

RESULTADOS

2T24

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







# MENSAGEM DO CEO

FABIO FACCIO

LOJAS RENNER S.A.

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Um modelo mais **PRECISO**, **INTEGRADO**, **ÁGIL** e **FLEXÍVEL** para um novo ciclo de crescimento, rentabilidade e competitividade



LOJAS RENNER S.A.











INFORMAÇÕES  
FINANCEIRAS

DANIEL SANTOS

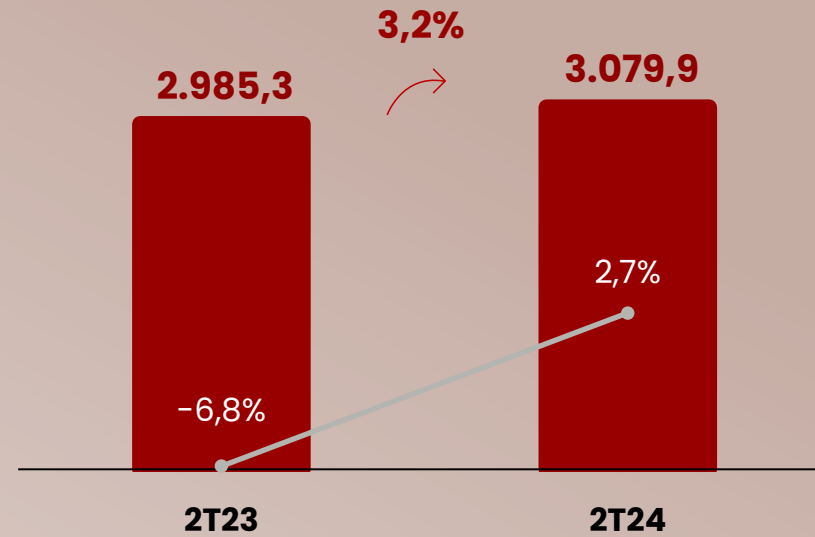
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## VENDAS

Boa aceitação da coleção com crescimento por volume de peças e transações pelo 3º trimestre consecutivo

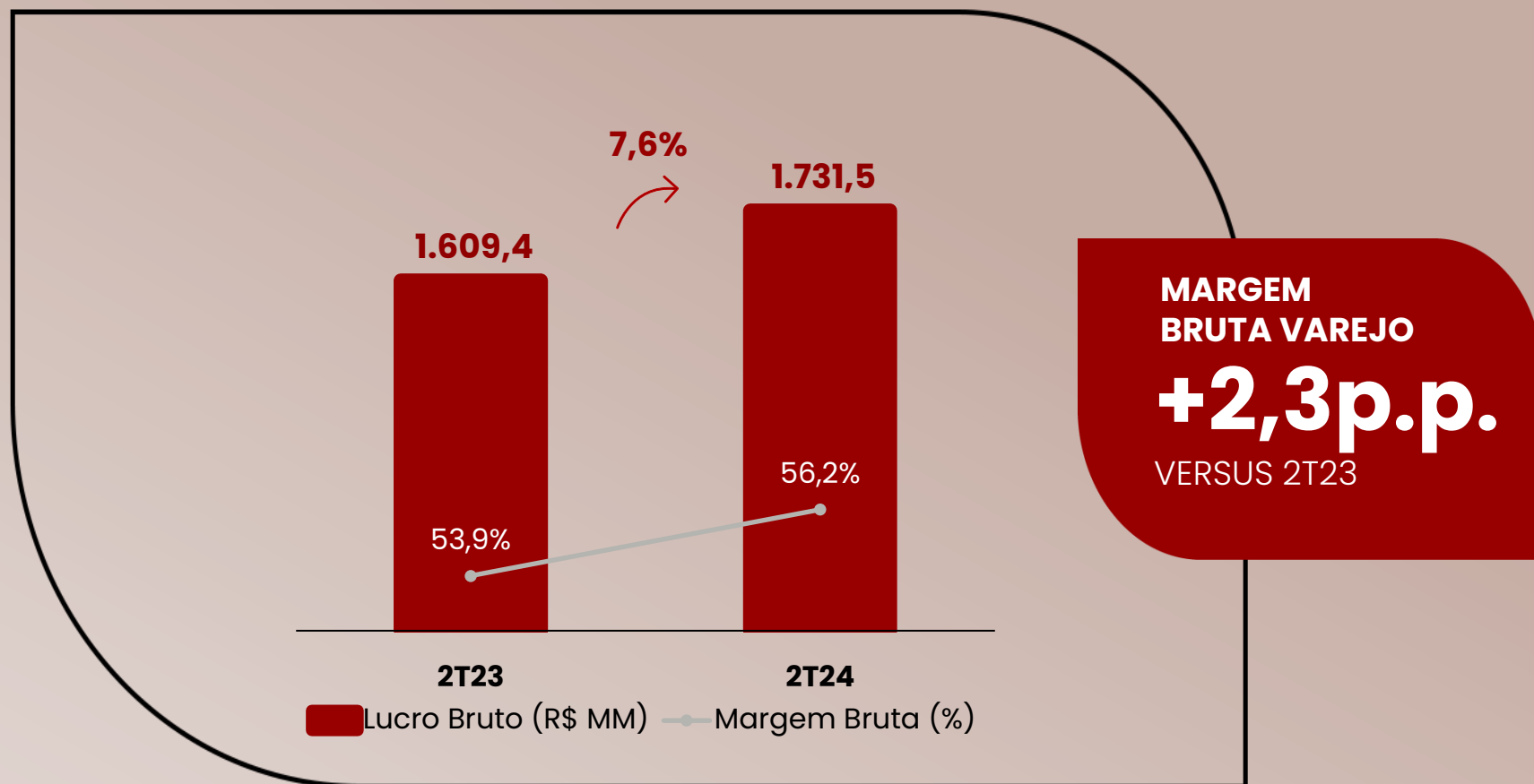


■ Receita Líquida de Varejo (R\$ MM)  
—● Vendas em Mesmas Lojas (%)

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Forte expansão de **MARGEM BRUTA:** assertividade da coleção e menores remarcações fruto do desenvolvimento ágil e maior reatividade da cadeia



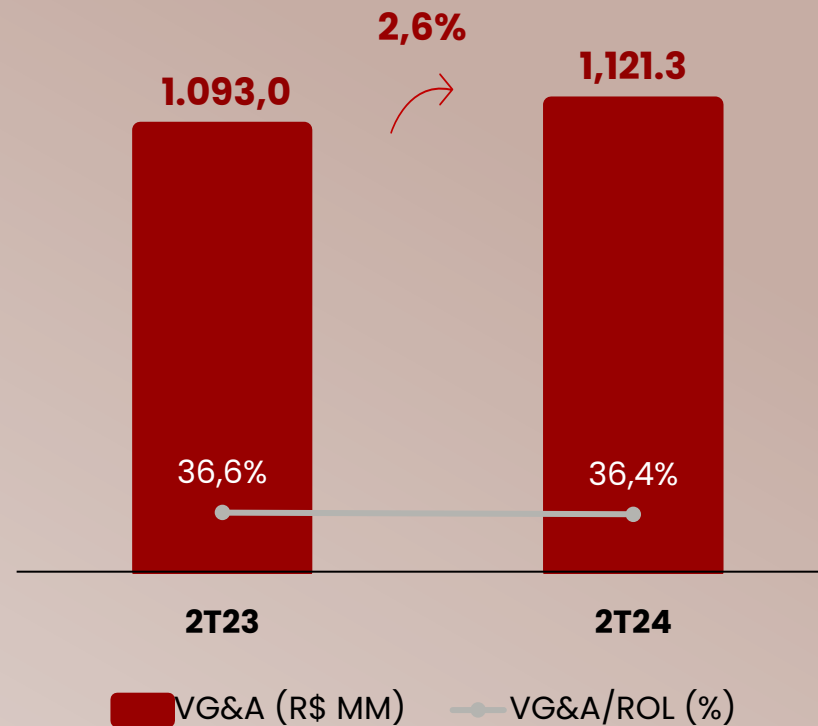
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## SG&A

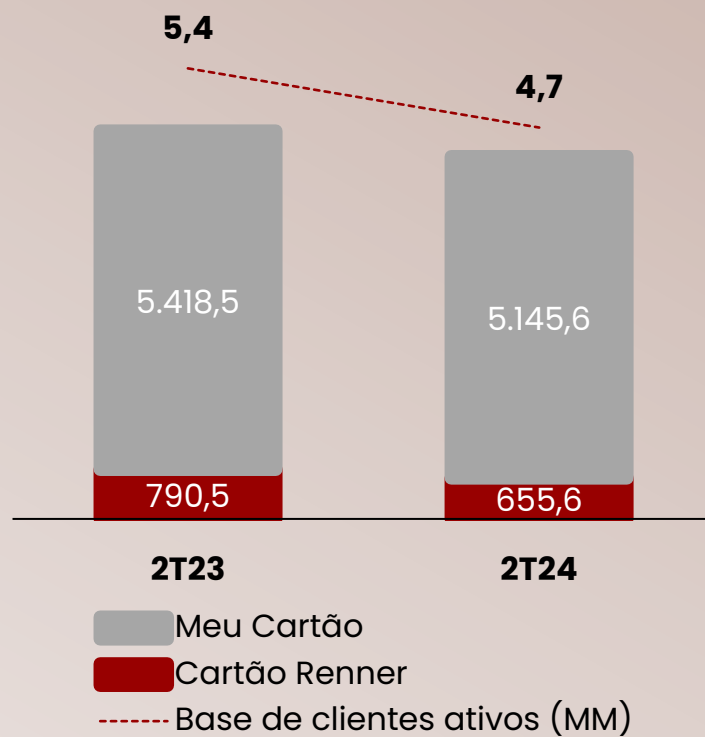
Despesas crescendo abaixo da inflação



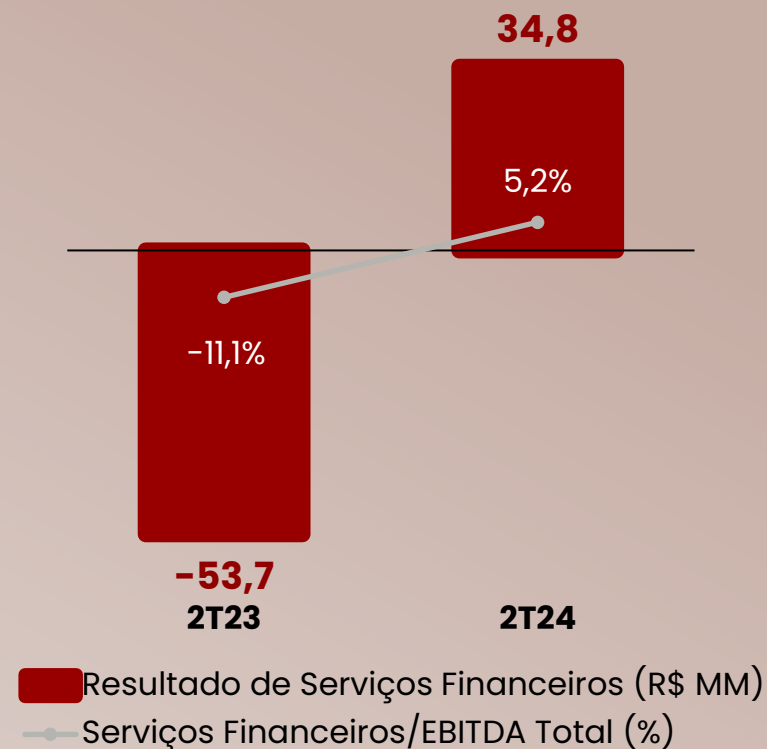
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**REALIZE:** 3º trimestre consecutivo de **resultado positivo**, com importante redução nas perdas líquidas

Saldo da carteira e base de clientes



Resultado de serviços financeiros

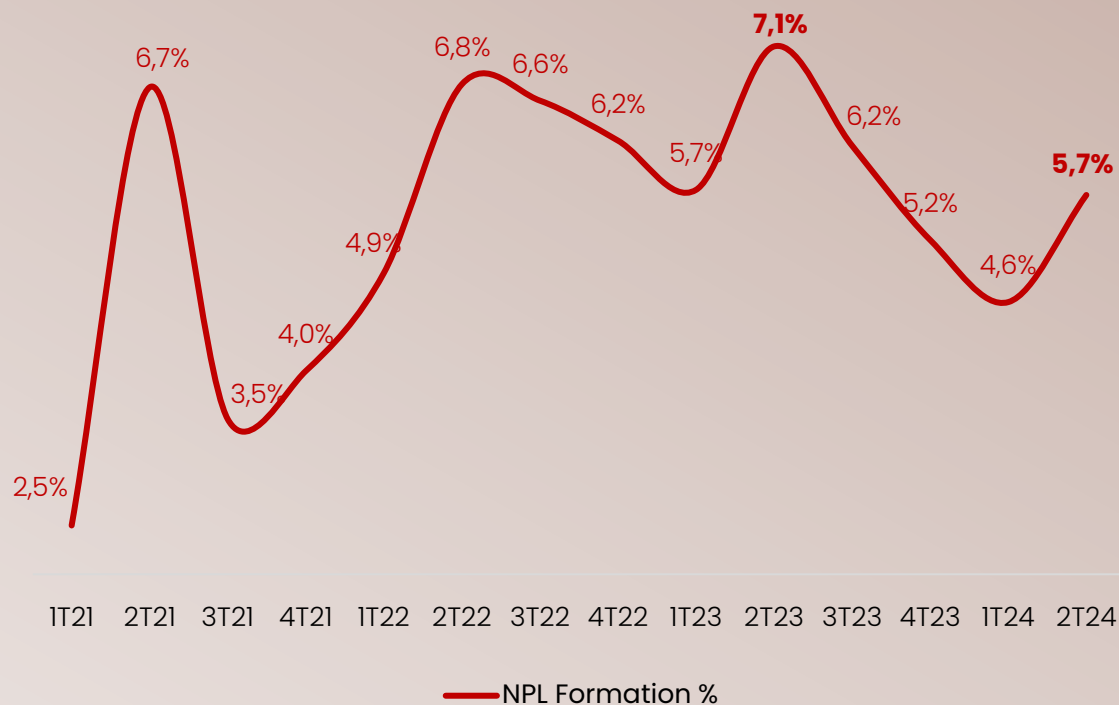


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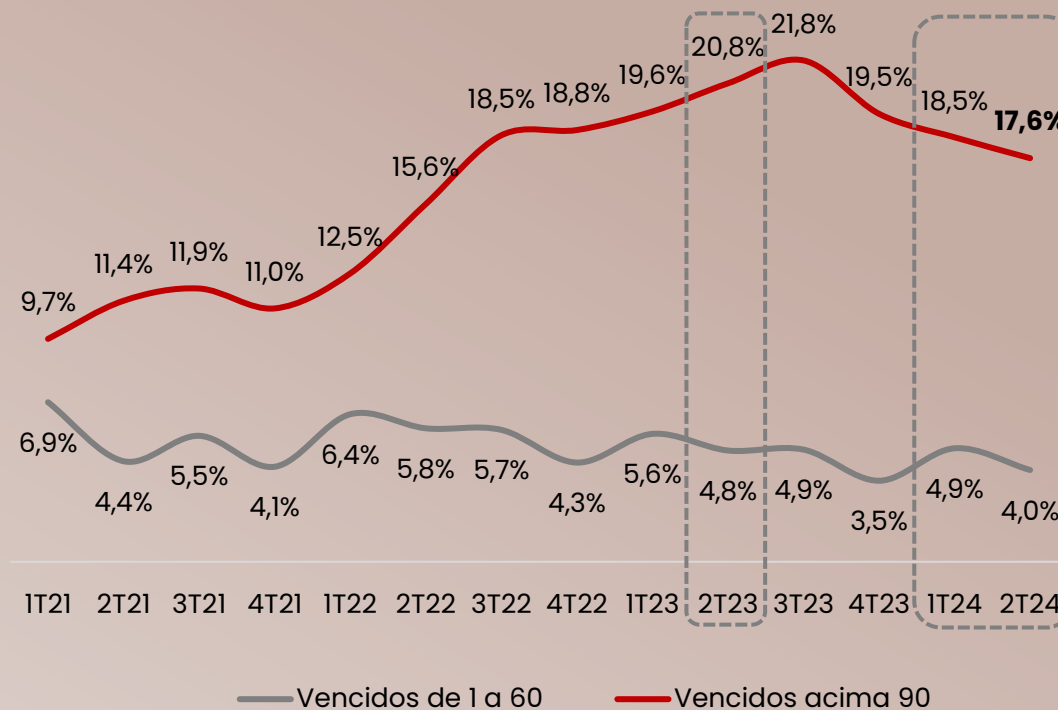


# REALIZE: continuidade da menor formação de **NPL nominal** e redução sequencial do **Over90**

NPL 90 formation (R\$ MM) trimestral sobre carteira (%)

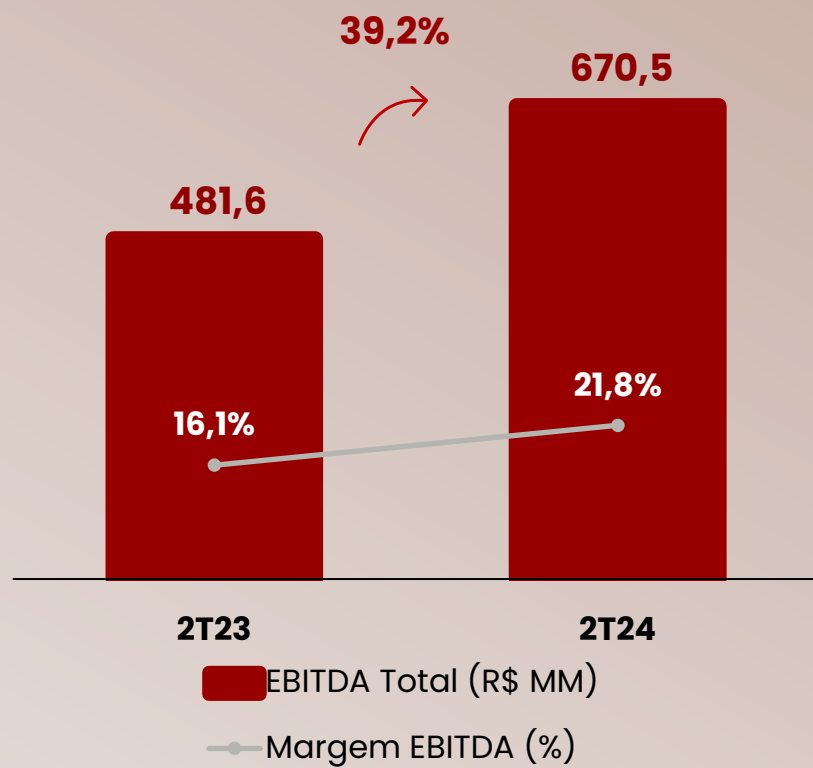


% vencidos por faixa



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## Evolução no **EBITDA TOTAL**




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Avançamos para o segundo semestre confiantes no ciclo de **crescimento**, **rentabilidade** e **competitividade** que já iniciou

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2Q24 RESULTS

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







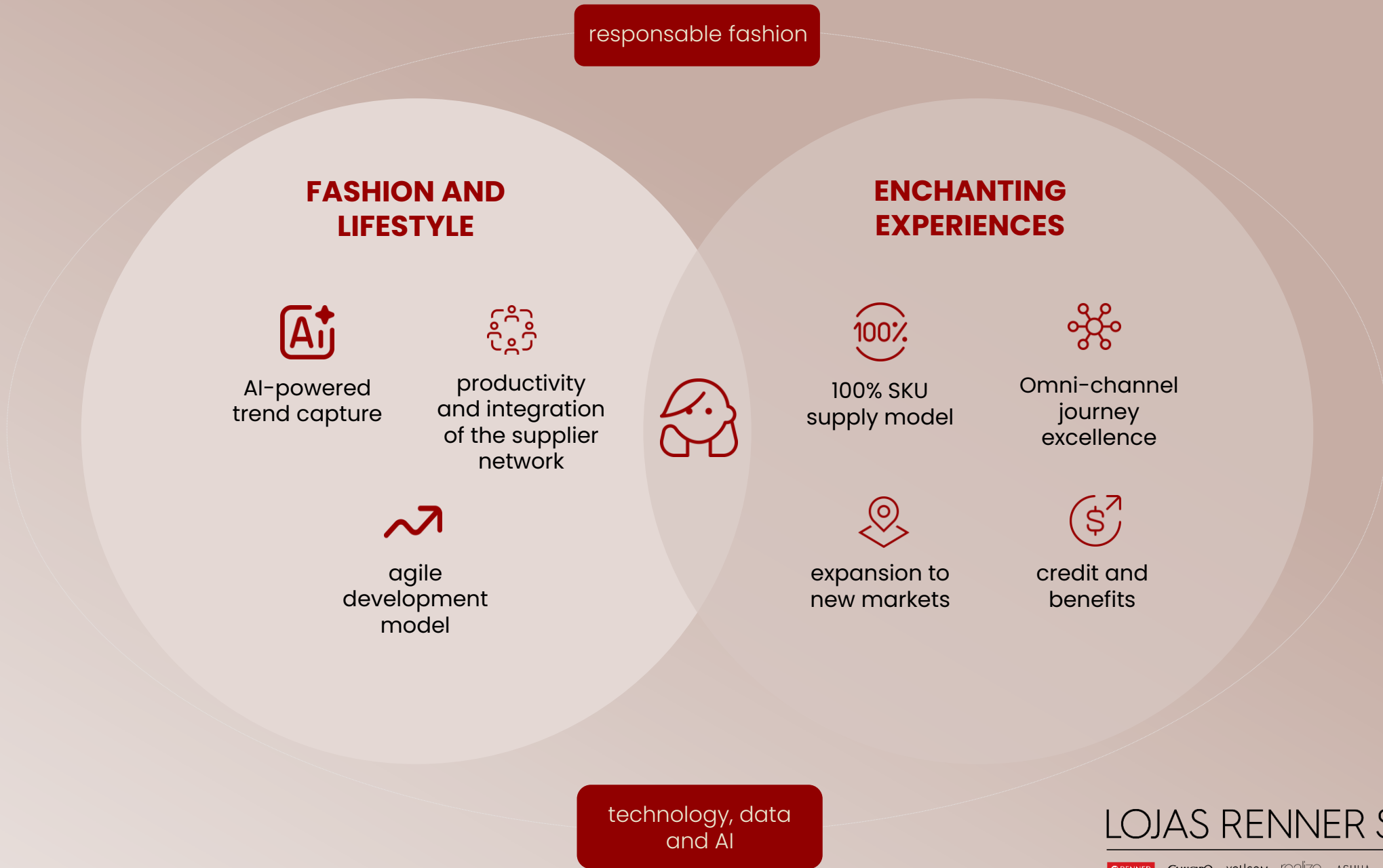
# CEO MESSAGE

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A more **PRECISE**,  
**INTEGRATED**,  
**AGILE** and  
**FLEXIBLE** model  
for a new cycle  
of growth,  
profitability and  
competitiveness





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# FINANCIAL INFORMATION

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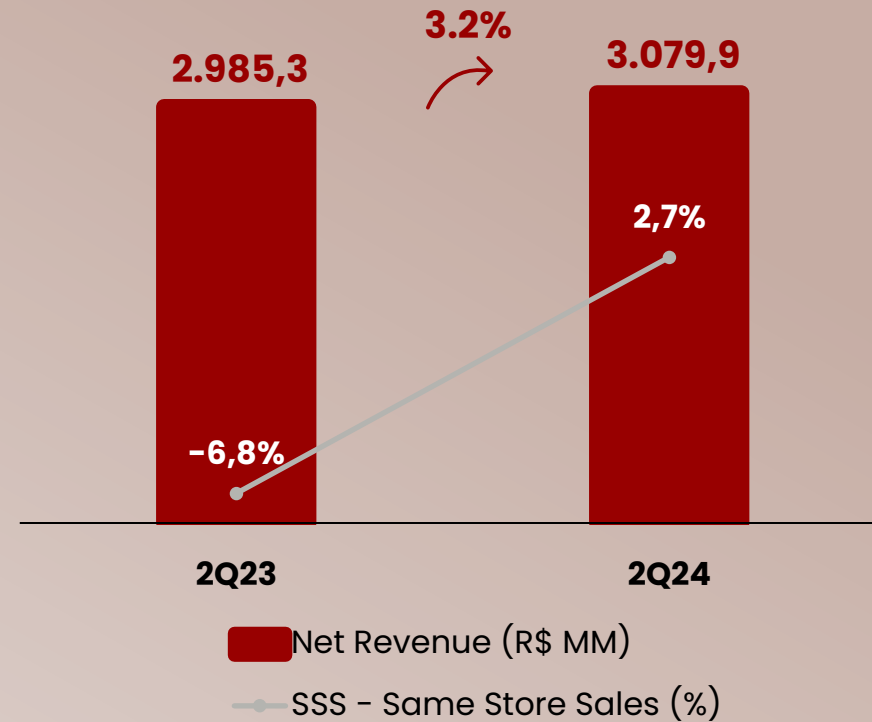
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## SALES

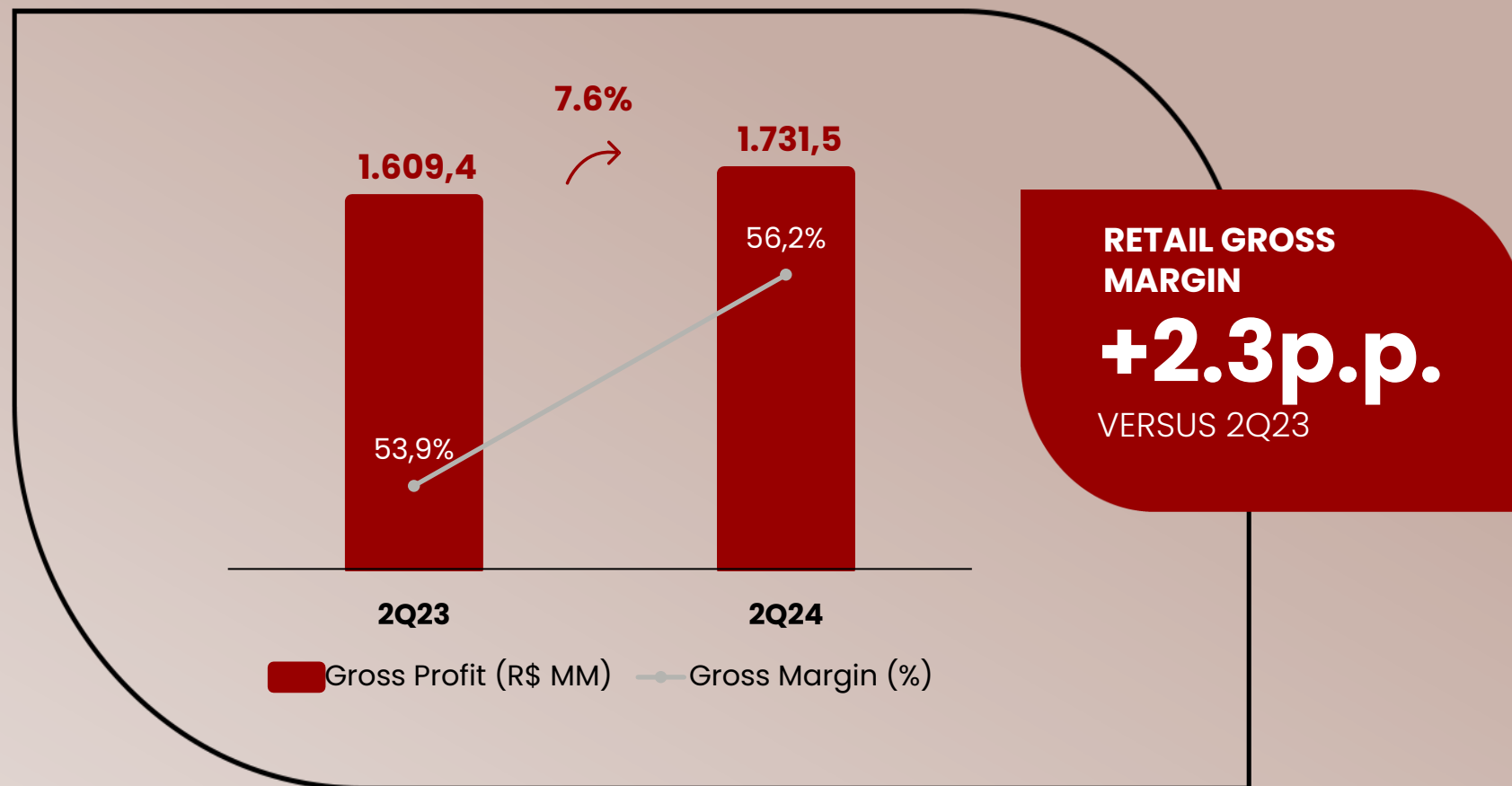
Good acceptance of the collection by both volume of pieces and transactions for the third consecutive quarter



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Strong expansion  
of **GROSS  
MARGIN:**  
versatility of the  
collection and  
lower markdowns  
due to agile  
development  
and greater  
chain reactivity

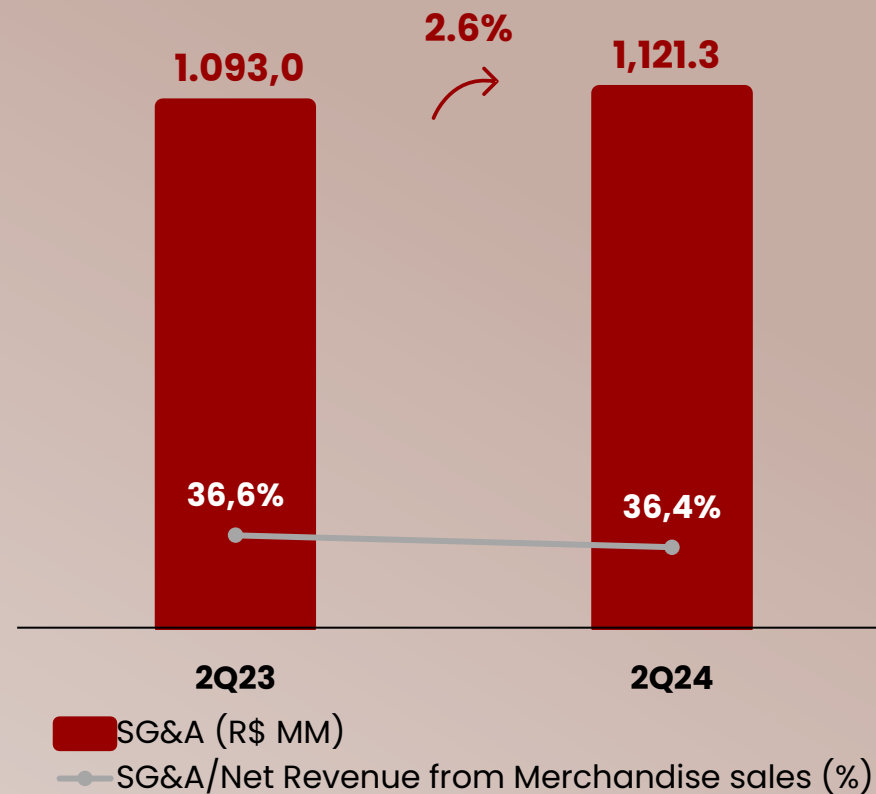


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## SG&A

Expenses growing below inflation

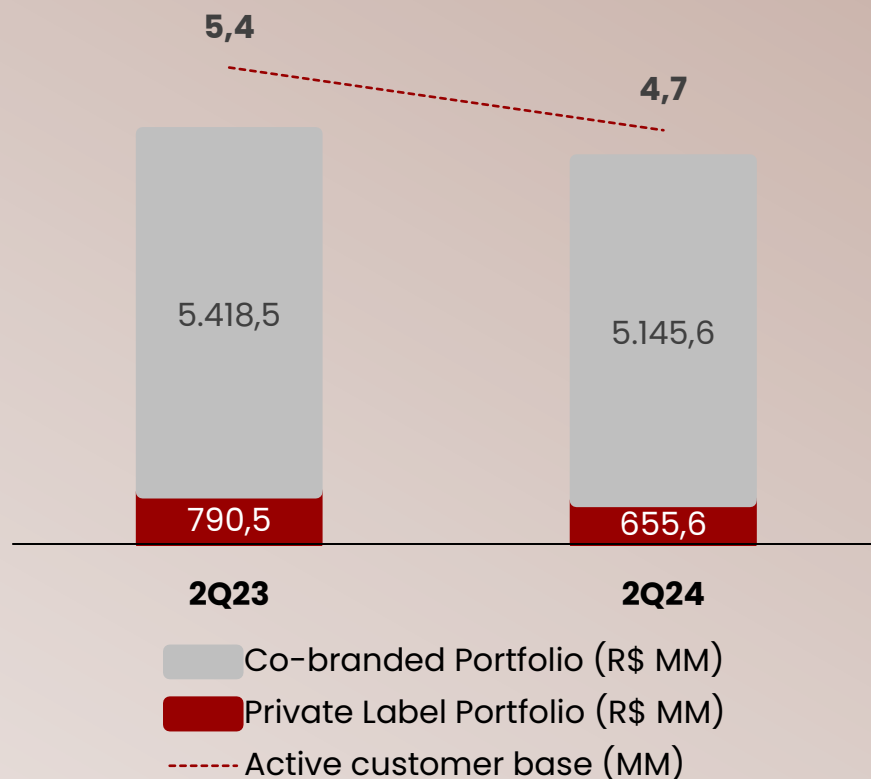


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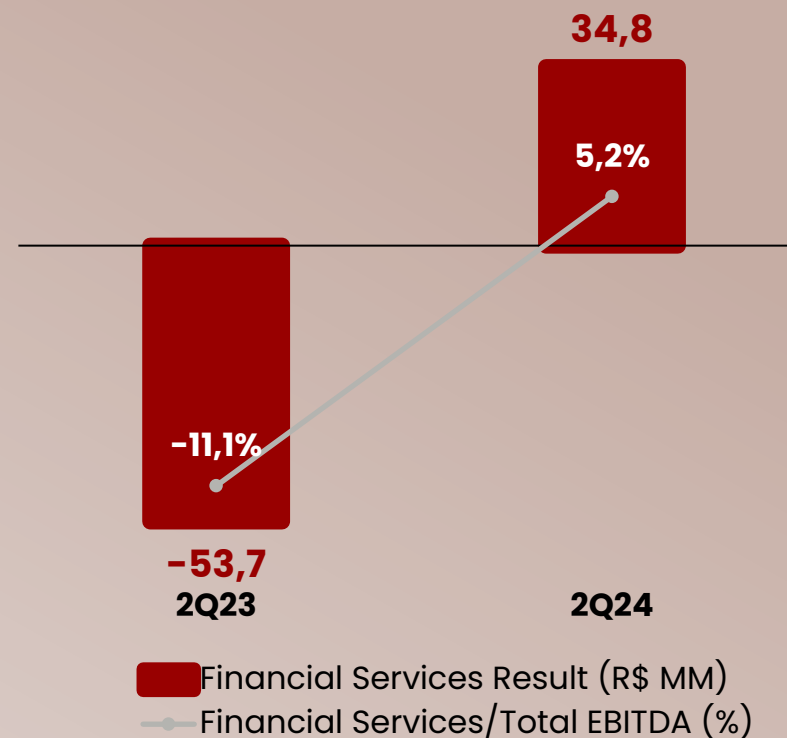
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**REALIZE:** 3<sup>rd</sup> consecutive quarter of **positive results**, with an important reduction in net losses

Portfolio balance and customer base



Financial services result

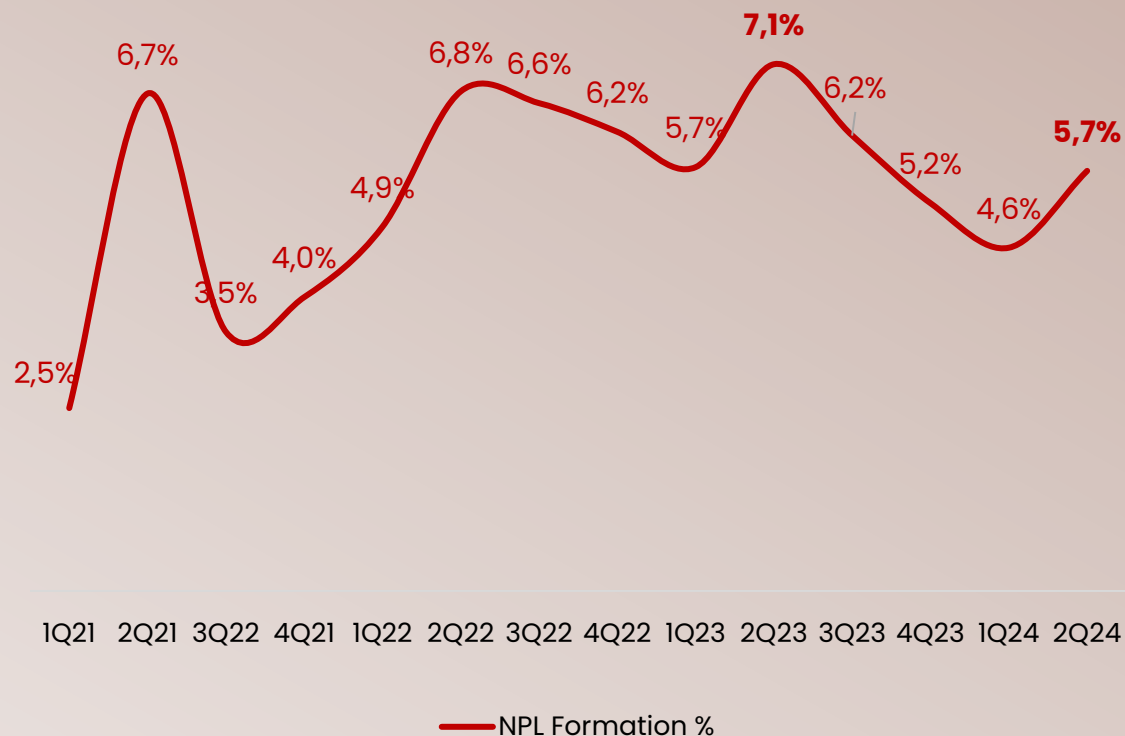


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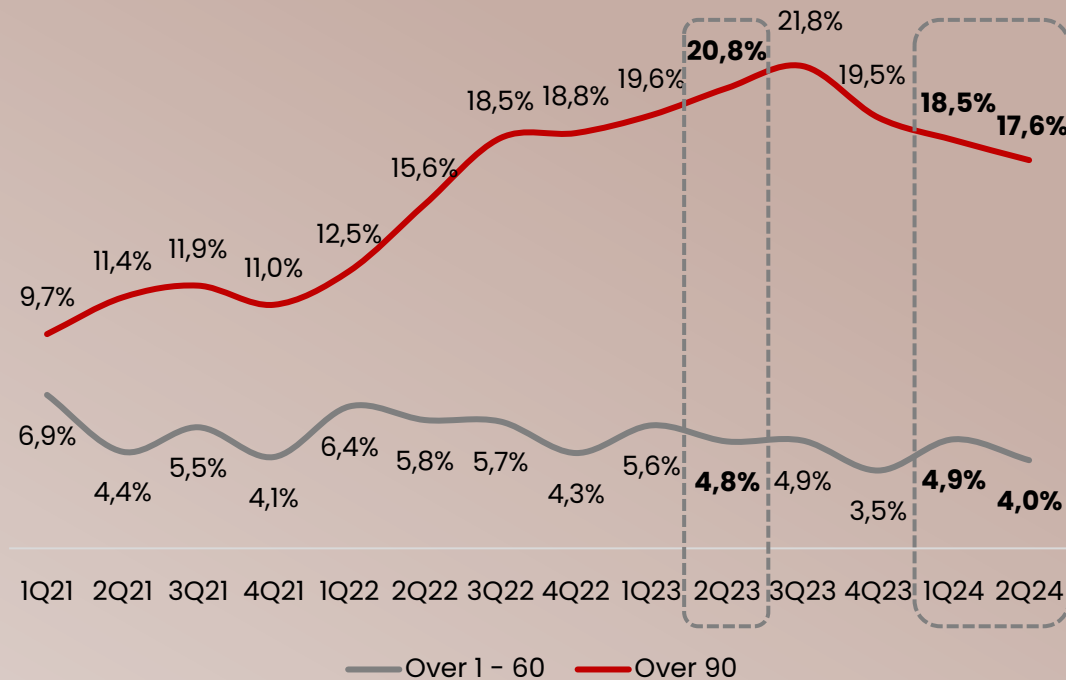


# REALIZE: continuation of lower nominal **NPL formation** and sequential reduction of **Over90**

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

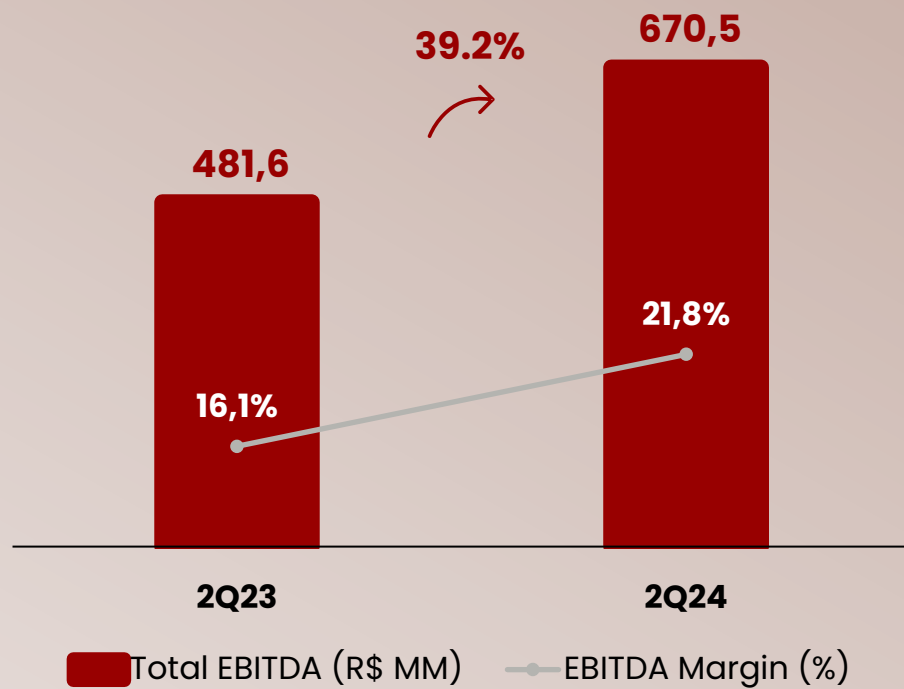


% Overdues by category



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## Improvement in **TOTAL EBITDA**



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We advance into the second half with confidence in the ongoing cycle of **growth, profitability** and **competitiveness**



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