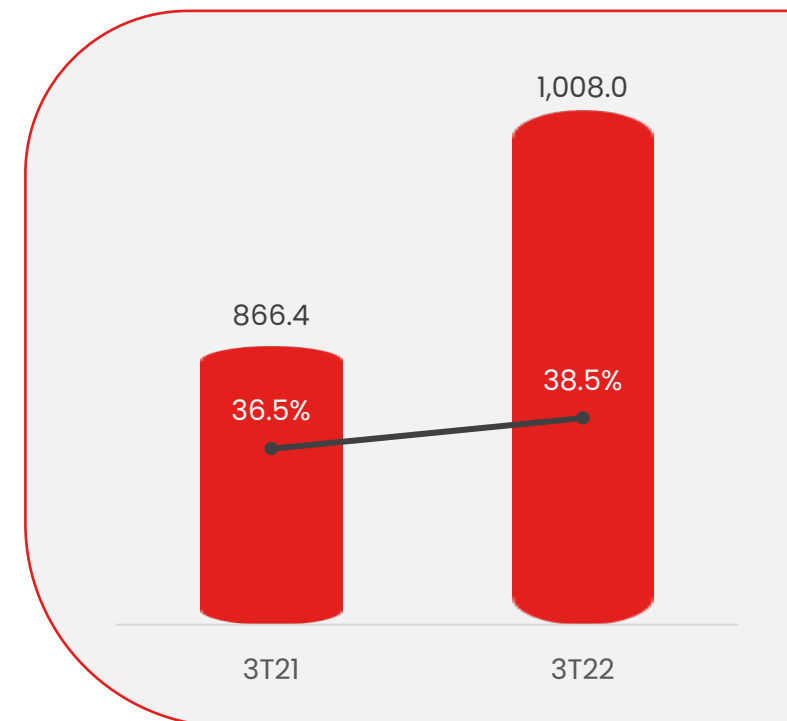
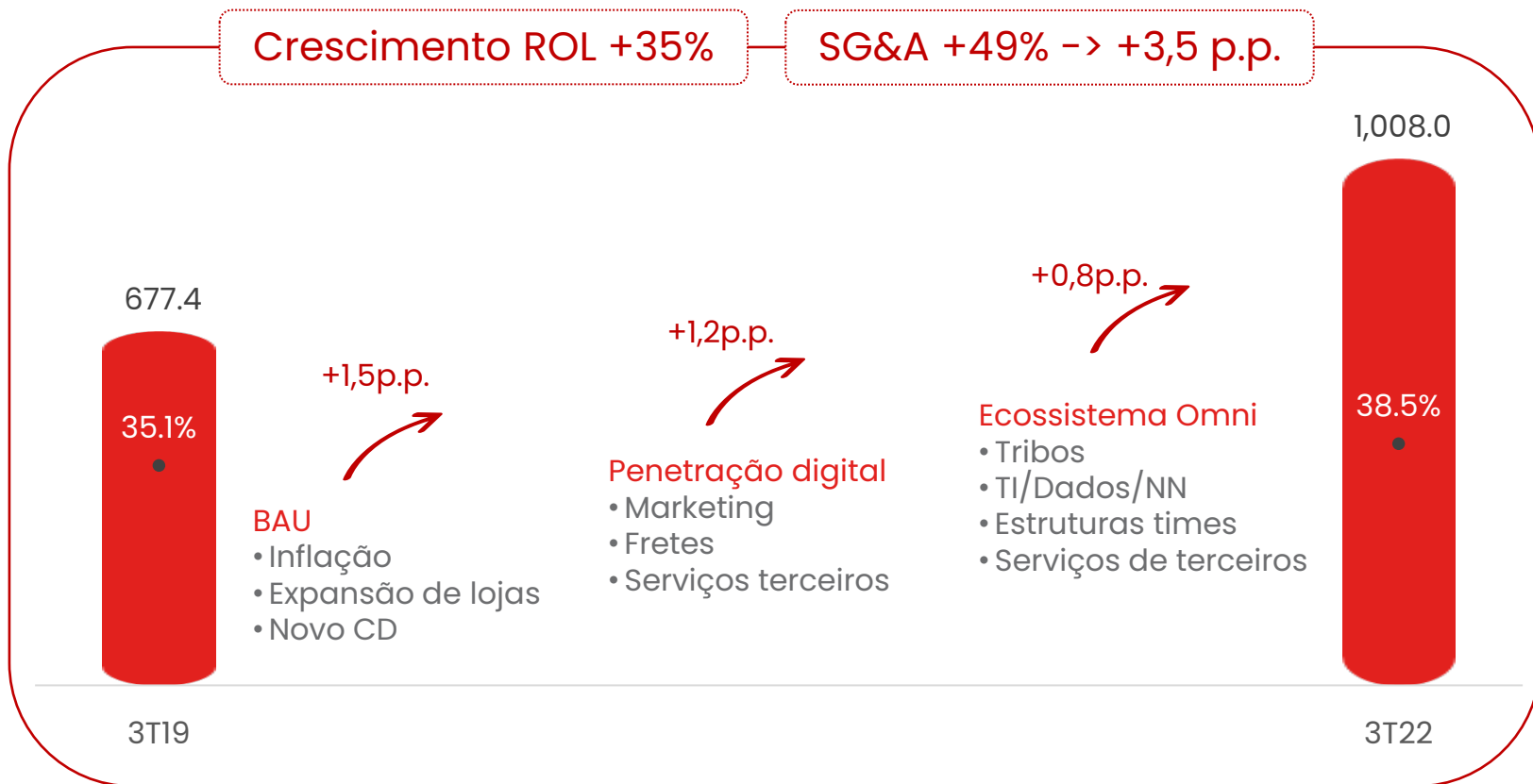


+0,4p.p.
na Margem
versus 3T21

-0,5p.p.
na Margem
versus 3T19

- Manutenção de baixos níveis de markdown
- Menor participação dos itens de primavera verão pressionaram a margem bruta

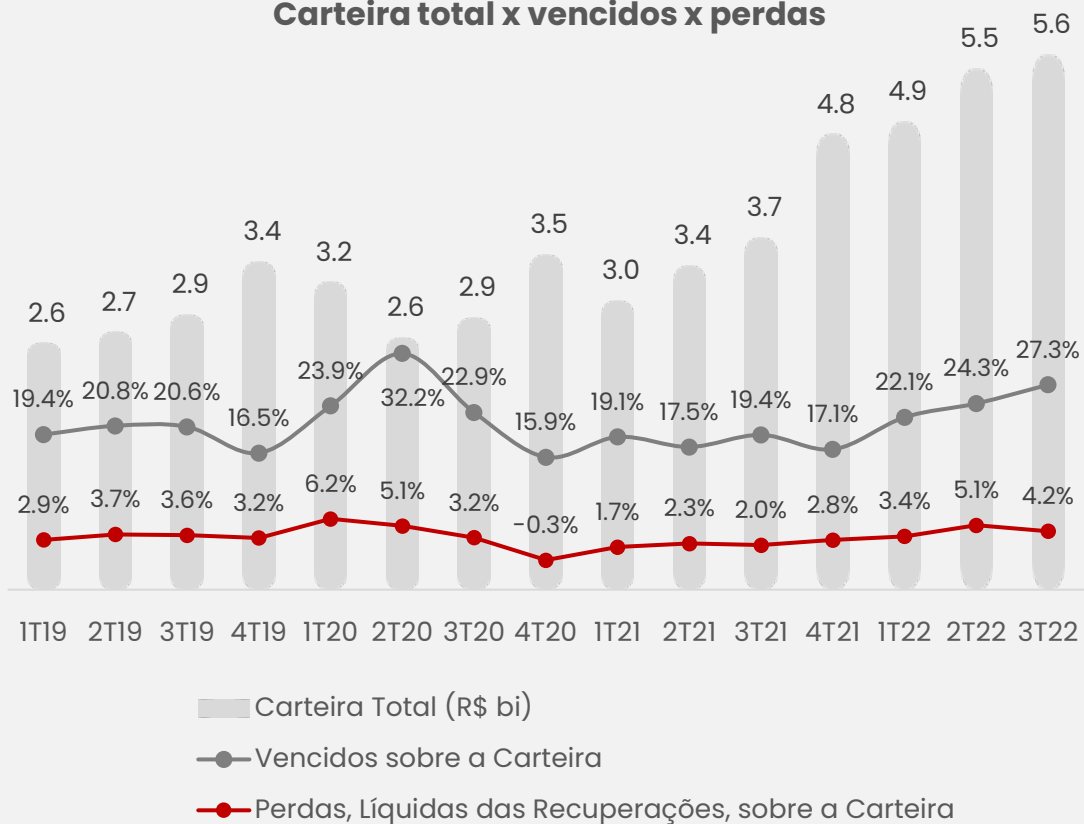
Despesas Operacionais SG&A: comportamento similar ao observado nos últimos trimestres, com ganho de produtividade sequenciais



SG&A pós IFRS 16
% da ROL

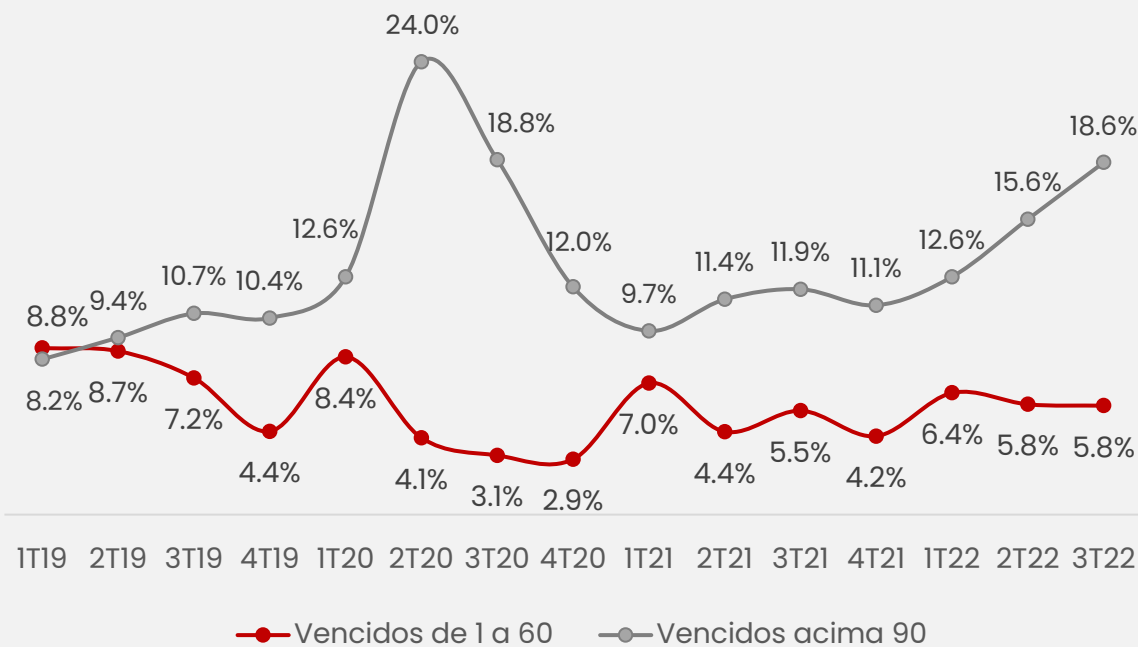
Aumento dos níveis de inadimplência, refletindo cenário macroeconômico de maior endividamento das famílias e menor oxigenação da carteira

Carteira total x vencidos x perdas

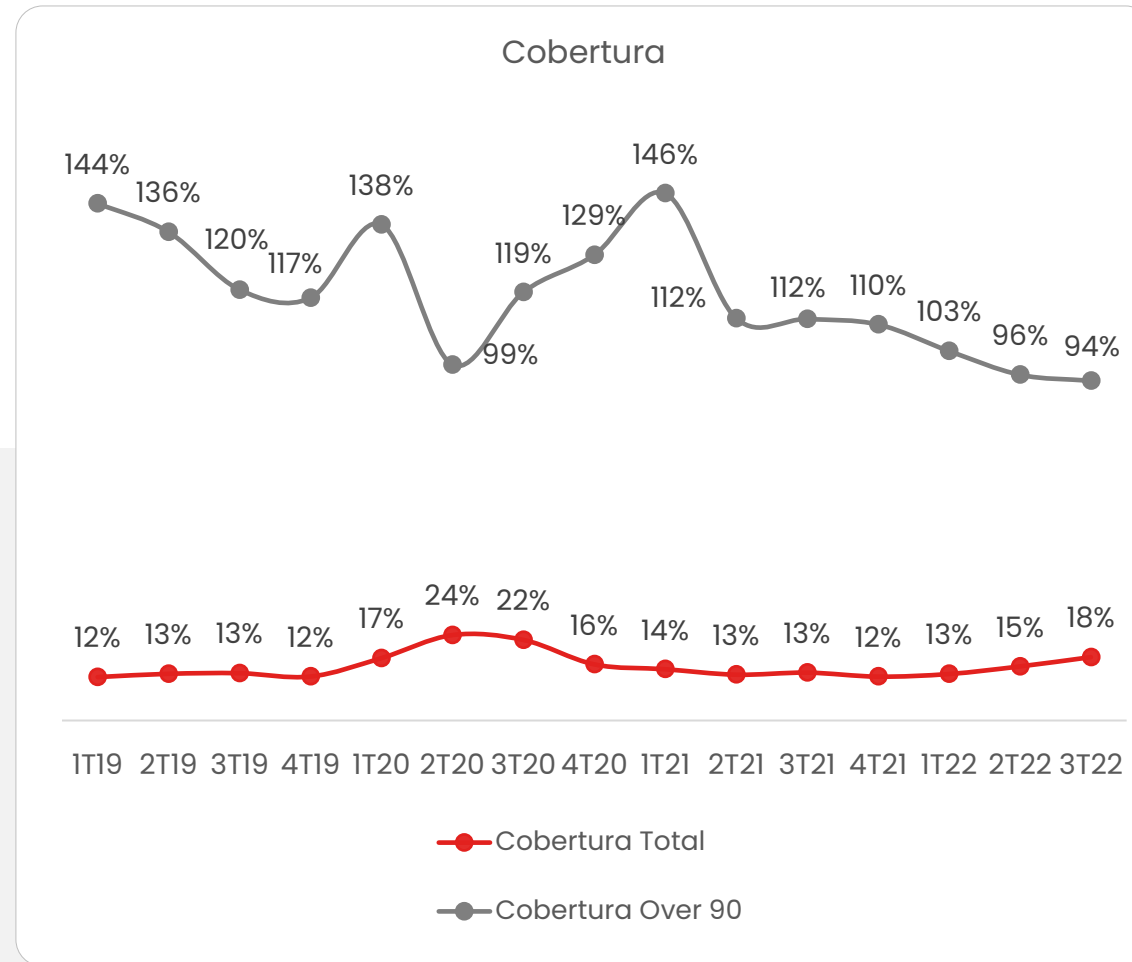
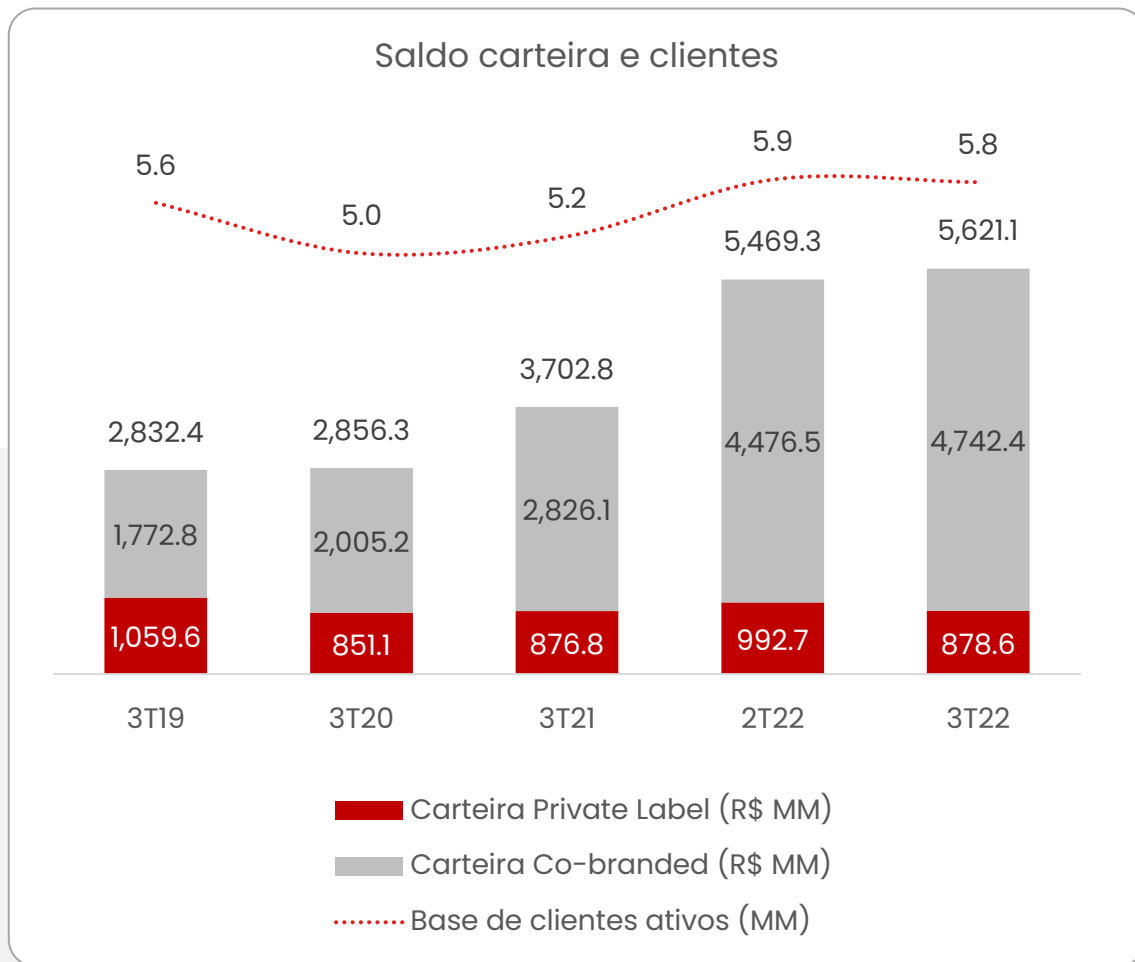


% vencidos por faixa

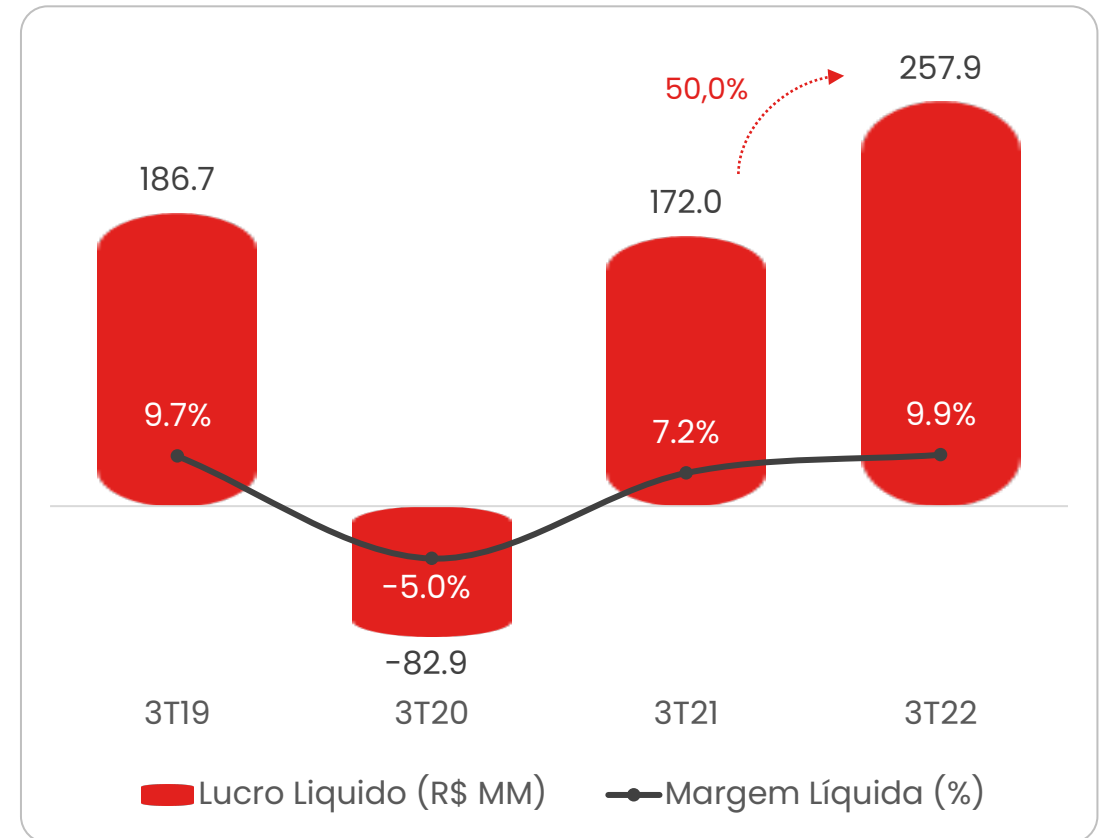
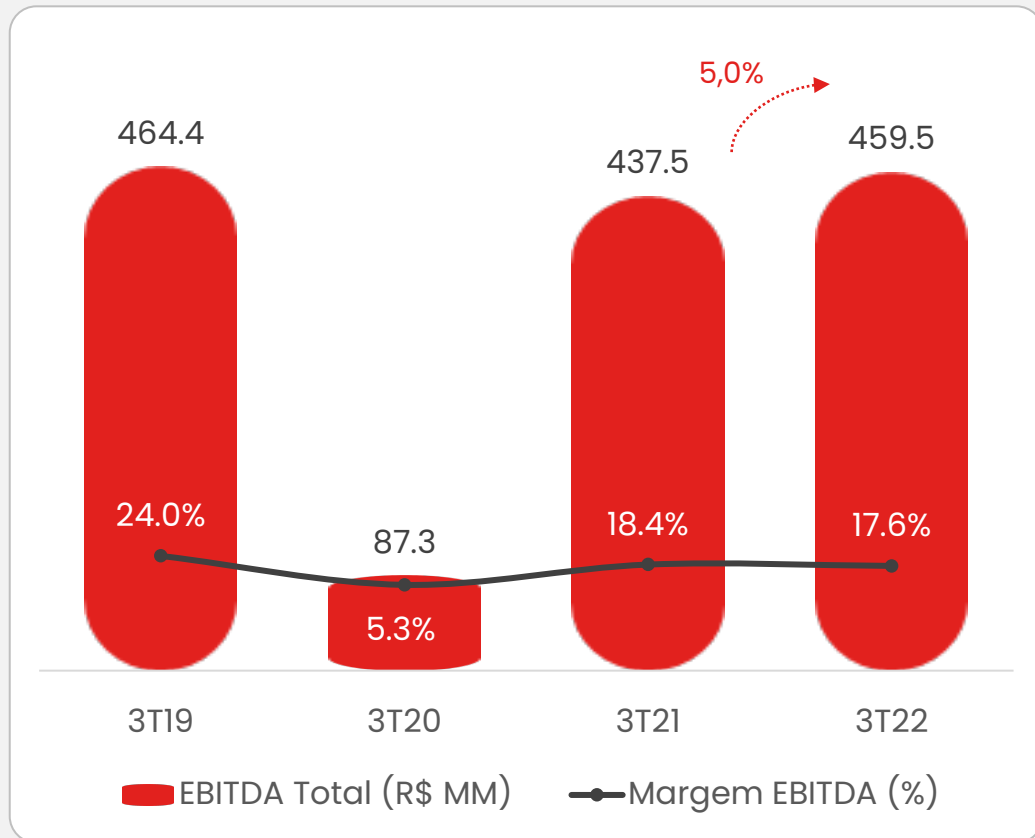
Carteira até 360 dias



Menor crescimento da carteira, refletindo a base de clientes estável vs o 2T22
 Cobertura total da carteira atinge ~18%



EBITDA Ajustado Total superior ao 3T21 e Lucro Líquido 38% superior ao nível pré-pandemia (2019)



E assim avançamos rumo ao quarto trimestre! Cientes dos desafios externos mas confiantes quanto a nossa capacidade de seguir encantando clientes e aumentando market share

● **Vendas do Varejo**

A despeito das temperaturas mais frias em outubro, acreditamos que o crescimento do 4T22 seja similar ao de 3T22 vs 2019

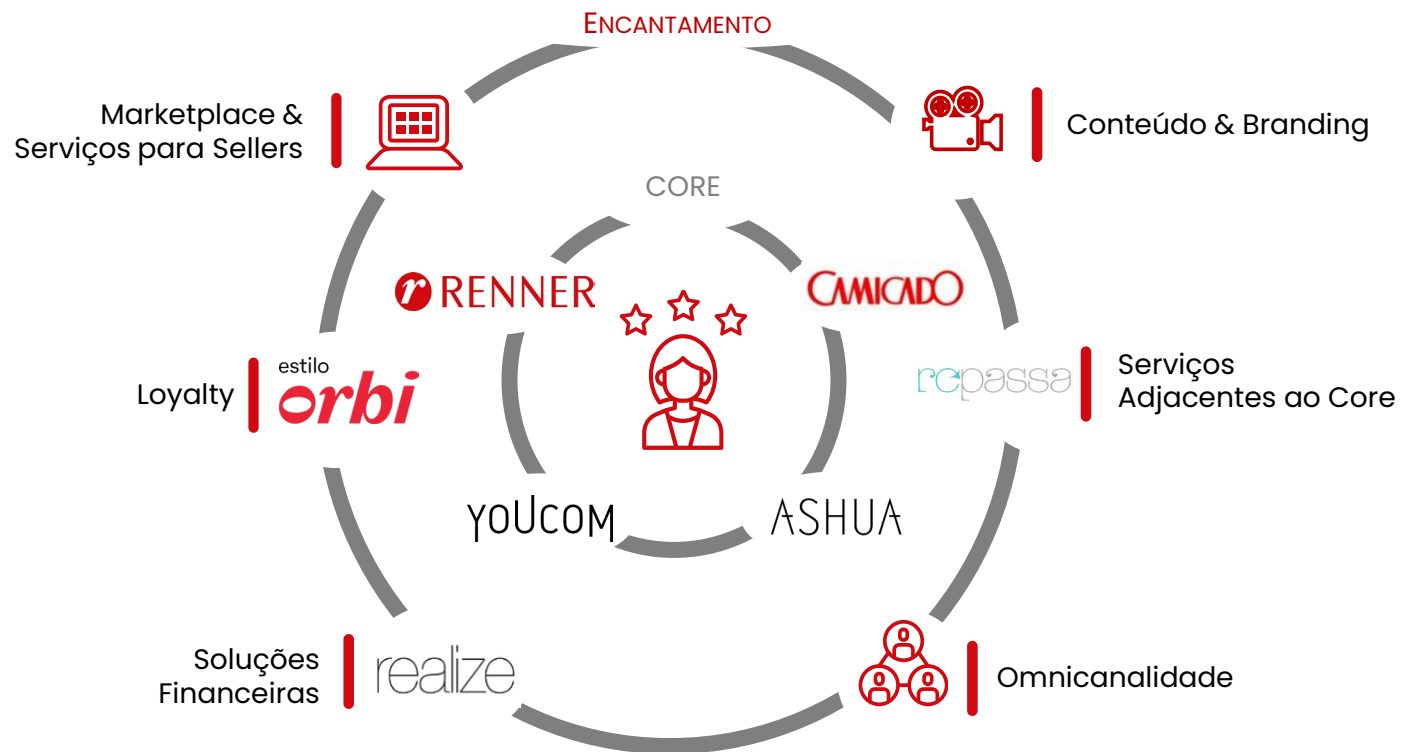
● **2023 e próximos anos**

Preparação para o crescimento dos próximos anos, com ganho de rentabilidade

● **EBITDA Total***

Similar ao patamar 2019

Seguimos com o desenvolvimento do **nosso ecossistema de moda e Lifestyle**



Destaques 3T22

- **Inauguração** de 12 lojas, 10 em novos municípios
- **Checkout**: ampliação dos caixas de autoatendimento, no total de 111 equipamentos
- Lançamento do **Programa de Fidelidade Estilo Orbi** e da plataforma digital financeira, **Orbi Bank**
- Avanço nos **testes das tecnologias** de automação e da **integração** entre sistemas do novo CD
- Varejista de moda brasileira com **maior número de seguidores no Instagram**, em agosto
- Contínua evolução em **nível de serviço**

Logística
U E L L O

Dados
Advanced Analytics

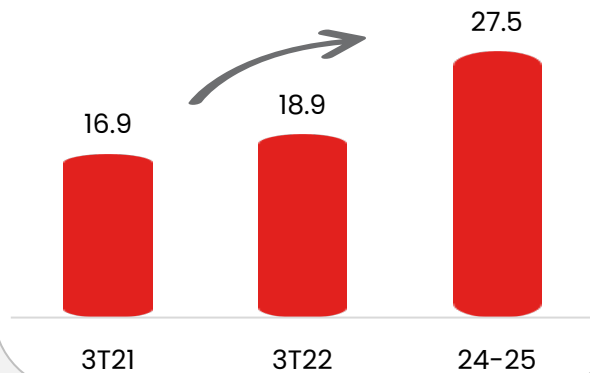
Marketing de
Performance

CRM

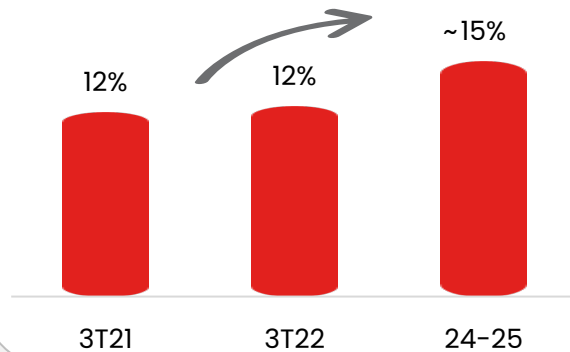
Tecnologia

Avançamos muito no desenvolvimento do **Ecosystema**, e ainda há muito por vir...

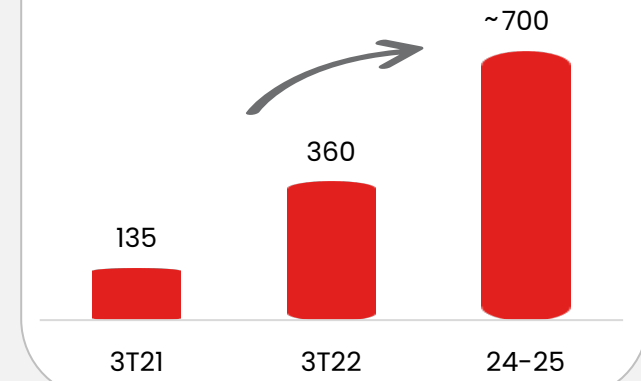
Clientes Ativos do Ecosystema



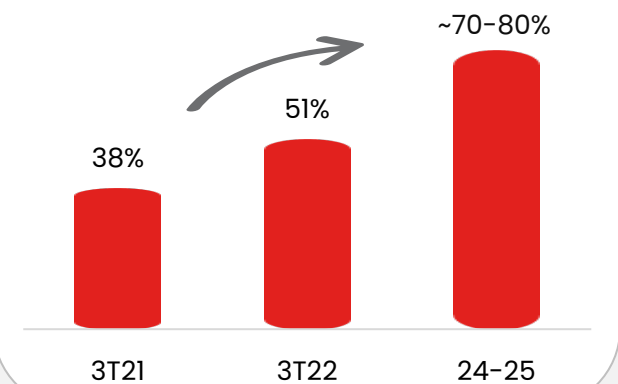
Base clientes omni



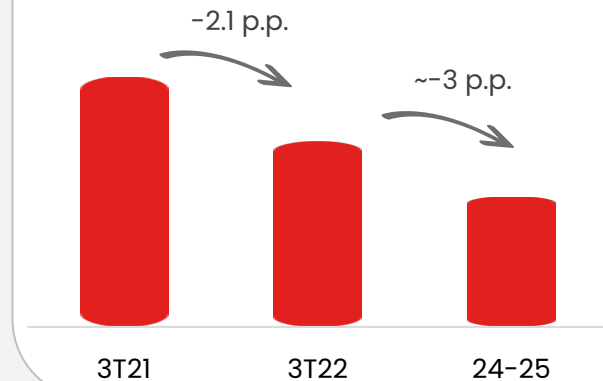
Sortimento Digital



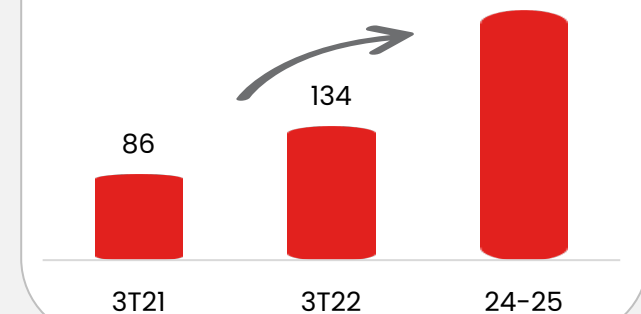
Entregas D+2



CAC s/ ROL



Realize: Receitas de Serviços





Perguntas e Respostas

Para perguntas ao vivo por **áudio**, levante a mão para entrar na fila. Ao ser anunciado, uma solicitação para **ativar seu microfone** aparecerá na tela e, então, você deve ativar o seu microfone para fazer perguntas. Orientamos que as perguntas sejam feitas todas de uma única vez.

Ou se preferir, **escreva** sua pergunta diretamente no ícone de Q&A na parte inferior da tela.



Raise Hand



Q&A

Aviso Legal

As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, projeções sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento da Lojas Renner S.A. são meramente projeções e, como tais, são baseadas exclusivamente nas expectativas da Diretoria sobre o futuro dos negócios. Essas expectativas dependem, substancialmente, das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, sujeitas à mudança sem aviso prévio.

Todas as variações aqui apresentadas são calculadas com base nos números em milhares de reais, assim como os arredondamentos.

3Q22 RESULTS

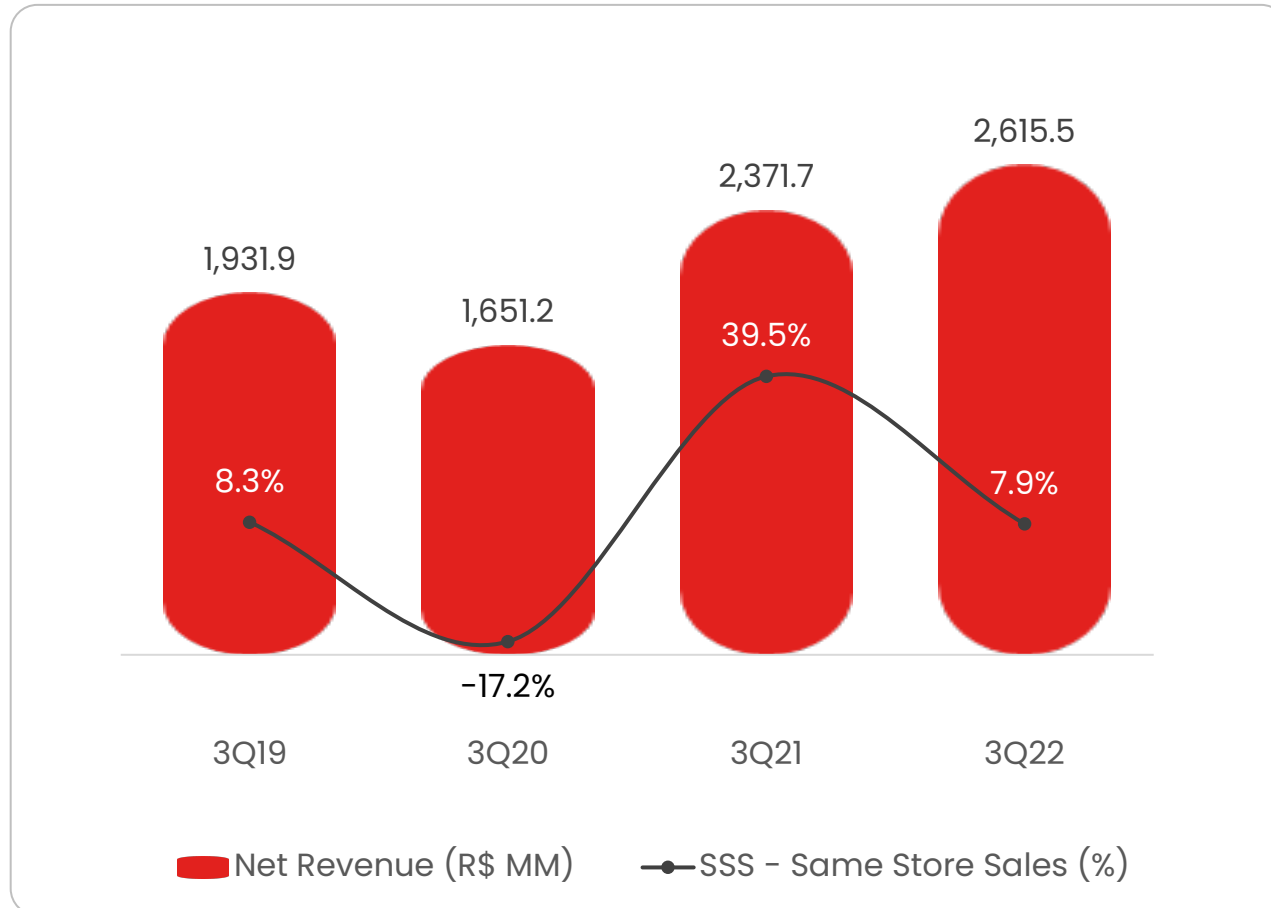
LOJAS RENNER S.A.

 RENNER

CAMICADO youcom realize repassa



Net revenue from retailing with consistent growth vs 2019 and 2021 and consecutive gain in market share

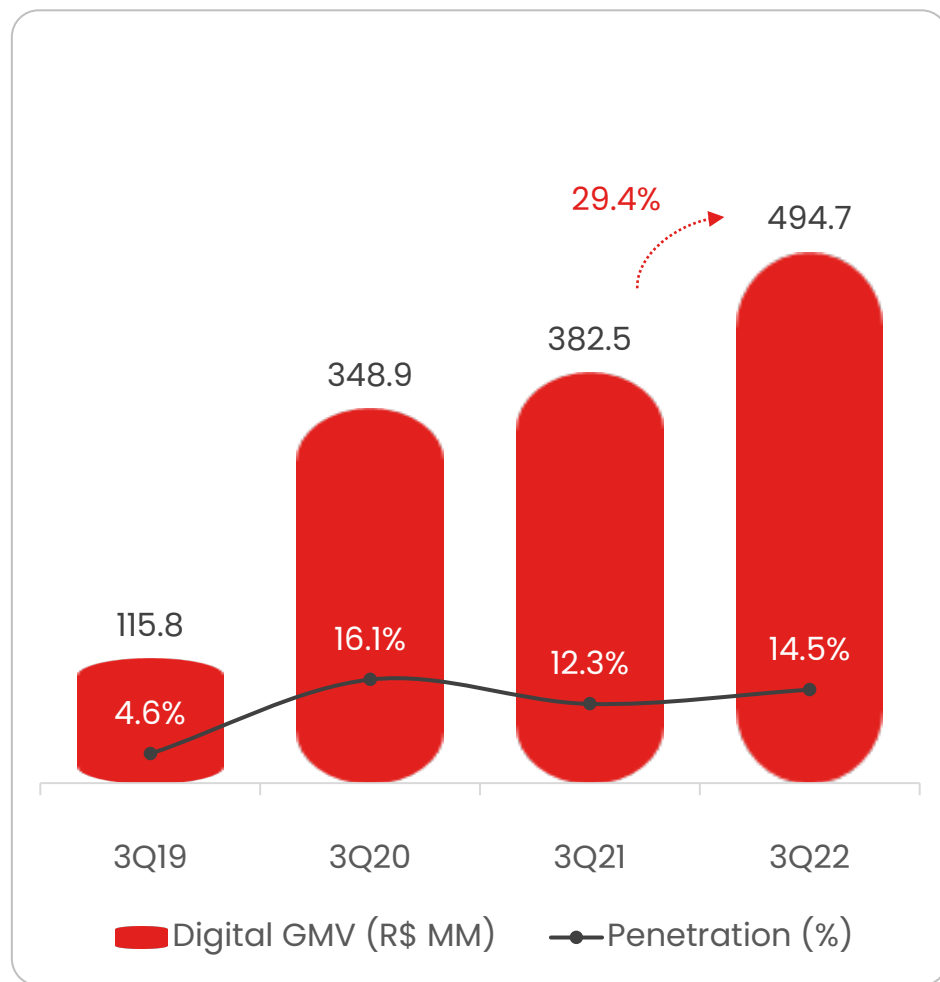


+10.3%
versus 3Q21

+35.4%
versus 3Q19

- Consecutive gain in market share
- Consistent growth despite anticipation of winter in 2Q and cooler temperatures in 3Q
- Efficiency gains as a result of Omni initiatives (technology, data and execution)

Digital GMV: consistent growth, with new channels gaining relevance

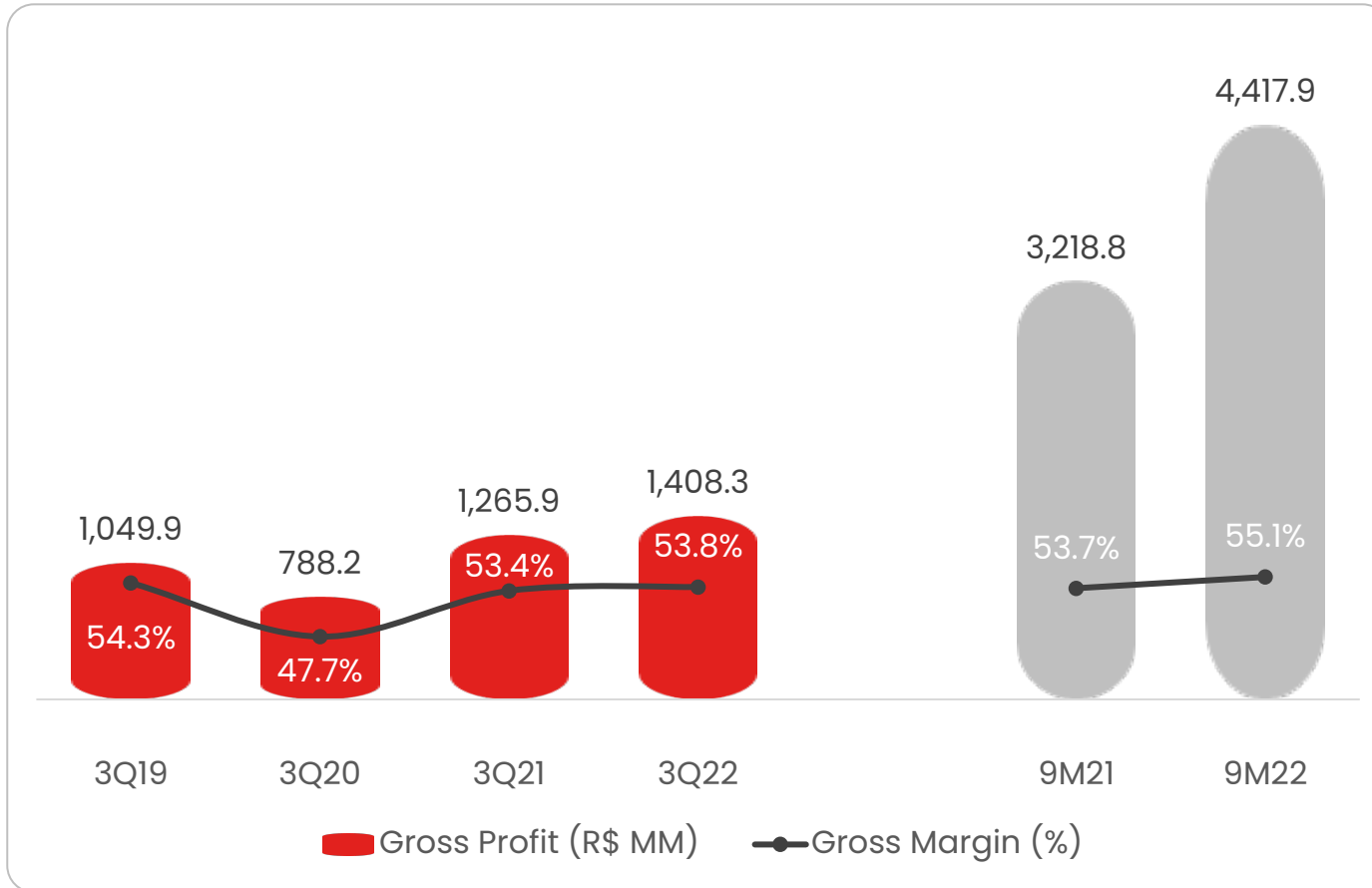


Marketplace
represents 9.8% of the
Digital GMV

Renner: 337 Sellers
Camicado: 466 sellers



Gross Margin at similar levels to 2019 with **Markdowns** at their historical lowest

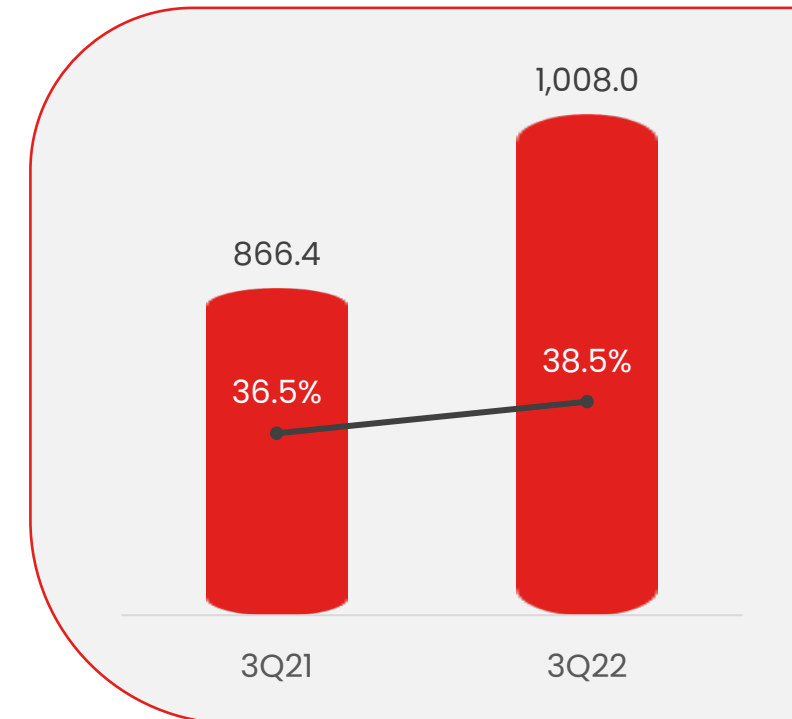
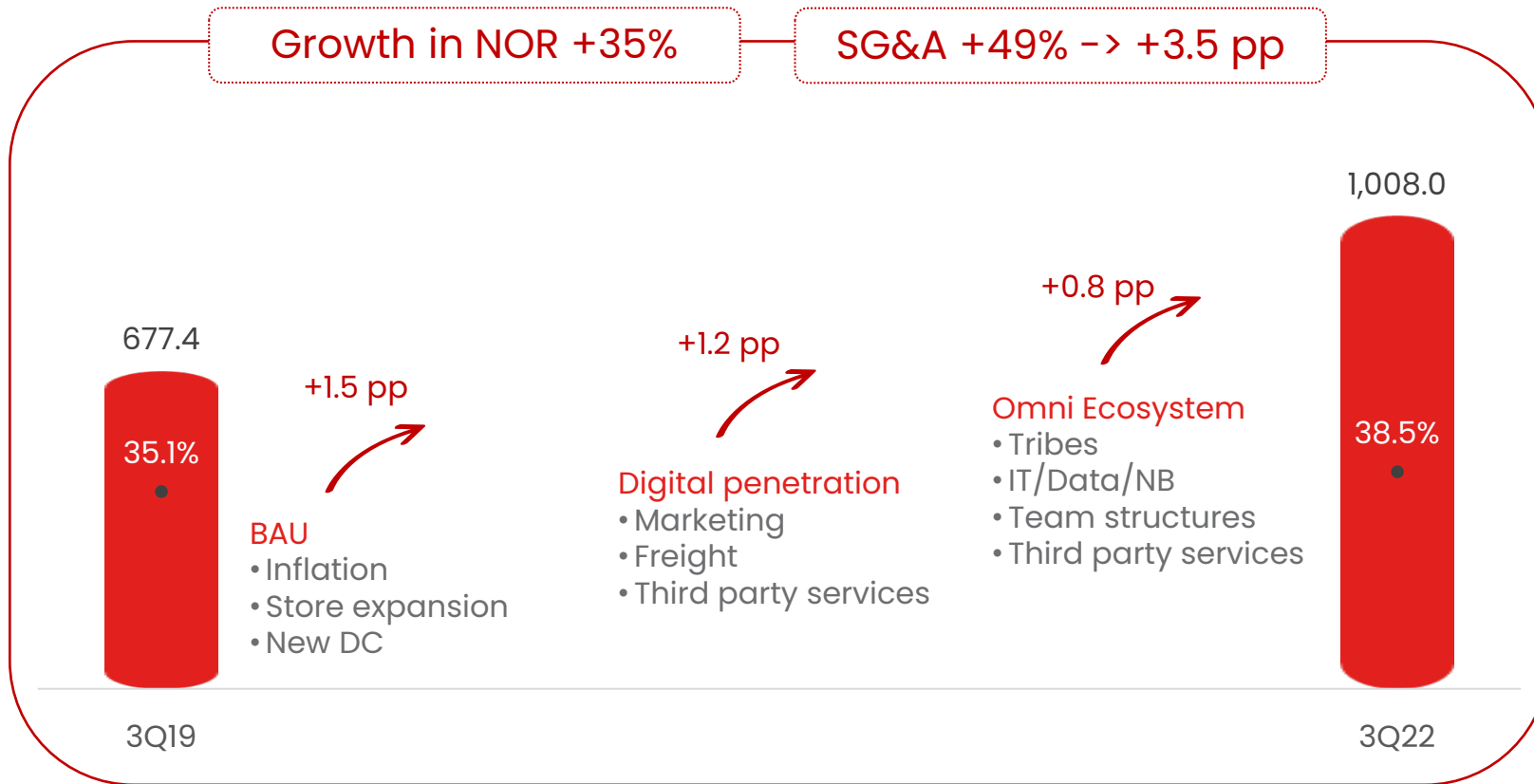


+0.4 pp
in Margin
versus 3Q21

-0.5 pp
in Margin
versus 3Q19

- Continuing low markdown levels
- Lower share of spring-summer items pressured gross margin

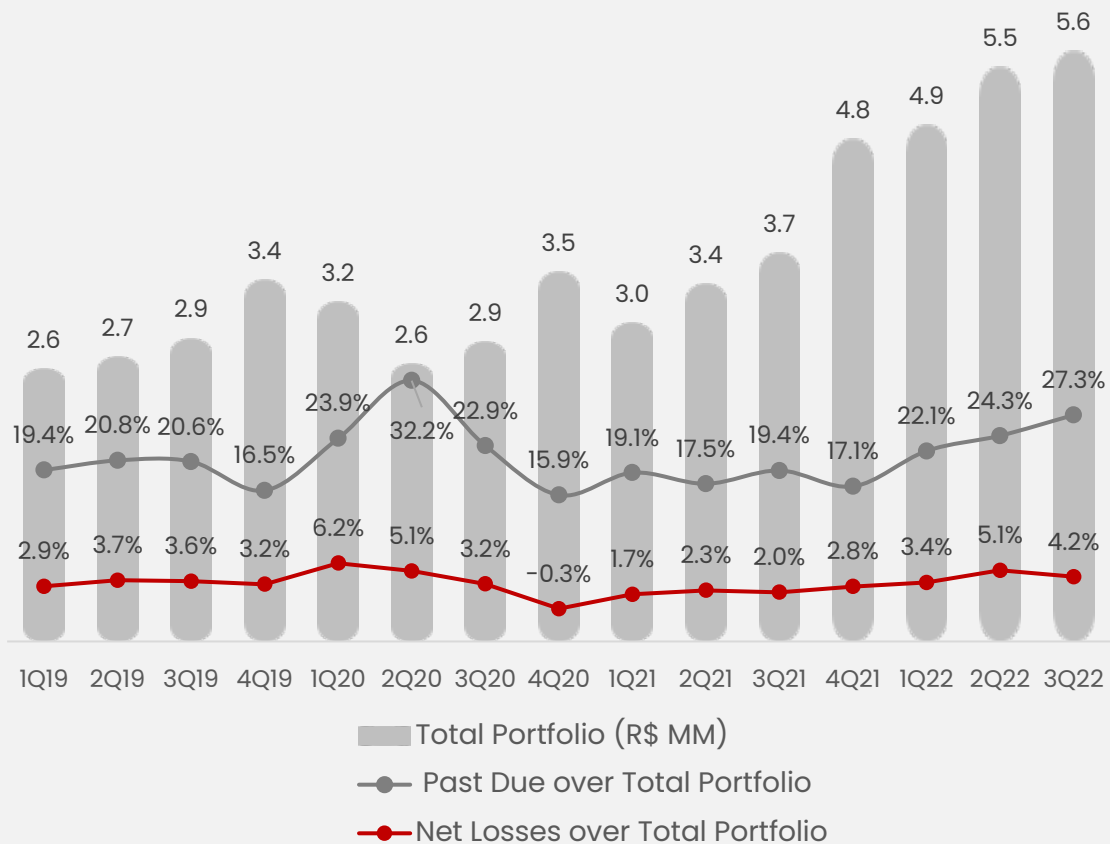
SG&A Operating Expenses: similar performance to that of the last few quarters with sequential gains in productivity



SG&A post-IFRS 16
 % of NOR

Increase in delinquency levels, reflecting the macroeconomic scenario of greater levels of household debt and reduced portfolio oxygenation

Total portfolio x past due x losses

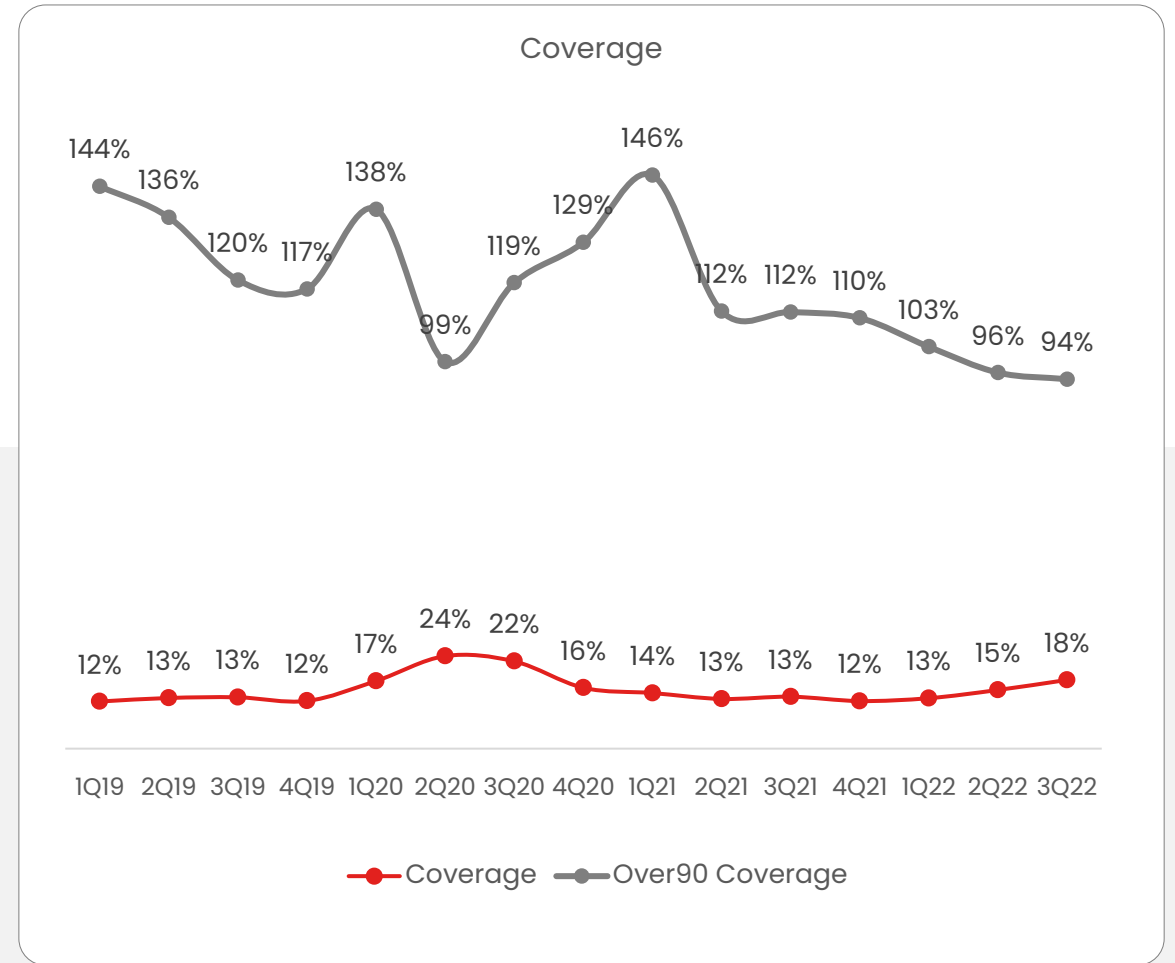
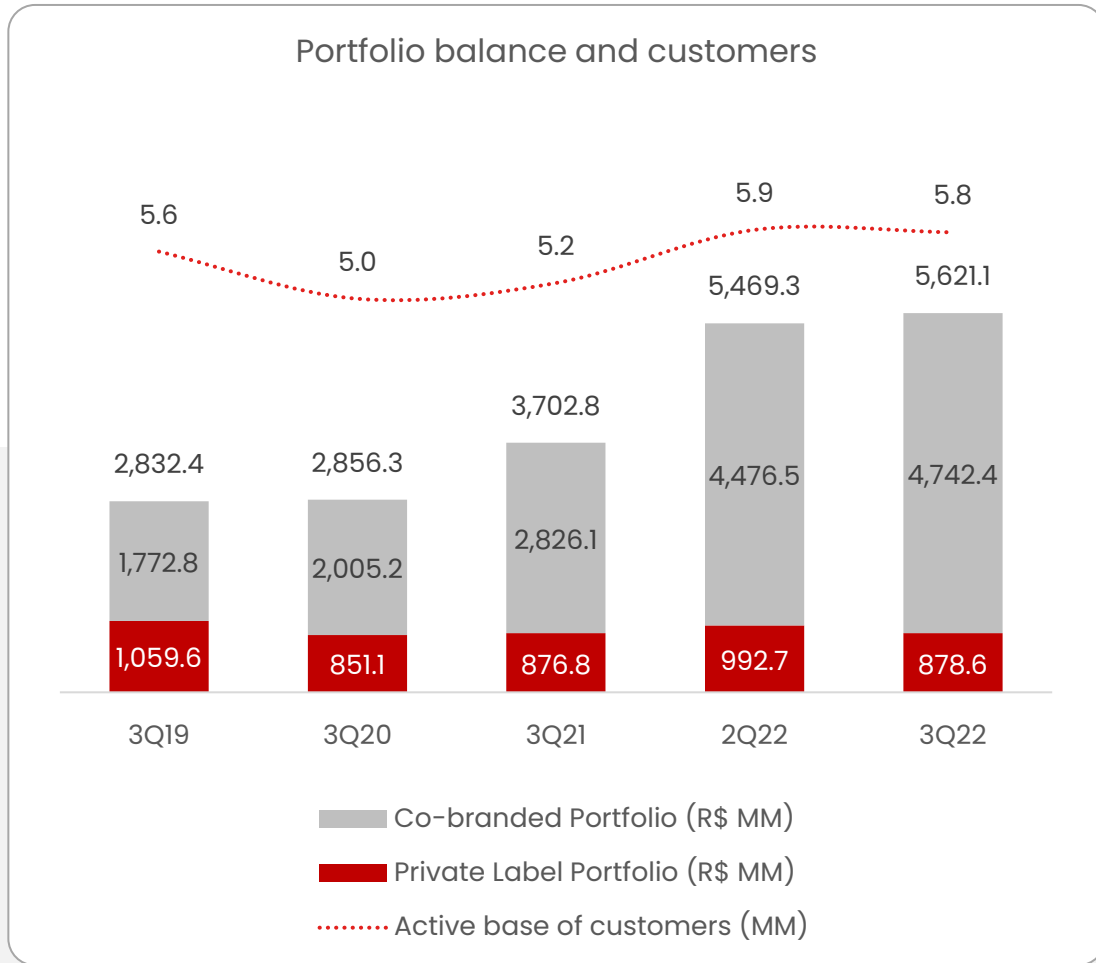


% past due by ranges

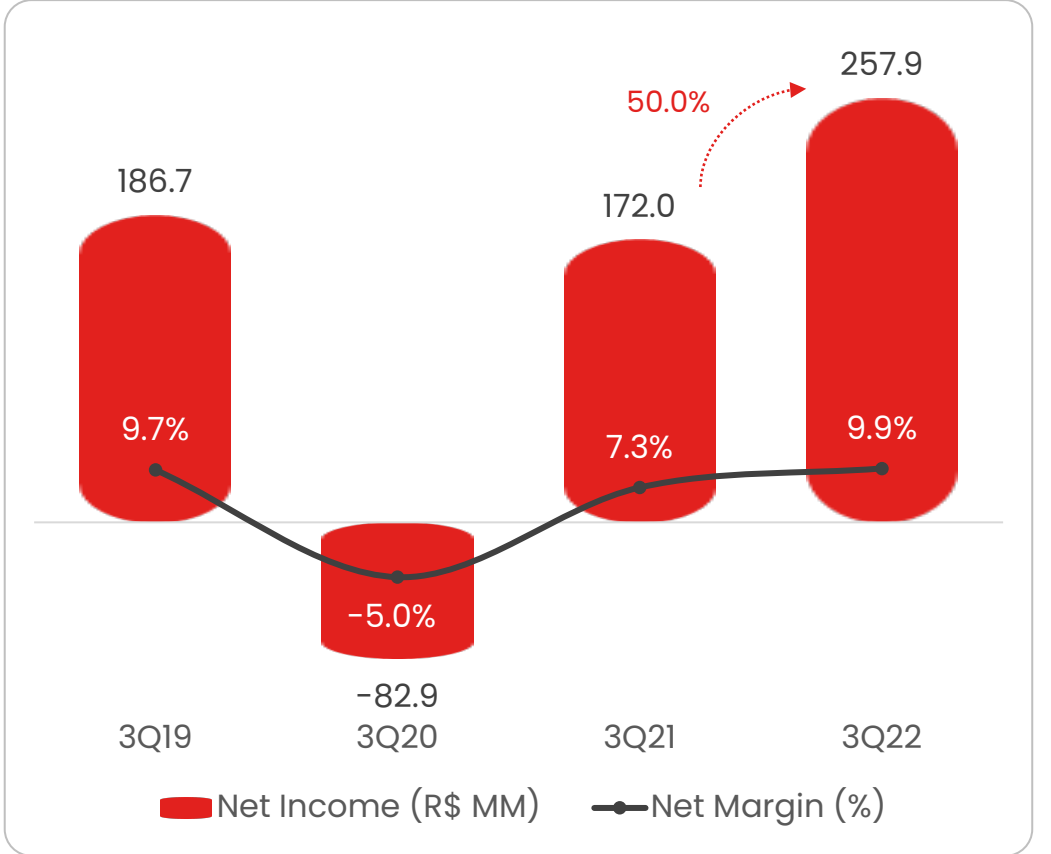
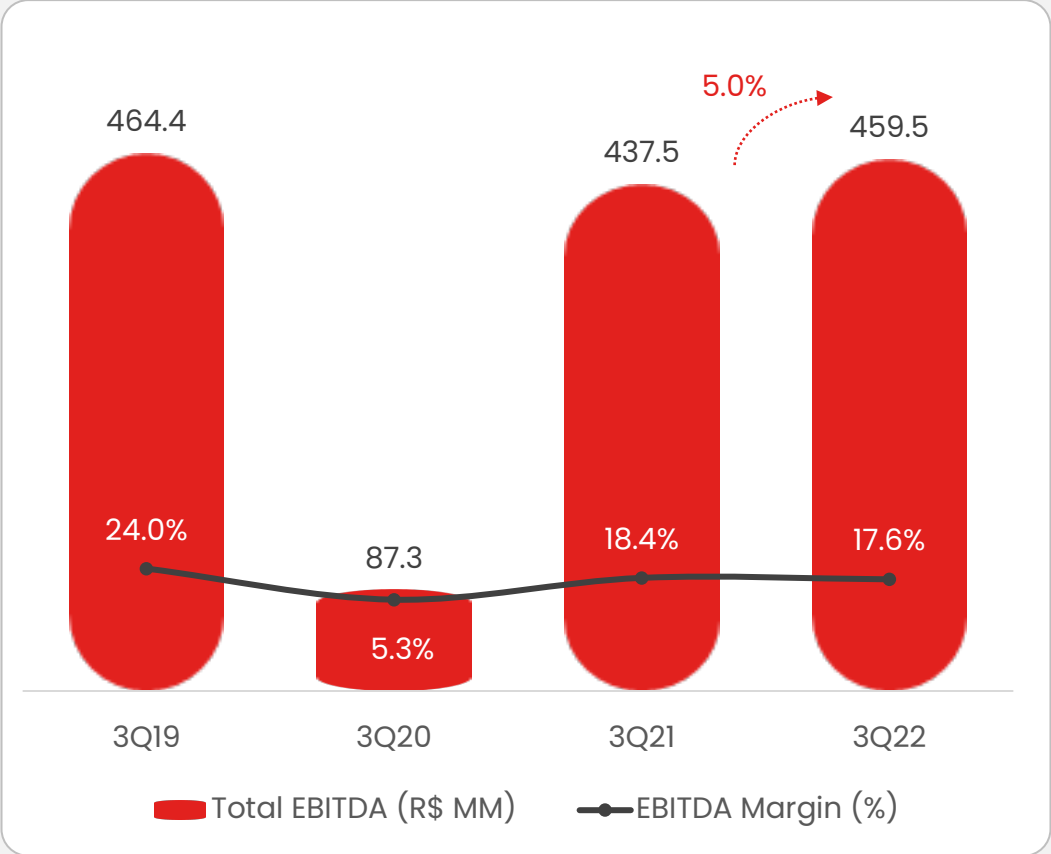
Portfolio until 360 days



Lower portfolio growth, reflecting stability in the client base vs 2Q22
 Total portfolio coverage reaches ~18%



Total Adjusted EBITDA higher than 3Q21 and **Net Income** 38% higher than pre-pandemic level (2019)



And so, we move ahead into the fourth quarter! Aware of the external challenges but confident in our capacity to continue enchanting customers and increasing market share

● **Retail Sales**

Despite the colder temperatures in October, we believe that 4Q22 growth will be similar to 3Q22 vs 2019

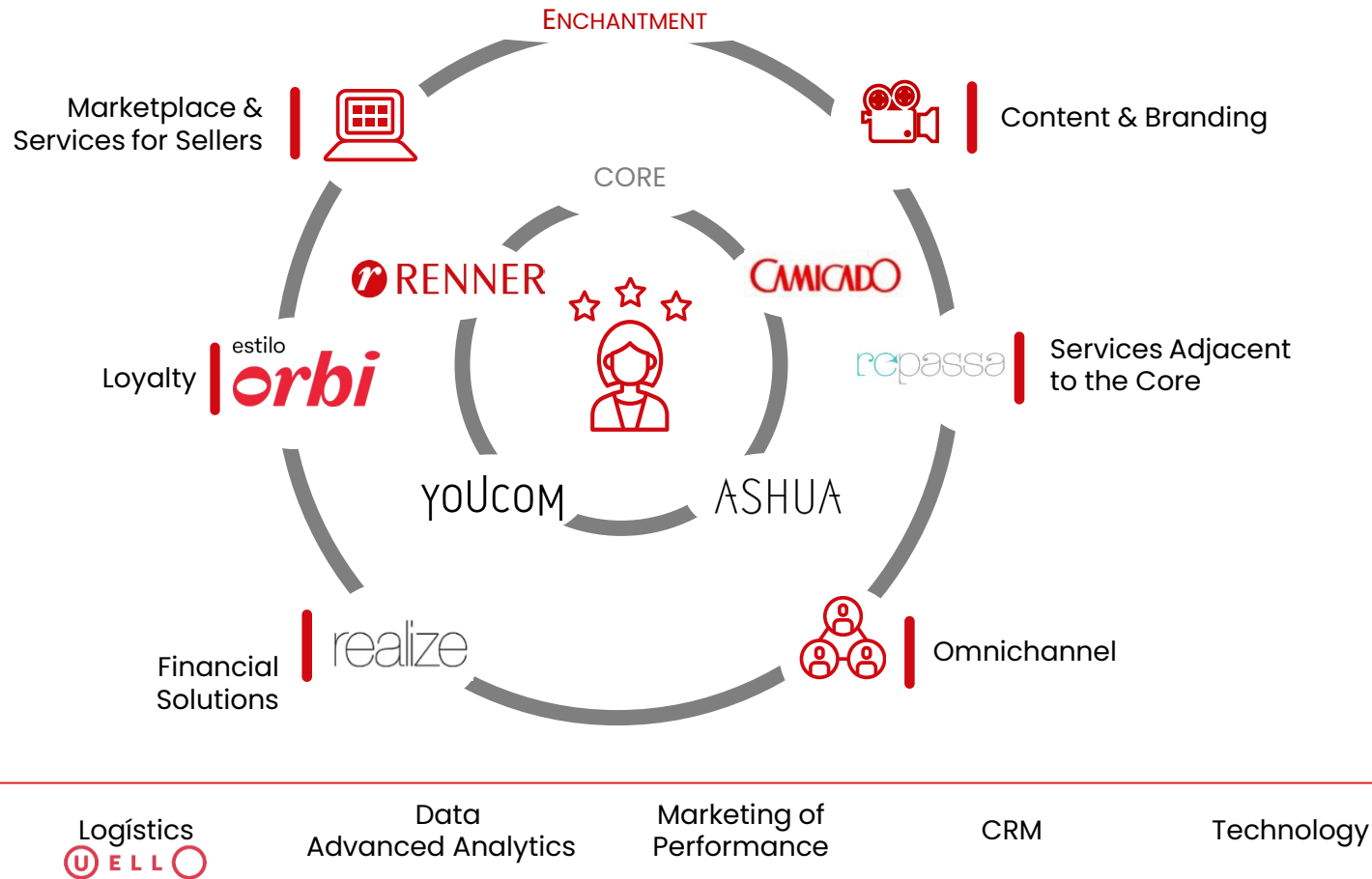
● **2023 and the next few years**

Preparation for growth over the upcoming years ramping up gains in profitability

● **Total EBITDA***

Similar to 2019 levels

We continue developing our **fashion and lifestyle ecosystem**

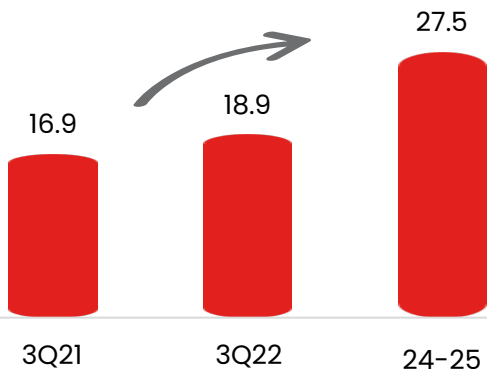


3Q22 Highlights

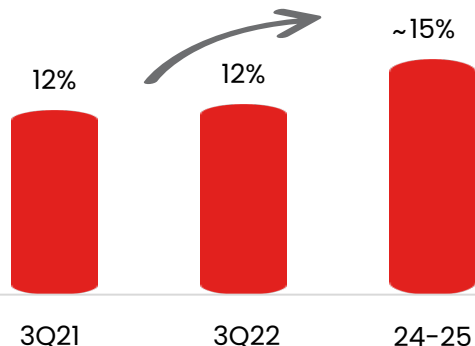
- **Rollout** of 12 stores, 10 in new municipalities
- **Checkout:** expansion of self checkouts, this equipment now totaling 111
- Launch of **Estilo Orbi Loyalty Program** and the **Orbi Bank** financial digital platform
 - Progress in **tests of automation technologies** and **integration between** the systems at the new DC
- Brazilian fashion retailer with the **largest number of followers on Instagram** in August
- Continuous advances in **level of service**

We have made great progress in the development of the **Ecosystem**, and there is still much more to come...

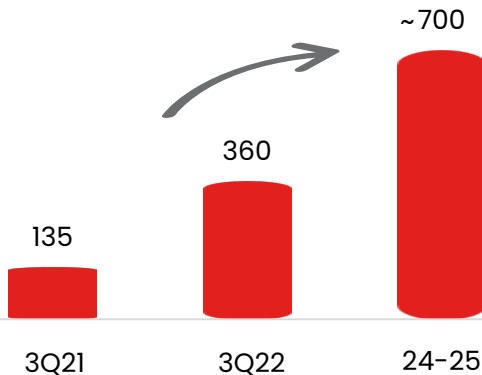
Ecosystem Active Customers



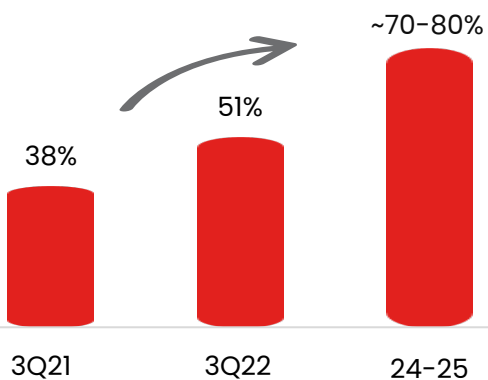
Omni customer base



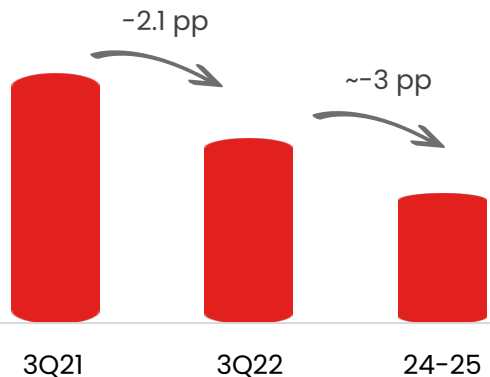
Digital Assortment



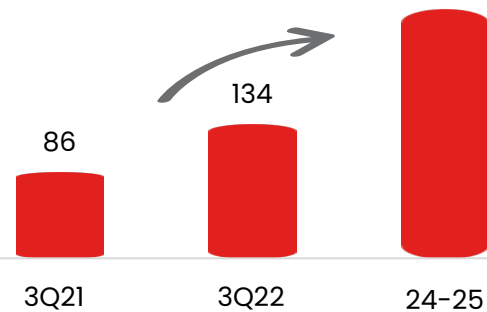
D+2 Deliveries



CAC / Retail Revenues



% Service Revenues at Realize





Question 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.



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.