magazineluiza

Earnings Release 1Q21

1Q21 Highlights

MGLU
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- **Total sales rose 63%, reaching R$12.5 billion**
- **E-commerce grew 114%, reaching R$8.8 billion or 70% of total sales**
- **Physical store sales grew 4%**
- **Adjusted EBITDA grew 56% to R$417 million**
- **Net profit was R$259 million (adjusted was R$81.5 million)**
- **Cash flow from operations during the last 12 months totaled R$2.7 billion**

Consistent market share gains. In 1Q21, total sales (physical stores, e-commerce first-party inventory (1P) and marketplace (3P) increased an impressive 62.8% to R$12.5 billion, reflecting growth of 114.4% in e-commerce and 3.7% in the physical stores. The strong sales performance was achieved even with the temporary closure of stores due to Covid-19. In 1Q21, Magalu expanded its market share by 4.7 pp compared to 1Q20, according to GFK, the leading retail analytics firm.

E-commerce continues to grow at a very fast pace. In 1Q21, formal Brazilian e-commerce grew 38.2%, according to E-bit, and Magalu grew even more than the market. During the period, the Company's total e-commerce sales increased by 114.4% and accounted for 70.3% of total sales. In 1P e-commerce, sales increased by 121.5% and the 3P marketplace contributed R$2.4 billion, growing 98.0%. The strong gain in market share was driven by the excellent performance of the app, which had 31 million monthly active users (MAU). Other contributing factors include faster delivery speeds, the growth of new categories and the continued evolution of the marketplace.

Gross margin reflects greater e-commerce participation. Despite with the excellent performance of Magalu's physical stores, impressive online sales growth led e-commerce to become a greater percentage of total sales, growing 17 p.p. - from 53.3% in 1Q20 to 70.3% in 1Q21. Consequently, the gross margin decreased from 27.1% in 1Q20 to 25.1% in 1Q21.

Expenses reach historically low percentage. With strong sales growth, the percentage of adjusted operating expenses in relation to net revenue reached 20.2% in 1Q21, decreasing 1.8 pp compared to 1Q20 and reaching one of the lowest levels in the Company's history. This result highlights the importance of Magalu's multichannel strategy and how it contributes to the efficiency of the Company's business model.

EBITDA and net profit. In 1Q21, adjusted EBITDA grew 56.0% to R$427.2 million driven by sales growth and the dilution of operating expenses. Despite the impact of a greater number of store closures, the adjusted EBITDA margin was 5.2%, stable versus 1Q20. In 1Q21, adjusted net income reached R$81.5 million and net income was R$ 258.6 million incuding non-recurring net gains.

Strong cash flow from operations. Cash generation was influenced by retail seasonality and the temporary closure of physical stores during the quarter. However, in the last 12 months, cash flow from operations, adjusted for receivables, reached a significant R$2.7 billion. During this period, net income and the variation in working capital contributed significantly to cash generation.

Net cash position and solid capital structure. In the last 12 months, the adjusted net cash position increased by R$0.4 billion, from R$3.8 billion in Mar/20 to R$4.2 billion in Mar/21. The Company ended 1Q21 with a total cash position of R$5.9 billion, including cash and financial instruments of R$1.4 billion and available credit card receivables of R$4.5 billion.

MGLU3: R$ 19.13 per share
Total Shares: 6,498,926,848
Market Cap: R$ 124.3 billion

Videoconference
May 14,2021 (Friday)
10:00 AM in US (EST): +1 412 717 9627
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MESSAGE FROM THE EXECUTIVE DIRECTORS

The first quarter of 2021 began with the hope that we would finally leave the Covid-19 pandemic and its deleterious effects on our economic and social lives behind us. Unfortunately, we were in for a rude surprise. Instead of a return to normalcy, the beginning of the year brought a second wave even stronger than the first. Again, the doors to the physical world closed.

Under this scenario, e-commerce growth continued to accelerate. With the physical world increasingly no longer an option, more and more consumers have turned to the digital world, accelerating the growth of e-commerce. But this time, more players were willing to compete for that consumer. When competition is not supported by a differentiated value proposition and sustainable business model, the cost of aggressiveness invariably appears in the results. In times like these, it is easier to separate the wheat from the chaff. Here the chaff are businesses that grow by embracing unsustainable business models. In the first quarter of 2021, Magalu once again produced strong results thanks to a sustainable business model that reaps the benefits of a true multichannel operation.

In yet another challenging period, the company surpassed the market and reached the largest market share in the Company's history. It did this - consistently, quarter after quarter - without unnecessary margin tradeoffs, with profitability and with cash generation, which is fundamental in times of uncertainty. None of this happened by chance. It is all the consequence of a model in which the digital and physical worlds are fully integrated, free to complement and enhance each other. And that makes Magalu a scalable, profitable and fast-moving company, able to offer the best customer experience.

Our more than 1,300 physical stores started 2021 with increasing sales, however, the need to adhere to strict Covid-19 safety protocols forced us to halt our operations. As in 2020, Magalu's physical stores were temporarily closed, but this time for an even longer period. We estimate that we lost around R$750 million in potential sales during the first three months of the year. Even so, physical store sales - considering all stores - grew 4% compared to the same period in 2020. This includes sales generated by our store employees using their remote sales app.

At the same time, however, our e-commerce operation revealed its strength. Sales on Magalu's digital channels doubled in January and February relative to the same period last year. In March, online sales skyrocketed further, closing the quarter with an increase of 114%. Between January and March, Magalu's e-commerce operation generated R$ 8.8 billion in sales, practically R$5 billion more than the same period last year.

This multichannel expansion - Magalu's total sales grew 63% in the first quarter - has been accompanied by something even rarer lately in the world of retail: profitability. Quarterly net income reached R$81 million. Considering non-recurring gains, it was R$259 million. At 5.2%, the adjusted EBITDA margin was stable compared to the same period last year, despite the longer temporary closure of physical stores in 2021.

There are still three quarters and lots of work ahead. This is the year of #PiscouChegou (#YouBlinkedItArrived) at Magalu. That means faster and faster deliveries, with a competitive cost structure that can only be achieved via a true multichannel approach. In the first three months of 2021, 51% of 1P e-commerce orders were delivered within 24 hours. And 70% of 1P e-commerce orders arrived at the homes of Magalu customers within 48 hours. Today, one hour delivery is already a reality at Magalu and is now available in 50 stores in 10 cities. To make this possible, 8,000 professionals from 23 distribution centers and 80 cross docking stations / last mile hubs went into action. This is in sharp contrast to March of last year when there were only 26 logistics units in operation.

This structure will be progressively replicated and made available to our marketplace sellers. Under Magalu's multichannel marketplace strategy, the entire structure that serves 1P will be made available to 3P sellers. That includes physical stores, which have recently gained a heretofore unimaginable level of multidimensionality. In addition to selling, they have become points of collection, delivery and shipping for 3P. And they are being primed to play a role in "farming", identifying and onboarding local sellers in their geographical regions. This multichannel characteristic which made our 1P operation unbeatable, will do the same for our marketplace.

Currently, we collect and deliver approximately 40% of marketplace orders using our own logistics network and 415 Magalu stores offer in-store pickup for 3P orders. The year of #PiscouChegou (#YouBlinkedItArrived) will be one of additional investment in logistics. Three new distribution centers - located in the south and southeast regions of Brazil - will be inaugurated over the course of this year and another five, already in operation, will be expanded.

The basis for Magalu's ecosystem revolves around the concept of shared logistics, technology and financial infrastructure. Our strategy is to digitize Brazilian retail. In the first three months of the year, the number of new sellers entering the marketplace set a new record. From January to March, 9,000 entrepreneurs from all over the country joined our platform. In the past 12 months, 30,000 new partners have connected to our marketplace. The vast majority of them come from Partner Magalu, our program to digitize analogue retailers. The Partner Magalu program completed its first year of operation on March 31 after saving thousands of small retailers during the pandemic. Today, we have 56,000 participating companies from all over Brazil selling through our platform. Together, we offer 30 million items to our customers -- 100% growth compared to March 2020.

The exponential and sustainable growth that we want requires the incorporation of additional sellers, categories, products, and services that contribute to the development of our ecosystem. In addition to our traditional categories, we chose four new vectors for expansion – large markets with enormous potential that add new services, categories and technologies. Our inspiration comes from China, where platforms progressively digitize the economy and integrate a myriad of services into superapps present on the smartphones of millions of consumers. Magalu's four new vectors for expansion are: new categories, digital advertising, technology services for retail, and fintech, each of which is characterized by a large total addressable market (TAM).

The evolution of Magalu in TAMs ...

In the new categories vector, groceries -- with their high purchase frequency -- are a priority. Groceries already represent 40% of all items sold. With the acquisition of VIP Commerce, we will be able to complement Magalu's 1P grocery assortment with items from local supermarkets (3P), including perishables. VIP Commerce will play an important role in digitizing small and medium-sized regional supermarkets, which, even after a year of the pandemic, are still essentially analog. Today, VIP Commerce has 100 supermarket chains as active customers and processes around R$360 million in annualized sales.

Food delivery is another important new category. Seven months after the acquisition of AiQFome, Magalu is already one of the largest food delivery platforms in Brazil. With operations in more than 550 small and medium-sized cities, AiQFome reached 2.6 million orders in April, prepared by more than 25,000 restaurant partners. The acquisitions of Tonolucro and GrandChef were completed in April, strengthening the category and helping AiQFome reach R$1.2 billion in annualized sales.

Efforts have also been undertaken to strengthen the existing fashion, beauty and sports categories. In March, Magalu acquired Steal the Look, a leading fashion, beauty and home content production company to help increase customer engagement. And Hubsales, which connects manufacturers directly to consumers through marketplace platforms, began integrating three new fashion production hubs in Rio Grande do Sul, Santa Catarina, and Goiás, enabling factories to sell their products digitally, directly to consumers. Netshoes is a leader in the sports category and demonstrated results significantly better than last year.

In May, Época Cosméticos won 1st place in the Top of Mind survey conducted by Ebit / Nielsen as the most remembered online brand in the beauty category and in April, Netshoes, Zattini and Época earned the RA1000 seal of excellence in customer service from ReclamaAqui, the leading consumer ratings company in Brazil.

In addition to the new categories vector, the fintech vector advanced significantly during the first quarter. Today, more than 3 million customers use MagaluPay, the company's digital wallet, which has been progressively gaining new features. In April, Magalu launched a credit card with no annual fee which offers one of the most attractive cashback programs on the market: 4% for purchases made at Magalu, paid directly into the consumer's digital account. The Magalu Card, as it is known, is issued by LuizaCred, and is integrated with the SuperApp offering a completely digital experience. There, customers can request the card, consult expenses, check available limits and generate statements. Just three weeks after launch, more than 100,000 cards had already been issued, joining the 5.5 million Luiza Cards already in existence.

The adoption of PIX by MagaluPay allowed customers to send and receive money instantly, register keys, pay bills and make purchases even faster and easier. Today, PIX is also available as an e-commerce checkout option. The added functionality of PIX reduces transaction costs, accelerates delivery speed and improves the efficiency of inventory management, since paid orders are approved instantly, eliminating the need to reserve inventory (as with payment by bank slips, which take days to clear).

Fintech services were also accelerated. The volume of processed transactions (TPV) in Magalu Pagamentos surpassed the R$2.7 billion mark and Magalu launched a FIDC vehicle to provide credit to marketplace sellers and partner restaurants during the first quarter. Between marketplace sellers and AiQFome restaurants, the more than 75,000 partners currently connected to the Magalu ecosystem will now have access to credit quickly and easily.

The purchase of Hub Fintech, a leading banking-as-a-service platform, was approved without restriction by CADE, the Brazilian anti-trust authority, and is currently awaiting approval by the Central Bank. Hub Fintech will serve as the technological and regulatory backbone for all of our fintech initiatives. After integration with Hub, MagaluPay customers - individuals and companies - will have one of the most complete platforms of financial products and services on the market, free of charge and fully integrated with the Magalu SuperApp. With the digital account, customers will be able to make purchases, deposits, transfers, payments, withdrawals, and recharge their cell phones and transportation vouchers. In addition, Magalu will provide them with a prepaid card that reflects the balance of the digital account, enabling transactions in the physical world.

In pursuit of the digital advertising vector, Magalu has continued to grow in reach and relevance, organically and through acquisitions, the Magalu Ads initiative. In April, the technology website Canaltech surpassed the 25 million unique visitor mark. Steal the Look, a leading fashion, beauty and home content production company, and Jovem Nerd, the largest multimedia and entertainment platform aimed at the nerd and geek community in Brazil, have joined the ecosystem. Soon, all of this content will be integrated into the SuperApp, contributing to an increase in frequency of use and time spent in the SuperApp, strengthening our organic traffic.

Magalu is app first because our customer is app first. With more than 31 million monthly active users, the SuperApp will be consumers' point of departure for interacting with the Web. They will use the SuperApp to make purchases, carry out financial transactions, order food delivery, consume content and to access an increasingly wide array of services. In order to accommodate this growth, Magalu acquired a company called SmartHint in April. SmartHint is a leading provider of search and recommendation technology which will be used by Magalu to improve the SuperApp's search and recommendation capabilities.

… And the evolution of ESG.

Since the company's foundation more than 60 years ago, Magalu has always been concerned with the community and what happens beyond the borders of our stores. What is today so fashionably referred to as Environmental, Social and Governance or, ESG, has always been a central part of our identity. Magalu's reaction to the Covid-19 pandemic revealed this aspect of our nature in stark relief. Aside from publicly and vocally making the commitment to maintain jobs until our stores reopened, Magalu undertook a series of actions designed to help the community. In the first three months of the year, we directed resources to mitigate the impact of Covid-19 on some of the most vulnerable populations. Donations were made towards: the construction of an oxygen production plant in Manaus; for the purchase of 20 respirators for public hospitals; for the acquisition of more than 1,000 electronic tablets for public school students, and for 3,000 food kits, with enough basic food and hygiene items to supply a family for a few weeks.

But Magalu's commitment to the community extends beyond Covid-19. In March, the company launched a campaign to give more visibility to the fight against domestic violence. Taking advantage of the ubiquity of Magalu's SuperApp, a button for reporting domestic violence was embedded into the SuperApp in conjunction with the Justiceiras project, a multidisciplinary service for supporting victims. During the same period, the first 20 entities chosen to receive financial contributions and mentoring from a fund focused on the theme were announced.

In order to promote equal access to opportunity, Magalu launched the 2nd edition of LUIZA <CODE>, a program designed to train women in technology. Of the 105 professionals selected to participate in the program, 50% were of African descent.

In May, Magalu celebrates 10 years as a publicly traded company. With the exception of our company values, which remain enduring and ever present, we are a completely different organization today than the one that went public in 2011. During this period, we transformed from a physical retailer to a technology, data and logistics company. The number of physical stores doubled. First quarter revenues grew from R$1.7 billion to R$12.5 billion. E-commerce, which at the time represented only 11% of total sales, now totals 70%, making Magalu the leading formal e-commerce company in Brazil. Perhaps as a consequence, Magalu's share price appreciated an amazing 3,570% over the last ten years.

In 2011, we stood alone. Today, we stand shoulder to shoulder with dozens of ecosystem partners and thousands of partner entrepreneurs. We are excited for the challenges that lie ahead and ready to digitize Brazil!

Once again, we are grateful for the continued support of our customers, sellers, employees, shareholders, and suppliers.

EXECUTIVE MANAGEMENT TEAM

R$ million (except when otherwise indicated)	1Q21	1Q20	% Chg
Total Sales[1] (including marketplace)	12,472.7	7,662.5	62.8%
Gross Revenue	10,118.4	6,486.3	56.0%
Net Revenue	8,252.8	5,234.7	57.7%
Gross Income	2,070.1	1,420.5	45.7%
Gross Margin	25.1%	27.1%	-200 bps
EBITDA	695.6	332.6	109.1%
EBITDA Margin	8.4%	6.4%	200 bps
Net Income	258.6	30.8	739.7%
Net Margin	3.1%	0.6%	250 bps
Adjusted - EBITDA	427.2	273.9	56.0%
Adjusted - EBITDA Margin	5.2%	5.2%	0 bps
Adjusted - Net Income	81.5	(8.0)	-1120.3%
Adjusted - Net Margin	1.0%	-0.2%	120 bps
Same Physical Store Sales Growth	-0.5%	-4.5%	-
Total Physical Store Sales Growth	3.7%	6.7%	-
Internet Sales Growth (1P)	121.5%	47.5%	-
Total E-commerce Sales Growth	114.4%	72.6%	-
E-commerce Share in Total Sale	70.3%	53.3%	16.9 pp
Number of Stores - End of Period	1,310	1,156	154 stores
Sales Area - End of Period (M2)	670,197	647,171	3.6%

[1] Total Sales include gross revenue from physical stores and 1P e-commerce plus 3P marketplace sales and Aiqfome.

| NON-RECURRING EVENTS

For ease of comparability with 1Q20, 1Q21 results are also being presented in an adjusted view, without the effects of non-recurring provisions and expenses, including gains related to the reversal of tax provisions. Such provisions were related to the differences in ICMS rates on interstate sales (DIFAL) that, until then, had been charged by the destination states. In Feb/21, the Federal Supreme Court considered such charges to be unconstitutional. Magalu and its subsidiaries contested the payment, provisioning the due amounts and depositing them in court.

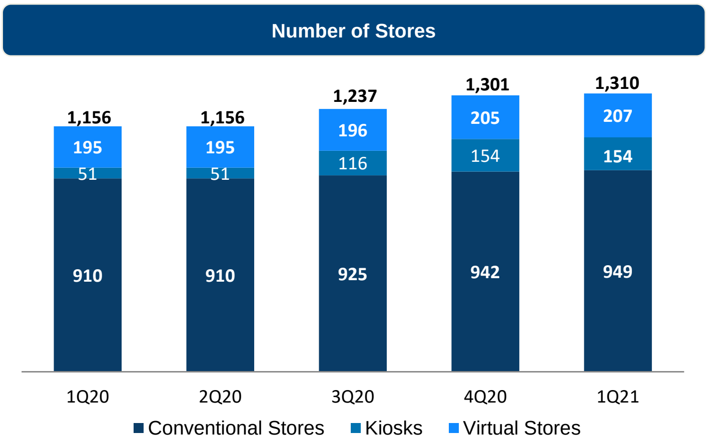
CONCILIATION ADJUSTED INCOME STATEMENT (R$ million)	1Q21 Adjusted	V.A.	Non-recurring	1Q21	V.A.
Gross Revenue	10,118.4	122.6%	-	10,118.4	122.6%
Taxes and Deductions	(1,865.6)	-22.6%	-	(1,865.6)	-22.6%
Net Revenue	8,252.8	100.0%	-	8,252.8	100.0%
Total Costs	(6,182.7)	-74.9%	-	(6,182.7)	-74.9%
Gross Income	2,070.1	25.1%	-	2,070.1	25.1%
Selling Expenses	(1,420.2)	-17.2%	-	(1,420.2)	-17.2%
General and Administrative Expenses	(225.6)	-2.7%	-	(225.6)	-2.7%
Provisions for Loan Losses	(33.8)	-0.4%	-	(33.8)	-0.4%
Other Operating Revenues. Net	13.7	0.2%	268.4	282.1	3.4%
Equity in Subsidiaries	23.0	0.3%	-	23.0	0.3%
Total Operating Expenses	(1,642.9)	-19.9%	268.4	(1,374.5)	-16.7%
EBITDA	427.2	5.2%	268.4	695.6	8.4%
Depreciation and Amortization	(178.3)	-2.2%	-	(178.3)	-2.2%
EBIT	248.8	3.0%	268.4	517.3	6.3%
Financial Results	(170.3)	-2.1%	-	(170.3)	-2.1%
Operating Income	78.5	1.0%	268.4	346.9	4.2%
Income Tax and Social Contribution	3.0	0.0%	(91.3)	(88.3)	-1.1%
Net Income	81.5	1.0%	177.2	258.6	3.1%

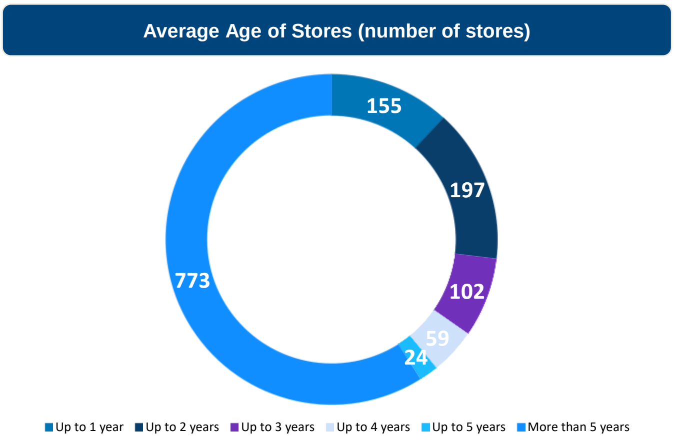
| Adjustments – Non – Recurring Events

Adjustments	1Q21
Tax Provisions	330.7
Expert Fees	(49.4)
Pre-operating Store Expenses	(1.6)
Other Non-recurring Expenses	(11.2)
EBITDA Adjustments	**268.4**
Income Tax and Social Contribution	(91.3)
Net Income Adjustments	**177.2**

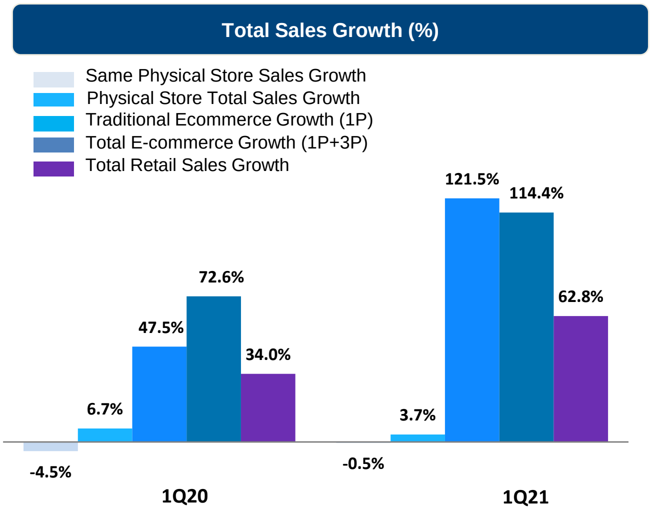
| OPERATING AND FINANCIAL PERFORMANCE

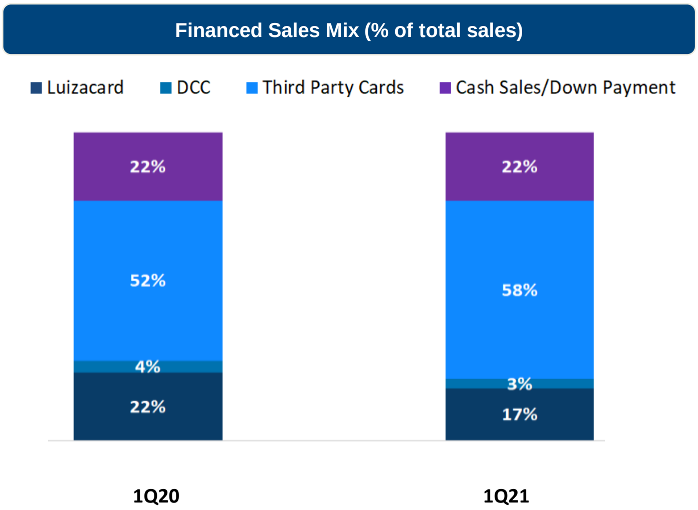
Magalu ended 1Q21 with 1,310 stores (949 conventional, 207 virtual and 154 kiosks via the partnership with Lojas Marisa). In 1Q21, the Company inaugurated 11 stores and closed 2 kiosks. In the last 12 months, the Company opened 155 new stores (34 in the South, 55 in the Southeast, 26 in the Midwest, 34 in the Northeast and 6 in the North). Forty-one percent of our total number of stores are not yet mature.





Total Retail sales were up 62.8% in 1Q21 as a result of a 114.4% increase in e-commerce sales and a 3.7% increase in brick-and-mortar sales, which were impacted by temporary store closures throughout the quarter that intensified in March, due to the worsening of Covid-19 in Brazil.





In 1Q21, Luiza Card use decreased from 22% to 17% compared to the same period in 2020, due to the greater share of e-commerce in total sales.

| Gross Revenues

(in R$ million)	1Q21	1Q20	% Chg
Gross Revenue - Retail - Merchandise Sales	9,567.3	6,134.0	56.0%
Gross Revenue - Retail - Services	463.0	315.3	46.8%
Gross Revenue - Retail	**10,030.3**	**6,449.3**	**55.5%**
Gross Revenue - Other Services	229.3	65.7	249.2%
Inter-Company Eliminations	(141.2)	(28.7)	392.8%
Gross Revenue - Total	**10,118.4**	**6,486.3**	**56.0%**

In 1Q21, total gross revenue grew 56.0% to R$10.1 billion. The accelerated growth of e-commerce and the excellent performance of physical stores open during the quarter contributed to the evolution of gross revenue. Service revenue increased 46.8% in 1Q21, mainly due to the growth of the Marketplace and Magalu Payments.

| Net Revenues

(in R$ million)	1Q21	1Q20	% Chg
Net Revenue - Retail - Merchandise Sales	7,792.5	4,916.9	58.5%
Net Revenue - Retail - Services	423.3	288.1	46.9%
Net Revenue - Retail	**8,215.8**	**5,204.9**	**57.8%**
Net Revenue - Other Services	178.2	58.5	204.7%
Inter-Company Eliminations	(141.2)	(28.7)	392.8%
Net Revenue - Total	**8,252.8**	**5,234.7**	**57.7%**

In 1Q21, total net revenue increased 57.7% to R$8.3 billion, in line with the variation in total gross revenue.

| Gross Profit

(in R$ million)	1Q21	1Q20	% Chg
Gross Profit - Retail - Merchandise Sales	1,739.0	1,143.5	52.1%
Gross Profit - Retail - Services	423.3	288.1	46.9%
Gross Profit - Retail	**2,162.3**	**1,431.6**	**51.0%**
Gross Profit - Other Services	45.5	14.5	214.3%
Inter-Company Eliminations	(137.7)	(25.6)	438.1%
Gross Profit - Total	**2,070.1**	**1,420.5**	**45.7%**
Gross Margin - Total	**25.1%**	**27.1%**	**-200 bps**

In 1Q21, gross profit grew 45.7% to R$2.1 billion, equivalent to a gross margin of 25.1%. The variation in gross margin was mainly due to the greater share of traditional e-commerce (1P) in sales.

| Operating Expenses

(in R$ million)	1Q21 Adjusted	% NR	1Q20 Adjusted	% NR	% Chg
Selling Expenses	(1,420.2)	-17.2%	(938.3)	-17.9%	51.4%
General and Administrative Expenses	(225.6)	-2.7%	(194.6)	-3.7%	15.9%
General and Administrative Expenses	**(1,645.8)**	**-19.9%**	**(1,132.9)**	**-21.6%**	**45.3%**
Provisions for Loan Losses	(33.8)	-0.4%	(30.0)	-0.6%	12.7%
Other Operating Revenues. Net	13.7	0.2%	13.8	0.3%	-1.2%
Total Operating Expenses	**(1,665.9)**	**-20.2%**	**(1,149.1)**	**-22.0%**	**45.0%**

| Selling Expenses

In 1Q21, selling expenses totaled R$1.4 billion, equivalent to 17.2% of net revenue, 0.7 pp less than in 1Q20, mainly due to strong sales growth. It is worth highlighting that the Company was able to dilute selling expenses despite the fact that stores were closed for a longer period than in 1Q20. Magalu continues to invest in higher service level, especially in customer service and logistics.

| General and Administrative Expenses

In 1Q21, general and administrative expenses totaled R$ 225.6 million, equivalent to 2.7% of net revenue, the lowest level in the Company's history. Compared to 1Q20, there was a reduction of 1.0 p.p., mainly due to the strong growth in sales.

| Provisions for Loan Losses

Provisions for loan losses totaled R$33.8 million in 1Q21.

| Other Operating Revenues and Expenses, Net

(in R$ million)	1Q21	% NR	1Q20	% NR	% Chg
Gain on Sale of Assets	(0.1)	0.0%	(0.1)	0.0%	137.1%
Deferred Revenue Recorded	13.8	0.2%	13.9	0.3%	-0.6%
Subtotal - Adjusted	**13.7**	**0.2%**	**13.8**	**0.3%**	**-1.2%**
Tax Credits	-	0.0%	44.3	0.8%	-
Tax Provisions	330.7	4.0%	30.9	0.6%	971.4%
Expert Fees	(49.4)	-0.6%	(7.8)	-0.1%	536.1%
Pre-operating Store Expenses	(1.6)	0.0%	(1.9)	0.0%	-15.8%
Others Non Recurring Expenses	(11.2)	-0.1%	(6.7)	-0.1%	66.3%
Subtotal - Non Recurring	**268.4**	**3.3%**	**58.8**	**1.1%**	**356.8%**
Total	**282.1**	**3.4%**	**72.6**	**1.4%**	**288.6%**

In 1Q21, other adjusted net operating revenues totaled R$13.7 million, mainly influenced by the recognition of deferred revenues in the amount of R$13.8 million.

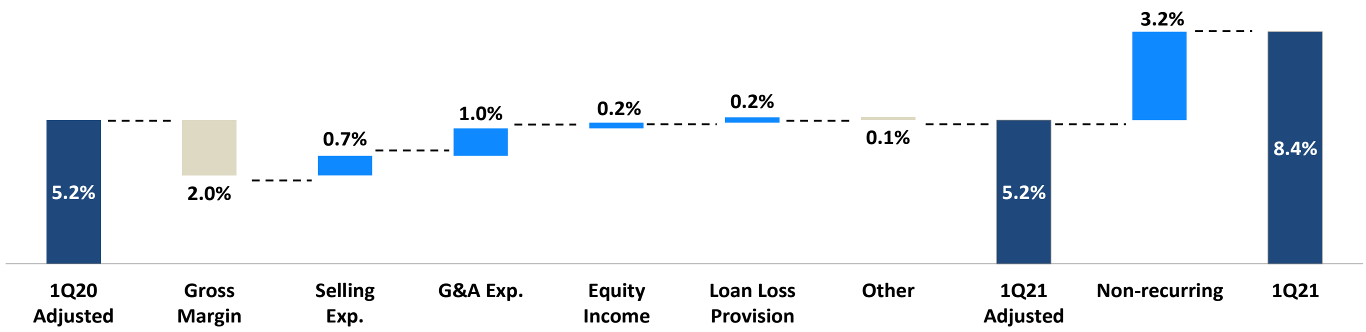
| Equity Income

In 1Q21, equity income was R$23.0 million. Luizacred was responsible for R$17.9 million and Luizaseg, was responsible for R$5.1 million.

| EBITDA

In 1Q21, adjusted EBITDA reached R$427.2 million, growing 56.0% compared to 1Q20. The high growth in total sales, including physical stores, e-commerce (1P) and the marketplace (3P), contributed to the evolution of EBITDA. Even with stores closed for a longer period and with greater investments in service levels, the adjusted EBITDA margin was stable at 5.2% in 1Q21.

EBITDA performance (% of net revenue)



| Financial Results

R$ million	1Q21	% NR	1Q20	% NR	% Chg
Financial Expenses	(157.5)	-1.9%	(101.0)	-1.9%	56.0%
Interest on loans and financing	(15.1)	-0.2%	(10.7)	-0.2%	40.5%
Interest on prepayment of receivables – third party card	(71.1)	-0.9%	(22.4)	-0.4%	217.2%
Interest on prepayment of receivables – Luiza Card	(42.3)	-0.5%	(38.0)	-0.7%	11.4%
Other expenses	(29.1)	-0.4%	(29.9)	-0.6%	-2.6%
Financial Revenues	33.6	0.4%	49.8	1.0%	-32.5%
Gains on marketable securities	2.8	0.0%	1.9	0.0%	49.9%
Other financial revenues	30.8	0.4%	47.9	0.9%	-35.7%
Subtotal: Net Financial Results	(123.9)	-1.5%	(51.2)	-1.0%	142.0%
Interest on lease	(46.4)	-0.6%	(43.2)	-0.8%	7.4%
Total Net Financial Results	(170.3)	-2.1%	(94.4)	-1.8%	80.4%

In 1Q21, net financial expenses totaled R $ 170.3 million, equivalent to 2.1% of net revenue. In relation to the same period of the previous year, expenses improved 0.3 pp due to the increase in interest rates in Brazil. Disregarding the effects of leasing interest, the net financial result was R$ 123.9 million in 1Q21, equivalent to 1.5% of net revenue.

| Net Income

Driven in large part by the growth in sales and EBITDA, adjusted net income reached R$ 81.5 million in 1Q21, with a 1.0% margin. Including non-recurring results, net income was R$ 258.6 million during the period.

| Adjusted Working Capital

CONSOLIDATED (R$ million)	LTM	Mar-21	Dec-20	Sep-20	Jun-20	Mar-20
(+) Accounts Receivables (without Credit Card)	42.0	823.3	914.6	706.3	680.8	781.3
(+) Inventories	2,732.9	6,808.4	5,927.2	5,005.9	4,198.2	4,075.5
(+) Related Parties (without Luiza Card)	(58.1)	19.0	80.6	71.3	80.4	77.1
(+) Recoverable Taxes	18.0	895.4	716.1	932.0	748.9	877.4
(+) Other Assets	40.1	183.6	160.8	88.5	100.2	143.5
(+) Current Operating Assets	2,775.0	8,729.8	7,799.3	6,804.0	5,808.6	5,954.8
(-) Suppliers	2,937.9	7,070.5	8,501.4	6,104.3	5,334.0	4,132.7
(-) Transfers and Other Deposits	520.7	756.7	718.5	627.3	639.3	235.9
(-) Payroll, Vacation and Related Charges	116.9	380.2	359.7	444.7	329.0	263.3
(-) Taxes Payable	34.2	211.2	401.3	299.6	206.4	176.9
(-) Related Parties	(16.7)	36.2	130.3	109.8	103.4	52.8
(-) Deferred Revenue	0.1	43.1	43.0	43.0	43.1	43.0
(-) Other Accounts Payable	586.7	1,133.7	1,203.7	1,084.1	806.2	547.0
(-) Current Operating Liabilities	4,179.9	9,631.5	11,357.9	8,712.7	7,461.3	5,451.6
(=) Working Capital Adjusted	(1,404.9)	(901.8)	(3,558.5)	(1,908.7)	(1,652.7)	503.2
% of Gross Revenue (LTM)	-2.3%	-2.3%	-9.9%	-6.1%	-6.1%	2.0%

In Mar/21, the adjusted working capital need was negative by R$901.8 million, improving R$ 1.4 billion in relation to the previous year. This variation contributed to the strong cash generation seen during the last 12 months.

It is worth mentioning that inventory turnover increased from 96 days in 1Q20 to 99 days in 1Q21. This was mainly due to the closing of physical stores for a longer period in Mar/21 compared to Mar/20. During the same period, payment terms were relatively stable, changing from 91 days to 90 days. Consistent with our experience last year, upon the reopening of the physical stores, inventory turnover rapidly improved.

| Capex

CAPEX (in R$ million)	1Q21	%	1Q20	%	%Chg
New Stores	28.9	18%	35.9	34%	-20%
Remodeling	16.3	10%	5.3	5%	207%
Technology	71.7	45%	35.8	34%	100%
Logistics	19.0	12%	16.1	15%	19%
Other	24.4	15%	12.2	12%	99%
Total	160.4	100%	105.4	100%	52%

In 1Q21, investments totaled R$160.4 million. Investments, including new store openings as well as investments in technology and logistics. In 1Q21, the Company opened 11 new stores and kiosks (inside Lojas Marisa).

| Capital Structure

CONSOLIDATED (R$ million)	LTM	Mar-21	Dec-20	Sep-20	Jun-20	Mar-20
(-) Current Loans and Financing	(841.0)	(847.5)	(1,667.2)	(1,659.0)	(1,650.8)	(6.5)
(-) Non-current Loans and Financing	25.1	(822.3)	(19.6)	(16.6)	(14.0)	(847.4)
(=) Gross Debt	(815.9)	(1,669.8)	(1,686.8)	(1,675.6)	(1,664.8)	(853.8)
(+) Cash and Cash Equivalents	251.0	639.9	1,681.4	1,190.4	1,103.5	388.9
(+) Current Securities	(1,485.9)	745.4	1,221.8	1,725.6	1,878.8	2,231.3
(+) Total Cash	(1,234.9)	1,385.3	2,903.2	2,916.0	2,982.3	2,620.2
(=) Net Cash	(2,050.8)	(284.5)	1,216.4	1,240.4	1,317.5	1,766.3
(+) Credit Card - Third Party Card	1,525.3	2,891.0	3,847.3	3,327.6	3,705.3	1,365.7
(+) Credit Card - Luiza Card	965.8	1,614.9	2,249.0	1,308.3	782.6	649.2
(+) Total Credit Card	2,491.0	4,505.9	6,096.3	4,635.9	4,487.9	2,014.9
(=) Adjusted Net Cash	440.2	4,221.4	7,312.7	5,876.3	5,805.4	3,781.2
Short Term Debt / Total	50%	51%	99%	99%	99%	1%
Long Term Debt / Total	-50%	49%	1%	1%	1%	99%
Adjusted EBITDA (LTM)	111.3	1,659.3	1,506.0	1,478.4	1,314.7	1,548.0
Adjusted Net Cash / Adjusted EBITDA	0.1 x	2.5 x	4.9 x	4.0 x	4.4 x	2.4 x
Cash. Securities and Credit Cards	1,256.1	5,891.2	8,999.5	7,551.9	7,470.2	4,635.1

In the last 12 months, the Company improved its adjusted net cash position by R$0.4 billion, from an adjusted net cash position of R$3.8 billion in Mar/20 to R$4.2 billion in Mar/21. This was driven in large part by operating strength.

The Company ended 1Q21 with a total cash position of R$5.9 billion. This includes cash and securities worth R$1.4 billion and credit card receivables worth R$4.5 billion.

ANNEX I
FINANCIAL STATEMENTS – CONSOLIDATED INCOME STATEMENT

CONSOLIDATED INCOME STATEMENT (R$ million)	1Q21	V.A.	1Q20	V.A.	% Chg
Gross Revenue	10,118.4	122.6%	6,486.3	123.9%	56.0%
Taxes and Deductions	(1,865.6)	-22.6%	(1,251.5)	-23.9%	49.1%
Net Revenue	8,252.8	100.0%	5,234.7	100.0%	57.7%
Total Costs	(6,182.7)	-74.9%	(3,814.3)	-72.9%	62.1%
Gross Income	2,070.1	25.1%	1,420.5	27.1%	45.7%
Selling Expenses	(1,420.2)	-17.2%	(938.3)	-17.9%	51.4%
General and Administrative Expenses	(225.6)	-2.7%	(194.6)	-3.7%	15.9%
Provisions for Loan Losses	(33.8)	-0.4%	(30.0)	-0.6%	12.7%
Other Operating Revenues, Net	282.1	3.4%	72.6	1.4%	288.6%
Equity in Subsidiaries	23.0	0.3%	2.4	0.0%	839.0%
Total Operating Expenses	(1,374.5)	-16.7%	(1,087.9)	-20.8%	26.4%
EBITDA	695.6	8.4%	332.6	6.4%	109.1%
Depreciation and Amortization	(178.3)	-2.2%	(174.8)	-3.3%	2.0%
EBIT	517.3	6.3%	157.8	3.0%	227.8%
Financial Results	(170.3)	-2.1%	(94.4)	-1.8%	80.4%
Operating Income	346.9	4.2%	63.4	1.2%	447.5%
Income Tax and Social Contribution	(88.3)	-1.1%	(32.6)	-0.6%	171.1%
Net Income	258.6	3.1%	30.8	0.6%	739.7%

Calculation of EBITDA

Net Income	258.6	3.1%	30.8	0.6%	739.7%
(+/-) Income Tax and Social Contribution	88.3	1.1%	32.6	0.6%	171.1%
(+/-) Financial Results	170.3	2.1%	94.4	1.8%	80.4%
(+) Depreciation and Amortization	178.3	2.2%	174.8	3.3%	2.0%
EBITDA	695.6	8.4%	332.6	6.4%	109.1%

Reconciliation of EBITDA for non-recurring expenses

EBITDA	695.6	8.4%	332.6	6.4%	109.1%
Non-recurring Result	(268.4)	-3.3%	(58.8)	-1.1%	356.8%
Adjusted EBITDA	427.2	5.2%	273.9	5.2%	56.0%

Net Income	258.6	3.1%	30.8	0.6%	739.7%
Non-recurring Result	(177.2)	0.0%	(38.8)	-0.7%	356.8%
Adjusted Net Income	81.5	1.0%	(8.0)	-0.2%	-

* 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 – PRO FORMA
FINANCIAL STATEMENTS – CONSOLIDATED INCOME STATEMENT

CONSOLIDATED INCOME STATEMENT (R$ million)	1Q21 Adjusted	V.A.	1Q20 Adjusted	V.A.	% Chg
Gross Revenue	10,118.4	122.6%	6,486.3	123.9%	56.0%
Taxes and Deductions	(1,865.6)	-22.6%	(1,251.5)	-23.9%	49.1%
Net Revenue	8,252.8	100.0%	5,234.7	100.0%	57.7%
Total Costs	(6,182.7)	-74.9%	(3,814.3)	-72.9%	62.1%
Gross Income	2,070.1	25.1%	1,420.5	27.1%	45.7%
Selling Expenses	(1,420.2)	-17.2%	(938.3)	-17.9%	51.4%
General and Administrative Expenses	(225.6)	-2.7%	(194.6)	-3.7%	15.9%
Provisions for Loan Losses	(33.8)	-0.4%	(30.0)	-0.6%	12.7%
Other Operating Revenues. Net	13.7	0.2%	13.8	0.3%	-1.2%
Equity in Subsidiaries	23.0	0.3%	2.4	0.0%	839.0%
Total Operating Expenses	(1,642.9)	-19.9%	(1,146.6)	-21.9%	43.3%
EBITDA	427.2	5.2%	273.9	5.2%	56.0%
Depreciation and Amortization	(178.3)	-2.2%	(174.8)	-3.3%	2.0%
EBIT	248.8	3.0%	99.0	1.9%	151.3%
Financial Results	(170.3)	-2.1%	(94.4)	-1.8%	80.4%
Operating Income	78.5	1.0%	4.6	0.1%	1,606.5%
Income Tax and Social Contribution	3.0	0.0%	(12.6)	-0.2%	-
Net Income	81.5	1.0%	(8.0)	-0.2%	-

ANNEX III
FINANCIAL STATEMENTS – CONSOLIDATED BALANCE SHEET

ASSETS (R$ million)	Mar-21	Dec-20	Sep-20	Jun-20	Mar-20
CURRENT ASSETS					
Cash and Cash Equivalents	639.9	1,681.4	1,190.4	1,103.5	388.9
Securities	745.4	1,221.8	1,725.6	1,878.8	2,231.3
Accounts Receivable - Credit Card	2,891.0	3,847.3	3,327.6	3,705.3	1,365.7
Accounts Receivable - Others	823.3	914.6	706.3	680.8	781.3
Inventories	6,808.4	5,927.2	5,005.9	4,198.2	4,075.5
Related Parties - Credit Card	1,614.9	2,249.0	1,308.3	782.6	649.2
Related Parties - Others	19.0	80.6	71.3	80.4	77.1
Taxes Recoverable	895.4	716.1	932.0	748.9	877.4
Other Assets	183.6	160.8	88.5	100.2	143.5
Total Current Assets	14,621.0	16,798.8	14,355.9	13,278.8	10,589.9
NON-CURRENT ASSETS					
Accounts Receivable	17.0	16.1	13.4	10.6	14.2
Recoverable Taxes	690.3	787.9	765.5	1,185.6	1,217.5
Deferred Income Tax and Social Contribution	128.3	196.7	119.2	73.1	18.9
Judicial Deposits	980.6	843.9	760.5	656.5	599.4
Other Assets	4.9	6.3	13.5	12.1	11.3
Investments in Subsidiaries	381.8	386.7	382.9	318.6	288.0
Right of use	2,472.6	2,465.5	2,381.2	2,362.1	2,292.4
Fixed Assets	1,308.0	1,258.2	1,152.7	1,099.5	1,103.2
Intangible Assets	2,006.1	1,887.0	1,869.8	1,561.7	1,575.5
Total Non-Current Assets	7,989.6	7,848.4	7,458.9	7,279.9	7,120.2
TOTAL ASSETS	22,610.6	24,647.2	21,814.8	20,558.6	17,710.1

LIABILITIES (R$ million)	Mar-21	Dec-20	Sep-20	Jun-20	Mar-20
CURRENT LIABILITIES					
Suppliers	7,070.5	8,501.4	6,104.3	5,334.0	4,132.7
Transfers and other deposits	756.7	718.5	627.3	639.3	
Loans and Financing	847.5	1,667.2	1,659.0	1,650.8	6.5
Payroll, Vacation and Related Charges	380.2	359.7	444.7	329.0	263.3
Taxes Payable	211.2	401.3	299.6	206.4	176.9
Related Parties	36.2	130.3	109.8	103.4	52.8
Lease	353.7	351.2	348.0	333.8	330.6
Deferred Revenue	43.1	43.0	43.0	43.1	43.0
Dividends Payable	40.0	40.0	0.1	123.6	123.6
Other Accounts Payable	1,133.7	1,203.7	1,084.1	806.2	547.0
Total Current Liabilities	10,872.7	13,416.1	10,719.8	9,569.4	5,912.2
NON-CURRENT LIABILITIES					
Loans and Financing	822.3	19.6	16.6	14.0	847.4
Lease	2,191.9	2,175.2	2,082.4	2,063.7	1,981.2
Deferred Income Tax and Social Contribution	21.1	24.8	28.1	26.4	32.6
Provision for Tax, Civil and Labor Risks	1,131.2	1,379.9	1,274.0	1,112.3	1,065.7
Deferred Revenue	287.4	301.3	315.2	328.9	342.9
Other Accounts Payable	13.4	5.0	2.0	-	-
Total Non-Current Liabilities	4,467.2	3,905.8	3,718.4	3,545.4	4,269.8
TOTAL LIABILITIES	15,339.9	17,321.9	14,438.2	13,114.8	10,182.0
SHAREHOLDERS' EQUITY					
Capital Stock	5,952.3	5,952.3	5,952.3	5,952.3	5,952.3
Capital Reserve	421.7	390.6	348.2	257.4	304.5
Treasury Shares	(943.5)	(603.7)	(299.9)	(129.1)	(175.9)
Legal Reserve	123.0	123.0	109.0	109.0	109.0
Profit Retention Reserve	1,451.9	1,451.9	1,102.7	1,301.8	1,301.8
Other Comprehensive Income	6.6	11.2	(7.9)	(13.7)	5.6
Retained Earnings	258.6	-	172.2	(33.7)	30.8
Total Shareholders' Equity	7,270.7	7,325.3	7,376.6	7,443.8	7,528.1
TOTAL	22,610.6	24,647.2	21,814.8	20,558.6	17,710.1

ANNEX IV
FINANCIAL STATEMENTS – ADJUSTED CONSOLIDATED STATEMENT OF CASH FLOWS

ADJUSTED CASH FLOW STATEMENTS (R$ million)	1Q21	1Q20	LTM	LTM
Net Income	**258.6**	**30.8**	**619.5**	**820.5**
Effect of Income Tax and Social Contribution Net of Payment	69.0	30.8	(57.8)	243.7
Depreciation and Amortization	178.3	174.8	706.0	557.9
Interest Accrued on Loans	62.4	53.4	237.4	227.9
Equity Income	(23.0)	(2.4)	(140.4)	(29.0)
Dividends Received	29.5	24.8	32.1	26.8
Provision for Losses on Inventories and Receivables	54.0	(79.1)	200.1	211.6
Provision for Tax, Civil and Labor Contingencies	(257.2)	33.6	(8.3)	490.4
Gain on Sale of Fixed Assets	0.3	0.1	2.2	(2.1)
Recognition of Deferred Income	(13.9)	(13.9)	(56.6)	(54.3)
Stock Option Expenses	26.1	22.3	114.5	102.1
Adjusted Net Income	**384.2**	**275.1**	**1,648.7**	**2,595.6**
Trade Accounts Receivable	55.9	(20.5)	(134.0)	(196.1)
Inventories	(900.5)	(158.4)	(2,807.5)	(1,490.9)
Taxes Recoverable	(81.6)	(92.7)	486.3	(1,545.4)
Deposit in Court	(136.8)	-	(410.5)	(220.9)
Other Receivables	33.3	(18.2)	86.6	151.8
Changes in Operating Assets	**(1,029.6)**	**(289.9)**	**(2,779.1)**	**(3,301.4)**
Trade Accounts Payable	(1,431.0)	(1,802.6)	2,935.3	738.9
Other Payables	(477.5)	(331.8)	873.5	(92.2)
Change in Operating Liabilities	**(1,908.5)**	**(2,134.5)**	**3,808.8**	**646.7**
Cash Flow from Operating Activities	**(2,554.0)**	**(2,149.2)**	**2,678.4**	**(59.1)**
Additions of Fixed and Intangible Assets	(160.6)	(105.4)	(599.1)	(546.5)
Investment in Subsidiary	(37.1)	(29.9)	(114.8)	(421.8)
Cash Flow from Investing Activities	**(197.7)**	**(135.3)**	**(713.9)**	**(968.3)**
Loans and Financing	800.0	-	1,601.1	798.9
Repayment of Loans and Financing	(805.4)	(4.1)	(824.0)	(608.9)
Payment of Interest on Loans and Financing	(27.6)	(0.3)	(28.1)	(41.4)
Payment of Lease	(72.5)	(80.8)	(281.9)	(239.4)
Payment of Interest on Lease	(51.3)	(47.5)	(201.4)	(178.6)
Payment of Dividends	-	-	(299.4)	(182.0)
Treasury Shares	(199.8)	(92.4)	(674.7)	48.0
Proceeds from the Secondary Equity Offering	-	-	-	4,300.0
Payment of expenses with the Secondary Equity Offering	-	-	-	(67.6)
Cash Flow from Financing Activities	**(356.6)**	**(225.0)**	**(708.4)**	**3,829.1**
Cash, Cash Equivalents and Securities at Beginning of Period	8,999.5	7,144.6	4,635.1	1,833.4
Cash, Cash Equivalents and Securities at end of Period	5,891.2	4,635.1	5,891.2	4,635.1
Change in Cash and Cash equivalents	**(3,108.3)**	**(2,509.5)**	**1,256.1**	**2,801.7**

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.

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

INVESTED CAPITAL (R$ million)	mar-21	dez-20	set-20	jun-20	mar-20
Working Capital	3,250.5	2,186.6	2,379.2	2,501.4	2,187.5
(+) Accounts Receivable	17.0	16.1	13.4	10.6	14.2
(+) Income Tax and Social Contribution deferred	128.3	196.7	119.2	73.1	18.9
(+) Taxes Recoverable	690.3	787.9	765.5	1,185.6	1,217.5
(+) Judicial Deposits	980.6	843.9	760.5	656.5	599.4
(+) Other Assets	4.9	6.3	13.5	12.1	11.3
(+) Investment In Joint Subsidiaries	381.8	386.7	382.9	318.6	288.0
(+) Right of use	2,472.6	2,465.5	2,381.2	2,362.1	2,292.4
(+) Fixed Assets	1,308.0	1,258.2	1,152.7	1,099.5	1,103.2
(+) Intangible Assets	2,006.1	1,887.0	1,869.8	1,561.7	1,575.5
(+) Non Current Assets	7,989.6	7,848.4	7,458.9	7,279.9	7,120.2
(-) Provision for Contingencies	1,131.2	1,379.9	1,274.0	1,112.3	1,065.7
(-) Lease	2,191.9	2,175.2	2,082.4	2,063.7	1,981.2
(-) Deferred Revenue	287.4	301.3	315.2	328.9	342.9
(-) Income Tax and Social Contribution deferred	21.1	24.8	28.1	26.4	32.6
(-) Other Accounts Payable	13.4	5.0	2.0	-	-
(-) Non-Current operating liabilities	3,644.9	3,886.2	3,701.8	3,531.4	3,422.4
(=) Fixed Capital	4,344.7	3,962.2	3,757.1	3,748.5	3,697.8
(=) Total Invested Capital	7,595.2	6,148.8	6,136.3	6,249.9	5,885.3
(+) Net Debt	284.5	(1,216.4)	(1,240.4)	(1,317.5)	(1,766.3)
(+) Dividends Payable	40.0	40.0	0.1	123.6	123.6
(+) Shareholders Equity	7,270.7	7,325.3	7,376.6	7,443.8	7,528.1
(=) Total Financing	7,595.2	6,148.8	6,136.3	6,249.9	5,885.3

FINANCIAL EXPENSES RECONCILIATION (R$MM)	1Q21	4Q20	4Q19	1Q20	1Q20
Financial Income	33.6	31.9	56.1	45.6	49.8
Financial Expenses	(203.9)	(150.7)	(158.8)	(140.2)	(144.2)
Net Financial Expenses	(170.3)	(118.8)	(102.7)	(94.6)	(94.4)
Interest on prepayment of receivables: Luiza Card and third party card	113.3	78.5	47.1	53.9	60.4
Adjusted Financial Expenses	(57.0)	(40.4)	(55.6)	(40.6)	(34.1)
Taxes on Adjusted Financial Expenses	19.4	13.7	18.9	13.8	11.6
Net Adjusted Financial Expenses	(37.6)	(26.6)	(36.7)	(26.8)	(22.5)

NOPLAT AND ROIC/ROE RECONCILIATION(R$MM)	1Q21	4Q20	4Q19	1Q20	1Q20
EBITDA	695.6	504.7	546.1	143.7	332.6
Interest on prepayment of receivables: Luiza Card and third party card	(113.3)	(78.5)	(47.1)	(53.9)	(60.4)
Depreciation	(178.3)	(186.2)	(169.2)	(172.3)	(174.8)
Current and deferred taxes	(88.3)	19.9	(68.2)	58.5	(32.6)
Taxes on Adjusted Financial Expenses	(19.4)	(13.7)	(18.9)	(13.8)	(11.6)
Net Operating Income (NOPLAT)	296.3	246.1	242.7	(37.7)	53.3
Invested Capital	7,595.2	6,148.8	6,136.3	6,249.9	5,885.3
ROIC Annualized	16%	16%	16%	-2%	4%
Net Income	258.6	219.5	206.0	(64.5)	30.8
Shareholders Equity	7,270.7	7,325.3	7,376.6	7,443.8	7,528.1
ROE Annualized	14%	12%	11%	-3%	2%
Juros de Antecipação do Cartão Luiza	42.3	28.2	19.1	30.1	38.0
Juros de Antecipação de Cartão de Terceiros	71.1	50.2	28.0	23.8	22.4
Juros de Antecipação: Cartão Luiza e Cartão de Terceiros	113.3	78.5	47.1	53.9	60.4

ANNEX VI
BREAKDOWN OF TOTAL SALES[1] AND NUMBER OF STORES PER CHANNEL

Breakdown of Total Sales (R$ million)	1Q21	V.A.	1Q20	V.A.	Growth Total
Virtual Stores	291.5	2.3%	269.9	3.5%	8.0%
Conventional Stores	3,418.6	27.4%	3,306.1	43.1%	3.4%
Subtotal - Physical Stores	3,710.1	29.7%	3,576.0	46.7%	3.7%
Traditional E-commerce (1P)	6,324.4	50.7%	2,855.0	37.3%	121.5%
Marketplace (3P)	2,438.2	19.5%	1,231.5	16.1%	98.0%
Subtotal - Total E-commerce	8,762.6	70.3%	4,086.5	53.3%	114.4%
Total Sales	12,472.7	100.0%	7,662.5	100.0%	62.8%

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

Number of stores per channel – End of the period	mar/21	Part(%)	mar/20	Part(%)	Growth Total
Virtual Stores	207	15.8%	195	16.9%	12
Conventional Stores	949	72.4%	910	78.7%	39
Kiosk	154	11.8%	51	4.4%	103
Subtotal - Physical Stores	1,310	100.0%	1,156	100.0%	154
Total Sales Area (m²)	670,197	100.0%	647,171	100.0%	3.6%

[1] The value of sales processed in the marketplace and on the AiQFome (food delivery) platform (managed by the Company or by licensees) from January 1 to March 31, 2021 in the amount of R $ 2.4 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.

ANNEX VII
FINTECH MAGALU

| Operating Indicators

The Magalu's fintech initiatives include: (i) the digital account MagaluPay; (ii) credit to the final consumer through Luiza Card and Magalu Card, both issued by Luizacred; (iii) sub-acquisition and receivables prepayment through Magalu Payments; (iv) credit to seller with Magalu FIDC.

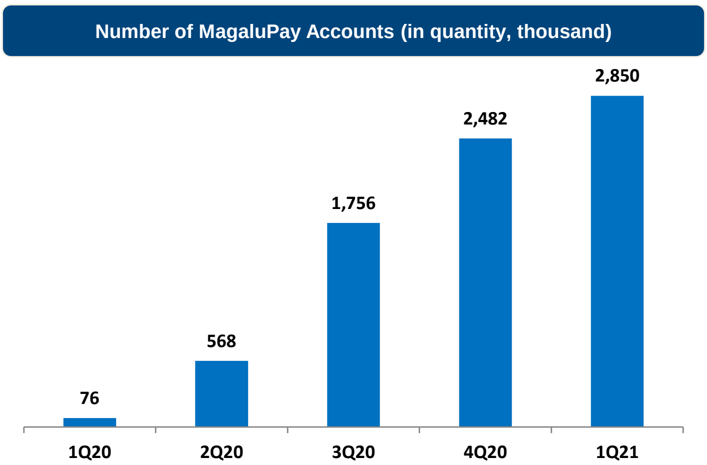
Launched in early 2020, MagaluPay has already reached the mark of 2.9 million opened accounts at the end of 1Q21. In this quarter, new features were added, with highlight of PIX in the digital account, allowing customers to receive and send money instantly, register keys, pay bills and purchase products at Magalu even easier and faster.

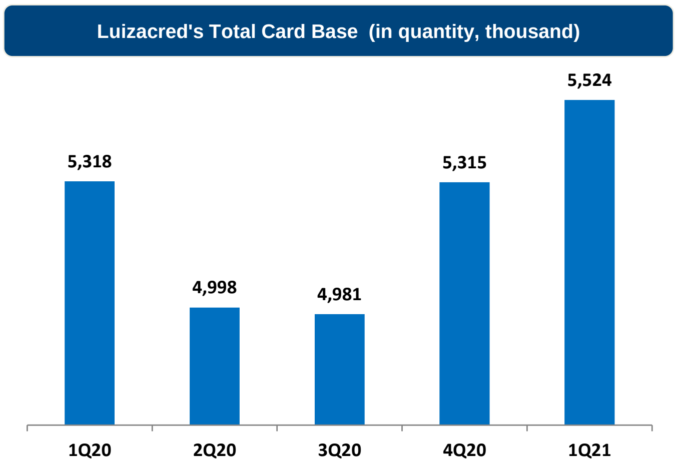
The purchase of Hub Fintech, approved without restrictions by the Administrative Council for Economic Defense (CADE) and awaiting approval by the Central Bank, will be the technological and regulatory backbone of all of our fintech initiatives. After integration with Hub, MagaluPay customers - individuals and companies - will have one of the most complete platforms of financial products and services on the market, free of charge and fully integrated with SuperApp.

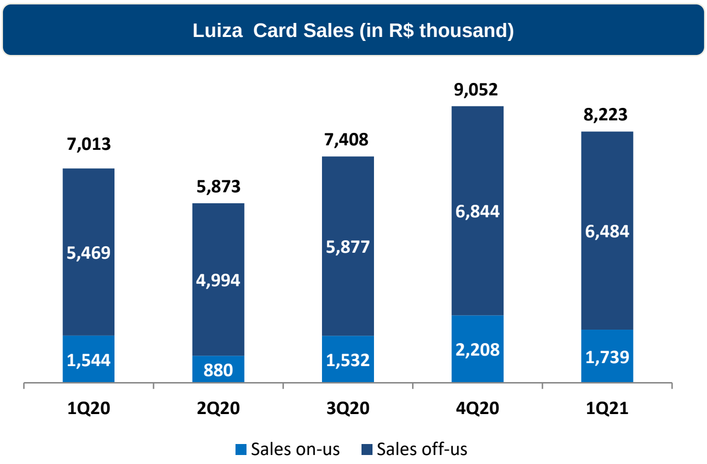
It is worth mentioning that PIX is also available as a mean of payment checkout at e-commerce, reducing transaction costs and improving logistical efficiency. With PIX, paid orders are approved on the spot, eliminating the need to reserve inventory, as with slips, which can take days to clear.

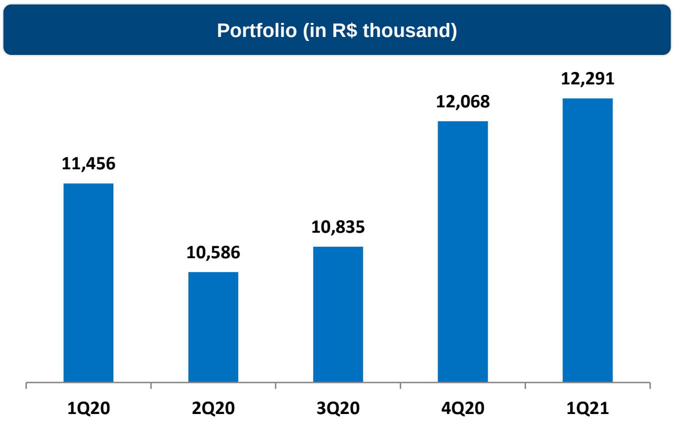
In April, we launched the Magalu Card, a credit card totally aimed at the digital public. Magalu Card has no annual fee and offers one of the most attractive cashback programs on the market: 4% of Magalu purchases, paid directly to the digital account. Issued by LuizaCred, the card is integrated with the Superapp, in which customers can request the card, consult expenses, check available limits and generate invoices. Three weeks after launch, more than 100,000 cards had already been issued.

In Mar/21, Luizacred's total card base reached 5.5 million cards issued, an increase of 3.9% *versus* Mar/20. In-store sales to Luiza Card customers, distinguished by their loyalty and higher purchase frequency, increased 12.6% in 1Q21, reaching R$1.7 billion. In 1Q21 Luiza Credit sales outside Magalu grew 18.6% reaching R$ 6.5 billion. Luizacred's credit portfolio, including credit card, DCC and individual loans, reached R$12.3 billion at the end of 1Q21, an increase of 7.3% over 1Q20.









New digital financial services were also targeted at marketplace sellers. The total payment volume processed at Magalu (TPV) exceeded R$ 2.7 billion in 1Q21. In addition on this quarter, we startet to lend through FIDC Magalu Payments.to more than 150 sellers. Soon, more than 75 thousand partners connected to the Magalu ecosystem - among marketplace sellers and AiQFome restaurants - will have access to credit in a quick and simple way.

ANNEX VIII
LUIZACRED

| Income Statement in IFRS

LUIZACRED – Income (R$ million)	1Q21	V.A.	1Q20	V.A.	% Chg
Financial Intermediation Revenue	321.2	100.0%	397.6	100.0%	-19.2%
Cards	318.9	99.3%	383.6	96.5%	-16.9%
DCC	0.9	0.3%	9.5	2.4%	-90.9%
Consumer Loans	1.4	0.4%	4.5	1.1%	-68.3%
Financial Intermediation Expenses	(256.2)	-79.8%	(356.0)	-89.5%	-28.0%
Market Funding Operations	(18.0)	-5.6%	(52.0)	-13.1%	-65.5%
Provision for Loan Losses	(238.2)	-74.2%	(304.0)	-76.5%	-21.6%
Gross Financial Intermediation Income	**65.0**	**20.2%**	**41.6**	**10.5%**	**56.1%**
Service Revenue	254.3	79.2%	230.2	57.9%	10.5%
Other Operating Revenues (Expenses)	(259.4)	-80.8%	(255.3)	-64.2%	1.6%
Personnel Expenses	(3.2)	-1.0%	(5.4)	-1.4%	-40.4%
Other Administrative Expenses	(201.7)	-62.8%	(198.9)	-50.0%	1.4%
Depreciation and Amortization	(2.9)	-0.9%	(3.0)	-0.8%	-1.7%
Tax Expenses	(34.8)	-10.8%	(35.3)	-8.9%	-1.7%
Other Operating Revenues (Expenses)	(16.7)	-5.2%	(12.6)	-3.2%	32.3%
Income Before Tax	**59.9**	**18.6%**	**16.5**	**4.1%**	**263.4%**
Income Tax and Social Contribution	(24.1)	-7.5%	(6.9)	-1.7%	249.5%
Net Income	**35.7**	**11.1%**	**9.6**	**2.4%**	**273.5%**

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

LUIZACRED – Income (R$ million)	1Q21	V.A.	1Q20	V.A.	% Chg
Financial Intermediation Revenue	321.2	100.0%	397.6	100.0%	-19.2%
Cards	318.9	99.3%	383.6	96.5%	-16.9%
DCC	0.9	0.3%	9.5	2.4%	-90.9%
Consumer Loans	1.4	0.4%	4.5	1.1%	-68.3%
Financial Intermediation Expenses	(156.4)	-48.7%	(326.9)	-82.2%	-52.2%
Market Funding Operations	(18.0)	-5.6%	(52.0)	-13.1%	-65.5%
Provision for Loan Losses	(138.4)	-43.1%	(274.9)	-69.1%	-49.7%
Gross Financial Intermediation Income	**164.8**	**51.3%**	**70.7**	**17.8%**	**133.0%**
Service Revenue	254.3	79.2%	230.2	57.9%	10.5%
Other Operating Revenues (Expenses)	(259.4)	-80.8%	(255.3)	-64.2%	1.6%
Personnel Expenses	(3.2)	-1.0%	(5.4)	-1.4%	-40.4%
Other Administrative Expenses	(201.7)	-62.8%	(198.9)	-50.0%	1.4%
Depreciation and Amortization	(2.9)	-0.9%	(3.0)	-0.8%	-1.7%
Tax Expenses	(34.8)	-10.8%	(35.3)	-8.9%	-1.7%
Other Operating Revenues (Expenses)	(16.7)	-5.2%	(12.6)	-3.2%	32.3%
Income Before Tax	**159.7**	**49.7%**	**45.6**	**11.5%**	**250.5%**
Income Tax and Social Contribution	(64.1)	-19.9%	(18.5)	-4.7%	245.5%
Net Income	**95.6**	**29.8%**	**27.0**	**6.8%**	**253.9%**

| Revenue from Financial Intermediation

In 1Q21, revenues from financial intermediation were R$312.2 million, 19.2% lower than in 1Q20. Thi reflects an improvement in the quality of the credit portfolio and, consequently, the greater receipt of invoices on time.

| Provision for Loan Losses

The portfolio of loans overdue from 15 to 90 days (NPL 15) accounted for only 2.2% of the total portfolio in Mar/21, improving 110 bps from Mar/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 5.0% in Mar/21 This is the lowest level in the Company's history and represents a reduction of 3.2 pp compared to Mar/20 and 1.5 pp compared to Dec/20. These improements are attributable to the Company's assertive credit policy and and increase in timely receipts.

Provisions for bad debt expenses, net of recovery, represented 1.9% of the total portfolio in 1Q21, a sharp reduction compared to the 2.6% level in 1Q20. This was due to the lowest level of overdue debt ever observed. The overdue portfolio coverage ratio was 216% in Mar/21 compared to 175% in Mar/20.

PORTFOLIO - OVERDUE	Mar-21		Dec-20		Sep-20		Jun-20		Mar-20
000 to 014 days	11,414	92.7%	11,137	92.1%	9,743	89.6%	9,318	87.5%	10,229
015 to 030 days	81	0.7%	45	0.4%	49	0.5%	48	0.4%	112
031 to 060 days	87	0.7%	53	0.4%	56	0.5%	62	0.6%	115
061 to 090 days	104	0.8%	74	0.6%	92	0.8%	183	1.7%	151
091 to 120 days	77	0.6%	76	0.6%	92	0.8%	182	1.7%	122
121 to 150 days	67	0.5%	69	0.6%	83	0.8%	151	1.4%	117
151 to 180 days	61	0.5%	74	0.6%	140	1.3%	129	1.2%	113
180 to 360 days	415	3.4%	565	4.7%	619	5.7%	573	5.4%	592
Portfolio (R$ million)	**12,306**	**100.0%**	**12,092**	**100.0%**	**10,872**	**100.0%**	**10,646**	**100.0%**	**11,551**
Receipt expectation of loan portfolio overdue above 360 days	182		169		168		160		147
Total Portfolio in IFRS 9 (R$ million)	**12,488**		**12,261**		**11,040**		**10,806**		**11,697**
Overdue 15-90 days	272	2.2%	171	1.4%	196	1.8%	292	2.7%	378
Overdue Above 90 days	620	5.0%	784	6.5%	933	8.6%	1.036	9.7%	944
Total Overdue	**892**	7.3%	**955**	7.9%	**1,130**	10.4%	**1,328**	12.5%	**1,322**
Provisions for loan losses on Portfolio	1,026		1,093		1,193		1,361		1,362
Provisions for loan losses on available limit	316		284		274		302		293
Total Provisions for loan losses in IFRS 9	**1,342**		**1,377**		**1,467**		**1,662**		**1,655**
Coverage of Portfolio (%)	165%		139%		128%		131%		144%
Coverage of Total Portfolio (%)	216%		176%		157%		161%		175%

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 1Q21, gross margin from financial intermediation was 20.2%, representing an increase of 9.7 pp compared to 1Q20. This was mainly influenced to the reduction of the overdue portfolio and, consequently, a lower volume of provisions required under IFRS.

| Service Revenue and Other Operating Revenues (Expenses)

Service revenues grew 10.5% in 1Q21, reaching R$ 254.3 million. This was largely attributable to the increase in the size of the portfolio and the growth in revenue. During the same period, operating expenses were R$259.4 million, growing by only 1.6% due to greater operational efficiency at Luizacred.

| Operating Income and Net Income

In 1Q21, Luizacred recorded operating income of R$59.9 million, equivalent to 18.6% of financial intermediation (+14.5 p.p. YoY). Luizacred's net profit reached R$35.7 million in 1Q21, attaining a return on equity of 18.2%.

In compliance with accounting practices established by the Brazilian Central Bank, considering the minimum provisions of Law 2682, Luizacred's net income totaled R$95.6 million in 1Q21.

| Shareholders´ Equity

In compliance with the same practices, Luizacred posted shareholders' equity of R$1,070.8 million in Mar/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 R$805.7 million.

VIDEOCONFERENCE DETAILS

Videoconference Call in Portuguese/English (with simultaneous translation)

Friday, May 14th, 2021
11:00 – Brasilia time
10:00 – New York time (EST)

Videoconference access

Participants from the US or other countries:
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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 23 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 1,500 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 70% 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.