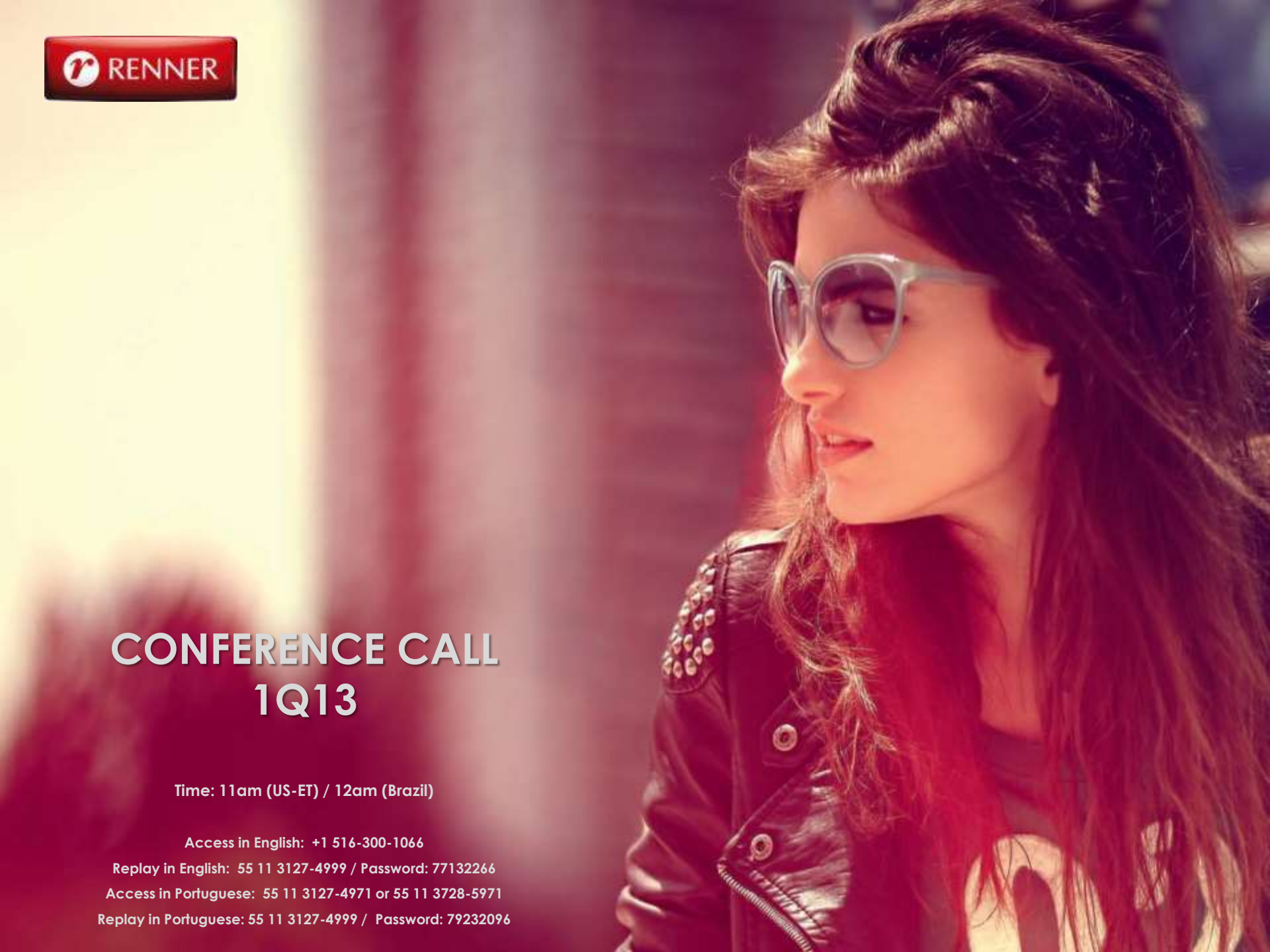


CONFERENCE CALL
1Q13

Time: 11am (US-ET) / 12am (Brazil)

Access in English: +1 516-300-1066

Replay in English: 55 11 3127-4999 / Password: 77132266

Access in Portuguese: 55 11 3127-4971 or 55 11 3728-5971

Replay in Portuguese: 55 11 3127-4999 / Password: 79232096

Forward-Looking Statements

Any statement made during this presentation referring to the Company's business outlook, projections and financial and operating goals represent beliefs and assumptions of the Management of Lojas Renner S.A and are based on information currently available to the Company.

Future considerations are not a guarantee of performance. These involve risks, uncertainties and assumptions since they refer to forward-looking events and, therefore depend on circumstances that may not occur.

The audience should understand that general economic and industry conditions, as well as other operating factors may affect the Company's future results and lead to outcomes that may be materially different from those expressed in such future considerations.

Except where indicated to the contrary, the following financial and operating information is in conformity with Brazilian Corporate Law, incorporating the amendments in Law 11,638/07. The results presented below, except where otherwise indicated, consolidate the first quarter (1Q).

1Q13 Highlights

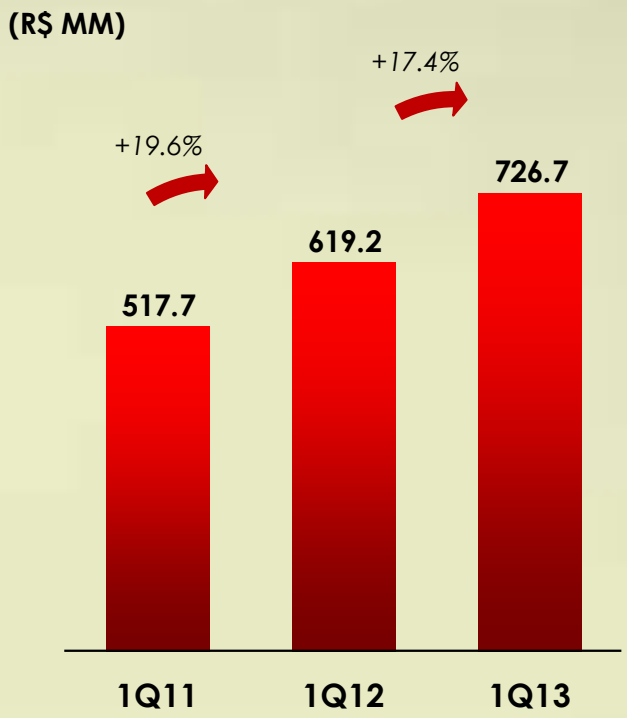
- ✓ **Growth of 17.4% in Net Revenue from Merchandise Sales with Same Store Sales reporting growth of 9.4%.**
- ✓ **Gross margin reported a decrease of 1.9p.p., however on a recurring basis there was an increase of 0.6p.p. for Renner operation.**
- ✓ **Operating Expenses posted a dilution of 0.1p.p.. For the Renner operation alone, the dilution was 0.4p.p..**
- ✓ **Total Adjusted EBITDA increased 7.6%. On a recurring basis there was an evolution of 23.1%.**
- ✓ **Financial Services posted an increase of 16.3% and continues to report the lowest historical loss levels on record.**



1Q13

Results

Net Revenue from Merchandise Sales



SAME STORE SALES*	1Q12/1Q11	1Q13/1Q12
	4.8%	9.4%

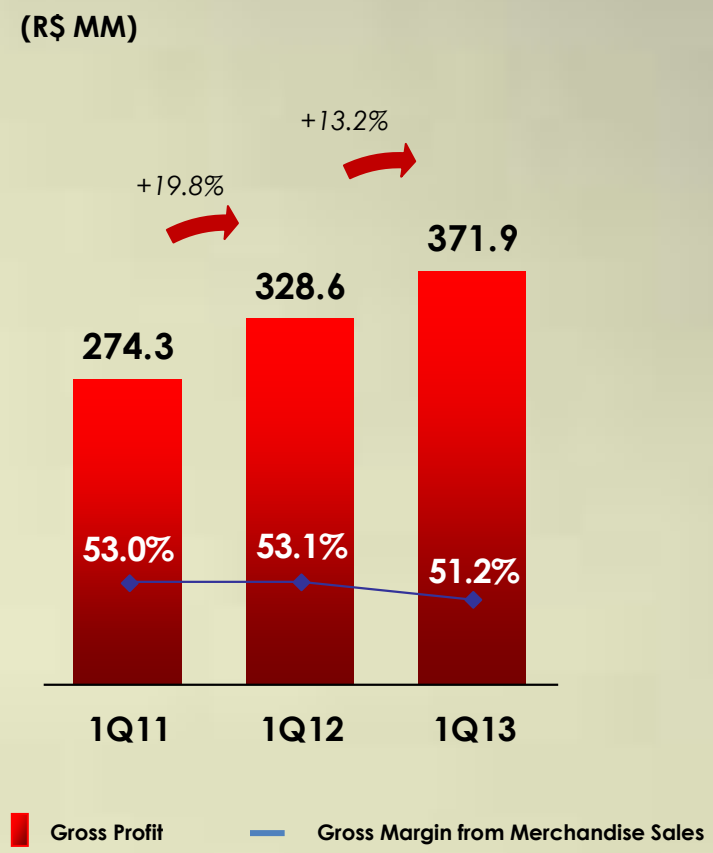


- ✓ The right level of assertiveness/strategy with respect to the launch of the collections.
- ✓ Effectiveness of the newly opened operations.
- ✓ Acceleration in sales at Camicado.

* SSS Includes Camicado since 2013.

Gross Profit from Merchandise Sales

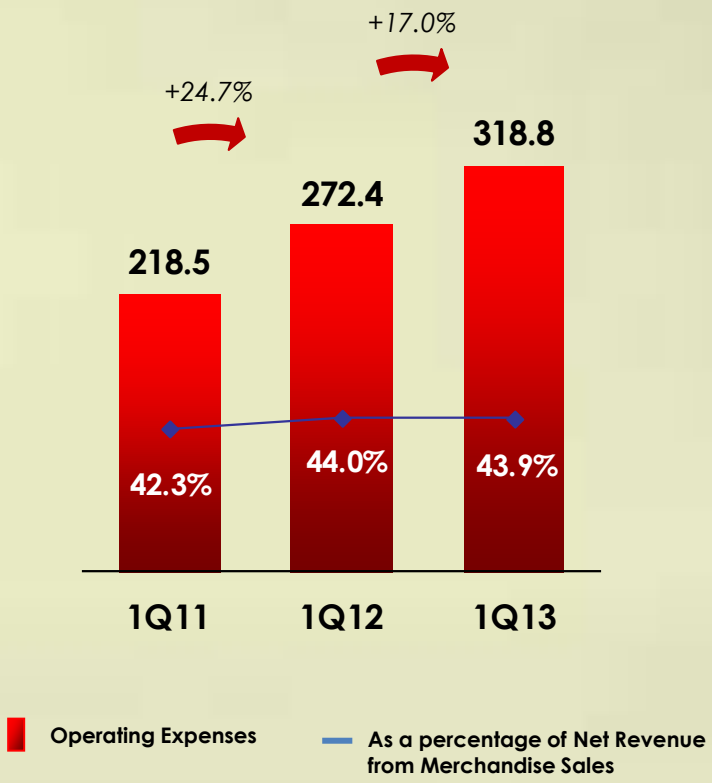




- ✓ Non-recurring factor in the transition to the new security system.
- ✓ Expansion on a recurring basis of 0.6p.p..
- ✓ More effective inventory management (+14.7% vs 1Q12).

Operating Expenses

(R$ MM)

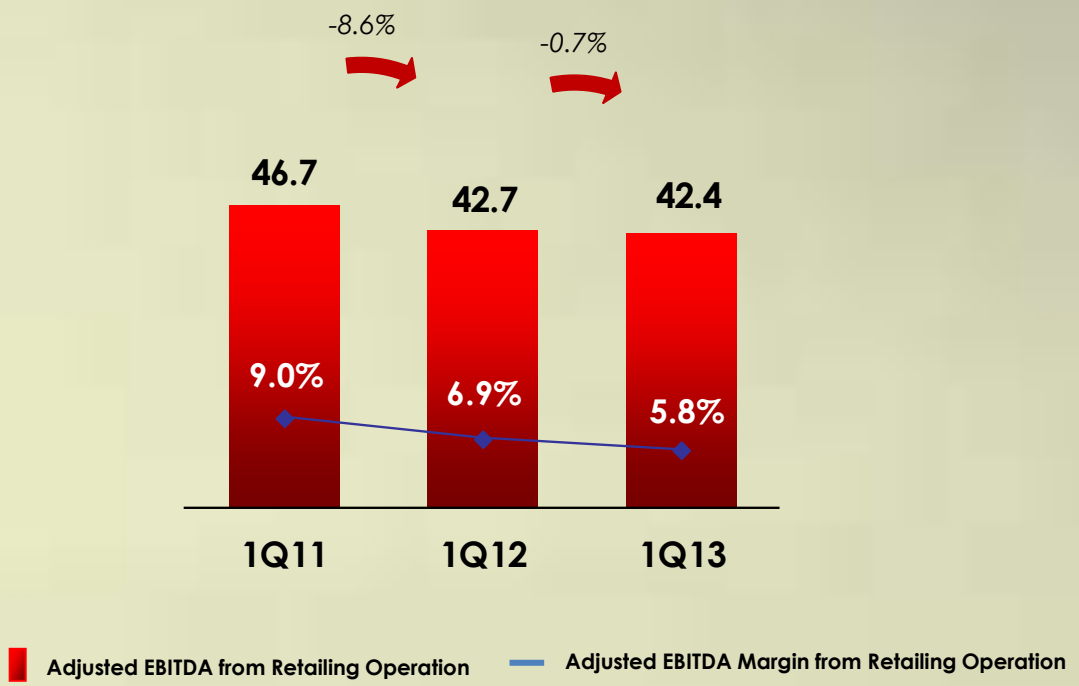




- ✓ Rigorous control of expenses.
- ✓ Postponement in store modernization work. .

Adjusted EBITDA from Retailing Operation*





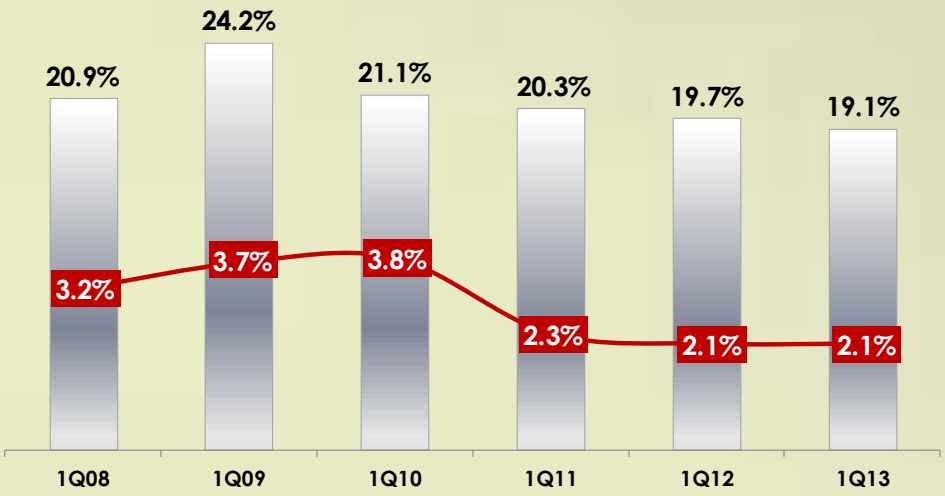
✓ **Growth on a recurring basis of 29.5%, representing 7.5% of Net Revenue from Merchandise Sales.**

** Pursuant to Article 4 of CVM instruction 527, the Company has chosen to show its Adjusted EBITDA as in the above chart in order to provide the information that best reflects the gross operational cash generation from activities. These adjustments are based on: a) the Stock Option Plan – corresponding to the fair value of the respective financial instruments recorded "pro rata temporis", during the period services are rendered and offset by the Equity Capital Reserve and thus not representing a cash outflow; b) Statutory Participations are of a contingent nature and are related to the generation of profits pursuant to Article 187 of Law 6.404/76; and c) the Write-off of Fixed Assets relates to the results recorded from the divestment or write-off of fixed assets, largely without a cash impact.*

Financial Services Results

Breakdown of Financial Services Result (R$ MM)	1Q13	1Q12	Var. %
Revenues, Net from Funding and Taxes	**103.9**	**85.9**	**21.0%**
Sales in the Interest-free Plan (0+5)	22.5	19.1	17.6%
Sales in the Interest-bearing Plan (0+8)	50.5	41.6	21.5%
Co-branded Card Meu Cartão	10.8	4.7	130.5%
Personal Loans and Other Financial Services	20.1	20.5	-1.7%
Credit Losses, Net of Recoveries	**(28.8)**	**(20.2)**	**42.5%**
Sales in the Interest-free Plan (0+5)	(4.9)	(4.7)	3.6%
Sales in the Interest-bearing Plan (0+8)	(11.1)	(8.7)	27.1%
Co-branded Card Meu Cartão	(7.4)	(2.1)	260.3%
Personal Loans	(5.4)	(4.7)	14.3%
Operating Expenses *(Renner Card & Financial Services)*	**(27.5)**	**(24.8)**	**11.4%**
Result from Financial Services	**47.6**	**40.9**	**16.3%**
% of Company's Adjusted Total EBITDA	52.9%	48.9%	+4.0 p.p.

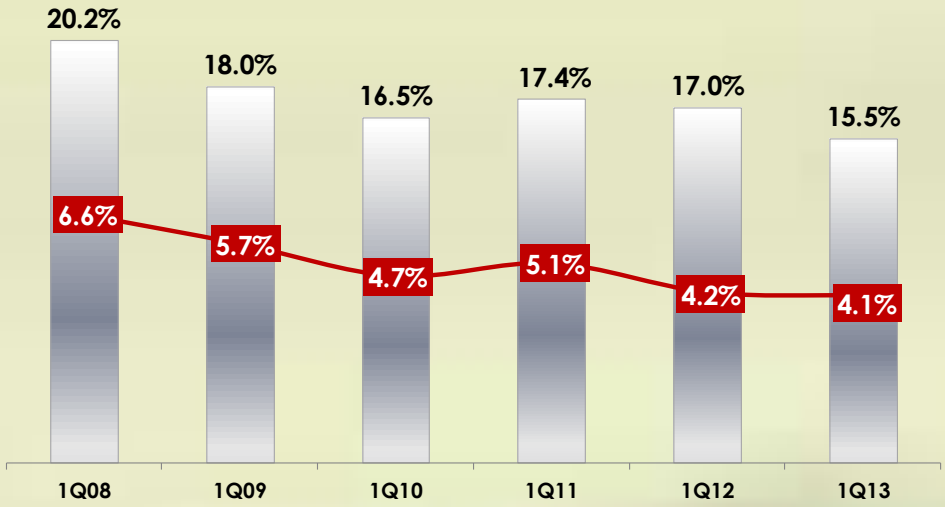
Financial Services Results



RENNER CARD BAD DEBTS

Past Dues over the Renner Credit Card Portfolio

Credit Losses, Net of Recoveries over the Renner Credit Card Portfolio

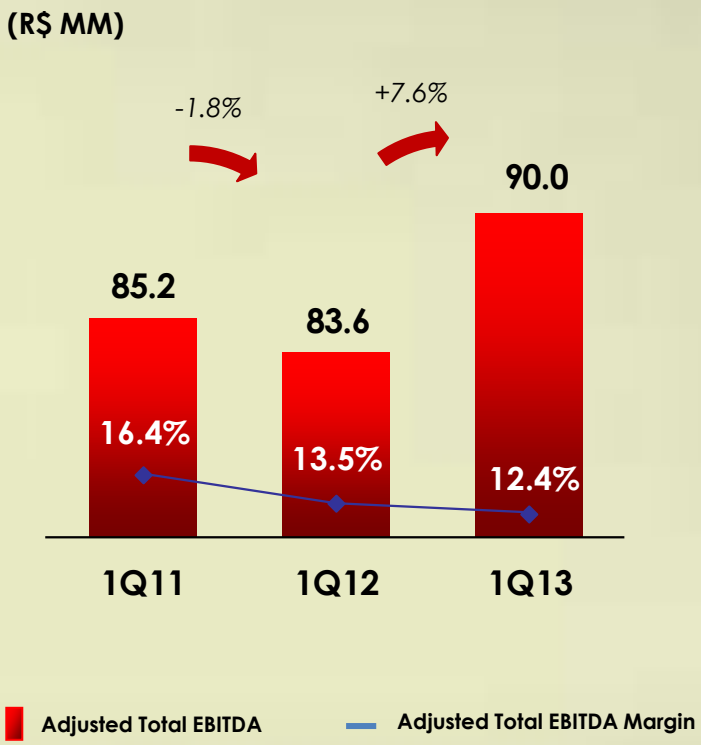


PERSONAL LOANS BAD DEBTS

Past Dues over the Loans Portfolio

Credit Losses, Net of Recoveries over the Loans Portfolio

Adjusted Total EBITDA*





- ✓ **Evolution of Sales associated with rigid control of expenses.**
- ✓ **Consistency in the results from the Financial Services segment.**
- ✓ **Growth on a recurring basis of 23.1%, representing 14.2% of Net Sales from Merchandise Sales.**

** Pursuant to Article 4 of CVM instruction 527, the Company has chosen to show its Adjusted EBITDA as in the above chart in order to provide the information that best reflects the gross operational cash generation from activities. These adjustments are based on: a) the Stock Option Plan – corresponding to the fair value of the respective financial instruments recorded "pro rata temporis", during the period services are rendered and offset by the Equity Capital Reserve and thus not representing a cash outflow; b) Statutory Participations are of a contingent nature and are related to the generation of profits pursuant to Article 187 of Law 6.404/76; and c) the Write-off of Fixed Assets relates to the results recorded from the divestment or write-off of fixed assets, largely without a cash impact.*

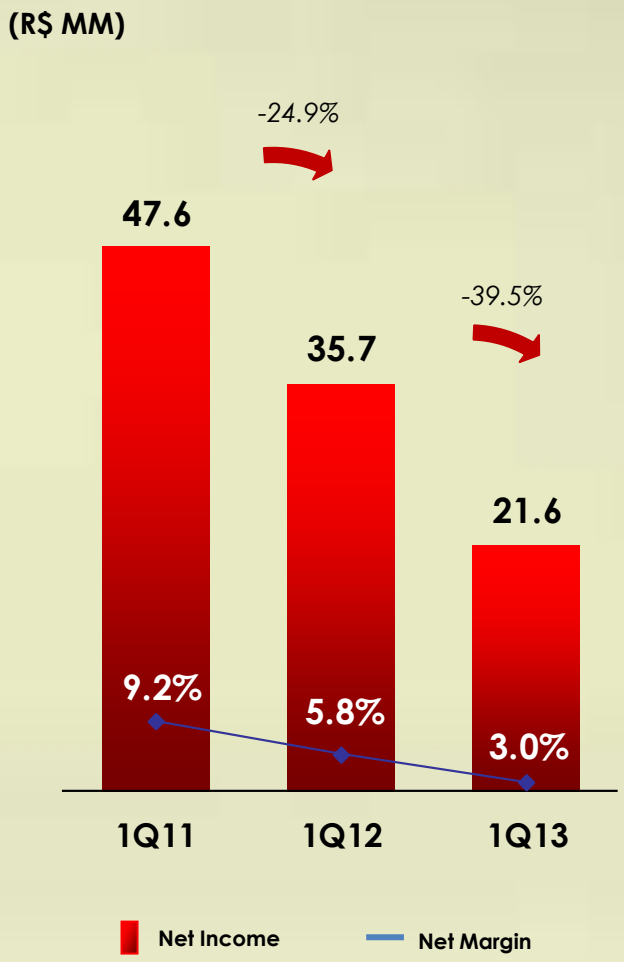
Financial Result

Financial Result, Net (R$ MM)	1Q13	1Q12
Financial Revenues	9.8	11.7
Financial Expenses	(27.5)	(15.7)
Financial Result, Net	**(17.7)**	**(4.0)**



- ✓ **Lower financial income due to lower cash position during the course of the period associated with reduced interest rates.**
- ✓ **Higher financial expenses related to greater leverage.**
- ✓ **Non-recurring financial expenses due to a change in the FX hedging instrument for imported items.**

Net Income

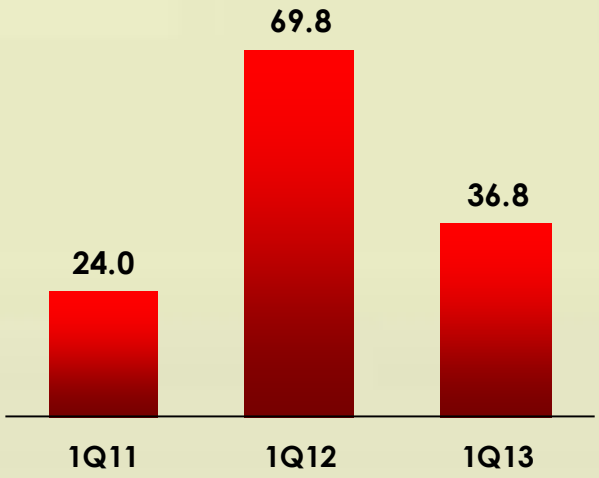




- ✓ Lower Financial Results.
- ✓ Higher levels of depreciation.

Investments (CAPEX)

(R$ MM)



CAPEX Summary (R$ MM)	1Q13	1Q12
New Stores	18.8	23.7
Remodeling of Installations	10.3	17.6
IT Equipament & Systems	2.3	8.3
Distribution Centers	0.4	13.7
Others	5.0	6.5
Total	**36.8**	**69.8**

- ✓ **Rollout of 01 Renner and 01 Camicado store.**
- ✓ **Preparation of New Stores.**

Opening by Business
1Q13

RENNER

- ✓ Rollout of 01 store (Porto Alegre - RS).
- ✓ Total of 189 stores with 362.7 thousand m².
- ✓ Net Revenues: R$ 678.1 million (+ 16.8%).
- ✓ Gross Margin: 51.9% (1Q12 – 53.6%).



CAMICADO
casa com seu estilo.

- ✓ Rollout of 01 store (Santos – SP).
- ✓ Total of 41 stores with 21.1 thousand m².
- ✓ Net Revenues: R$ 40.7 million (+ 27.1%).
- ✓ Gross Margin: 39.3% (1Q12 – 43.7%).



Opening by Business
1Q13

BLUESTEEL

YOUCOM

- ✓ Total of 04 stores with 747.6 m².
- ✓ Net Revenues: R$ 1.6 million (+ 49.7%).
- ✓ Gross Margin: 59.6% (1Q12 – 57.9%).



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- ✓ Net Revenues: R$ 6.3 million (+ 80.9%).



Pro Forma Results

(R$ MM)	1Q13 Actual	1Q13 Pro Forma	1Q12 Actual	1Q13/1Q12 Pro Forma
Net Revenues from Merchandise Sales	726.7	726.7	619.2	17.4%
Gross Profit from Merchandise Sales	371.9	384.8	328.6	17.1%
Gross Margin from Merchandise Sales (%)	*51.2%*	*53.0%*	*53.1%*	*-0.1p.p.*
Operating Expenses	(318.8)	(318.8)	(272.4)	17.0%
Adjusted EBITDA from Retailing Operation	42.4	55.3	42.7	29.5%
Adjusted EBITDA Margin from Retailing Operation (%)	*5.8%*	*7.5%*	*6.9%*	*+0.6p.p.*
Financial Services Results	47.6	47.6	40.9	16.3%
Total Adjusted EBITDA	90.0	102.9	83.6	23.1%
Total Adjusted EBITDA Margin (%)	*12.4%*	*14.2%*	*13.5%*	*+0.7p.p.*
Net Income	21.6	30.1	35.7	-15.7%
Net Margin	*3.0%*	*4.1%*	*5.8%*	*-1.7p.p.*

Perspectives

2Q13

- ✓ April sales at similar levels to those of the first quarter.
- ✓ Fall/winter collection already in the stores and reporting good customer acceptance.
- ✓ Rollout of new stores running to schedule.
- ✓ Ramping up of the number of remodeling projects following Mothers' Day.
- ✓ New security system on monitoring.

2013

- ✓ Sales growth should be more dependent on gains in market share.
- ✓ Gross Margin from the Retailing Operations stable year-on-year, despite non-recurring losses.
- ✓ Total Adjusted EBITDA Margin stable, in spite of maturing operations (Camicado, stores remodeling, CSC, new distribution center and Blue Steel).



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