Operator:

Good afternoon and thank you for waiting. Welcome to Magazine Luiza's conference call to discuss the results of the 4Q13. We would like to inform you that this event is being recorded and all participants will be in listen-only mode during the Company's presentation. Afterwards, we will have a question and answer session, when further instructions will be given for you to participate. Should you need assistance during the call, please press *0 to reach the operator.

The replay of this event will be available soon after it ends, for a week. We would like to remind you that forward-looking statements that might be made during this call related to the business perspectives of Magazine Luiza, operating and financial projections, and targets are beliefs and assumptions of the Company's management, as well as information currently available to the Company.

Forward-looking statements are not guarantees of performance. They involve risks, uncertainties, and assumptions as they refer to future events and, therefore, they depend on circumstances that may or may not occur. Investors should understand that general economic conditions, industry conditions, and other operating factors may affect the future results of Magazine Luiza and may lead to results that differ materially from those expressed in such forward-looking statements.

For the Company's opening remarks, we would like to give the floor to Mrs. Daniela Brethauer, Investor Relations Officer, who will start the presentation. Mrs. Brethauer, you may start.

Daniela Brethauer:

Good afternoon, everyone, and thank you for our 4Q13 results and for the year of 2013. Here, we are with Luiza Helena Trajano, our President, our CEO Marcelo Silva, our CFO Roberto Bellissimo, and all the members of the Executive Board. I would like to give the floor to Marcelo Silva, and he will make the initial remarks.

Marcelo Silva:

Good afternoon, everyone, and thank you for your presence in our call. There are four highlights that I would like to mention and that have to do with our consolidated net income for 2013. First of all, the increase in our gross revenues. In the 4Q, we had a 20% increase on a year-on-year basis, R$2.9 billion, and same-store sales 19% increase vis-à-vis that same quarter, 16% in brick-and-mortar stores and 39.3% in e-commerce in the 4Q13. Undoubtedly, this is a very positive result, higher than the average for the market and one of the major drivers of our profitability.

Even more so when we compare with the 4Q12, because it is a very tough basis for comparison because we had same-store sales that was very high as well. We opened four new conventional stores, brick-and-mortar stores, being three in the Northeastern and one in São Paulo, and for the whole year we opened 17 new stores and we closed 16 stores. So, we closed the year with 744 stores.

I would like to remind you that in 2013, the Company grew 14% and 13% in same-stores sales. According to ABGE, the year of 2013, in our category, grew 9.3% in furniture and appliances, and another important factor was the maintenance of our gross margin, 28.2%, 0.2 p.p. higher than the 4Q12, and we improved considerably our gross margin in the Northeast.

In 2011 and 2012, because of integration of the two chains that we acquired in the Northeast, the old Maia stores and Baú, and today the Northeast already represents 15% of the overall sales of the Company, and we have been able to maintain our gross margin in the other regions as well, thereby preserving our gross margin end-to-end in the 4Q13. It is also important to highlight the significant reduction in SG&A on a comparable basis. We were able to dilute or to reduce 3 p.p., going from 24.9% in the 4Q12 to 21.9% in the 4Q13, and this undoubtedly is one of the highlights. When we start seeing the results of 2012 and 2013, you can see the significant reduction that we have delivered in our SG&A. And another significant factor in the improvement of our profitability is our equity income, mainly because of the result of Luizacred, a record result, the highest ever and all-time high. We increased our gross margin; delinquencies show that it is totally under control.

And we saw also a major reduction in SG&A such as we had in Magazine, and because of that the EBITDA margin went from 12% in the 4Q12 to 15.4% in the 4Q13. And of course, the net margin had the same increase, 6.2% going to 9.1%. And so, you can see that it is a very major improvement for our profitability. So, our consolidated EBITDA has 5.3% margin and the gross sales grew 14%, as I said before, and our operating expenses grew by 6.7%. You can see a significant improvement there as well, a relevant improvement in our profitability. And because of that, our consolidated recurring net income was R$33 million with 1.9% margin and with a consolidated net income of R$113.8 million in 2013.

And when we talked about the profit-sharing plan, this is a longstanding practice of Magazine Luiza and that we were not able to recognize in 2011 and 2012 due to our results, but with the results of 2013, then we were able to build this provision this last quarter. And by doing that, we are recognizing 5,000 of the 24,000 employees of the Company, and this includes our distribution center people, our stores' people or store employees that went beyond their targets, and therefore they, of course, will be receiving this profit sharing, and also the management as a whole. And we are talking about the participation of 5,000 employees in our profit-sharing plan.

Now, I would like to ask Roberto Bellissimo, our CFO, to give us more details about the operating and financial indicators of the Company.

Roberto Bellissimo:

Good afternoon, everyone. Let us go to page number five, where we show our store operational performance, the number of stores, our same-store sales growth, our investment, R$146 million last year, in new stores and mainly in remodeling of stores, and the average age of our stores, almost 40% still in the maturation curve, the pay-off curve.

On the next page, we show you our product mix, practically stable with a slight increase of third-party credit cards and a growth in revenues of Luizacred in the 4Q, growing by almost 14%. And for the year as a whole, Luizacred also almost R$10 billion being billed, including the expenses made outside of Luiza stores with our cards.

On the next page, we show you our portfolio composition, practically stable, 3.4 million cards, more and more active, gradually more active, and spending more. And because of that, we were able to increase our loan portfolio on a year-on-year basis at 12.9%, a portfolio that reached R$4.1 billion in December 2013.

On the next slide, we show you the delinquency indicators; Luizacred is a highlight with an increase in gross margin, a reduction in provisions. They were nominally lower than last year, in fact, on a year-on-year basis and as a percentage of the portfolio, going from 4% to 3.4% of the overall portfolio. This shows the quality of the portfolio and a very good trend because of the conservative stand that our Company takes and the new consistent data and the short-term NPL improvement.

Then we have the financial performance on the next page, on slide number ten, we show you the evolution of our gross revenue. Our growth was accelerating at every quarter, both for the Company and the Internet reaching 39% growth in the 4Q.

On slide number 11, we show you the evolution of our gross margin. We were able to increase our gross margin again by 0.2 p.p. on a year-on-year basis.

On slide number 12, we show you the dilution of our operating expenses, higher than the one that we had already achieved in the 3Q, 3 p.p.; without the effect of the INSS, 2 p.p. of expense reduction practically.

On slide 13, we show you the equity income also going up for the quarter and for the year, mainly from the Luizacred. We had a record EBITDA margin, 15%, and the return on equity was 22% for the year. In the 4Q, it was more than 30% return of Luizacred or the ROE of Luizacred.

On the next page, we have the EBITDA, and I think on page 15, it is clearer that is to say how we went from a 4% margin in the 4Q12 to a 5.3% margin in the 4Q13. You can see we had an increase of margin dilution of SG&A, equity income before the profit-sharing program 6.2% and after the profit-sharing program 5.3%. For the whole year, we went from 3.7% to 5.9%. And you can see the same indicators here, margin, sales, equity income, etc.

On the next slide, we show you our adjusted financial expenses for the year. Stable in the 4Q, slightly higher than 4Q12 because of the increase in the CDI rate, however with a net debt lower than the previous year.

On page 17, we show you our net income since the beginning of 2012. You can see that we have been achieving improvements, gradual improvements, and over this year we reached R$114 million in net income.

On page 18, we show you our working capital. In the 4Q, we are able to improve our inventory turnover and the relation between inventory and suppliers decreasing our need for working capital, just 1% of the gross revenue. And we also reduced the net debt of the Company in the year, R$142 million in reduction. And with the growth in our EBITDA, we reduced from 2.3x to 1.3x our leverage.

On page 19, a summary of our cash flow; R$220 million from the operation, the operating cash flow, plus the sale of assets, minus investments in assets and the acquisition at time, interest payment, repurchase or share buyback, and we were able to reduce our debt to that level of R$140 million, and then R$346 million were paid, and we raised R$412 million and total cash flow R$226 million, and our initial cash was R$545 million, and we ended with a final cash of R$772 million.

Now, I would like to give the floor back to Marcelo Silva, who will talk about our expectations for 2014.

Marcelo Silva:

We are very bullish about 2014. We expect to continue growing our sales over 20% of real growth for the last 10 years. In 2014, the 1H will be higher than the average for the market. Again, our participation in the World Cup is going very well and the initiatives that we had in terms of participating with Rede Globo, on the Globo network in the World Soccer Cup is already giving very positive results.

And the Northeast also growing slowly but surely, and with a very good expectation, this has to do with sales. And once again, we will be working with two digits of growth in our brick-and-mortar stores and also e-commerce such as we had in the last few years.

Now, let us talk about our gross margin. Some loss that we would have in terms of loss of margin in this half will be offset mainly from the Northeast stores, and we must keep in mind that 2012 and 2011 were two years of a lot of work in integration, and we were able to carry out a very good integration for 2013. So, we already started to reap the results of this integration. We will continue to keep our margin.

Our price management project aims to increase intelligence in pricing of channel, region, product family, and this all will be getting us the preservation of our gross margin in general, and we will be offsetting with higher margin product and higher participation in e-commerce and also the TV sales for the World Cup, and our projection is to keep the gross margin that we achieved in 2012 and 2013. And of course, our EBITDA will be going up, the margin will be going up because what we saw in the 2H13 was this and we should have additional gains and the project that are implemented will be consolidated and will start to consolidate other opportunities for cost reductions, and as Roberto said, we almost have almost 40% of our stores in the pay-up curve, that is to say still maturing.

We have been seeing this in the Northeast, in the Baú stores, and we have the opportunity to further reduce our logistics cost and we have a multi-channel project. Three DCs are already delivering directly products for our e-commerce, and now we are going to complete the two last ones into Northeast, and we continue to have our operating efficiency projects to Luizacred and that has given us very good efficiency, very good profitability. So, you can see this in our results that we have just referred to in our equity income. We are very bullish about 2014 and our expectation is to exceed the results achieved in 2013.

We are strongly working in this direction. January was very special with excellent performance in our Fantastic Sales, as we call it, and the same in February, and our glass is really half full. We are very positive about it regardless of the market conditions, whether we have more challenges or not, we have to do our homework. 2010 was very good, and then we had two years of integration, then 2013 and, as Roberto said, over the quarters we have been achieving better and better results, and this is what we expect to achieve in the foreseeable future.

We are living a very special moment right now. We are very motivated in Magazine Luiza and we will certainly be offering and delivering better results to our shareholders. Thank you very much.

And now, I would like to open for questions from you, and we will be very pleased to answer any doubts that you might have. Thank you.

Guilherme Assis, Brasil Plural:

I have two questions. Good afternoon. The first one has to do with the payment of IRR. What were the criteria that you used in order to reach this amount, and what can we expect? Because for some years you were not provisioning and from now on I understand that you believe you will be having more and more positive results. So, how can we project this? And what about the background for sales? You showed that smartphone sales are going up by 50%. Could you give us more color about furniture and other products so that we could project the margin in a better fashion?

Marcelo Silva:

Well, the first one has to do with the — in 2010, we had profit participation distribution and the profit-sharing program is something that the Company has been paying for many years based on merit, that is to say it is not only for the Executive Board or Executive Committee or Management in general. So, it is like an award that we give to the stores and the distribution centers that hit the target.

As our results in 2011 and 2012 did not allow us to distribute this, we now intend to do this as we have been doing this for many years, for ten years, in fact. So, every time we hit the target, we exceed our targets. We receive this as like a prize, which is the profit-sharing program that we have. I would like to make it very clear that this is not a bonus that is received by the Executive Committee or the Management. No, this is something that is consolidated with the labor unions as well, and it includes 5,000 people in 2013.

We will have 5,000 people, many people in our distribution centers, many people who work in stores and office managers, and also executives and officers that have hit their targets and gone beyond the targets as well. So, exactly as our agreement was signed with the labor unions. And the fact that we highlighted this maybe sounds a little bit strange for you, but in 2014 on a quarterly basis, we will be doing this and this will be included normally in our SG&A and it will not cause any kind of reaction. We are going to provision on a quarterly basis for that, and the fact is that in the 1Q, we did not have the best profitability ever, but as of the 3Q, then we started to see our results increasing and this led us to provision for that in the 4Q.

But if you look over the year as a whole, it is nothing very significant and there is nothing different from what other companies do in this regard, the companies that have a profit-sharing program.

In 2014, we will be positioning this normally. This will be under our SG&A and this is part of the Company's compensation as a whole.

Luiza Trajano:

I would like to explain that since 1996, 1997, we have been working on this win-win situation. Our salespeople, they are compensated because of their sales and their margins, and after two acquisitions we were not able to distribute this profit for two years, but this has been part of the Company ever since our inception.

So, our salespeople when they were compensated only normally, they just put the money in their pockets and that was it, but now we have 360° participation in the sense that they have to be very good in sales, in Luizacred, in cards, in insurance, and they have to be very good with clients as well.

We work on a win-win situation. So, it has to be in your mind, in your heart, and in your pocket. So, in the last quarter, we faced a challenge that, this is not just for the executives of the Company. It is 5,000 people in the Company and this is part of our culture ever since we were able to change this with the labor union, that is to say the salesperson is compensated as the Company becomes more and more profitable. So, this is very consistent with our culture.

So, this will always happen when the Company is profitable. And our percentage is much higher because we give this to 5,000 people. Some companies only distribute profit for 100 people or 200 people. Our managers are invited to meet with us all the time. We have this culture that we call 360°. So, they have to be good at everything and not only one thing, and I was very happy to see this when we acquired Baú, because we thought it was very good business and many people from Baú and from Maia, they are present here and they are participating in this. So, this is part of the culture of our Company and I find it very strange that people are asking questions about that.

Guilherme Assis:

Ok, so thank you very much. I have just one question about the *mix*.

Fabricio Bittar Garcia:

I am the Commercial Officer. Regarding the product mix, the trend in the 1Q is growth in TVs because of the World Cup and smartphones as well. The law regarding smartphones was enacted last year. So, in order to keep our gross margin, we count on the growth of smartphones, of course, but also the more profitable categories such as furniture and portable electronic equipment, IT.

So the trend of *mix* for the year it's to grow much, the main growth will be in technology, and should grow above the market on more profitable lines.

Luiza Trajano:

So, the change in the environment helped the portables category, air-conditioning, and fans. Brazil for 30 or 40 years had not had such a warm season as we had now. But we are a company that sells pans and toys and we intend to grow in all categories. By reading the news we had the impression that the sales in the market are lower than the initial expectations. Of course, you have this maturation curve in the new stores, but the expectations seem to be higher.

Guilherme Assis:

OK. The impression we have, watching the news at least is that sales of *Minha Casa Melhor* are a little below the initial expectation. I know it's a program that has a maturation period, and that is what is happening, but it seems that the expectation was a little bigger. And what about furniture? Could you tell us how much furnitures have grown as a category in your Company and in the market?

Fabricio Bittar Garcia:

I went to 18 stores in the Northeast recently and the strength of the *Minha Casa Melhor* is incredible because this new middle class, they have no access to credit. So, cities such as São Paulo, they do not have *Minha Casa, Minha Vida*, the program by the Government, the housing program, but in the hinterland of Brazil, mainly in the Northeast, it is impressive because the program will continue to grow and some of our stores already represent 6%, 7% of the overall sales, and where *Minha Casa, Minha Vida* is strong, we will continue to be strong. And the same, if it were not for that, these new middle class consumers were not able to have access to credit.

This is the program that grows gradually and the expectation is very good, but the growth is gradual. In the interior of Minas Gerais it is strong already as well as in the Northeast, in Sergipe, Rio Grande do Norte, and Bahia, Feria de Santana, it is incredible, it is another reality, it is another world. And furnitures are the second thing that they buy. First they buy a refrigerator and the stove then the couch got old. They start to buy beds and tables, and I believe in furniture because this is something that everybody needs. But first of all, they buy refrigerators and they buy stoves, not washing machines just only 54% of brazilians have it, and in northeast is even lower the indices.

Fabricio Bittar Garcia:

For your information, 15% growth in furniture in 2013 and two digits, higher than two digits also in 2014, is our estimate.

Guilherme Assis:

Thank you.

Bernardo, Goldman Sachs:

I have two questions. Are you going to give guidance about CAPEX regarding opening of new stores in 2014 or growth in areas? About Luizacred now, why did we see a mismatch between the growth in your installment sales about 4% and the receivables portfolio, 22%? I see a mismatch there, are you extending the terms or renegotiating your installment sales, or what?

And the second part is why your personal loans portfolio dropped so steeply? Was it because you stopped assigning credits, or what?

Marcelo Silva:

Well, the first question; our expectation is to open from 30 to 40 new stores this year, with emphasis on the Northeast. So, this is the guidance that we can give you about CAPEX, and we will continue to invest in logistics, technology, remodeling of stores. We invested R$140 million last year and we should keep more or less the same amount in investments for 2014; this is the first point.

Regarding Luizacred, I would like to ask Roberto and Marcelo Ferreira to answer your other question.

Roberto Bellissimo:

Bernardo, good afternoon. The first point, you asked about consumer credit vis-à-vis growth in our portfolio. Was that your question?

Bernardo:

Yes, there was mismatch there, so I would like to know the reason for that. How can you explain the difference?

Roberto Bellissimo:

It is not so different. The growth in consumer direct credit was about 18% and the portfolio 22%. And the average terms are the same 11, 12 months. What happens is that the portfolio was very new and when it starts growing, you start to include more clients and some of these clients delay their payments, and after a certain period, the portfolio grows slightly more than the sales, but this is just a matter of time. We did not do anything significant changes in deadlines. The 18% growth in direct consumer loans, it is higher than the growth of Magazine as a whole because we focused on that since 2012.

Not only us, but the whole market, mainly the new clients. So, we stopped focusing only on credit cards and we started to focus more on these direct loans. So, this grew more, and because of that we had a growth in this portfolio, but it was almost in line, 18% vis-à-vis 22% in the portfolio.

No, we did not do anything regarding payment terms, and the approval rate in our direct consumer loans is more conservative and it has always been more conservative since the beginning of 2012. There has been no change there and this has some impact on our provisions, on our portfolios, revenues and the results of Luizacred that evolved on a quarterly basis, going upward. And provisions were a big highlight this year, practically equal to the previous year, with a portfolio that was 12% bigger. So, the provisions over the portfolio dropped quite a lot due to the very conservative stand that we have been taking for the last couple of years.

And regarding the personal loans, it is exactly the same reason. This is a product that is very profitable. However, it is slightly more volatile, and according to our risk policy and volatility limitation as well, we reduced the approval rate of our personal loans and this is the reason why this portfolio has been dwindling slightly from 2012 up to now.

Marcelo Ferreira:

In the card portfolio, you have something called personal credit. If you put the two together, the personal loan of Luizacred increased quite a lot with a lower risk because our credit card policy is much more stringent.

Bernardo:

OK. Thank you.

Márcio Fabrega, Lanin Partners:

The evolution of the EBITDA margin, I understood the reasons that you explained, the drivers for 2014, the EBITDA margin, but with a challenging macroenvironment it seems to me that it will be very difficult for the Company to deliver a significant improvement if you compare 2014 to 2013. So, do you agree with that? And the second question is, what about income tax for 2014? Could you give us some guidance?

Roberto Bellissimo:

Regarding guidance, we said that our expectation is to maintain our gross margin because the sale of TV sets in the 1Q would be offset by other categories in the 1H and also the increase in the margins coming from the Northeast. And because of all that, our expectation is to have or our target here is to maintain the same gross margin and we expect to increase our sales, this is what I said.

Márcio Fabrega:

Yes, I am talking about the EBITDA margin.

Marcelo Silva:

Sales growth, the maintenance of EBTIDA margin and operating expenses dilution, the ones that are still underway, because of these three drivers we believe that we will be able to deliver EBITDA margin better in 2014 than 2013.

The 2H last year was much better than the 1H and we believe that the same thing will happen with the 1H and the 2H14. So then, we will have an opportunity to dilute our costs and reduce expenses, and we have a logistics program that is already underway and we will be able to have gains from that, an efficiency project of Luizacred that is also underway, and we will be able to have very good results. And as stores mature, the operating income becomes better and better during this pay-off curve.

Márcio Fabrega:

And what about the effective rate of income tax rate for this year?

Roberto Bellissimo:

Good afternoon, Inácio, in retail, we have a 34% tax rate on our operating income, and then the equity income is already net of income tax, but they are subject to the 40% in case of Luizacred and LuizaSeg, and in the case of retail 34%. We had a tax benefit this year because of interest on our capital that brings down — we declared R$12 million of interest on equity and we had a reduction of R$4 million in 2013 of income tax. This is something very healthy and it is just a normal practice as these R$12 million of interest on own capital that will be paid to investors, they are subject to 15% to individual investors.

So, these are the tax rates that we have. I do not know whether you have any specific doubts about income tax or whether this is the answer that you were expecting. Have I answered your question?

Márcio Fabrega:

Yes, thank you.

Pedro Pessoa, GTI:

Good afternoon. About Guilherme's question, what can we expect in your profit-sharing program?

Marcelo Silva:

Well, the same as we had in 2013, Pedro. I do not know whether you are thinking about this as a bonus, this has nothing to do with a bonus. Everybody is entitled at Company; DCs, stores, offices, 5,000 people, they are all entitled provided they go beyond their targets, they achieve their targets and go beyond. So, we had R$ 22 million minus R$ 7 million of effect on the income tax. So, net for the Company R$15 million, and I cannot talk about future figures, but it will not be very much different from that.

Every year, as our net income goes up, we will proportionately increase our profit-sharing program, but we do not have a model of very big scale or anything. This is very well-distributed and all the employees of the Company are entitled. They can have access, we are talking about the office people, store people, DC people. If you think about this is a bonus for the Executive Committee, I am so sorry, it has nothing to do with the Executive Committee. We are talking about all the employees that are entitled. So, we do the calculation exactly according to the agreement that we have signed with the labor unions and we signed every single year an agreement with our labor unions in São Paulo and other states. So, it has to do with profit sharing. This is a profit-sharing program, a PSP, such as is normal in all companies that comply with good practices.

Pedro Pessoa:

So, are you talking about 20% on the net income?

Marcelo Silva:

No, are 20% of profit. 0.3% over the net revenue, it is another way you can calculate that. In the 4Q, we did this for 2013.

Pedro Pessoa:

I would like to understand the math. It was R$70 million, so we are talking about a profit sharing of R$15 million. This means 20% of your net income?

Marcelo Silva:

If the net income goes up, the profit sharing program will not grow proportionately because you will have one salary for certain functions, you have two salaries for other functions in the Company. It is not proportional to the net income.

Luiza Trajano:

We face a challenge to everybody, but this has nothing to do with percentages. This is a challenge reaching R$ 70 million profit, R$ 80 million profit, R$ 90 million profit, but nothing led to percentage. As I said before, our policy is meritocracy, that is to say an award-winning policy.

We left a negative result to a positive result. We focus deeply that profit and the challenge to reach that $ 70 million, 2S, 1S because we still had the residue of a merger. So we did a job, and who gave up earned income that was expected.

You can hear so often and I have already shown this to you and I can show you and everybody how we have done that, it is a way we have to reward our people. It does not mean that if I have R$100 million today, it is going to be R$ 120 million — our target is higher than R$70 million. Last year, we fought for R$70 million in 2H.

It is not a percentage of the net income. Beto and I, everybody, we would like to show you our model, and based on what I know about the market, I can tell you that it is a very austere model. It is not going to be R$70 million, it is going to be on the results that we are estimating. It is not on R$100 million, so higher than our net income, then our target, then we start to distribute. It is not 15% or X percent, I do understand your rationale and we could have explained better, but this is so normal for us that we thought it was enough.

You came here quite a few times already and I would like to invite you to come as often as you want, and then we can show you our model.

Operator:

As there are no more questions I would like to give the floor back to Mr. Marcelo Silva for his closing remarks.

Marcelo Silva:

I would like to ask Luiza Helena to do this.

Luiza Helena Trajano:

Well, I wrote our message from the administration with great pleasure. The Company always consolidates and when we bought Maia and Baú, people raised quite a lot of questions. But I am 100% sure that we made these acquisitions at the right time, at the time that the Company needed to do this. And travelling throughout the Northeast, I would like to invite you also go to the Northeast. We would never have 140 stores even if we had a lot of money, if we did not believe 100% in our presence in the Northeast, and now we are very strong there and competitors too want to go there now. They will need a lot of time and a lot of money.

And Baú consolidated a capital in which we really needed more stores to consolidating and growing. It has always been part of our DNA, such as happened in Rio Grande do Sul, in Santa Catarina, with other acquisitions and consolidations.

It took more time for us to do this in the Northeast, however we are very pleased with the results. And it is like going back on track and now we can deliver everything that we promised. We have always been very transparent to you, both to small investors and big investors. Marcelo, Beto, and myself have always been at the disposal of all our investors regardless of the site. We are celebrating the results of December also January, and of course we have a very big competition and we are celebrating the results achieved in December and January. This year the market is very good for some retail areas such as TVs and some segments of retail will benefit from that.

And people prepare even their homes to receive people and friends to watch the World Cup, and the 1Q was very difficult last year; however, this year we are sure that we are on the right track and we are doing our homework. And we thank you all very much for participating, and we are here we can answer any questions that you might have, we can disclose any figure that you wish to see.

So, please come here anytime. We want to listen to you, we want to give you access to everything and we want you to come here all the time, every time that you want and we are open to any suggestions or to show or to disclose any figure that you wish. So, thank you very much, and you may be sure that 2014 will be great for Magazine Luiza. I am absolutely sure of what I am telling you here. Thank you very much.

Operator:

Thank you very much. Magazine Luiza's 4Q13 results is closed. And you may disconnect your lines, and we wish you all a very good afternoon.