



# Resultados 4T25 e 2025

**LOJAS RENNER S.A.**

RENNER CAMIGADO youcom realize ASHUA repassa

# Destques 4T25

Receita Líquida Varejo **4,3%**  
vs 4T24

Margem Bruta Varejo **56,5%**  
+0,7 p.p. vs 4T24

Margem EBITDA Varejo **24,2%**  
+1,1 p.p. vs 4T24

Fluxo de Caixa Livre **R\$561MM**

Lucro Líquido **R\$553MM**  
+13,4% vs 4T24

Lucro por Ação **+21%**



# Destques 2025

Receita Líquida Varejo

**9,2%**  
vs 2024

Margem Bruta Varejo

**56,1%**  
+0,7p.p. vs 2024

Margem EBITDA Varejo

**19,8%**  
+0,2p.p. vs 2024

Fluxo de Caixa Livre

**R\$1.4BI**

Lucro Líquido

**R\$1.5BI**  
+21,8% vs 2024

Lucro por Ação

**+27%**

ROIC LTM

**14,7%**  
+2,3p.p. vs 2024

Distribuição Acionistas\*

**R\$1.8BI**

\*Distribuição de JSCP e Recompra de Ações



## Marca e Execução de Moda

Novo posicionamento da marca Renner  
“Ouse ser você”

Estratégia de Collabs e Licenciamentos

Embaixadoras, Creators e Influencers

Evolução da ferramenta de CRM

Principalidade

Autoridade de Moda

Fidelidade



## Expansão e Remodelações

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**34 lojas inauguradas**

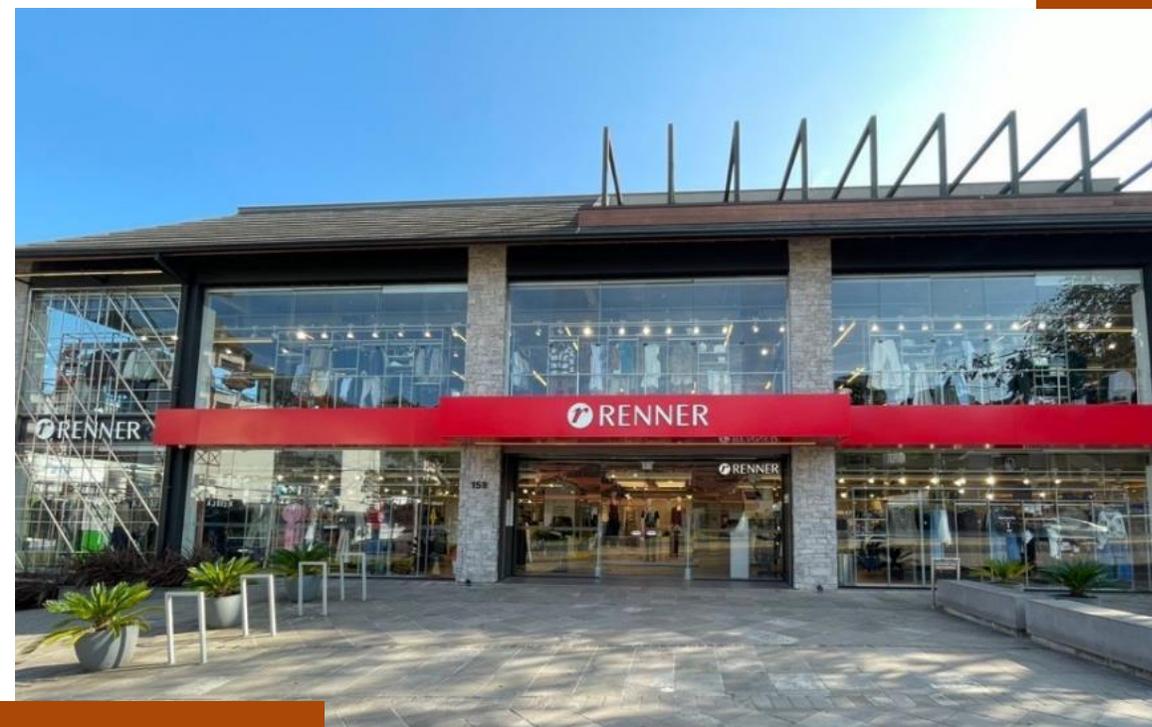
14 Renner, 3 Camicado e 17 Youcom

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**43 lojas renovadas**

18 grandes renovações

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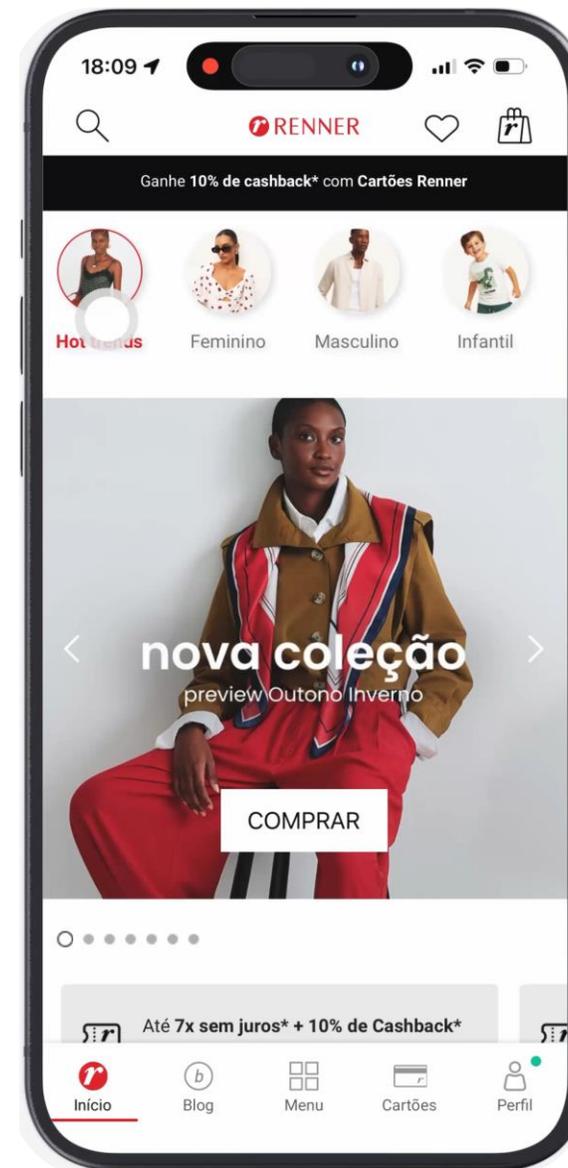
Loja em Canela, RS

# Evolução da Jornada Omni

Provedor Virtual

Uso de IA em modelos infantis e conteúdo

Sacola Omni



# Produtividade

**R\$ 17,2 mil**  
ROL/m<sup>2</sup>

Maior produtividade entre os  
concorrentes diretos

Receita Líquida de Varejo por m<sup>2</sup>  
(R\$ mil)



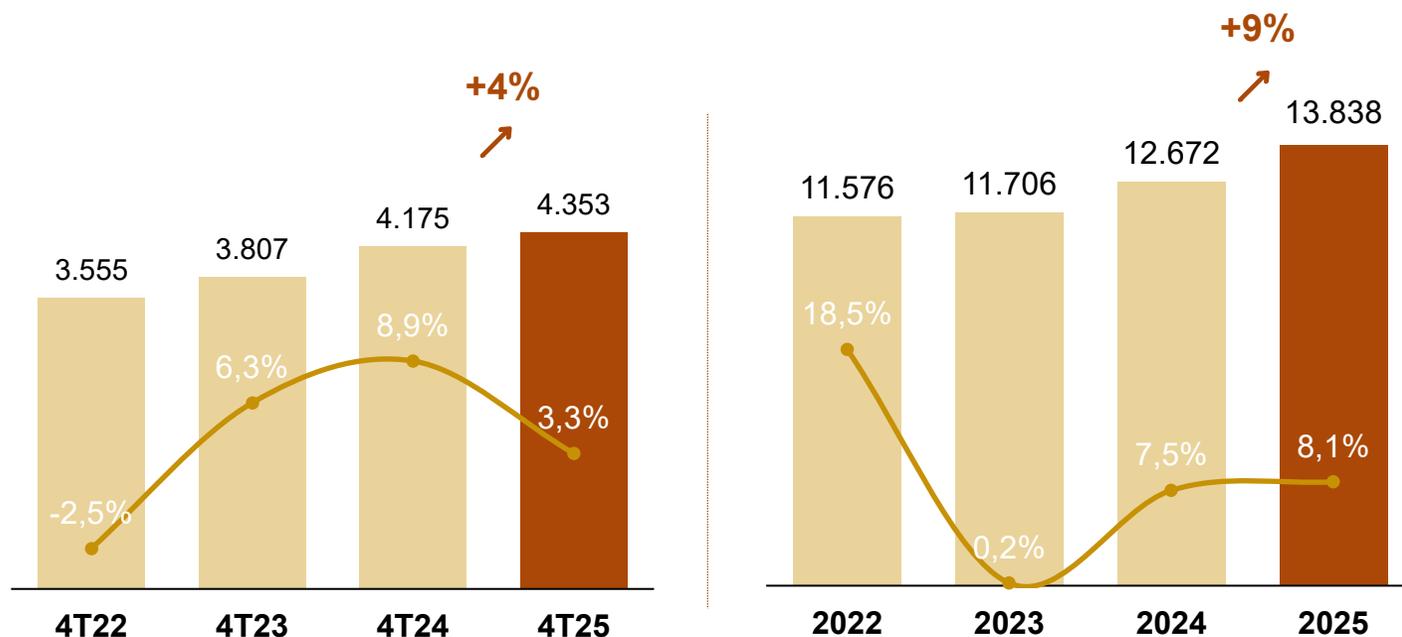
# Finalizamos 2025 com desempenho alinhado às nossas ambições 2026-2030



<sup>1</sup> Despesas Operacionais do Varejo (Ex-IFRS): Vendas, Gerais e Administrativas (+) Programa de Participação nos Lucros e (-) Depreciação e amortização

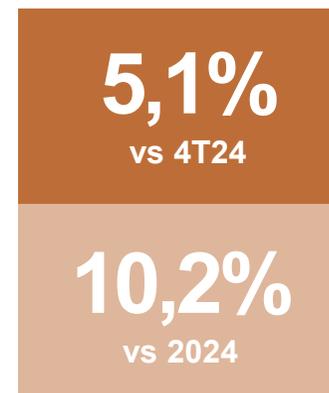
<sup>2</sup> Cálculo do ROIC disponível na planilha de fundamentos em [IR website](#)

# Crescimento de receita ancorado pela expansão disciplinada, ganhos de produtividade nas lojas e no digital

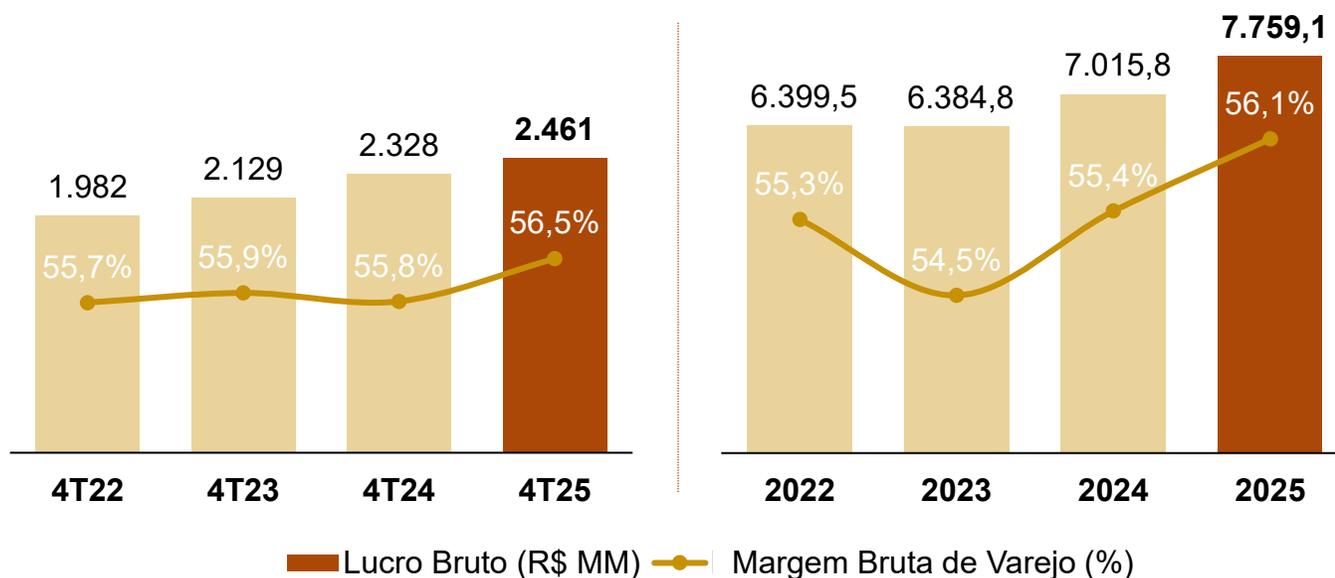


■ Receita líquida de varejo (R\$ MM)  
—●— Vendas em mesmas lojas (%)

## Receita Líquida Vestuário



# Margem Bruta no maior nível dos últimos seis anos, sustentada por execução de moda mais ágil e abastecimento mais preciso

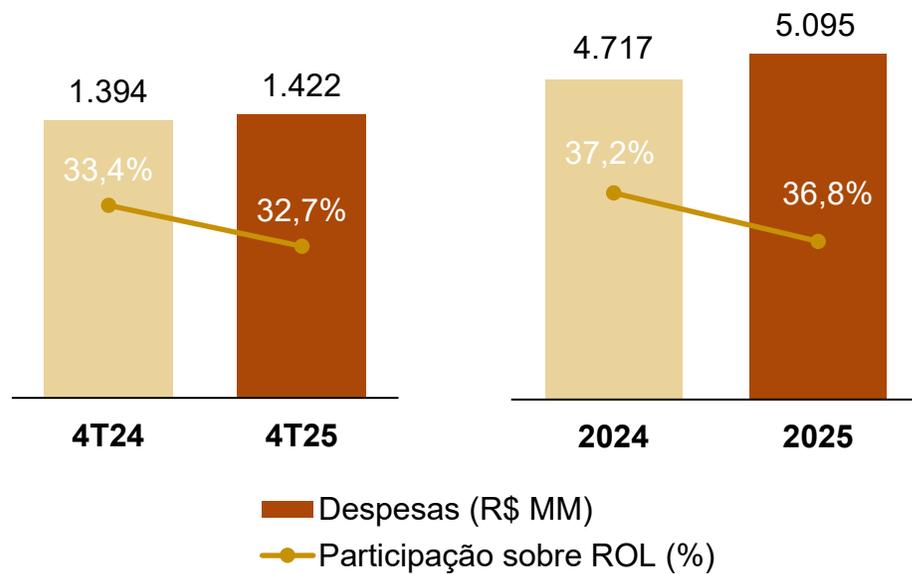


**56,5%** Margem Bruta Varejo  
+0,7 p.p vs 4T24

**57,9%** Margem Bruta Vestuário  
+0,8 p.p vs 4T24

- Mix de vendas adequado
- Venda a preço cheio
- Níveis estáveis de remarcação na marca Renner

## Disciplina nas despesas

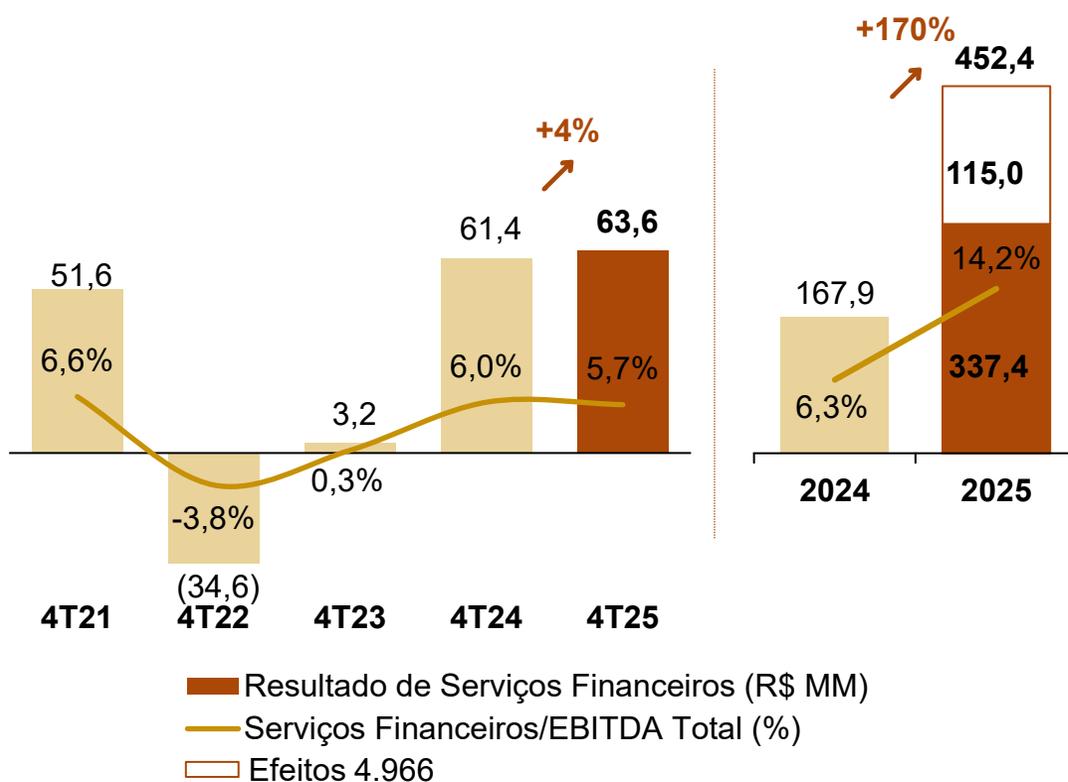


- G&A estável e alinhado com inflação
- PPR representando 12% do Lucro Líquido

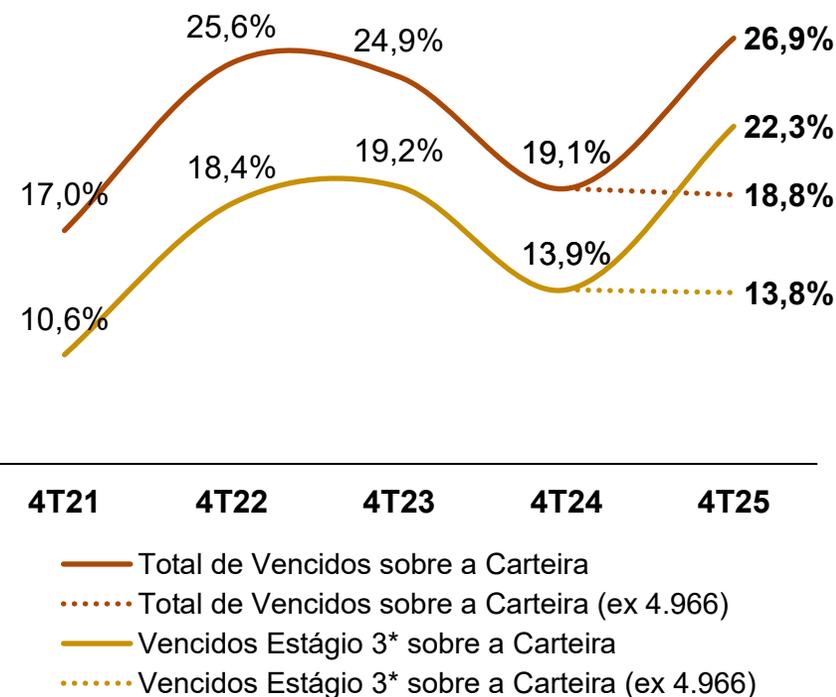


# Realize: resultados consistentes e risco da carteira saudável

### Resultado de Serviços Financeiros



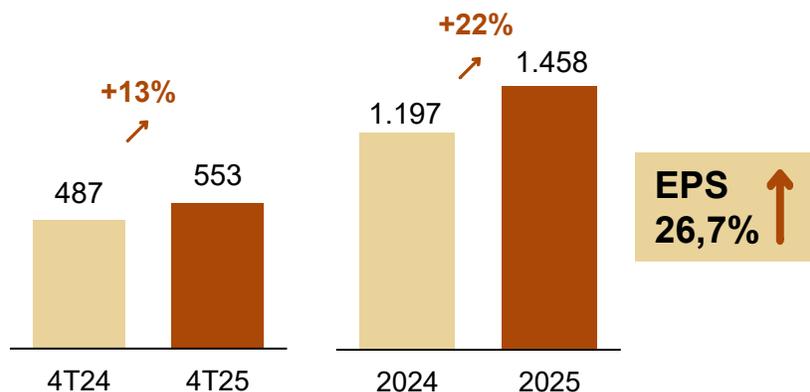
### Vencidos



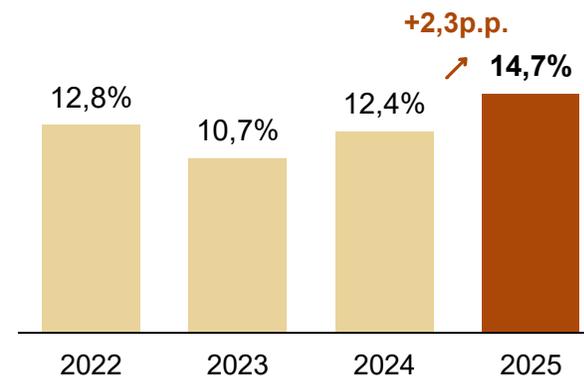
\* Estágio 3 – Operações em atraso a partir de 90 dias

# Lucro Líquido recorde e consistente geração de fluxo de caixa

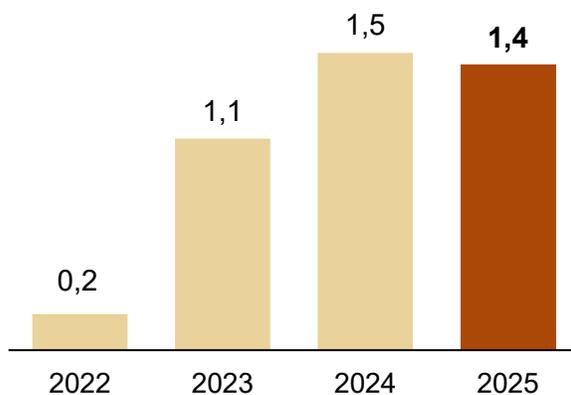
**Lucro Líquido (R\$ MM)**



**ROIC LTM**

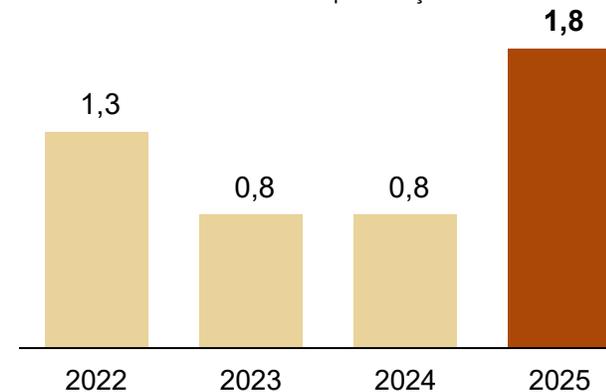


**Fluxo de Caixa Livre (R\$ Bi)**



**Distribuição de Lucros (R\$ Bi)**

JSCP e Recompra de Ações



# Perspectivas para 2026



# Q&A

Para fazer perguntas, levante a mão para entrar na fila.

Ao ser anunciado, uma solicitação para ativar seu microfone aparecerá na tela.

Para otimizar o tempo e atender ao maior número de participantes, recomendamos que cada analista faça apenas uma pergunta por vez e, se necessário, retorne à fila para perguntas adicionais.

É obrigatório identificar-se com nome e empresa.

## Aviso Legal

As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento da Lojas Renner S.A. são meramente expectativas 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.





# Results 4Q25 & 2025

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# 4Q25 Highlights

Retail Net Revenue **4.3%**  
vs 4Q24

Retail Margin Gross **56.5%**  
+0.7 p.p. vs 4Q24

Margin EBITDA Retail **24.2%**  
+1.1 p.p. vs 4Q24

Free Cash Flow **R\$561MM**

Net Income **R\$553MM**  
+13.4% vs 4Q24

EPS **+21%**



# 2025 Highlights

Retail Net Revenue	<b>9.2%</b> vs 2024	Retail Margin Gross	<b>56.1%</b> +0.7p.p. vs 2024
Margin EBITDA Retail	<b>19.8%</b> +0.2p.p. vs 2024	Free Cash Flow	<b>R\$1.4BI</b>
Net Income	<b>R\$1.5BI</b> +21.8% vs 2024	EPS	<b>+27%</b>
ROIC LTM	<b>14.7%</b> +2.3p.p. vs 2024	Shareholder Distribution*	<b>R\$1.8BI</b>

\*IoC and Share Buyback



# Branding and Fashion Execution

New positioning of the Renner brand  
“Ouse ser você”

Collabs and Licensing Strategy

Ambassadors, Creators and Influencers

Evolution of the CRM platform

Principality  
Fashion Authority  
Loyalty



## Expansion and Remodeling

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**34 stores opened**

14 Renner, 3 Camicado and 17 Youcom

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**43 renovated stores**

18 major renovations

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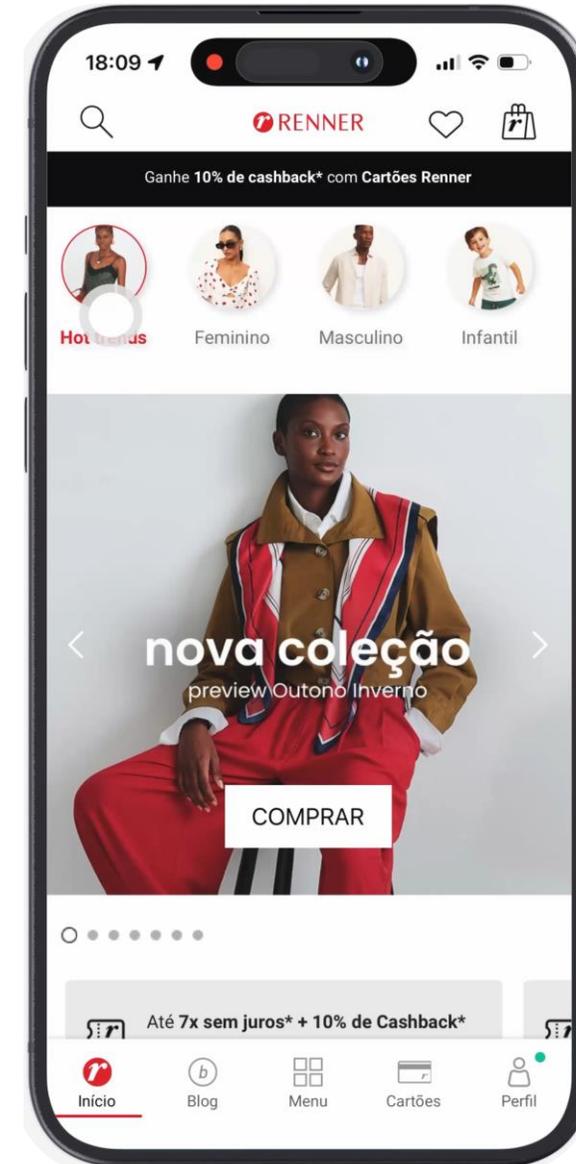
Store in Canela, RS

# Omni Journey Evolution

Virtual Fitting Room

Use of AI in children's modeling and content

Omni Shopping Bag



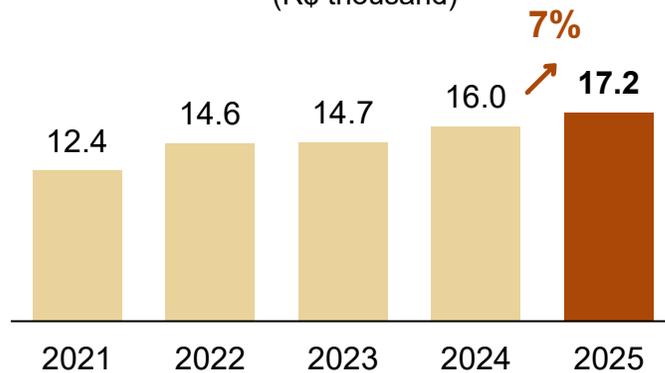
# Productivity

## R\$ 17.2 thousand

Retail Net Revenue/m<sup>2</sup>

Highest productivity among direct competitors

Retail Net Revenue/m<sup>2</sup>  
(R\$ thousand)



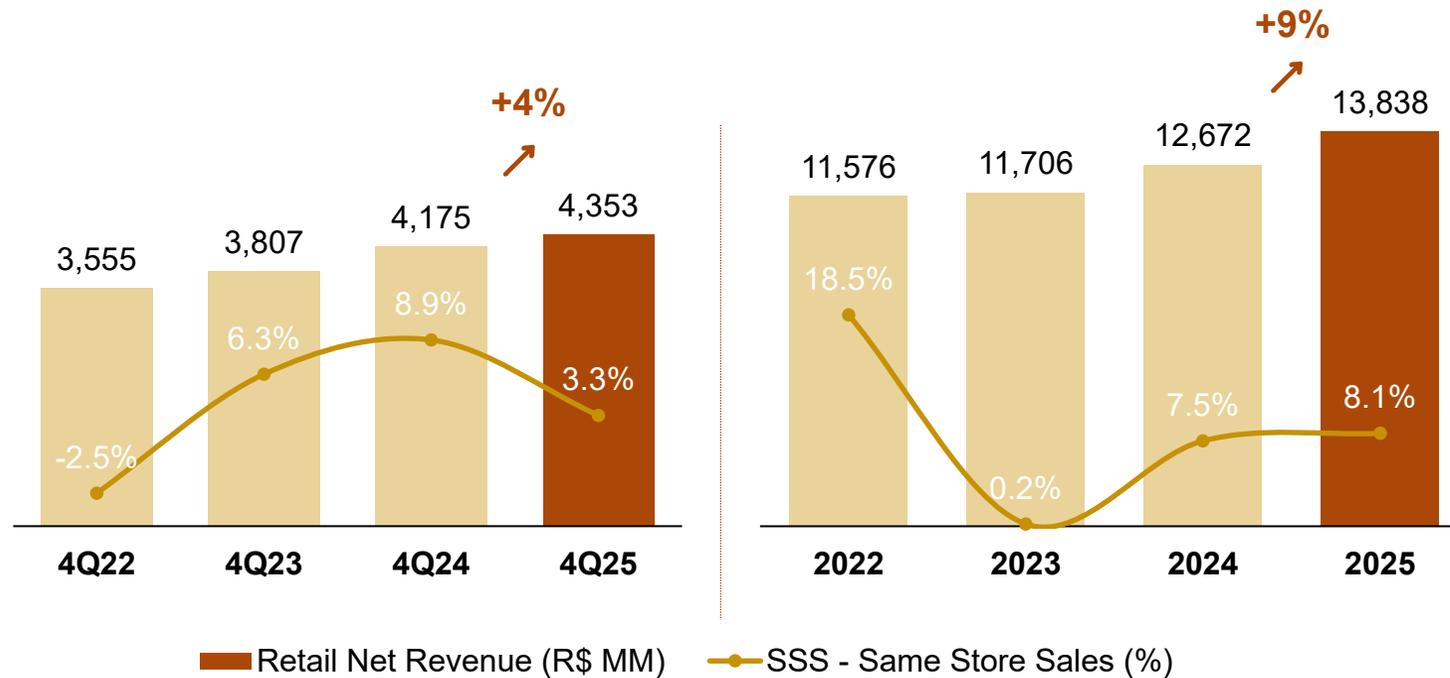
## 2025 performance aligned with our 2026–2030 ambitions



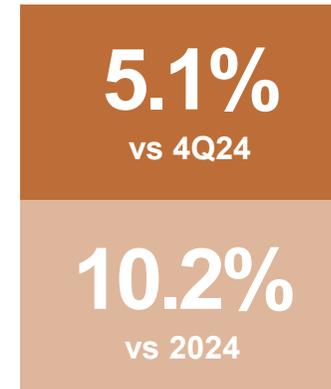
<sup>1</sup> Retail Operating Expenses (Ex-IFRS): Sales, General and Administrative (+) Profit Sharing Program and (-) Depreciation and Amortization

<sup>2</sup> ROIC calculation available at fundamentals spreadsheet on [IR website](#)

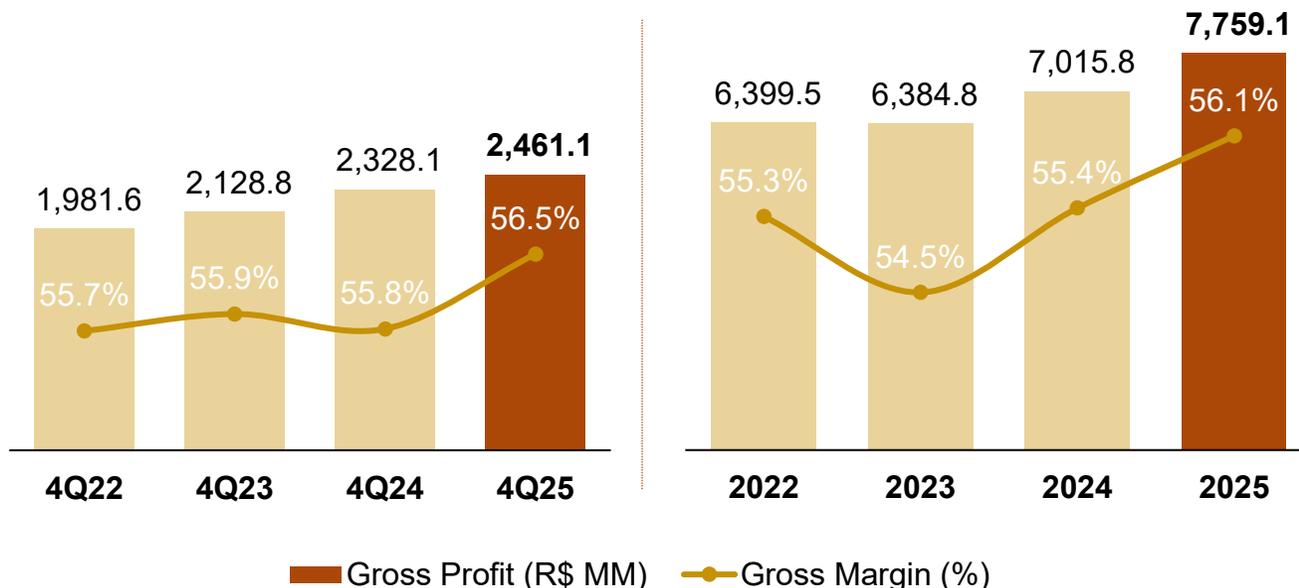
# Revenue growth anchored by selective expansion, store and digital productivity improvement



## Apparel Net Revenue



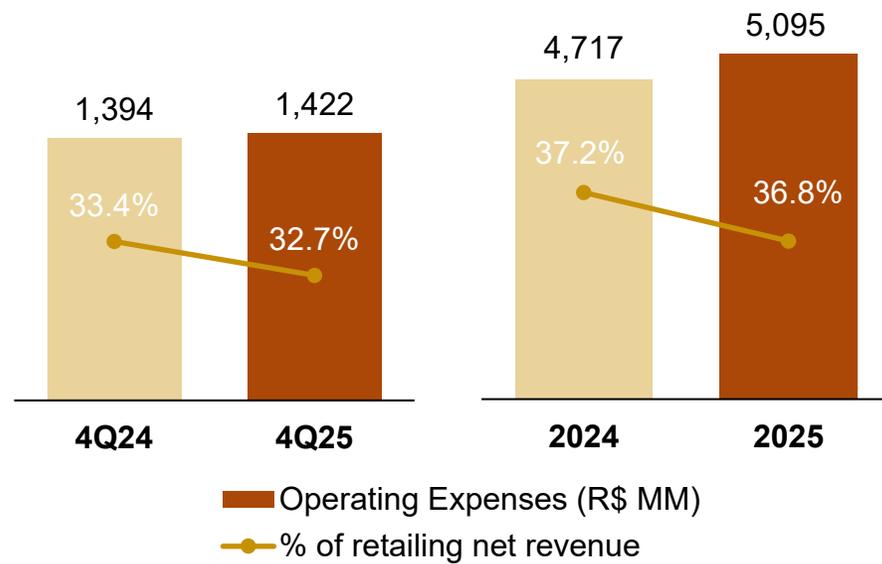
# Gross Margin at the highest level of the past six years, supported by more agile fashion execution and more precise fulfillment



<b>56.5%</b> +0.7 p.p vs 4Q24	<b>Gross Margin Retail</b>
<b>57.9%</b> +0.8 p.p vs 4Q24	<b>Gross Margin Apparel</b>

- Appropriate sales mix
- Full-price sales
- Stable markdown levels at the Renner brand

## Expense Discipline

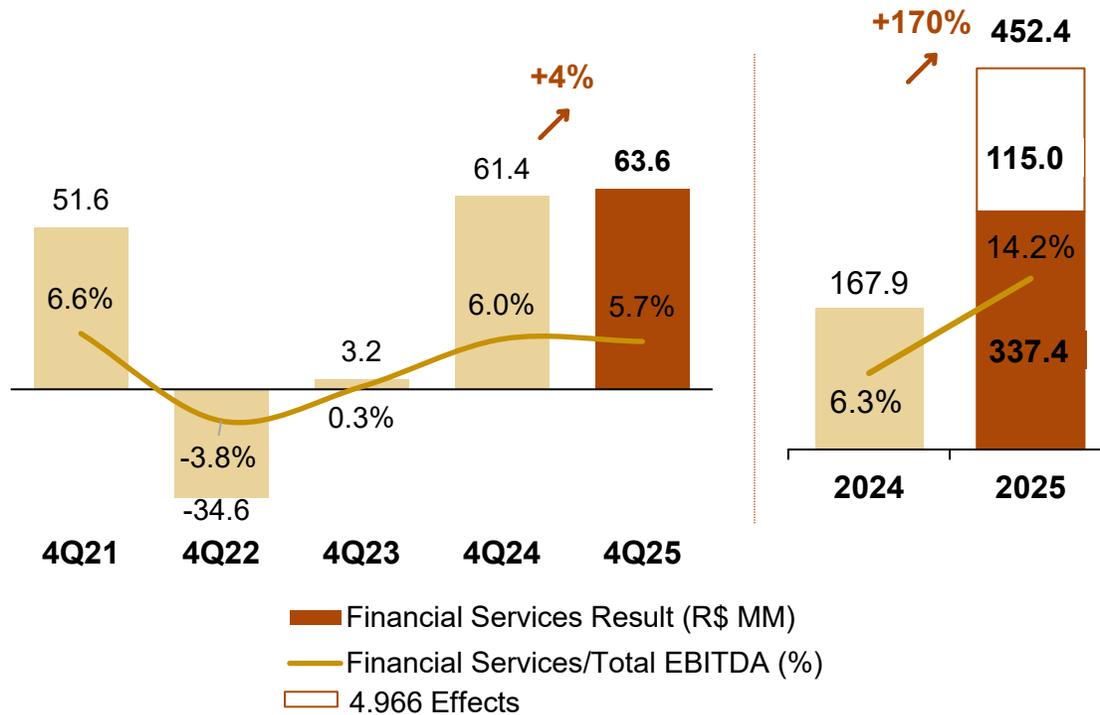


- Stable G&A expenses, tracking inflation
- Profit-sharing representing 12% of Net Income

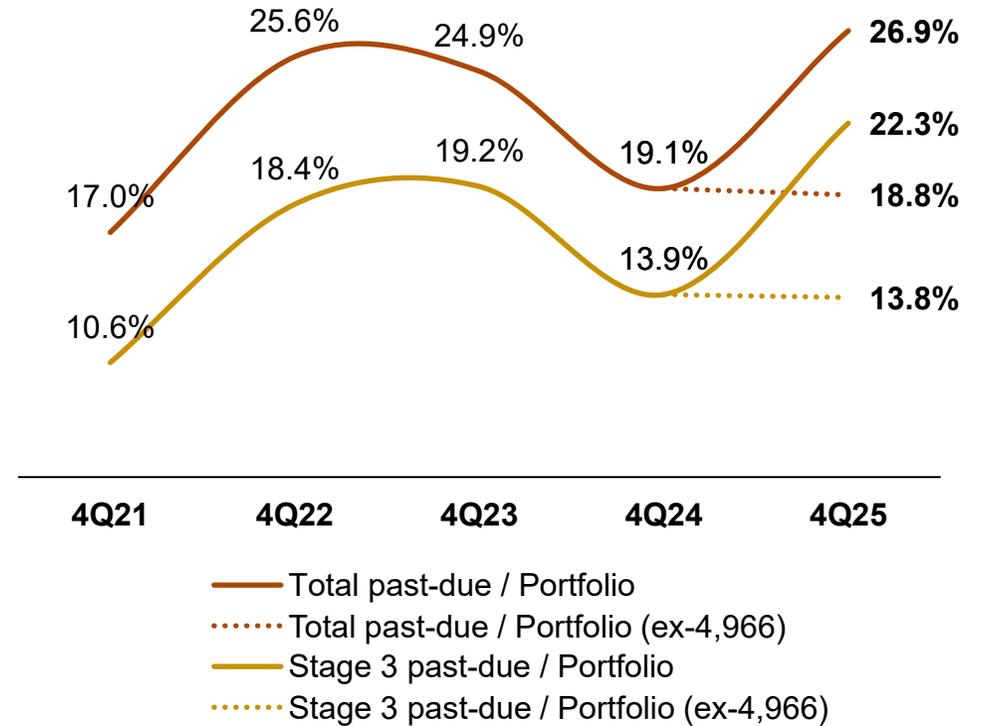


# Realize: Consistent results and prudent portfolio risk

**Financial Services Results**



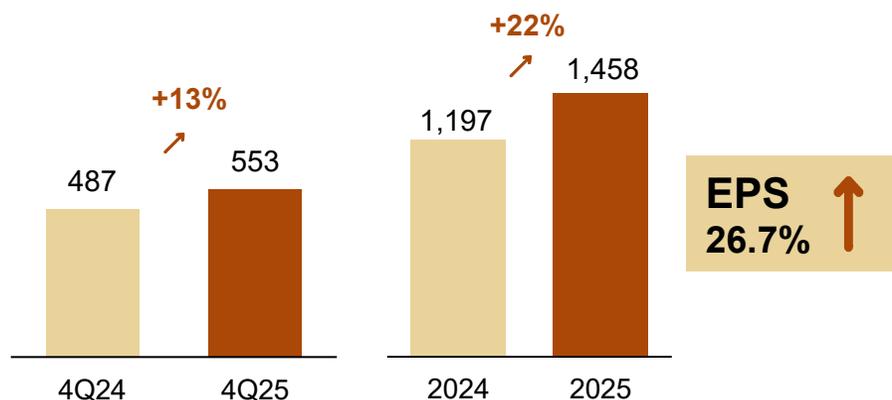
**Past due**



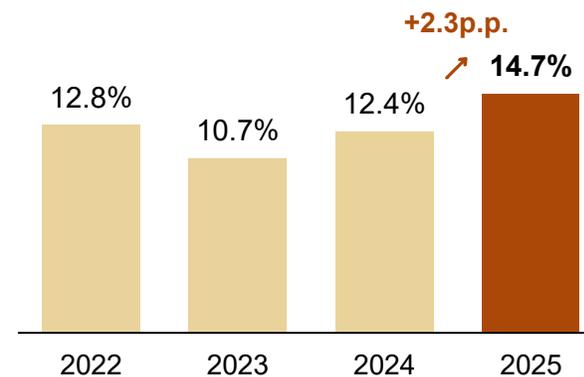
\* Stage 3 – Overdue operations from 90 days

# Record Net Income and consistent cash flow generation

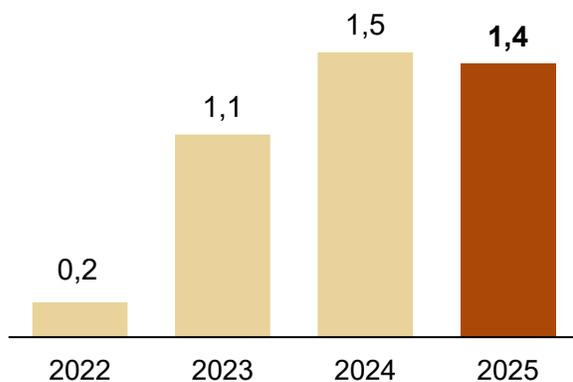
**Net Income (R\$ MM)**



**ROIC LTM**

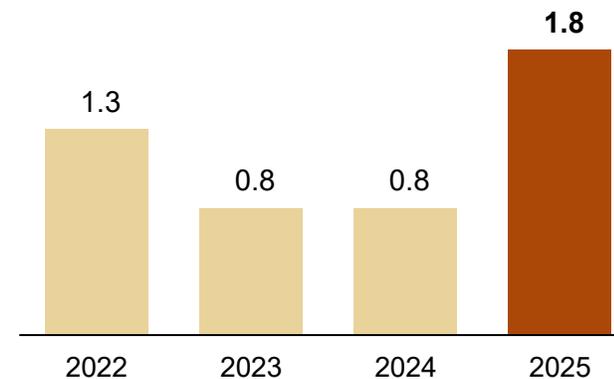


**Free Cash Flow (R\$ B)**



**Profit Distribution (R\$ B)**

IoC and Share Buyback



# Perspectives for 2026



# Q&A

Click on the Raise Hand icon to ask your question.

Once you've been announced, a request to activate your microphone will appear on your screen.

To optimize time and accommodate the largest number of participants, we recommend that each analyst only ask one question at a time and, if necessary, return to the queue for additional questions.

Please identify yourself with your full name and company.

## Legal Notice

The statements contained within this document relate to the prospects for the business, estimates for operating and financial results, and those related to growth prospects of Lojas Renner S.A. are merely projections and, as such, are based exclusively on the expectations of the Company's management with respect to 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 and totals as well as rounded numbers presented herein are calculated in thousands of Reais.

