- Total sales rose $\mathbf{6 0 \%}$, reaching R\$13.7 billion
- E-commerce grew $46 \%$, reaching $\mathbf{R} \$ 9.8$ billion or $72 \%$ of total sales
- Marketplace grew 63\%, reaching R\$3.0 billion
- Physical store sales grew 112\% (102\% on same store sales)
- Adjusted EBITDA grew 209\% to R\$455 million
- Adjusted net profit was R\$89 million
- Adjusted net cash position was R\$6.1 billion (R\$10.0 billion including Follow-On proceeds)

Consistent market share gains. In 2Q21, total sales (physical stores, e-commerce first-party inventory (1P) and marketplace (3P) increased an impressive $60.5 \%$ to $\mathrm{R} \$ 13.7$ billion, reflecting growth of $46.4 \%$ in e-commerce and $111.6 \%$ in the physical stores. The strong sales performance was achieved even with the temporary closure of stores due to Covid-19, primarily in the month of April. In 2Q21, Magalu expanded its market share by 3.7 pp compared to 2Q20, according to GFK, the leading retail analytics firm.

E-commerce continues to grow at a very fast pace. In 2Q21, formal Brazilian e-commerce grew $16.8 \%$, according to Neotrust, and Magalu grew even more than the market. During the period, the Company's total e-commerce sales increased by $46.4 \%$, even with a strong comparison base (growth of $181.9 \%$ in 2Q20). In 1P e-commerce, sales increased by $40.1 \%$ and the 3P marketplace contributed $\mathrm{R} \$ 3.0$ billion, growing $63.3 \%$. The strong gain in market share was driven by the excellent performance of the app, which had 32 million monthly active users (MAU). Other contributing factors include faster delivery speeds, the growth of new categories and the continued evolution of the marketplace.

Stable gross margin. In 2Q21, gross margin was $25.6 \%$, practically stable when compared to the same period in 2020 ( $25.8 \%$ in 2Q20). E-commerce sales represented $71.6 \%$ of the Company's total sales in 2 Q 21 , compared to $78.5 \%$ in 2 Q20.

Expenses reach one of the lowest historical levels. The percentage of adjusted operating expenses in relation to net revenue reached $20.6 \%$ in 2Q21, decreasing 2.5 p.p. compared to 2 Q20, one of the lowest levels in the Company's 63 years history.Strong sales growth and the efficiency provided by Magalu's multichannel business model contributed to this result.

EBITDA and net profit. In 2Q21, sales growth and the dilution of operating expenses were fundamental for the evolution of adjusted EBITDA, which reached R\$455.4 million, an expressive $209.3 \%$ growth compared to 2Q20. Adjusted EBITDA margin was $5.1 \%$, an increase of 2.5 p.p. compared to the same period last year. Adjusted net income reached R $\$ 89.1$ million in 2Q21, reversing the negative result of $\mathrm{R} \$ 62.2$ million in 2Q20. Considering non-recurring net gains, net income was $\mathrm{R} \$ 95.5$ million.

Cash generation and capital structure. In 2Q21, cash flow from operations was $\mathrm{R} \$ 401.8$ million, driven by the strong results and the positive variation in working capital. In the last 12 months, cash flow from operations, adjusted for credit card receivables, reached R $\$ 881.4$ million. In Jun/21, the adjusted net cash position was $\mathrm{R} \$ 3.8$ billion and the total adjusted cash position was $\mathrm{R} \$ 6.1$ billion. Including the proceeds from the subsequent share offering concluded in Jul/ 21 , the total adjusted cash position would be $\mathrm{R} \$ 10.0$ billion.

Fintech. In Jun/21, the Luizacred cardholder base reached 6 million credit cards, including Luiza Card and the recently launched Magalu Card, growing $19.5 \%$ compared to Jun/20. Credit card-related total payment volume (TPV) grew $63 \%$ in 2Q21, reaching R $\$ 9.6$ billion during the period, and the credit card portfolio reached $\$ \$ 13.5$ billion at the end of 2 Q 21 . In Jun/21, MagaluPay reached 3.3 million opened accounts.

## MESSAGE FROM THE EXECUTIVE DIRECTORS

We began the second quarter of 2021 with our physical stores partially closed due to Covid-19. The feeling was that we were experiencing a repeat of 2020 with the difference being that this time our team and operation were better prepared to deal with the social distancing measures. Fortunately, this new wave diminished over the quarter. After a challenging April, our operations were practically normalized in May and June.

We continued to grow rapidly and consistently during the quarter, with strong market share gains in both our digital and physical operations -- advancing 3.7 percentage points compared to the second quarter of 2020 . Our total sales grew by a significant $60 \%$ in the second quarter of 2021, on top of strong growth of $49 \%$ a year earlier. Over the course of the last two years, total sales grew $139 \%$, accelerating in relation to the first quarter.


E-commerce sales reached nearly $\mathrm{R} \$ 10$ billion during the quarter, with $\mathrm{R} \$ 3$ billion coming from the marketplace. Even with a strong comparison basis of $182 \%$ growth in the second quarter of 2020, e-commerce grew $46 \%$ during the period. In the last 2 years, total growth was over $300 \%$.

The physical world was marked by the reopening of stores, whose sales reached $\mathrm{R} \$ 4$ billion during the quarter, $111 \%$ higher than in 2020 and growing $16 \%$ compared to the same period in 2019 - even with $32 \%$ of stores still closed in April.

Despite a very competitive environment, we were yet again able to deliver accelerated growth combined with profitability and cash generation. EBITDA grew $209 \%$ in the second quarter of 2021 compared to the same period in 2020 , with a margin expansion of 2.5 percentage points. Adjusted net income reached $\mathrm{R} \$ 89$ million in the period, reversing the loss of $\mathrm{R} \$ 62$ million a year earlier. We ended the quarter with $R \$ 6$ billion in cash and receivables. Taken together with the proceeds from the follow-on offering, our adjusted cash position is $\mathrm{R} \$ 10$ billion.

During the second quarter, we launched a number of important initiatives, many of which began to materialize in July and early August. Among other things, we made new acquisitions; successfully integrated previous ones; expanded our store and logistics networks, and conducted a successful follow-on offering. The Magalu ecosystem is rapidly expanding and increasingly wellpositioned to lead the digitalization of Brazilian retail.

In early July, we opened our first physical stores in the State of Rio de Janeiro, marking our entry into the second largest consumer market in Brazil. Rio de Janeiro represents 11\% of Brazilian retail and Magalu's sales in the state were only 5\%. For Magalu, the opening of physical stores typically represents market share gains in both physical stores and e-commerce, because our multichannel model yields faster delivery speeds leading to higher e-commerce conversion rates and stronger sales.

During the second quarter, we also experienced a record influx of new sellers. From April to June, 23,000 new sellers entered the marketplace platform, the vast majority of them analog retailers who were digitized and onboarded using the Partner Magalu app. In July, 11,000 new sellers joined the marketplace platform. Our physical stores played a central role in this evolution, prospecting and onboarding local retailers. Once again, our multichannel model -- now increasingly integrated with our marketplace -- reveals its strength.

The ability to leverage our multichannel model enabled us to reach 90,000 sellers in the Magalu marketplace at the end of July. 43,000 of the newly added sellers came from the Partner Magalu initiative. During the quarter, sales in our marketplace grew by more than $60 \%$, reaching R\$3 billion. Over the last 2 years, total 3 P sales growth during the second quarter was over $400 \%$. On August 17th, we will be joined online at our annual Expo Magalu event by thousands of sellers, members of the Magalu team and esteemed guests such as Magic Johnson, Ricardo Amorim, Nathalia Arcuri and Nizan Guanaes.

2021 is also the year of logistics at Magalu. In the year of \#PiscouChegou or, \#YouBlinkedItArrived, delivery metrics, logistics infrastructure expansion, faster delivery speeds and sustainable delivery models are our team's top priorities. During the second quarter, ultra-fast delivery was a key area of focus. We began our 1-hour delivery pilot a few months ago and it grew rapidly and is now available in 140 stores in 30 municipalities, across more than 10 states.

1-hour delivery is enabled by our multichannel model, specifically, the integration between our e-commerce operation and our more than 1,300 physical stores. Our stores double as mini-distribution centers, which allows us to have best-selling items prepositioned within the cities, close to consumers. These items are quickly delivered when the consumer makes a purchase via our e-commerce platform. In July, Magalu acquired Sode, an ultra-fast delivery startup, to further accelerate the expansion of our 1hour delivery initiative. Prior to the acquisition, Sode was a Magalu delivery partner who's highly scalable motorcycle-based delivery system had impressed Magalu's logistics team.

The expansion of our logistics network also includes a significant increase in the number of stores, hubs and distribution centers. To quantify this growth, we published operational guidance for the first time in our ten year history as a public company. In 2023, we will have 2 million square meters of storage area, with 450 logistics hubs and distribution centers, and 1,680 stores. Compared to 2019, we will more than triple our logistics area. This multichannel infrastructure will serve both our own first-party inventory orders and those of third-party marketplace sellers.


Bringing faster delivery to our sellers involves integrating them into our multichannel model. In July, we launched a new initiative called Agency Magalu whereby 3P marketplace sellers can use our stores as local drop-off points to upload their products into our logistics network. Extending Magalu's logistics to these small sellers enables them to accelerate their delivery speeds while lowering costs. We also initiated the ship-from-sellers-store pilot, extending to 3 P marketplace sellers a delivery method that is already wildly successful at Magalu and which also allows for faster delivery speeds in a sustainable manner.

After an investigation by CONAR, the Brazilian regulatory agency responsible for truth in advertising, we earned the right to call ourselves the fastest delivery network in Brazil in our advertising. What was already abundantly clear to our team and, most importantly, our customers -- given our e-commerce NPS of 77 points -- has now also been officially recognized by CONAR and the market.

In addition to logistics, Fintech is another one of our key strategic priorities. During the quarter, we obtained Central Bank approval for the acquisition of Hub Fintech and, as a result, we completed the transaction in early July. Additionally, with the acquisition of Bit55, our Fintech operation now also has the technology for processing credit and debit cards in the cloud, complementing the services already offered by Hub - prepaid cards and digital accounts. Today, Magalu's Fintech operation has more than 460 dedicated employees, developing the most complete financial solutions for our customers and sellers.

Magalu customers also have the best, most benefit-rich credit card solution on the market. The Magalu Card, launched in April, exceeded our highest expectations. With it, we doubled the monthly number of issued cards -- reaching a total of 320,000 new cards per month. In June, we reached the mark of 6 million credit cards (Luiza Card + Magalu Card) in our base, which generated $\mathrm{R} \$ 10$ billion in billing (TPV), and the credit portfolio surpassed the mark of $\mathrm{R} \$ 13.5$ billion, including more than $\mathrm{R} \$ 1$ billion in personal loans. Meanwhile, our digital account has already reached 3.3 million opened accounts.

At Magalu Payments, second quarter TPV was R\$3.6 billion, $145 \%$ higher than during the same period last year. In addition to our factoring business, we continue to expand our pilot credit program for 3 P marketplace sellers through our FIDC, a fixed-income investment vehicle, which has already granted loans to more than 300 sellers.

Magalu's Fintech initiatives are super-enabled by the scale of our ecosystem. Our enormous multichannel audience helps to reduce the cost of acquiring customers and enriches our database, contributing to a better offer of financial products and services. While the ecosystem feeds Magalu's Fintech initiatives, these initiatives, in turn, add enhanced monetization and profitability capabilities to the ecosystem, whether through new value-added services or the expansion of the credit supply.

Pursuant to our goal of expanding into new categories, in July, we signed a contract for the largest acquisition in our history, the acquisition of KaBuM!. KaBuM! is one of the leading online sellers of computers, games, components and accessories in Brazil. KaBuM! has an assortment that is extremely complementary to that of Magalu and offers enormous growth potential. Together with the recent acquisitions of Jovem Nerd and CanalTech, KaBuM! and Magalu will be able to offer a comprehensive shopping, content and entertainment experience for technology and gaming enthusiasts.

Post-acquisition, the companies will be able to take advantage of a number of powerful synergies, including: Magalu's rapid delivery speed; the sale of KaBuM! products in Magalu's SuperApp, and offering Magalu's financial products to KaBuM! customers. In the last 12 months (base May/21), KaBuM! surpassed the mark of $\mathrm{R} \$ 3.4$ billion in gross revenues, with a net profit of $\mathrm{R} \$ 312$ million. The transaction is currently awaiting ratification by a meeting of Magalu shareholders and formal approval by CADE, the Brazilian antitrust authority.

In July, Magalu completed a successful follow-on offering raising almost R\$4 billion in equity financing, 100\% primary. Use of proceeds include: (i) further accelerating the expansion of our logistics infrastructure, leading to faster delivery for the products sold by Magalu and our 90,000 3P marketplace sellers; (ii) investments in technology, and (iii) strategic acquisitions, essential for broadening our ecosystem and for the digitalization of Brazil.

With our experienced, high performing management team; well-funded capital structure; highly efficient multichannel format; complementary ecosystem strategy and sustainable, cash generating business model, we believe that we are uniquely wellpositioned to navigate any challenges that may lie ahead and, together, lead the digitalization of Brazil.

Once again, we would like to thank our customers, marketplace sellers, employees, shareholders, and suppliers for their continued support.

2Q21

| R\$ million (except when otherwise indicated) | 2Q21 | 2Q20 | \% Chg | 1H21 | 1H20 | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Sales ${ }^{1}$ (including marketplace) | 13,746.4 | 8,566.5 | 60.5\% | 26,219.1 | 16,229.0 | 61.6\% |
| Gross Revenue | 10,912.8 | 6,816.6 | 60.1\% | 21,031.2 | 13,302.8 | 58.1\% |
| Net Revenue | 9,013.3 | 5,568.2 | 61.9\% | 17,266.1 | 10,803.0 | 59.8\% |
| Gross Income | 2,308.3 | 1,435.2 | 60.8\% | 4,378.4 | 2,855.7 | 53.3\% |
| Gross Margin | 25.6\% | 25.8\% | -20 bps | 25.4\% | 26.4\% | -100 bps |
| EBITDA | 465.1 | 143.7 | 223.6\% | 1,160.7 | 476.4 | 143.7\% |
| EBITDA Margin | 5.2\% | 2.6\% | 260 bps | 6.7\% | 4.4\% | 230 bps |
| Net Income | 95.5 | (64.5) | - | 354.2 | (33.7) |  |
| Net Margin | 1.1\% | -1.2\% | 230 bps | 2.1\% | -0.3\% | 240 bps |
| Adjusted-EBITDA | 455.4 | 147.2 | 209.3\% | 882.6 | 421.1 | 109.6\% |
| Adjusted-EBITDA Margin | 5.1\% | 2.6\% | 250 bps | 5.1\% | 3.9\% | 120 bps |
| Adjusted - Net Income | 89.1 | (62.2) | - | 170.6 | (70.2) | - |
| Adjusted - Net Margin | 1.0\% | -1.1\% | 210 bps | 1.0\% | -0.7\% | 170 bps |
| Same Physical Store Sales Growth | 102.2\% | -50.9\% | - | 34.5\% | -27.7\% | - |
| Total Physical Store Sales Growth | 111.6\% | -45.1\% | - | 40.5\% | -19.3\% | - |
| E-commerce Sales Growth (1P) | 40.1\% | 171.5\% | - | 70.1\% | 107.3\% | - |
| Marketplace Sales Growth (3P) | 63.3\% | 214.2\% | - | 77.2\% | 201.7\% | - |
| Total E-commerce Sales Growth | 46.4\% | 181.9\% | - | 72.1\% | 127.5\% | - |
| E-commerce Share of Total Sale | 71.6\% | 78.5\% | -6.9 pp | 71.0\% | 66.6\% | 4.4 pp |
| Number of Stores - End of Period | 1,339 | 1,156 | 183 stores | 1,339 | 1,156 | 183 stores |
| Sales Area - End of Period ( $\mathrm{M}^{2}$ ) | 674,815 | 647,171 | 4.3\% | 674,815 | 647,171 | 4.3\% |

${ }^{1}$ Total Sales include gross revenue from physical stores, 1P e-commerce sales, plus 3P marketplace sales and Aiqfome.

2Q21

## | NON-RECURRING EVENTS

For ease of comparability with 2Q20, 2Q21 results are also being presented in an adjusted view, without the effects of nonrecurring provisions and expenses.

| CONCILIATION ADJUSTED INCOME STATEMENT (R\$ million) | 2Q21 <br> Adjusted | V.A. | Non-recurring | 2Q21 | V.A. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Revenue | 10,912.8 | 121.1\% | - | 10,912.8 | 121.1\% |
| Taxes and Deductions | $(1,899.5)$ | -21.1\% | - | $(1,899.5)$ | -21.1\% |
| Net Revenue | 9,013.3 | 100.0\% | - | 9,013.3 | 100.0\% |
| Total Costs | $(6,705.0)$ | -74.4\% | - | $(6,705.0)$ | -74.4\% |
| Gross Income | 2,308.3 | 25.6\% | - | 2,308.3 | 25.6\% |
| Selling Expenses | $(1,611.4)$ | -17.9\% | - | $(1,611.4)$ | -17.9\% |
| General and Administrative Expenses | (255.6) | -2.8\% |  | (255.6) | -2.8\% |
| Provisions for Loan Losses | (32.8) | -0.4\% | - | (32.8) | -0.4\% |
| Other Operating Revenues, Net | 16.2 | 0.2\% | 9.7 | 25.9 | 0.3\% |
| Equity in Subsidiaries | 30.8 | 0.3\% | - | 30.8 | 0.3\% |
| Total Operating Expenses | $(1,852.8)$ | -20.6\% | 9.7 | (1,843.2) | -20.4\% |
| EBITDA | 455.4 | 5.1\% | 9.7 | 465.1 | 5.2\% |
| Depreciation and Amortization | (204.7) | -2.3\% | - | (204.7) | -2.3\% |
| EBIT | 250.7 | 2.8\% | 9.7 | 260.4 | 2.9\% |
| Financial Results | (229.7) | -2.5\% | - | (229.7) | -2.5\% |
| Operating Income | 21.0 | 0.2\% | 9.7 | 30.7 | 0.3\% |
| Income Tax and Social Contribution | 68.1 | 0.8\% | (3.3) | 64.8 | 0.7\% |
| Net Income | 89.1 | 1.0\% | 6.4 | 95.5 | 1.1\% |

## | Adjustments - Non - Recurring Events

| Adjustments | $\mathbf{2 Q 2 1}$ | $\mathbf{1 H 2 1}$ |
| :--- | ---: | ---: |
| Tax Credits | 7.5 | 7.5 |
| Tax Provisions | 28.2 | 358.9 |
| Expert Fees | $(3.5)$ | $(52.9)$ |
| Pre-operating Store Expenses | $(17.9)$ | $(19.5)$ |
| Other Non-recurring Expenses | $(4.6)$ | $(15.8)$ |
| EBITDA Adjustments | $\mathbf{9 . 7}$ | $\mathbf{2 7 8 . 1}$ |
|  |  |  |
| Income Tax and Social Contribution | $(3.3)$ | $\mathbf{( 9 4 . 6 )}$ |
| Net Income Adjustments | $\mathbf{6 . 4}$ | $\mathbf{1 8 3 . 6}$ |

## | OPERATING AND FINANCIAL PERFORMANCE

Magalu ended 2Q21 with 1,339 stores ( 959 conventional, 209 virtual and 171 kiosks via the partnership with Lojas Marisa). In 2Q21, the Company inaugurated 29 stores. In the last 12 months, the Company opened 184 new stores ( 38 in the South, 66 in the Southeast, 29 in the Midwest, 44 in the Northeast and 7 in the North). Forty-two percent of our total number of stores are not yet mature.


Total Retail sales were up $60.5 \%$ in 2 Q 21 as a result of a $46.4 \%$ increase in e-commerce sales (on a growth of $181.9 \%$ in 2Q20) and a $111.6 \%$ increase in brick-and-mortar sale. Physical stores were closed for a longer period in 2Q20 due to Covid-19.


In 2Q21, Luiza Card, Magalu Card, Magalupay and DCC use increased from $15 \%$ to $20 \%$ compared to the same period in 2020 This was due to the reopening of physical stores and the successful launch of the Magalu Card.


## | Gross Revenues

| (in R\$ million) | $\mathbf{2 Q 2 1}$ | $\mathbf{2 Q 2 0}$ | $\mathbf{\%}$ Chg | $\mathbf{1 H 2 1}$ | $\mathbf{1 H 2 0}$ | \% Chg |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gross Revenue - Retail - Merchandise Sales | $10,207.6$ | $6,428.9$ | $58.8 \%$ | $19,774.9$ | $12,562.8$ | $57.4 \%$ |
| Gross Revenue - Retail - Services | 544.1 | 324.6 | $67.6 \%$ | $1,007.1$ | 639.9 | $57.4 \%$ |
| Gross Revenue - Retail | $\mathbf{1 0 , 7 5 1 . 7}$ | $\mathbf{6 , 7 5 3 . 5}$ | $\mathbf{5 9 . 2 \%}$ | $\mathbf{2 0 , 7 8 2 . 0}$ | $\mathbf{1 3 , 2 0 2 . 8}$ | $\mathbf{5 7 . 4 \%}$ |
| Gross Revenue - Other Services | 382.7 | 80.6 | $374.9 \%$ | 612.0 | 146.3 | $318.4 \%$ |
| Inter-Company Eliminations | $(221.6)$ | $(17.5)$ | $1165.0 \%$ | $(362.8)$ | $(46.2)$ | $685.8 \%$ |
| Gross Revenue - Total | $\mathbf{1 0 , 9 1 2 . 8}$ | $\mathbf{6 , 8 1 6 . 6}$ | $\mathbf{6 0 . 1 \%}$ | $\mathbf{2 1 , 0 3 1 . 2}$ | $\mathbf{1 3 , 3 0 2 . 8}$ |  |

In 2Q21, total gross revenue grew $60.1 \%$ to $\mathrm{R} \$ 10.9$ billion. The accelerated growth of e-commerce and the excellent performance of physical stores contributed to the evolution of gross revenue. Service revenue increased $67.6 \%$ in 2Q21, mainly due to the growth of the Marketplace and Magalu Payments. In 1H21, gross revenue grew $58.1 \%$ to $\mathrm{R} \$ 21.0$ billion.

## | Net Revenues

| (in R\$ million) | $\mathbf{2 Q 2 1}$ | $\mathbf{2 Q 2 0}$ | \% Chg | $\mathbf{1 H 2 1}$ | $\mathbf{1 H 2 0}$ | \% Chg |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Revenue - Retail - Merchandise Sales | $8,366.4$ | $5,222.8$ | $60.2 \%$ | $16,158.9$ | $10,139.7$ | $59.4 \%$ |
| Net Revenue - Retail - Services | 548.3 | 294.2 | $86.4 \%$ | 971.6 | 582.2 | $66.9 \%$ |
| $\quad$ Net Revenue - Retail | $\mathbf{8 , 9 1 4 . 7}$ | $\mathbf{5 , 5 1 6 . 9}$ | $\mathbf{6 1 . 6 \%}$ | $\mathbf{1 7 , 1 3 0 . 5}$ | $\mathbf{1 0 , 7 2 1 . 9}$ | $\mathbf{5 9 . 8 \%}$ |
| Net Revenue - Other Services | 320.2 | 68.8 | $365.2 \%$ | 498.4 | 127.3 | $291.5 \%$ |
| Inter-Company Eliminations | $(221.6)$ | $(17.5)$ | $1165.0 \%$ | $(362.8)$ | $(46.2)$ | $685.8 \%$ |
| Net Revenue - Total | $\mathbf{9 , 0 1 3 . 3}$ | $\mathbf{5 , 5 6 8 . 2}$ | $\mathbf{6 1 . 9 \%}$ | $\mathbf{1 7 , 2 6 6 . 1}$ | $\mathbf{1 0 , 8 0 3 . 0}$ | $\mathbf{5 9 . 8 \%}$ |

In 2Q21, total net revenue increased $61.9 \%$ to $\$ \$ 9.0$ billion, in line with the variation in total gross revenue. In 1 H 21 , net revenue rose $59.8 \%$ to $\$ \$ 17.3$ billion.

## | Gross Profit

| (in R\$ million) | 2 Q 21 | 2Q20 | \% Chg | 1H21 | 1H20 | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Profit - Retail - Merchandise Sales | 1,841.9 | 1,148.2 | 60.4\% | 3,580.8 | 2,291.8 | 56.2\% |
| Gross Profit - Retail - Services | 548.3 | 294.2 | 86.4\% | 971.6 | 582.2 | 66.9\% |
| Gross Profit - Retail | 2,390.1 | 1,442.4 | 65.7\% | 4,552.4 | 2,874.0 | 58.4\% |
| Gross Profit - Other Services | 136.2 | 9.0 | 1419.3\% | 181.6 | 23.4 | 675.1\% |
| Inter-Company Eliminations | (218.0) | (16.1) | 1251.2\% | (355.7) | (41.7) | 752.6\% |
| Gross Profit - Total | 2,308.3 | 1,435.2 | 60.8\% | 4,378.4 | 2,855.7 | 53.3\% |
| Gross Margin - Total | 25.6\% | 25.8\% | -20 bps | 25.4\% | 26.4\% | -100 bps |

In 2Q21, gross profit grew $60.8 \%$ to $\mathrm{R} \$ 2.3$ billion, equivalent to a gross margin of $25.6 \%$, practically stable compared to 2 Q 20 . In 1 H 21 , gross profit rose $53.3 \%$ to $\mathrm{R} \$ 4.4$ billion, equivalent to a gross margin of $25.4 \%$.

## | Operating Expenses

| (in R\$ million) | $2 Q 21$ <br> Adjusted | \% NR | $2 \mathrm{Q} 20$ <br> Adjusted | \% NR | \% Chg | 1H21 <br> Adjusted | \% NR | 1H20 <br> Adjusted | \% NR | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Selling Expenses | $(1,611.4)$ | -17.9\% | $(1,116.3)$ | -20.0\% | 44.3\% | $(3,031.6)$ | -17.6\% | $(2,054.6)$ | -19.0\% | 47.6\% |
| General and Administrative Expenses | (255.6) | -2.8\% | (182.0) | -3.3\% | 40.5\% | (481.2) | -2.8\% | (376.6) | -3.5\% | 27.8\% |
| General and Administrative Expenses | (1,867.1) | -20.7\% | $(1,298.3)$ | -23.3\% | 43.8\% | $(3,512.8)$ | -20.3\% | $(2,431.2)$ | -22.5\% | 44.5\% |
| Provisions for Loan Losses | (32.8) | -0.4\% | (29.1) | -0.5\% | 12.8\% | (66.6) | -0.4\% | (59.1) | -0.5\% | 12.7\% |
| Other Operating Revenues, Net | 16.2 | 0.2\% | 12.0 | 0.2\% | 35.5\% | 29.9 | 0.2\% | 25.8 | 0.2\% | 15.8\% |
| Total Operating Expenses | $(1,883.6)$ | -20.9\% | $(1,315.4)$ | -23.6\% | 43.2\% | $(3,549.5)$ | -20.6\% | $(2,464.5)$ | -22.8\% | 44.0\% |

## | Selling Expenses

In 2Q21, selling expenses totaled $\mathrm{R} \$ 1.6$ billion, equivalent to $17.9 \%$ of net revenue, 2.1 pp less than in 2Q20, mainly due to strong sales growth. It is worth highlighting that the percentage of expenses in relation to net revenue remained at historically low levels, despite the fact that stores were closed due to Covid-19, primarily in the month of April. In 1 H 21 , selling expenses totaled $\mathrm{R} \$ 3.0$ billion, equivalent to $17.6 \%$ of net revenue ( -1.4 p.p. versus 1 H 20 ).

## | General and Administrative Expenses

In 2Q21, general and administrative expenses totaled $R \$ 255.6$ million, equivalent to $2.8 \%$ of net revenue, one of the lowest levels in the Company's 63 year history. Compared to 2Q20, there was a reduction of 0.5 p.p., mainly due to the strong growth in sales. In 1 H 21 , general and administrative expenses totaled $\mathrm{R} \$ 481.2$ million or $2.8 \%$ of net revenue.

## | Provisions for Loan Losses

Provisions for loan losses totaled $\mathrm{R} \$ 32.8$ million in 2 Q 21 and $\mathrm{R} \$ 66.6$ million in 1 H 21 .
| Other Operating Revenues and Expenses, Net

| (in R\$ million) | 2Q21 | \% NR | 2Q20 | \% NR | \% Chg | 1H21 | \% NR | 1H20 | \% NR | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gain on Sale of Assets | 0.8 | 0.0\% | (1.8) | 0.0\% | -145.2\% | 0.7 | 0.0\% | (1.9) | 0.0\% | -136.0\% |
| Deferred Revenue Recorded | 15.4 | 0.2\% | 13.8 | 0.2\% | 11.6\% | 29.2 | 0.2\% | 27.7 | 0.3\% | 5.5\% |
| Subtotal - Adjusted | 16.2 | 0.2\% | 12.0 | 0.2\% | 35.5\% | 29.9 | 0.2\% | 25.8 | 0.2\% | 15.8\% |
| Tax Credits | 7.5 | 0.1\% | 12.0 | 0.2\% | - | 7.5 | 0.0\% | 56.3 | 0.5\% | -86.7\% |
| Tax Provisions | 28.2 | 0.3\% | 3.0 | 0.1\% | 846.4\% | 358.9 | 2.1\% | 33.8 | 0.3\% | 960.3\% |
| Expert Fees | (3.5) | 0.0\% | (7.7) | -0.1\% | -54.5\% | (52.9) | -0.3\% | (15.5) | -0.1\% | 242.2\% |
| Pre-operating Store Expenses | (17.9) | -0.2\% | (2.0) | 0.0\% | 778.3\% | (19.5) | -0.1\% | (3.9) | 0.0\% | 395.4\% |
| Other Non Recurring Expenses | (4.6) | -0.1\% | (8.7) | -0.2\% | -47.0\% | (15.8) | -0.1\% | (15.4) | -0.1\% | 2.5\% |
| Subtotal - Non Recurring | 9.7 | 0.1\% | (3.5) | -0.1\% | -378.3\% | 278.1 | 1.6\% | 55.3 | 0.5\% | 403\% |
| Total | 25.9 | 0.3\% | 8.5 | 0.2\% | 205.0\% | 308.0 | 1.8\% | 81.1 | 0.8\% | 279.8\% |

In 2Q21, other adjusted net operating revenues totaled $\mathrm{R} \$ 16.2$ million, mainly influenced by the recognition of deferred revenues in the amount of $R \$ 15.4$ million. In 1 H 21 adjusted net operating revenues came to $\mathrm{R} \$ 29.9$ million.

## | Equity Income

In 2Q21, equity income was $R \$ 30.8$ million. Luizacred was responsible for $R \$ 24.0$ million and Luizaseg, was responsible for $R \$ 6.8$ million. In 1 H 21 , equity income was $\mathrm{R} \$ 53.7$ million.

## | EBITDA

In 2Q21, adjusted EBITDA reached R\$455.4 million, growing 209.3\% compared to 2Q20. High growth in total sales, including physical stores, e-commerce (1P) and the marketplace (3P), contributed to the evolution of EBITDA. The adjusted EBITDA margin advanced 2.5 p.p. to $5.1 \%$ in 2 Q21. In 1 H 21 , adjusted EBITDA reached $\mathrm{R} \$ 882.6$ million, a margin of $5.1 \%$.

## EBITDA performance (\% of net revenue)



## | Financial Results

| R\$ million | 2Q21 | \% NR | 2Q20 | \% NR | \% Chg | 1H21 | \% NR | 1H20 | \% NR | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Expenses | (221.8) | -2.5\% | (105.7) | -1.9\% | 109.8\% | (379.3) | -2.2\% | (206.7) | -1.9\% | 83.5\% |
| Interest on loans and financing | (26.7) | -0.3\% | (14.8) | -0.3\% | 80.3\% | (41.8) | -0.2\% | (25.5) | -0.2\% | 63.5\% |
| Interest on prepayment of receivables - third party card | (89.8) | -1.0\% | (23.8) | -0.4\% | 276.9\% | (160.8) | -0.9\% | (46.2) | -0.4\% | 248.0\% |
| Interest on prepayment of receivables - Luiza Card | (59.7) | -0.7\% | (30.1) | -0.5\% | 98.3\% | (102.0) | -0.6\% | (68.1) | -0.6\% | 49.9\% |
| Other expenses | (45.6) | -0.5\% | (37.0) | -0.7\% | 23.4\% | (74.7) | -0.4\% | (66.8) | -0.6\% | 11.8\% |
| Financial Revenues | 52.1 | 0.6\% | 54.5 | 1.0\% | -4.4\% | 85.7 | 0.5\% | 104.2 | 1.0\% | -17.8\% |
| Gains on marketable securities | 2.7 | 0.0\% | 6.4 | 0.1\% | -57.7\% | 5.5 | 0.0\% | 8.2 | 0.1\% | -33.1\% |
| Other financial revenues | 49.4 | 0.5\% | 48.1 | 0.9\% | 2.6\% | 80.1 | 0.5\% | 96.0 | 0.9\% | -16.5\% |
| Subtotal: Net Financial Results | (169.7) | -1.9\% | (51.2) | -0.9\% | 231.4\% | (293.7) | -1.7\% | (102.4) | -0.9\% | 186.7\% |
| Interest on lease | (59.9) | -0.7\% | (43.3) | -0.8\% | 38.3\% | (106.3) | -0.6\% | (86.5) | -0.8\% | 22.9\% |
| Total Net Financial Results | (229.7) | -2.5\% | (94.6) | -1.7\% | 142.9\% | (400.0) | -2.3\% | (189.0) | -1.7\% | 111.7\% |

In 2Q21, net financial expenses totaled $R \$ 229.7$ million, equivalent to $2.5 \%$ of net revenue. In relation to the same period the previous year, expenses improved 0.8 pp due to the increase in interest rates in Brazil - the SELIC rate increased from $2.25 \%$ p.a. at the end of $2 Q 20$ to $4.25 \%$ p.a. at the end of 2 Q21. Disregarding the effects of leasing interest, the net financial result was $\mathrm{R} \$$ 169.7 million in 2Q21, equivalent to $1.9 \%$ of net revenue. In 1 H 21 , net financial results came to $\mathrm{R} \$ 400.0$ million or $2.3 \%$ of net revenue ( -0.6 p.p. YoY versus 1 H 20 ).

## | Net Income

Driven in large part by growth in sales and EBITDA, adjusted net income reached R\$89.1 million in 2Q21, with a $1.0 \%$ margin. Considering non-recurring net gains, net income was $\mathrm{R} \$ 95.5$ million. In 1 H 21 , adjusted net income reached $\mathrm{R} \$ 170.6$ million, with a 1.0\% margin.

## | Adjusted Working Capital

| CONSOLIDATED (R\$ million) | LTM | Jun-21 | Mar-21 | Dec-20 | Sep-20 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |

In Jun/21, the adjusted working capital need was negative by $\mathbf{R} \$ 1.1$ billion, improving $R \$ 203.5$ million in $2 Q 21$ and contributing to the cash generation seen during the quarter.

It is worth mentioning that inventory turnover went from 91 days in 2 Q 20 to 100 days in 2Q21, mainly due to the reinforcement of inventory in view of expected sales for the second half of the year. During the same period, payment terms changed from 113 to 100 days.

## | Capex

| CAPEX (in R\$ million) | 2Q21 | \% | $\mathbf{2 Q 2 0}$ | \% | \%Chg | $\mathbf{1 H 2 1}$ | \% | $\mathbf{1 H 2 0}$ | \% | \%Chg |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |  |
| New Stores | 72.3 | $24 \%$ | 11.9 | $17 \%$ | $509 \%$ | 101.2 | $22 \%$ | 47.8 | $27 \%$ | $112 \%$ |
| Remodeling | 15.9 | $5 \%$ | 3.2 | $5 \%$ | $393 \%$ | 32.3 | $7 \%$ | 8.6 | $5 \%$ | $277 \%$ |
| Technology | 100.7 | $33 \%$ | 42.7 | $61 \%$ | $136 \%$ | 172.4 | $37 \%$ | 78.5 | $45 \%$ | $120 \%$ |
| Logistics | 116.0 | $38 \%$ | 9.7 | $14 \%$ | $1100 \%$ | 135.1 | $29 \%$ | 25.7 | $15 \%$ | $425 \%$ |
| Other | 1.2 | $0 \%$ | 2.0 | $3 \%$ | $-42 \%$ | 25.8 | $6 \%$ | 14.2 | $8 \%$ | $81 \%$ |
| Total | 306.1 | $100 \%$ | 69.5 | $100 \%$ | $341 \%$ | 466.7 | $100 \%$ | 174.9 | $100 \%$ | $167 \%$ |

In 2Q21, investments totaled R\$306.1 million. Investments included new store openings as well as investments in technology and logistics. In 2Q21, the Company opened 29 new stores and kiosks (inside Lojas Marisa).

## | Capital Structure

| CONSOLIDATED (R\$ million) | LTM | Jun-21 | Mar-21 | Dec-20 | Sep-20 | Jun-20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (-) Current Loans and Financing | 1,638.8 | (12.0) | (847.5) | $(1,667.2)$ | $(1,659.0)$ | $(1,650.8)$ |
| (-) Non-current Loans and Financing | $(2,305.9)$ | $(2,319.9)$ | (822.3) | (19.6) | (16.6) | (14.0) |
| (=) Gross Debt | (667.1) | $(2,331.9)$ | $(1,669.8)$ | $(1,686.8)$ | $(1,675.6)$ | $(1,664.8)$ |
| (+) Cash and Cash Equivalents | 184.8 | 1,288.3 | 639.9 | 1,681.4 | 1,190.4 | 1,103.5 |
| (+) Current Securities | $(1,410.3)$ | 468.5 | 745.4 | 1,221.8 | 1,725.6 | 1,878.8 |
| (+) Total Cash | $(1,225.5)$ | 1,756.8 | 1,385.3 | 2,903.2 | 2,916.0 | 2,982.3 |
| (=) Net Cash | $(1,892.6)$ | (575.1) | (284.5) | 1,216.4 | 1,240.4 | 1,317.5 |
| (+) Credit Card - Third Party Card | $(1,095.3)$ | 2,610.1 | 2,891.0 | 3,847.3 | 3,327.6 | 3,705.3 |
| (+) Credit Card - Luiza Card | 946.5 | 1,729.0 | 1,614.9 | 2,249.0 | 1,308.3 | 782.6 |
| (+) Total Credit Card | (148.8) | 4,339.1 | 4,505.9 | 6,096.3 | 4,635.9 | 4,487.9 |
| (=) Adjusted Net Cash | $(2,041.4)$ | 3,764.0 | 4,221.4 | 7,312.7 | 5,876.3 | 5,805.4 |
| Short Term Debt / Total | -99\% | 1\% | 51\% | 99\% | 99\% | 99\% |
| Long Term Debt / Total | 99\% | 99\% | 49\% | 1\% | 1\% | 1\% |
| Adjusted EBITDA (LTM) | 652.8 | 1,967.5 | 1,659.3 | 1,506.0 | 1,478.4 | 1,314.7 |
| Adjusted Net Cash / Adjusted EBITDA | -2.5 x | 1.9 x | 2.5 x | 4.9 x | 4.0 x | 4.4 x |
| Cash, Securities and Credit Cards | $(1,374.3)$ | 6,095.9 | 5,891.2 | 8,999.5 | 7,551.9 | 7,470.2 |

In Jun/21, the adjusted net cash position was $\mathrm{R} \$ 3.8$ billion, $\mathrm{R} \$ 2.0$ billion less than in Jun/20. This was driven by investments and acquisitions carried out during the period, in addition to dividends payment and share buybacks.

The Company ended $2 Q 21$ with a total cash position of $R \$ 6.1$ billion. This includes cash and securities worth $R \$ 1.8$ billion and credit card receivables worth R\$4.3 billion. Including the proceeds from the subsequent share offering concluded in Jul/21, the total adjusted cash position would be $\mathrm{R} \$ 10.0$ billion.

## ANNEXI

FINANCIAL STATEMENTS - CONSOLIDATED INCOME STATEMENT

| CONSOLIDATED INCOME STATEMENT (R\$ million) | 2Q21 | V.A. | 2Q20 | V.A. | \% Chg | 1H21 | V.A. | 1H20 | V.A. | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Revenue | 10,912.8 | 121.1\% | 6,816.6 | 122.4\% | 60.1\% | 21,031.2 | 121.8\% | 13,302.8 | 123.1\% | 58.1\% |
| Taxes and Deductions | $(1,899.5)$ | -21.1\% | $(1,248.3)$ | -22.4\% | 52.2\% | $(3,765.1)$ | -21.8\% | $(2,499.9)$ | -23.1\% | 50.6\% |
| Net Revenue | 9,013.3 | 100.0\% | 5,568.2 | 100.0\% | 61.9\% | 17,266.1 | 100.0\% | 10,803.0 | 100.0\% | 59.8\% |
| Total Costs | $(6,705.0)$ | -74.4\% | $(4,133.0)$ | -74.2\% | 62.2\% | $(12,887.8)$ | -74.6\% | $(7,947.3)$ | -73.6\% | 62.2\% |
| Gross Income | 2,308.3 | 25.6\% | 1,435.2 | 25.8\% | 60.8\% | 4,378.4 | 25.4\% | 2,855.7 | 26.4\% | 53.3\% |
| Selling Expenses | $(1,611.4)$ | -17.9\% | $(1,116.3)$ | -20.0\% | 44.3\% | $(3,031.6)$ | -17.6\% | $(2,054.6)$ | -19.0\% | 47.6\% |
| General and Administrative Expenses | (255.6) | -2.8\% | (182.0) | -3.3\% | 40.5\% | (481.2) | -2.8\% | (376.6) | -3.5\% | 27.8\% |
| Provisions for Loan Losses | (32.8) | -0.4\% | (29.1) | -0.5\% | 12.8\% | (66.6) | -0.4\% | (59.1) | -0.5\% | 12.7\% |
| Other Operating Revenues, Net | 25.9 | 0.3\% | 8.5 | 0.2\% | 205.0\% | 308.0 | 1.8\% | 81.1 | 0.8\% | 279.8\% |
| Equity in Subsidiaries | 30.8 | 0.3\% | 27.5 | 0.5\% | 12.1\% | 53.7 | 0.3\% | 29.9 | 0.3\% | 79.7\% |
| Total Operating Expenses | $(1,843.2)$ | -20.4\% | $(1,291.5)$ | -23.2\% | 42.7\% | $(3,217.7)$ | -18.6\% | $(2,379.3)$ | -22.0\% | 35.2\% |
| EBITDA | 465.1 | 5.2\% | 143.7 | 2.6\% | 223.6\% | 1,160.7 | 6.7\% | 476.4 | 4.4\% | 143.7\% |
| Depreciation and Amortization | (204.7) | -2.3\% | (172.3) | -3.1\% | 18.8\% | (383.0) | -2.2\% | (347.1) | -3.2\% | 10.4\% |
| EBIT | 260.4 | 2.9\% | (28.5) | -0.5\% | - | 777.7 | 4.5\% | 129.3 | 1.2\% | 501.6\% |
| Financial Results | (229.7) | -2.5\% | (94.6) | -1.7\% | 142.9\% | (400.0) | -2.3\% | (189.0) | -1.7\% | 111.7\% |
| Operating Income | 30.7 | 0.3\% | (123.1) | -2.2\% | - | 377.7 | 2.2\% | (59.7) | -0.6\% | - |
| Income Tax and Social Contribution | 64.8 | 0.7\% | 58.5 | 1.1\% | 10.7\% | (23.5) | -0.1\% | 26.0 | 0.2\% | -190.5\% |
| Net Income | 95.5 | 1.1\% | (64.5) | -1.2\% | - | 354.2 | 2.1\% | (33.7) | -0.3\% | - |

## Calculation of EBITDA

| Net Income | 95.5 | $1.1 \%$ | $(64.5)$ | $-1.2 \%$ | - | 354.2 | $2.1 \%$ | $(33.7)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (+/-) Income Tax and Social Contribution | $(64.8)$ | $-0.7 \%$ | $(58.5)$ | $-1.1 \%$ | $10.7 \%$ | 23.5 | $0.1 \%$ | $(26.0)$ |
| (+/-) Financial Results | 229.7 | $2.5 \%$ | 94.6 | $1.7 \%$ | $142.9 \%$ | 400.0 | $2.3 \%$ | 189.0 |
| (+) Depreciation and Amortization | 204.7 | $2.3 \%$ | 172.3 | $3.1 \%$ | $18.8 \%$ | 383.0 | $2.2 \%$ | $111.7 \%$ |
| EBITDA | 465.1 | $5.2 \%$ | 143.7 | $2.6 \%$ | $223.6 \%$ | $1,160.7$ | $6.7 \%$ | 47.1 |

Reconciliation of EBITDA for non-recurring expenses

| EBITDA | 465.1 | $5.2 \%$ | 143.7 | $2.6 \%$ | $223.6 \%$ | $1,160.7$ | $6.7 \%$ | 476.4 | $4.4 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Non-recurring Result | $(9.7)$ | $-0.1 \%$ | 3.5 | $0.1 \%$ | $-378.3 \%$ | $(278.1)$ | $-1.6 \%$ | $(55.3)$ | $-0.5 \%$ |
| Adjusted EBITDA | 455.4 | $5.1 \%$ | 147.2 | $2.6 \%$ | $209.3 \%$ | 882.6 | $5.1 \%$ | 421.1 | $3.9 \%$ |
|  |  |  |  |  |  |  |  |  |  |
| Net Income | 95.5 | $1.1 \%$ | $(64.5)$ | $-1.2 \%$ | - | 354.2 | $2.1 \%$ | $(33.7)$ | $-0.3 \%$ |
| Non-recurring Result | $(6.4)$ | $0.0 \%$ | 2.3 | $0.0 \%$ | $-378.3 \%$ | $(183.6)$ | $-1.1 \%$ | $(36.5)$ | $-0.3 \%$ |
| Adjusted Net Income | 89.1 | $1.0 \%$ | $(62.2)$ | $-1.1 \%$ | - | 170.6 | $1.0 \%$ | $(70.2)$ | $-0.7 \%$ |

* EBITDA (EBITDA - Earnings before Interest, Income Taxes including Social Contribution on Net Income, Depreciation and Amortization) is a non-GAAP measurement prepared by the Company, in accordance with CVM Instruction No. 527 of April 04 October 2012. EBITDA consists of the Company's net income, plus net financial income, income tax and social contribution, and depreciation and amortization costs and expenses. Adjusted EBITDA consists of adjusted EBITDA for extraordinary expenses and IFRS 16 effects. In the case of the adjustment identified above, this result refers to tax credits, the Netshoes acquisition and other provisions and non-recurring expenses. The Company understands that the disclosure of Adjusted EBITDA is necessary to understand the actual impact on cash generation, excluding extraordinary events. Adjusted EBITDA is not a performance metric adopted by IFRS. The Company's adjusted EBITDA definition may not be comparable to similar measures provided by other companies.

ANNEX II - ADJUSTED
FINANCIAL STATEMENTS - CONSOLIDATED INCOME STATEMENT

| CONSOLIDATED INCOME STATEMENT (R\$ million) | 2Q21 <br> Adjusted | V.A. | $2 \text { Q20 }$ <br> Adjusted | V.A. | \% Chg | 6M21 <br> Adjusted | V.A. | $\begin{array}{r} 6 \mathrm{M} 20 \\ \text { Adjusted } \end{array}$ | V.A. | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Revenue | 10,912.8 | 121.1\% | 6,816.6 | 122.4\% | 60.1\% | 21,031.2 | 121.8\% | 13,302.8 | 123.1\% | 58.1\% |
| Taxes and Deductions | $(1,899.5)$ | -21.1\% | $(1,248.3)$ | -22.4\% | 52.2\% | $(3,765.1)$ | -21.8\% | $(2,499.9)$ | -23.1\% | 50.6\% |
| Net Revenue | 9,013.3 | 100.0\% | 5,568.2 | 100.0\% | 61.9\% | 17,266.1 | 100.0\% | 10,803.0 | 100.0\% | 59.8\% |
| Total Costs | $(6,705.0)$ | -74.4\% | $(4,133.0)$ | -74.2\% | 62.2\% | $(12,887.8)$ | -74.6\% | $(7,947.3)$ | -73.6\% | 62.2\% |
| Gross Income | 2,308.3 | 25.6\% | 1,435.2 | 25.8\% | 60.8\% | 4,378.4 | 25.4\% | 2,855.7 | 26.4\% | 53.3\% |
| Selling Expenses | $(1,611.4)$ | -17.9\% | $(1,116.3)$ | -20.0\% | 44.3\% | $(3,031.6)$ | -17.6\% | $(2,054.6)$ | -19.0\% | 47.6\% |
| General and Administrative Expenses | (255.6) | -2.8\% | (182.0) | -3.3\% | 40.5\% | (481.2) | -2.8\% | (376.6) | -3.5\% | 27.8\% |
| Provisions for Loan Losses | (32.8) | -0.4\% | (29.1) | -0.5\% | 12.8\% | (66.6) | -0.4\% | (59.1) | -0.5\% | 12.7\% |
| Other Operating Revenues, Net | 16.2 | 0.2\% | 12.0 | 0.2\% | 35.5\% | 29.9 | 0.2\% | 25.8 | 0.2\% | 15.8\% |
| Equity in Subsidiaries | 30.8 | 0.3\% | 27.5 | 0.5\% | 12.1\% | 53.7 | 0.3\% | 29.9 | 0.3\% | 79.7\% |
| Total Operating Expenses | $(1,852.8)$ | -20.6\% | $(1,288.0)$ | -23.1\% | 43.9\% | $(3,495.8)$ | -20.2\% | $(2,434.6)$ | -22.5\% | 43.6\% |
| EBITDA | 455.4 | 5.1\% | 147.2 | 2.6\% | 209.3\% | 882.6 | 5.1\% | 421.1 | 3.9\% | 109.6\% |
| Depreciation and Amortization | (204.7) | -2.3\% | (172.3) | -3.1\% | 18.8\% | (383.0) | -2.2\% | (347.1) | -3.2\% | 10.4\% |
| EBIT | 250.7 | 2.8\% | (25.0) | -0.4\% | -1101.6\% | 499.6 | 2.9\% | 74.0 | 0.7\% | 575.3\% |
| Financial Results | (229.7) | -2.5\% | (94.6) | -1.7\% | 142.9\% | (400.0) | -2.3\% | (189.0) | -1.7\% | 111.7\% |
| Operating Income | 21.0 | 0.2\% | (119.6) | -2.1\% | - | 99.5 | 0.6\% | (115.0) | -1.1\% | - |
| Income Tax and Social Contribution | 68.1 | 0.8\% | 57.3 | 1.0\% | 18.7\% | 71.1 | 0.4\% | 44.8 | 0.4\% | 58.8\% |
| Net Income | 89.1 | 1.0\% | (62.2) | -1.1\% | - | 170.6 | 1.0\% | (70.2) | -0.7\% | - |


| ASSETS (R\$ million) | Jun-21 | Mar-21 | Dec-20 | Sep-20 | Jun-20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT ASSETS |  |  |  |  |  |
| Cash and Cash Equivalents | 1,288.3 | 639.9 | 1,681.4 | 1,190.4 | 1,103.5 |
| Securities | 468.5 | 745.4 | 1,221.8 | 1,725.6 | 1,878.8 |
| Accounts Receivable - Credit Card | 2,610.1 | 2,891.0 | 3,847.3 | 3,327.6 | 3,705.3 |
| Accounts Receivable - Other | 1,169.0 | 823.3 | 914.6 | 706.3 | 680.8 |
| Inventories | 7,496.9 | 6,808.4 | 5,927.2 | 5,005.9 | 4,198.2 |
| Related Parties - Credit Card | 1,729.0 | 1,614.9 | 2,249.0 | 1,308.3 | 782.6 |
| Related Parties - Other | 18.2 | 19.0 | 80.6 | 71.3 | 80.4 |
| Taxes Recoverable | 976.4 | 895.4 | 716.1 | 932.0 | 748.9 |
| Other Assets | 236.7 | 183.6 | 160.8 | 88.5 | 100.2 |
| Total Current Assets | 15,993.1 | 14,621.0 | 16,798.8 | 14,355.9 | 13,278.8 |
| NON-CURRENT ASSETS |  |  |  |  |  |
| Accounts Receivable | 15.2 | 17.0 | 16.1 | 13.4 | 10.6 |
| Recoverable Taxes | 680.2 | 690.3 | 787.9 | 765.5 | 1,185.6 |
| Deferred Income Tax and Social Contribution | 270.8 | 128.3 | 196.7 | 119.2 | 73.1 |
| Judicial Deposits | 1,139.1 | 980.6 | 843.9 | 760.5 | 656.5 |
| Other Assets | 7.7 | 4.9 | 6.3 | 13.5 | 12.1 |
| Investments in Subsidiaries | 411.7 | 381.8 | 386.7 | 382.9 | 318.6 |
| Right of use | 2,945.6 | 2,472.6 | 2,465.5 | 2,381.2 | 2,362.1 |
| Fixed Assets | 1,460.8 | 1,308.0 | 1,258.2 | 1,152.7 | 1,099.5 |
| Intangible Assets | 2,141.9 | 2,006.1 | 1,887.0 | 1,869.8 | 1,561.7 |
| Total Non-Current Assets | 9,073.1 | 7,989.6 | 7,848.4 | 7,458.9 | 7,279.9 |
| TOTAL ASSETS | 25,066.2 | 22,610.6 | 24,647.2 | 21,814.8 | 20,558.6 |


| LIABILITIES (R\$ million) | Jun-21 | Mar-21 | Dec-20 | Sep-20 | Jun-20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CURRENT LIABILITIES |  |  |  |  |  |
| Suppliers | 8,241.8 | 7,070.5 | 8,501.4 | 6,104.3 | 5,334.0 |
| Transfers and other deposits | 878.7 | 756.7 | 718.5 | 627.3 | 639.3 |
| Loans and Financing | 12.0 | 847.5 | 1,667.2 | 1,659.0 | 1,650.8 |
| Payroll, Vacation and Related Charges | 372.4 | 380.2 | 359.7 | 444.7 | 329.0 |
| Taxes Payable | 169.2 | 211.2 | 401.3 | 299.6 | 206.4 |
| Related Parties | 62.8 | 36.2 | 130.3 | 109.8 | 103.4 |
| Lease | 398.5 | 353.7 | 351.2 | 348.0 | 333.8 |
| Deferred Revenue | 43.1 | 43.1 | 43.0 | 43.0 | 43.1 |
| Dividends Payable | 0.2 | 40.0 | 40.0 | 0.1 | 123.6 |
| Other Accounts Payable | 1,234.5 | 1,133.7 | 1,203.7 | 1,084.1 | 806.2 |
| Total Current Liabilities | 11,413.2 | 10,872.7 | 13,416.1 | 10,719.8 | 9,569.4 |
| NON-CURRENT LIABILITIES |  |  |  |  |  |
| Loans and Financing | 2,319.9 | 822.3 | 19.6 | 16.6 | 14.0 |
| Lease | 2,625.1 | 2,191.9 | 2,175.2 | 2,082.4 | 2,063.7 |
| Deferred Income Tax and Social Contribution | 15.6 | 21.1 | 24.8 | 28.1 | 26.4 |
| Provision for Tax, Civil and Labor Risks | 1,147.6 | 1,131.2 | 1,379.9 | 1,274.0 | 1,112.3 |
| Deferred Revenue | 273.5 | 287.4 | 301.3 | 315.2 | 328.9 |
| Other Accounts Payable | 5.7 | 13.4 | 5.0 | 2.0 | - |
| Total Non-Current Liabilities | 6,387.4 | 4,467.2 | 3,905.8 | 3,718.4 | 3,545.4 |
| TOTAL LIABILITIES | 17,800.6 | 15,339.9 | 17,321.9 | 14,438.2 | 13,114.8 |

SHAREHOLDERS' EQUITY

| Capital Stock | $5,952.3$ | $5,952.3$ | $5,952.3$ | $5,952.3$ |
| :--- | ---: | ---: | ---: | ---: |
| Capital Reserve | 346.4 | 421.7 | 390.6 | 348.2 |
| Treasury Shares | $(836.2)$ | $(943.5)$ | $(603.7)$ | $(299.9)$ |
| Legal Reserve | 123.0 | 123.0 | 123.0 | 109.0 |
| Profit Retention Reserve | $1,321.7$ | $1,451.9$ | $1,451.9$ | $1,102.7$ |
| Other Comprehensive Income | 4.3 | $1,309.0$ |  |  |
| Retained Earnings | 354.2 | 258.6 | 11.2 | $(7.9)$ |
| Total Shareholders' Equity | $7,265.6$ | $7,270.7$ | $7,325.3$ | $7,376.6$ |
| TOTAL | $25,066.2$ | $22,610.6$ | $24,647.2$ | $21,814.8$ |

FINANCIAL STATEMENTS - ADJUSTED CONSOLIDATED STATEMENT OF CASH FLOWS

| ADJUSTED CASH FLOW STATEMENTS (R\$ million) | 2Q21 | 2Q20 | 1H21 | 1H20 | LTM | LTM |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 95.5 | (64.5) | 354.2 | (33.7) | 779.6 | 369.4 |
| Effect of Income Tax and Social Contribution Net of Payment | (87.0) | (80.1) | (18.0) | (49.3) | (64.6) | 35.4 |
| Depreciation and Amortization | 204.7 | 172.3 | 383.0 | 347.1 | 738.5 | 633.3 |
| Interest Accrued on Loans | 87.2 | 58.8 | 149.5 | 112.2 | 265.8 | 225.1 |
| Equity Income | (30.8) | (27.5) | (53.7) | (29.9) | (143.8) | (58.9) |
| Dividends Received | - | 2.6 | 29.5 | 27.4 | 29.5 | 27.4 |
| Provision for Losses on Inventories and Receivables | 32.0 | 56.2 | 86.0 | (22.9) | 175.9 | 63.7 |
| Provision for Tax, Civil and Labor Contingencies | 13.6 | 48.2 | (243.6) | 81.7 | (42.9) | 274.6 |
| Gain on Sale of Fixed Assets | 0.4 | 1.8 | 0.7 | 1.9 | 0.7 | (0.1) |
| Recognition of Deferred Income | (14.4) | (13.9) | (28.3) | (27.8) | (57.0) | (55.1) |
| Stock Option Expenses | 27.1 | 25.0 | 53.3 | 47.3 | 116.6 | 104.7 |
| Adjusted Net Income | 328.3 | 178.8 | 712.5 | 453.9 | 1,798.3 | 1,619.4 |
| Trade Accounts Receivable | (376.7) | 32.7 | (320.8) | 12.1 | (543.4) | (201.1) |
| Inventories | (686.5) | (143.7) | $(1,587.0)$ | (302.1) | $(3,350.4)$ | $(1,577.0)$ |
| Taxes Recoverable | (94.8) | 160.4 | (176.4) | 67.7 | 231.1 | (276.9) |
| Deposit in Court | (158.5) | - | (295.3) | - | (569.0) | (220.9) |
| Other Receivables | (48.9) | 2.4 | (15.6) | (15.8) | 35.3 | 87.3 |
| Changes in Operating Assets | $(1,365.5)$ | 51.8 | $(2,395.1)$ | (238.1) | $(4,196.3)$ | $(2,188.5)$ |
| Trade Accounts Payable | 1,171.0 | 1,201.3 | (260.0) | (601.3) | 2,905.0 | 1,937.7 |
| Other Payables | 287.2 | 786.2 | (190.3) | 454.4 | 374.5 | 651.2 |
| Change in Operating Liabilities | 1,458.2 | 1,987.5 | (450.3) | (146.9) | 3,279.5 | 2,588.9 |
| Cash Flow from Operating Activities | 421.1 | 2,218.1 | $(2,132.8)$ | 68.9 | 881.4 | 2,019.7 |
| Additions of Fixed and Intangible Assets | (306.1) | (69.5) | (466.7) | (174.9) | (835.7) | (491.6) |
| Investment in Subsidiaries | (29.3) | 11.3 | (66.4) | (18.6) | (155.4) | (25.0) |
| Cash Flow from Investing Activities | (335.4) | (58.2) | (533.1) | (193.5) | (991.1) | (516.6) |
| Loans and Financing | 1,500.0 | 800.0 | 2,300.0 | 800.0 | 2,301.1 | 798.9 |
| Repayment of Loans and Financing | (801.9) | (14.6) | $(1,607.3)$ | (18.7) | $(1,611.2)$ | (340.2) |
| Payment of Interest on Loans and Financing | (63.2) | (0.2) | (90.8) | (0.5) | (91.1) | (21.0) |
| Payment of Lease | (100.6) | (65.9) | (173.1) | (146.7) | (316.6) | (270.7) |
| Payment of Interest on Lease | (64.9) | (48.9) | (116.3) | (96.4) | (217.5) | (181.6) |
| Payment of Dividends | (146.1) | - | (146.1) | - | (445.5) | - |
| Treasury Shares | (204.3) | 4.8 | (404.1) | (87.6) | (883.8) | (203.3) |
| Proceeds from the Secondary Equity Offering | - | - | - | - | - | 4,300.0 |
| Payment of expenses from the Secondary Equity Offering | - | - | - | - | - | (67.6) |
| Cash Flow from Financing Activities | 119.0 | 675.2 | (237.7) | 450.2 | $(1,264.6)$ | 4,014.6 |
| Cash, Cash Equivalents and Securities at Beginning of Period | 5,891.2 | 4,635.1 | 8,999.5 | 7,144.6 | 7,470.2 | 1,952.5 |
| Cash, Cash Equivalents and Securities at end of Period | 6,095.9 | 7,470.2 | 6,095.9 | 7,470.2 | 6,095.9 | 7,470.2 |
| Change in Cash and Cash equivalents | 204.7 | 2,835.1 | $(2,903.6)$ | 325.6 | $(1,374.3)$ | 5,517.7 |

Note: The difference between the Statement of Cash Flows and the Adjusted Statement of Cash Flows derives from:
(i) the accounting treatment of marketable securities as cash and cash equivalents.
(ii) the accounting treatment of credit card receivables as cash and cash equivalents.

2Q21

## ANNEX V

RETURN ON INVESTED CAPITAL (ROIC) AND ON EQUITY (ROE)

| INVESTED CAPITAL (R\$ million) | jun-21 | mar-21 | dez-20 | set-20 | jun-20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Working Capital | 2,835.3 | 3,250.5 | 2,186.6 | 2,379.2 | 2,501.4 |
| (+) Accounts Receivable | 15.2 | 17.0 | 16.1 | 13.4 | 10.6 |
| (+) Income Tax and Social Contribution deferred | 270.8 | 128.3 | 196.7 | 119.2 | 73.1 |
| (+) Taxes Recoverable | 680.2 | 690.3 | 787.9 | 765.5 | 1,185.6 |
| (+) Judicial Deposits | 1,139.1 | 980.6 | 843.9 | 760.5 | 656.5 |
| (+) Other Assets | 7.7 | 4.9 | 6.3 | 13.5 | 12.1 |
| (+) Investment In Joint Subsidiaries | 411.7 | 381.8 | 386.7 | 382.9 | 318.6 |
| (+) Right of use | 2,945.6 | 2,472.6 | 2,465.5 | 2,381.2 | 2,362.1 |
| (+) Fixed Assets | 1,460.8 | 1,308.0 | 1,258.2 | 1,152.7 | 1,099.5 |
| (+) Intangible Assets | 2,141.9 | 2,006.1 | 1,887.0 | 1,869.8 | 1,561.7 |
| (+) Non Current Assets | 9,073.1 | 7,989.6 | 7,848.4 | 7,458.9 | 7,279.9 |
| (-) Provision for Contingencies | 1,147.6 | 1,131.2 | 1,379.9 | 1,274.0 | 1,112.3 |
| (-) Lease | 2,625.1 | 2,191.9 | 2,175.2 | 2,082.4 | 2,063.7 |
| (-) Deferred Revenue | 273.5 | 287.4 | 301.3 | 315.2 | 328.9 |
| (-) Income Tax and Social Contribution deferred | 15.6 | 21.1 | 24.8 | 28.1 | 26.4 |
| (-) Other Accounts Payable | 5.7 | 13.4 | 5.0 | 2.0 | - |
| (-) Non-Current operating liabilities | 4,067.5 | 3,644.9 | 3,886.2 | 3,701.8 | 3,531.4 |
|  |  |  |  |  |  |
| (=) Fixed Capital | 5,005.6 | 4,344.7 | 3,962.2 | 3,757.1 | 3,748.5 |
|  |  |  |  |  |  |
| (=) Total Invested Capital | 7,840.9 | 7,595.2 | 6,148.8 | 6,136.3 | 6,249.9 |
| (+) Net Debt | 575.1 | 284.5 | $(1,216.4)$ | $(1,240.4)$ | $(1,317.5)$ |
| (+) Dividends Payable | 0.2 | 40.0 | 40.0 | 0.1 | 123.6 |
| (+) Shareholders Equity | 7,265.6 | 7,270.7 | 7,325.3 | 7,376.6 | 7,443.8 |
| (=) Total Financing | 7,840.9 | 7,595.2 | 6,148.8 | 6,136.3 | 6,249.9 |


| FINANCIAL EXPENSES RECONCILIATION (R\$\$MM) | 2Q21 | 1Q21 | 4Q20 | 4Q19 | 1Q20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Income | 52.1 | 33.6 | 23.0 | 56.1 | 54.5 |
| Financial Expenses | (281.7) | (203.9) | (141.8) | (158.8) | (149.0) |
| Net Financial Expenses | (229.7) | (170.3) | (118.8) | (102.7) | (94.6) |
| Interest on prepayment of receivables: Luiza Card and third-party card | 149.5 | 113.3 | 78.5 | 47.1 | 53.9 |
| Adjusted Financial Expenses | (80.2) | (57.0) | (40.4) | (55.6) | (40.6) |
| Taxes on Adjusted Financial Expenses | 27.3 | 19.4 | 13.7 | 18.9 | 13.8 |
| Net Adjusted Financial Expenses | (52.9) | (37.6) | (26.6) | (36.7) | (26.8) |
| NOPLAT AND ROIC/ROE RECONCILIATION (R\$MM) | 2Q21 | 1Q21 | 4Q20 | 4Q19 | 1Q20 |
| EBITDA | 465.1 | 695.6 | 504.7 | 546.1 | 143.7 |
| Interest on prepayment of receivables: Luiza Card and third-party card | (149.5) | (113.3) | (78.5) | (47.1) | (53.9) |
| Depreciation | (204.7) | (178.3) | (186.2) | (169.2) | (172.3) |
| Current and deferred taxes | 64.8 | (88.3) | 19.9 | (68.2) | 58.5 |
| Taxes on Adjusted Financial Expenses | (27.3) | (19.4) | (13.7) | (18.9) | (13.8) |
| Net Operating Income (NOPLAT) | 148.4 | 296.3 | 246.1 | 242.7 | (37.7) |
| Invested Capital | 7,840.9 | 7,595.2 | 6,148.8 | 6,136.3 | 6,249.9 |
| ROIC Annualized | 8\% | 16\% | 16\% | 16\% | -2\% |
| Net Income | 95.5 | 258.6 | 219.5 | 206.0 | (64.5) |
| Shareholders Equity | 7,265.6 | 7,270.7 | 7,325.3 | 7,376.6 | 7,443.8 |
| ROE Annualized | 5\% | 14\% | 12\% | 11\% | -3\% |

## ANNEX VI

BREAKDOWN OF TOTAL SALES ${ }^{1}$ AND NUMBER OF STORES PER CHANNEL

| Breakdown of Total Sales (R\$ million) | 2Q21 | V.A. | 2Q20 | V.A. | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Total |
| Virtual Stores | 289.5 | 2.1\% | 182.0 | 2.1\% | 59.1\% |
| Conventional Stores | 3,614.0 | 26.3\% | 1,662.8 | 19.4\% | 117.3\% |
| Subtotal - Physical Stores | 3,903.5 | 28.4\% | 1,844.8 | 21.5\% | 111.6\% |
| Traditional E-commerce (1P) | 6,853.2 | 49.9\% | 4,890.6 | 57.1\% | 40.1\% |
| Marketplace (3P) | 2,989.8 | 21.7\% | 1,831.1 | 21.4\% | 63.3\% |
| Subtotal - Total E-commerce | 9,842.9 | 71.6\% | 6,721.7 | 78.5\% | 46.4\% |
| Total Sales | 13,746.4 | 100.0\% | 8,566.5 | 100.0\% | 60.5\% |


| Breakdown of Total Sales (R\$ million) |  |  |  |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H21 | V.A. | 1H20 | V.A. | Total |
| Virtual Stores | 581.0 | 2.2\% | 451.8 | 2.8\% | 28.6\% |
| Conventional Stores | 7,032.6 | 26.8\% | 4,968.9 | 30.6\% | 41.5\% |
| Subtotal - Physical Stores | 7,613.5 | 29.0\% | 5,420.8 | 33.4\% | 40.5\% |
| Traditional E-commerce (1P) | 13,177.6 | 50.3\% | 7,745.6 | 47.7\% | 70.1\% |
| Marketplace (3P) | 5,428.0 | 20.7\% | 3,062.6 | 18.9\% | 77.2\% |
| Subtotal - Total E-commerce | 18,605.6 | 71.0\% | 10,808.2 | 66.6\% | 72.1\% |
| Total Sales | 26,219.1 | 100.0\% | 16,229.0 | 100.0\% | 61.6\% |

${ }^{1}$ Total Sales include gross revenue from physical stores and e-commerce plus marketplace sales

| Number of stores per channel - End of the period | jun/21 | Part(\%) | jun/20 | Part(\%) | Growth <br> Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Virtual Stores | 209 | 15.6\% | 195 | 16.9\% | 14 |
| Conventional Stores | 959 | 71.6\% | 910 | 78.7\% | 49 |
| Kiosks | 171 | 12.8\% | 51 | 4.4\% | 120 |
| Subtotal - Physical Stores | 1,339 | 100.0\% | 1,156 | 100.0\% | 183 |
| Total Sales Area ( $\mathbf{m}^{\mathbf{2}}$ ) | 674,815 | 100.0\% | 647,171 | 100.0\% | 4.3\% |

[^0]
## ANNEX VII

## | Operating Indicators

Magalu's fintech initiatives include: (i) the digital bank account MagaluPay; (ii) credit to consumers via the Luiza Card and Magalu Card, both issued by Luizacred; (iii) factoring of receivables for 3P marketplace sellers through Magalu Payments, and (iv) credit to 3P marketplace sellers via the Magalu FIDC, a fixed income investment vehicle.

Launched in early 2020, MagaluPay reached the mark of 3.3 million opened accounts at the end of 2Q21. This represents an increase of 431,000 new accounts during the quarter.

The purchase of Hub Fintech, approved by the Administrative Council for Economic Defense (CADE) and by the Central Bank was concluded in early July. Additionally, with the acquisition of Bit55, our Fintech arm now has the technology for processing credit and debit cards in the cloud, complementing the services already offered by Hub - prepaid cards and digital accounts.

In Jun/21, Luizacred's total card base reached - including Luiza Card and the recentrly launched Magalu Card -- 6 million cards issued, an increase of $19.5 \%$ versus Jun/20. In-store sales to Luiza Card customers, distinguished by their loyalty and higher purchase frequency, increased $123.3 \%$ in 2Q21, reaching R\$2.0 billion. In $2 Q 21$ sales outside Magalu grew $52.4 \%$ reaching R\$ 7.6 billion. Luizacred's credit portfolio, including credit cards, direct credit to consumers (DCC) and individual loans, reached $\mathrm{R} \$ 13.5$ billion at the end of 2Q21, an increase of $27.6 \%$ over 2 Q20.


New digital financial services were also created for marketplace sellers. The total payment volume processed at Magalu (TPV) exceeded $\mathrm{R} \$ 3.6$ billion in 2Q21. We also originated loans to more than 3003 marketplace sellers during the quarter via the Magalu Payments FIDC.

## | Income Statement in IFRS

| LUIZACRED - Income (R\$ million) | 2Q21 | V.A. | 2Q20 | V.A. | \% Chg | 1H21 | V.A. | 1H20 | V.A. | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Intermediation Revenue | 392.0 | 100.0\% | 387.3 | 100.0\% | 1.2\% | 713.1 | 100.0\% | 784.9 | 100.0\% | -9.1\% |
| Financial Intermediation Expenses | (330.4) | -84.3\% | (312.9) | -80.8\% | 5.6\% | (586.5) | -82.2\% | (668.9) | -85.2\% | -12.3\% |
| Market Funding Operations | (35.0) | -8.9\% | (38.2) | -9.9\% | -8.2\% | (53.0) | -7.4\% | (90.1) | -11.5\% | -41.2\% |
| Provision for Loan Losses | (295.4) | -75.4\% | (274.8) | -70.9\% | 7.5\% | (533.6) | -74.8\% | (578.8) | -73.7\% | -7.8\% |
| Gross Financial Intermediation Income | 61.6 | 15.7\% | 74.4 | 19.2\% | -17.2\% | 126.6 | 17.8\% | 116.0 | 14.8\% | 9.1\% |
| Service Revenue | 271.9 | 69.4\% | 211.4 | 54.6\% | 28.6\% | 526.1 | 73.8\% | 441.5 | 56.3\% | 19.2\% |
| Other Operating Revenues (Expenses) | (269.8) | -68.8\% | (243.8) | -63.0\% | 10.6\% | (529.1) | -74.2\% | (499.2) | -63.6\% | 6.0\% |
| Personnel Expenses | (3.2) | -0.8\% | (4.9) | -1.3\% | -34.7\% | (6.4) | -0.9\% | (10.3) | -1.3\% | -37.7\% |
| Other Administrative Expenses | (205.5) | -52.4\% | (190.4) | -49.2\% | 7.9\% | (407.2) | -57.1\% | (389.4) | -49.6\% | 4.6\% |
| Depreciation and Amortization | (3.0) | -0.8\% | (3.0) | -0.8\% | 0.0\% | (5.9) | -0.8\% | (6.0) | -0.8\% | -0.9\% |
| Tax Expenses | (38.8) | -9.9\% | (34.5) | -8.9\% | 12.4\% | (73.5) | -10.3\% | (69.8) | -8.9\% | 5.3\% |
| Other Operating Revenues (Expenses) | (19.3) | -4.9\% | (11.0) | -2.8\% | 75.6\% | (36.0) | -5.1\% | (23.6) | -3.0\% | 52.5\% |
| Income Before Tax | 63.7 | 16.2\% | 41.9 | 10.8\% | 52.0\% | 123.6 | 17.3\% | 58.4 | 7.4\% | 111.7\% |
| Income Tax and Social Contribution | (15.6) | -4.0\% | (16.9) | -4.4\% | -7.7\% | (39.7) | -5.6\% | (23.8) | -3.0\% | 66.9\% |
| Net Income | 48.1 | 12.3\% | 25.0 | 6.4\% | 92.5\% | 83.8 | 11.8\% | 34.6 | 4.4\% | 142.7\% |

| Income Statement in compliance with accounting practices established by the Brazilian Central Bank

| LUIZACRED - Income (R\$ million) | 2Q21 | V.A. | 2Q20 | V.A. | \% Chg | 1H21 | V.A. | 1H2O | V.A. | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Intermediation Revenue | 392.0 | 100.0\% | 387.3 | 100.0\% | 1.2\% | 713.1 | 100.0\% | 784.9 | 100.0\% | -9.1\% |
| Financial Intermediation Expenses | (234.4) | -59.8\% | (351.0) | -90.6\% | -33.2\% | (390.7) | -54.8\% | (677.9) | -86.4\% | -42.4\% |
| Market Funding Operations | (35.0) | -8.9\% | (38.2) | -9.9\% | -8.2\% | (53.0) | -7.4\% | (90.1) | -11.5\% | -41.2\% |
| Provision for Loan Losses | (199.4) | -50.9\% | (312.9) | -80.8\% | -36.3\% | (337.8) | -47.4\% | (587.8) | -74.9\% | -42.5\% |
| Gross Financial Intermediation Income | 157.6 | 40.2\% | 36.3 | 9.4\% | 334.5\% | 322.4 | 45.2\% | 107.0 | 13.6\% | 201.3\% |
| Service Revenue | 271.9 | 69.4\% | 211.4 | 54.6\% | 28.6\% | 526.1 | 73.8\% | 441.5 | 56.3\% | 19.2\% |
| Other Operating Revenues (Expenses) | (269.8) | -68.8\% | (243.8) | -63.0\% | 10.6\% | (529.1) | -74.2\% | (499.2) | -63.6\% | 6.0\% |
| Personnel Expenses | (3.2) | -0.8\% | (4.9) | -1.3\% | -34.7\% | (6.4) | -0.9\% | (10.3) | -1.3\% | -37.7\% |
| Other Administrative Expenses | (205.5) | -52.4\% | (190.4) | -49.2\% | 7.9\% | (407.2) | -57.1\% | (389.4) | -49.6\% | 4.6\% |
| Depreciation and Amortization | (3.0) | -0.8\% | (3.0) | -0.8\% | 0.0\% | (5.9) | -0.8\% | (6.0) | -0.8\% | -0.9\% |
| Tax Expenses | (38.8) | -9.9\% | (34.5) | -8.9\% | 12.4\% | (73.5) | -10.3\% | (69.8) | -8.9\% | 5.3\% |
| Other Operating Revenues (Expenses) | (19.3) | -4.9\% | (11.0) | -2.8\% | 75.6\% | (36.0) | -5.1\% | (23.6) | -3.0\% | 52.5\% |
| Income Before Tax | 159.7 | 40.7\% | 3.8 | 1.0\% | 4100.9\% | 319.4 | 44.8\% | 49.4 | 6.3\% | 547.0\% |
| Income Tax and Social Contribution | (54.0) | -13.8\% | (1.7) | -0.4\% | 3129.3\% | (118.1) | -16.6\% | (20.2) | -2.6\% | 484.0\% |
| Net Income | 105.7 | 27.0\% | 2.1 | 0.5\% | 4864.0\% | 201.3 | 28.2\% | 29.1 | 3.7\% | 590.6\% |

## | Revenue from Financial Intermediation

In 2Q21, revenues from financial intermediation were $\mathrm{R} \$ 392$ million, $1.2 \%$ higher than in 2 Q 20 , influenced by the growth in sales inside and outside of Magalu.

## | Provision for Loan Losses

The portfolio of loans overdue from 15 to 90 days (NPL 15) accounted for only $2.0 \%$ of the total portfolio in Jun/21, improving 70 bps from Jun/20. This reflect the Company's assertive credit policy and enormous collection efforts undertaken by stores and collection centers.

The percentage of the portfolio overdue for more than 90 days (NPL 90) also showed a strong improvement, reaching $4.7 \%$ in Jun/21 This is the lowest level in the Company's 63 year history and represents a reduction of 5.0 pp compared to Jun/20 and 0.3 pp compared to Mar/21. These improements are attributable to the Company's assertive credit policy and an increase in timely receipts.

Provisions for bad debt expenses, net of recovery, represented $2.2 \%$ of the total portfolio in 2Q21, a reduction compared to the $2.6 \%$ level in 2Q20. This was due to the lowest level of overdue debt ever observed. The overdue portfolio coverage ratio was $222 \%$ in Jun/21 compared to $161 \%$ in Jun/20.

| PORTFOLIO - OVERDUE | Jun-21 |  | Mar-21 |  | Dec-20 |  | Sep-20 |  | Jun-20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 000 to 014 days | 12,615 | 93.3\% | 11,414 | 92.7\% | 11,137 | 92.1\% | 9,743 | 89.6\% | 9,318 | 87.5\% |
| 015 to 030 days | 59 | 0.4\% | 81 | 0.7\% | 45 | 0.4\% | 49 | 0.5\% | 48 | 0.4\% |
| 031 to 060 days | 81 | 0.6\% | 87 | 0.7\% | 53 | 0.4\% | 56 | 0.5\% | 62 | 0.6\% |
| 061 to 090 days | 125 | 0.9\% | 104 | 0.8\% | 74 | 0.6\% | 92 | 0.8\% | 183 | 1.7\% |
| 091 to 120 days | 122 | 0.9\% | 77 | 0.6\% | 76 | 0.6\% | 92 | 0.8\% | 182 | 1.7\% |
| 121 to 150 days | 111 | 0.8\% | 67 | 0.5\% | 69 | 0.6\% | 83 | 0.8\% | 151 | 1.4\% |
| 151 to 180 days | 87 | 0.6\% | 61 | 0.5\% | 74 | 0.6\% | 140 | 1.3\% | 129 | 1.2\% |
| 180 to 360 days | 320 | 2.4\% | 415 | 3.4\% | 565 | 4.7\% | 619 | 5.7\% | 573 | 5.4\% |
| Portfolio (R\$ million) | 13,521 | 100.0\% | 12,306 | 100.0\% | 12,092 | 100.0\% | 10,872 | 100.0\% | 10,646 | 100.0\% |
| Receipt expectation of loan portfolio overdue above 360 days | 190 |  | 182 |  | 169 |  | 168 |  | 160 |  |
| Total Portfolio in IFRS 9 (R\$ million) | 13,711 |  | 12,488 |  | 12,261 |  | 11,040 |  | 10,806 |  |
| Overdue 15-90 days | 265 | 2.0\% | 272 | 2.2\% | 171 | 1.4\% | 196 | 1.8\% | 292 | 2.7\% |
| Overdue Above 90 days | 640 | 4.7\% | 620 | 5.0\% | 784 | 6.5\% | 933 | 8.6\% | 1,036 | 9.7\% |
| Total Overdue | 906 | 6.7\% | 892 | 7.3\% | 955 | 7.9\% | 1,130 | 10.4\% | 1,328 | 12.5\% |
| Provisions for loan losses on Portfolio | 1,080 |  | 1,026 |  | 1,093 |  | 1,193 |  | 1,361 |  |
| Provisions for loan losses on available limit | 340 |  | 316 |  | 284 |  | 274 |  | 302 |  |
| Total Provisions for loan losses in IFRS 9 | 1,420 |  | 1,342 |  | 1,377 |  | 1,467 |  | 1,662 |  |
| Coverage of Portfolio (\%) | 169\% |  | 165\% |  | 139\% |  | 128\% |  | 131\% |  |
| Coverage of Total Portfolio (\%) | 222\% |  | 216\% |  | 176\% |  | 157\% |  | 161\% |  |

Note: in order to facilitate comparability and analysis of NPL performance, the Company now discloses the breakdown of the portfolio by arrears criterion, while it continues disclosing the portfolio breakdown by risk level to the Central Bank.

## | Financial Intermediation Gross Results

In 2Q21, gross margin from financial intermediation was $15.7 \%$, representing a decrease of 3.5 p.p. compared to 2Q20. This was mainly influenced by an increase in the size of the portfolio

## | Service Revenue and Other Operating Revenues (Expenses)

Service revenues grew $28.6 \%$ in 2 Q21, reaching $\mathrm{R} \$ 271.9$ million. This was largely attributable to an increase in the size of the portfolio and the growth in revenue. During the same period, operating expenses were R\$269.8 million, growing by $10.6 \%$. The operating efficiency ratio improved from $40.6 \%$ in 2 Q20 to $39.4 \%$ in 2 Q21.

## | Operating Income and Net Income

In 2Q21, Luizacred recorded operating income of R\$63.7 million, equivalent to $16.2 \%$ of financial intermediation (+5.4 p.p. YoY). Luizacred's net profit reached $\mathrm{R} \$ 48.1$ million in 2Q21, attaining a return on equity of $22.5 \%$.

In compliance with accounting practices established by the Brazilian Central Bank, considering the minimum provisions of Law 2682, Luizacred's net income totaled $\mathrm{R} \$ 105.7$ million in 2 Q 21 .
| Shareholders' Equity
In compliance with the same practices, Luizacred posted shareholders' equity of $R \$ 1.2$ billion in Jun/21. As a result of adjustments required under IFRS, specifically additional provisions for expected losses, net of taxes, Luizacred's shareholders' equity for the purposes of Magazine Luiza's financial statements came to $\mathrm{R} \$ 853.7$ million.

## ANNEX IX <br> OPERATIONAL GUIDANCE

## | Quarterly update

In order to facilitate analysis of the evolution of the Company's logistics infrastructure, Magalu is sharing key indicators, such as the number of distribution centers, cross-docking hubs, total storage area and the number of physical stores. Since Magalu's physical stores and e-commerce operations are completely integrated, the total storage area metric also includes the area of the physical stores that is dedicated to handling and stocking goods.

In a material fact published on July 15, 2021, the Company published the following projections for the periods ending December 31, 2021; December 31, 2022 and December 31, 2023:

|  | 2Q21 | 2021 | 2022 | 2023 |
| :---: | :---: | :---: | :---: | :---: |
| Total Logistics Units | 185 | 225 | 380 | 450 |
| Number of Distribution Centers | 25 | 26 | 30 | 33 |
| Number of Cross-docking Hubs | 160 | 199 | 350 | 417 |
| Number of Stores | 1,339 | 1,440 | 1,560 | 1,680 |
| Total Storage Area | 1,004 | 1,180 | 1,630 | 2,000 |

The Company makes available the key operating indicators for 2 Q 21 listed above and highlights the fact that it continues to perform, within expected parameters to reach the published projections.

## VIDEOCONFERENCE DETAILS

# Videoconference Call in Portuguese/English (with simultaneous translation) 

Friday, August 13th, 2021

16:00 - Brasilia time
15:00 - New York time (EST)

## Videoconference access

# Participants from the US or other countries: <br> Dial in \#: +1 4127179627 <br> CODE: Magazine Luiza 

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## About Magazine Luiza

Magazine Luiza, or Magalu, is a technology and logistics company focused on the retail sector. From its humble origins as a traditional retailer providing electronics and home appliances to Brazil's rising middle class, the company has since transformed into a technology powerhouse providing a wide array of products to Brazilians of all classes. Magalu has one of the largest geographic footprints with 25 distribution centers serving a network of over 1,300 stores in 21 states. At the heart of the company's success is an omnichannel retail platform capable of reaching customers via mobile app, web and physical stores. A large part of the company's success is attributable to its in-house development team, Luizalabs, which consists of over 1,800 engineers and product development specialists. Among other things, engineers from Luizalabs use technologies such as big data and machine learning to create logistics, fintech and inventory apps which remove friction from the retail process, improving margins, delivery times and customer experience. The company has been at the forefront of e-commerce adoption in Latin America and its profitable e-commerce operation currently accounts for over $72 \%$ of total sales. Magazine Luiza has also been a logistics pioneer. The company's integrated online and offline logistics operations enable it to leverage its physical presence to radically reduce delivery times and costs in a sustainable way. The result is the fastest, lowest cost logistics network in Brazil.

EBITDA, Adjusted EBITDA and Adjusted Net Income
EBITDA (earnings before interest, income and social contribution taxes, financial income and expenses, depreciation and amortization) is not a financial performance measure under the accounting practices adopted in Brazil. Because it does not consider expenses intrinsic to the business, EBITDA has limitations that affect its use as a profitability or liquidity indicator. EBITDA should not be considered an alternative to net income or operating cash flow. In addition, EBITDA does not have a standard meaning, and our definition may not be comparable with the definitions adopted by other companies. Non-recurring results used to calculate adjusted EBITDA and adjusted net income should not be considered an alternative to EBITDA and net income in accordance with the accounting practices adopted in Brazil.

## Disclaimer

The statements herein related to business prospects, future estimates of operating and financial results, and those related to Magazine Luiza's growth prospects are merely estimates and, as such, are based solely on the expectations of the Executive Board regarding the future of the Company's business. These expectations largely depend on approvals and licenses for the projects, market conditions, performance of the Brazilian economy, the sector and the international markets and are, therefore, subject to changes without prior notice. This performance report includes accounting and non-accounting data such as pro forma operating and financial results and projections based on the expectations of the Company's Management. The non-accounting data were not reviewed by the Company's independent auditors.


[^0]:    ${ }^{1}$ The value of sales processed in the marketplace and on the Aiqfome (food delivery) platforms (managed by the Company or by licensees) from April 1 st to June 30th, 2021 in the amount of R \$ 3.0 billion, which are added to the total sales presented in this report, was subject to Independent Limited Assurance by our external auditors and is available on our website. The other components of the quarter's total sales are within the scope quarterly review conducted by our independent auditors.

