

LOJAS RENNER S.A.



CMICADO youcom

4Q15

Results



EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

LOJAS RENNER S.A.

The Company was incorporated in 1965 and has been listed since 1967.

A pure widely held capital company since 2005 with a 100% free float, Lojas Renner was deemed the first Brazilian corporation.

Renner's equities are traded under the **REN3** symbol on BM&FBOVESPA's **Novo Mercado**, the highest level of Corporate Governance.

Closing share price as of December 31, 2015: **R\$ 17.10**

Market capitalization as of December 31, 2015: **R\$ 10.9 billion**

CONFERENCE CALL ON RESULTS*

Friday, February 5, 2016

Time: 1:00 p.m. (Brazil)/10:00 a.m. (US-EST)

Access in Portuguese: +55 11 3127-4971 / +55 11 3728-5971

Access in English: +1 516-300-1066

Password: Lojas Renner

Replay: +55 11 3127-4999

English Password: 43764296

Access to the Webcast:

<http://webcast.neo1.net/Cover.aspx?PlatformId=vNN3q%2Fzd88%2B8Wsq28przw%3D%3D>

*The conference call will be connected in Portuguese only with simultaneous translation into English.

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LEGAL NOTICE

This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of Lojas Renner S.A. and are merely projections and, as such, are based exclusively on the expectations of the Company's management concerning the future of the business. Such forward-looking statements depend substantially on changes in market conditions, the performance of the Brazilian economy, the sector and the international markets, and are therefore subject to change without prior notice.

February 04, 2016 – LOJAS RENNER S.A. (BM&FBOVESPA: LREN3), the largest fashion retailer in Brazil, announces its **results** for the fourth quarter (**4Q15**).

HIGHLIGHTS FOR 4Q15

- Net Revenue from Merchandise Sales with growth of 10.0%
- Same Store Sales of +4.5%
- Gross Margin of 55.7% from the Retailing Operation
- Operational Expenses represented 28.8% of Net Revenue
- Adjusted EBITDA from the Retailing Operation of R\$ 453.2 million
- EBITDA Margin from the Retailing Operation of 24.7%
- Total Adjusted EBITDA of R\$ 491.7 million
- Net Income increased by 15.0% and reached R\$ 251.5 million

MANAGEMENT COMMENTS

Renner's fourth quarter results reported a favorable sales performance principally in the second half of December despite lower consumer confidence, a reflection of the current macroeconomic scenario and the high comparative base of the preceding year.

The Company's Net Revenue from Merchandise Sales was R\$ 1,837.4 million, a 10.0% growth in the quarter, receiving a notable contribution from the recently opened stores, thus underlining the importance of the ongoing expansion plan. Same Store Sales reported a growth of 4.5% in the quarter, both Camicado and Youcom making positive contributions. These percentages were also notably better than recorded in the IBGE's Monthly Retailing Survey for the apparel and footwear segment as a whole, namely -6.0% in October and -11.5% in November.

Gross Profit from the Retailing Operation was R\$ 1,022.8 million, a year-on-year growth of 10.0%. Gross Margin from the Retailing Operation was 55.7%, in line with this item as reported for the same quarter of 2014. Both results are a reflection of the Company's commercial strategy and prudent management of inventory, the latter recording growth of just 1.7% based on data for December 2015.

Operating Expenses (Selling, General and Administrative) amounted to 28.8% of Net Revenue from Merchandise Sales as against 28.0% for 4Q14. This result was largely due to the increase in electricity costs and the larger number of new stores, as well as the resumption in December of withholding social contributions on payroll.

The Adjusted EBITDA from the Retailing Operation recorded an increase of 7.0%, in spite of higher expenses, reaching R\$ 453.2 million, and equivalent to an EBITDA Margin from the Retailing Operation of 24.7% compared with 25.4% in 4Q14. If the effects of the social contribution levy on payroll are ignored, the EBITDA Margin from the Retailing Operation would have been 25.1%.

Renner's Result from Financial Products amounted to R\$ 38.4 million, a decline of 8.6% in relation to 4Q14. This was principally a reflection of the introduction of new taxation on financial revenues and the increase in funding costs as well as higher provisions, linked to growth in sales volume and higher delinquencies. Losses from the Renner Card, Net of Recoveries were 4.2% of the portfolio.

Total Adjusted EBITDA was R\$ 491.7 million, a growth of 5.6% in relation to the same period in 2014. The Total Adjusted EBITDA Margin for the quarter was 26.8% (27.3% if social contribution charged to payroll is ignored) against 27.9% in 4Q14, due to higher expenses and lower contribution from financial products.

In the light of the foregoing, Net Income reached R\$ 251.5 million, a growth of 15.0%. The Company registered a Net Margin of 13.7% compared with 13.1% for the same period in 2014.

In 4Q15, Renner rolled out a further 24 stores, 11 in the Renner format and an additional 4 Camicado and 9 Youcom stores. Total investments in the quarter amounted to R\$ 186.6 million against R\$ 177.0 million in 4Q14.

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

CONSOLIDATED INFORMATION

(R\$ MM)	4Q15	4Q14	Var. %	2015	2014	Var. %
Net Revenue from Merchandise Sales	1,837.4	1,669.8	10.0%	5,450.9	4,642.6	17.4%
Growth in Same Store Sales (%)	4.5%	17.3%	-	10.8%	11.1%	-
Gross Profit from Merchandise Sales	1,022.8	929.5	10.0%	2,984.7	2,499.5	19.4%
Gross Margin from Retailing Operation (%)	55.7%	55.7%	0.0p.p.	54.8%	53.8%	1.0p.p.
Operating Expenses (SG&A)	(529.6)	(467.3)	13.3%	(1,859.1)	(1,569.8)	18.4%
SG&A as a % of Net Revenue from Merchandise Sales (%)	28.8%	28.0%	0.8p.p.	34.1%	33.8%	0.3p.p.
Ajusted EBITDA from Retailing Operation	453.2	423.6	7.0%	1,038.8	835.6	24.3%
Ajusted EBITDA Margin from Retailing Operation (%)	24.7%	25.4%	-0.7p.p.	19.1%	18.0%	1.1p.p.
Financial Products Result	38.4	42.1	-8.6%	208.4	217.5	-4.2%
Ajusted Total EBITDA (Retail + Financial Products)	491.7	465.6	5.6%	1,247.2	1,053.1	18.4%
Ajusted Total EBITDA Margin (%)	26.8%	27.9%	-1.1p.p.	22.9%	22.7%	0.2p.p.
Net Income	251.5	218.6	15.0%	578.8	471.4	22.8%
Net Margin (%)	13.7%	13.1%	0.6p.p.	10.6%	10.2%	0.4p.p.
ROIC (%)	8.8%	8.8%	0.0p.p.	22.0%	21.2%	0.8p.p.

Businesses Breakdown	4Q15			2015		
	RENNER	CAMICADO	YOUCOM	RENNER	CAMICADO	YOUCOM
Stores in Operation	275	68	37	275	68	37
Selling Area (thousand m ²)	497.6	30.7	5.4	497.6	30.7	5.4
Net Revenue (R\$ MM)	1,716.9	102.0	18.5	5,114.4	294.8	41.7
% of Growth	8.6%	28.1%	106.0%	16.5%	26.3%	118.1%
Gross Margin (%)	56.1%	48.2%	60.4%	55.2%	46.6%	58.5%

Net Revenue from Merchandise Sales was **R\$ 1,837.4 million** in **4Q15**, a year-on-year growth of **10.0%**, mainly reflecting favorable consumer response to the collection, a good sales performance over the year-end holiday period and favorable results from stores recently opened. Improved sales results from Camicado and Youcom also contributed to results, allowing the Company again to surpass the accumulated Federal Government's Statistics Office's (IBGE) Monthly Retailing Survey.

Same Store Sales in **4Q15** recorded growth of **4.5%** despite the relatively high comparative base of 17.3% for the same period in 2014. In addition, improvements implemented during the course of the year in product, in terms of quality and fashion content, and in product display together with the initiatives taken to enhance the shopping experience, all contributed to the Company's increased market share.

Gross Profit from Merchandise Sales in **4Q15** was **R\$ 1,022.8 million**, **10.0%** higher than recorded for 4Q14. **Gross Margin from the Retailing Operation** reached **55.7%**, in line with this item in 4Q14 driven by sound inventory management, well organized distribution of products at store level in addition to the commercial strategy adopted. The resumption in December of levying social contributions as a percentage of payroll also had a positive impact of 0.3 p.p. on this result.

Operational Expenses (R\$ MM)	4Q15	4Q14	Var. %	2015	2014	Var. %
Operational Expenses (SG&A)	(529.6)	(467.3)	13.3%	(1,859.1)	(1,569.8)	18.4%
% Over Net Revenue from Merchandise Sales	28.8%	28.0%	0.8p.p.	34.1%	33.8%	0.3p.p.
Selling Expenses	(399.4)	(342.0)	16.8%	(1,389.7)	(1,171.8)	18.6%
General and Administrative Expenses	(130.2)	(125.3)	4.0%	(469.4)	(398.0)	17.9%
Other Operating Expenses	(39.9)	(38.6)	3.4%	(86.8)	(94.1)	-7.8%
Management Remuneration	(2.7)	(3.7)	-26.6%	(10.0)	(11.9)	-15.9%
Tax Expenses	(9.1)	(7.1)	28.0%	(39.8)	(30.5)	30.7%
Employee Profit Sharing	(32.0)	(31.1)	3.2%	(64.3)	(62.9)	2.2%
Recovery of Tax Credits	7.2	6.2	16.9%	48.7	15.0	224.2%
Other Operating Expenses	(3.3)	(2.9)	12.1%	(21.4)	(4.0)	441.5%
Total Operational Expenses	(569.5)	(505.9)	12.6%	(1,945.9)	(1,663.9)	16.9%

In the context of **Operational Expenses**, the **Selling Expenses**, in **4Q15** were **R\$ 399.4 million**, equivalent to **21.7%** of Revenue from Merchandise Sales, an increase of **1.2p.p.** against 4Q14. This result was principally

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due to increased electricity costs, the large number of new stores rolled out and to the resumed levy of social contribution against payroll as from December. In turn, **General and Administrative Expenses** were **R\$ 130.2 million** in the **quarter**, representing **7.1%** of Revenue from Merchandise Sales against 7.5% in 4Q14 due to the rigid budgetary controls in place. **Other Operational Expenses** totaled **R\$ 39.9 million** in **4Q15**, 3.4% greater than the R\$ 38.6 million recorded in 4Q14. Results here were largely impacted by higher tax overheads.

Adjusted EBITDA from the Retailing Operation reached **R\$ 453.2 million**, a growth of **7.0%** (8.1% if the resumed charging of social contributions to the payroll are ignored) over 4Q14. The **Adjusted EBITDA Margin from the Retailing Operation** was **24.7%** against 25.4% in 4Q14, principally due to higher expenses in the quarter.

FINANCIAL PRODUCTS RESULTS

Financial Products Result Breakdown (R\$ MM)	4Q15	4Q14	Var. %	2015	2014	Var. %
Revenues, Net of Funding and Taxes	167.6	139.9	19.8%	649.1	551.4	17.7%
Renner Card (Private Label)	82.4	78.5	4.9%	337.1	326.1	3.4%
Co-branded Card Meu Cartão	51.1	35.1	45.6%	194.0	125.4	54.7%
Quick Withdrawal and Insurances	34.1	26.3	29.7%	118.0	99.9	18.1%
Credit Losses, Net of Recoveries	(85.0)	(53.4)	59.1%	(281.1)	(188.5)	49.2%
Renner Card (Private Label)	(53.2)	(34.3)	55.2%	(164.7)	(117.1)	40.7%
Co-branded Card Meu Cartão	(21.4)	(12.8)	67.6%	(76.7)	(47.1)	63.0%
Quick Withdrawal	(10.4)	(6.4)	63.4%	(39.7)	(24.3)	63.2%
Operating Expenses (Cards and Other Products)	(44.2)	(44.5)	-0.6%	(159.6)	(145.4)	9.8%
Financial Products Result	38.4	42.1	-8.6%	208.4	217.5	-4.2%
% of Company's Total Adjusted EBITDA	7.8%	9.0%	-1.2p.p.	16.7%	20.7%	-4.0p.p.

Renner reported a **4Q15 Result from Financial Products of R\$ 38.4 million**, against R\$ 42.1 million reported in 4Q14, representing **7.8%** of the Company's Total EBITDA.

The lower result in relation to the preceding year was largely due to new PIS/COFINS tax

charges levied on financial revenue. The result was also adversely impacted by higher funding costs, increased provisions set aside for growth in sales volume for the period as well as higher delinquency levels. Operating Expenses decreased 0.6% compared to 4Q14.

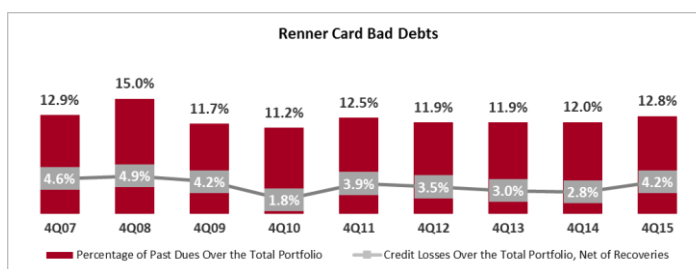
Revenue, Net of Funding and Taxes were **R\$ 167.6 million** in **4Q15**, a **19.8%** improvement over the same period in 2014, principally reflecting the growth in *Meu Cartão*. Conversely, revenues from the Private Label card were influenced by new tax charges, the higher cost of funding and by a reduction in the average term for receivables, despite the positive effect from higher interest on past dues implemented in 2Q15.

Credit Losses, Net of Recoveries totaled **R\$ 85.0 million**, a growth of 59.1% in relation to 4Q14, given the higher percentage of overdues up to 180 days as well as the reduction in recoveries of credit already written off. A higher delinquency rate in the three products is in line with the current macro-economic scenario and historical levels recorded by the Company.

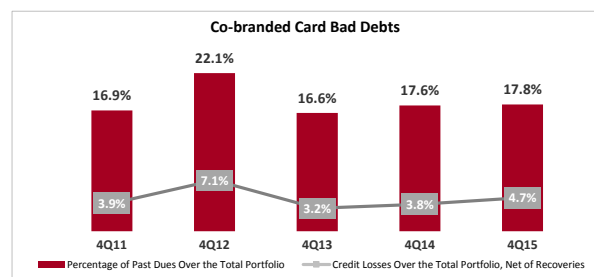
At the end of **December**, the total number of **Renner Cards** issued amounted to **26.0 million**, accounting for **47.9%** of merchandise sales during the course of **4Q15** compared with 48.4% in 4Q14. Of the merchandise sales, **38.7%** originated from sales under the **interest free 0+5 installment credit plan** and **9.2%** under the **interest bearing 0+8 installment credit plan**.

The **average Renner Card sales ticket** reached **R\$ 197.44** in **4Q15**, **3.7%** greater than the R\$ 190.40 reported for 4Q14. On the other hand, **the Company's average ticket** was **R\$ 141.64**, **5.1%** above the R\$ 134.79 for 4Q14. This reflects a more conservative policy on the part of the Company in relation to credit, an increase in the number of new clients - in the first instance taking some time to begin using the Renner Card - and the lower level of consumer confidence with the associated reduction in appetite for credit.

Losses from Renner Card business, Net of Recoveries were **4.2%** of the total portfolio in **4Q15**, versus 2.8% in 4Q14, in large part due to greater provisioning in line with sales growth, higher delinquency during the period as well as a reduction in recoveries of credit already written off. In the light of the monitored credit indicators and the Private Label's portfolio track record, the Company has adopted provisioning to prevailing loss levels, reflecting in higher allowances to ensure that provisions provide adequate coverage in relation to the current scenario.

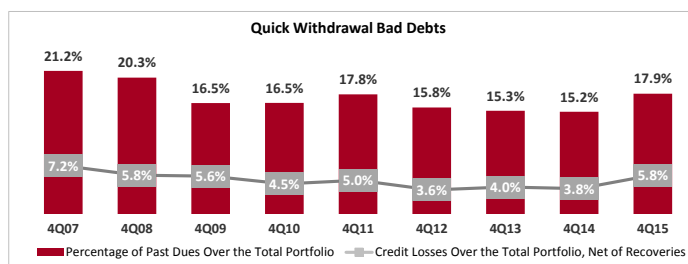


EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)



In **December 2015**, Renner had issued **2.0 million Meu Cartão (Co-branded) credit cards**, a growth of **34.7%** of the portfolio, which totaled **R\$ 455.2 million**. **Quarterly revenue** from the product was **R\$ 51.1 million**, **45.1%** greater than recorded in the same period in the preceding year. **Losses from the Co-branded Portfolio, Net of Recoveries** in **4Q15** were **4.7%** of the total portfolio value against 3.8% in the same period in 2014, reflecting in part the current macro-economic climate.

The **total Saque Rápido portfolio** (Quick Withdrawal) amounted to **R\$ 179.3 million** at the end of **December 2015** (R\$ 123.2 million when adjusted to present value), versus R\$ 168.9 million for 4Q14, representing 9.4% of the total portfolio. **Losses from the Saque Rápido facility, Net of Recoveries** in **4Q15** were **5.8%** on the total portfolio against 3.8% for the same period in 2014. This increase is due to higher delinquencies given the nature of the product, which is more sensitive to the overall economic climate.



Operational Expenses for Financial Products were **R\$ 44.2 million**, **0.6% less** than the expenses for the same period in 2014, due to initiatives involving gains in productivity and a reduction in expenses.

Accounts Receivable (R\$ MM)	Dec. 15	Sep. 15	Dec. 14
Renner Card (Private Label) - Total Portfolio (Adjusted to Present Value)	1,270.5	990.7	1,205.3
Renner Card (Private Label) - Net Portfolio	1,135.1	883.0	1,088.2
On Due Receivable	1,145.2	804.0	1,094.0
Overdue Receivable	162.2	210.9	144.4
Present Value Adjustment	(36.9)	(24.2)	(33.1)
Allowance for Losses to the Realizable Value	(75.0)	(63.9)	(58.9)
Others	(60.4)	(43.8)	(58.2)
Meu Cartão (Co-Branded) - Total Portfolio	455.2	408.3	338.0
Meu Cartão (Co-Branded) - Net Portfolio	435.1	389.4	326.1
On Due Receivable	374.4	315.5	281.0
Overdue Receivable	80.8	92.7	57.0
Allowance for Losses to the Realizable Value	(20.1)	(18.8)	(11.9)
Quick Withdrawal - Total Portfolio	179.3	194.3	168.9
Quick Withdrawal - Net Portfolio	143.2	159.5	141.7
Fees and Transactions Receivable	179.3	194.3	168.9
Allowance for Losses to the Realizable Value	(36.1)	(34.8)	(27.2)
Total Third-Party Credit Card Companies	405.0	232.6	352.0
Other Accounts Receivable	1.4	6.1	0.5
Total Credit Portfolio, Net	2,119.8	1,670.8	1,908.5

As of **December 31, 2015**, **Customer Accounts Receivable** totaled **R\$ 2,119.8 million**, **11.1%** more than the position in December 2014. This increase is in line with sales growth in the period and breaks down into R\$ 1,135.1 million for the Renner Card (Private Label), R\$ 435.1 million for Meu Cartão (Co-Branded) and R\$ 143.2 million for Saque Rápido. Third Party Card Companies and Other Accounts Receivable totaled R\$ 406.4 million.

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

TOTAL ADJUSTED EBITDA: RETAILING + FINANCIAL PRODUCTS

EBITDA Reconciliation (R\$ MM)	4Q15	4Q14	2015	2014
Net Income	251.5	218.6	578.8	471.4
(+) Income and Social Contribution Taxes	116.7	133.4	249.8	236.8
(+) Financial Result, Net	23.9	35.0	104.6	93.9
(+) Depreciation and Amortization	71.5	57.8	264.8	212.7
Total EBITDA	463.6	444.8	1,198.0	1,014.8
(+) Stock Option Plan	6.9	7.7	26.4	25.0
(+) Statutory Participation	9.9	11.7	9.9	11.7
(+) Result on Disposal or Write-Off of Fixed Assets	11.2	1.4	12.8	1.7
Total Adjusted EBITDA*	491.7	465.6	1,247.2	1,053.1
Total Adjusted EBITDA Margin*	26.8%	27.9%	22.9%	22.7%

In the light of the foregoing factors, **Total Adjusted EBITDA** reached **R\$ 491.7 million**, growth of **5.6%** while the **Total Adjusted EBITDA Margin** was **26.8%**. This was **1.1p.p. lower** than the margin for 4Q14 due to higher operational expenses, the collection of social contribution on payroll and the reduced result from Financial Products. The resumption of charging social contribution to payroll in December had a 0.5p.p. effect on the result.

*Pursuant to Article 4 of CVM Instruction 527, the Company has chosen to show its Adjusted EBITDA as in the above table in order to provide the information that best reflects the gross operational cash generation from its 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.

NET FINANCIAL RESULT

Financial Result, Net (R\$ MM)	4Q15	4Q14	Var. %	2015	2014	Var. %
Financial Revenue	15.1	15.1	0.0%	59.8	59.0	1.4%
Gains on Cash Equivalents	13.3	14.9	-10.7%	56.0	57.2	-2.1%
Other finance revenues	1.8	0.2	679.6%	3.9	1.9	108.7%
Financial Expenses	(39.4)	(51.9)	-24.1%	(169.1)	(159.0)	6.3%
Interest on Loans, Borrowings, Debentures and SWAP	(34.6)	(33.9)	2.0%	(149.9)	(127.5)	17.6%
Other Finance Expenses	(4.7)	(17.9)	-73.5%	(19.2)	(31.5)	-39.1%
Exchange Variation, Net	0.3	1.8	-81.1%	3.8	4.9	-21.1%
Hedge Operations (NDF), Net	0.0	0.0	-	0.8	1.3	-34.9%
Financial Result, Net	(23.9)	(35.0)	-31.7%	(104.6)	(93.9)	11.4%

In 4Q15, the Company reported a **negative Net Financial Result** of **R\$ 23.9 million** against **R\$ 35.0 million** in 4Q14. This represented a decrease of 31.7% in spite of higher year-on-year interest rates in the quarter. This decrease is also related to

financial charges of **R\$ 13.3 million**, which were paid by the Company in 4Q14 with respect to the Debt Installment Program under Law 13.043/14 (the 'Refis da Copac' tax amnesty).

NET DEBT

Net Debt (R\$ MM)	Dec.15	Sep.15	Dec.14
Borrowings and Financing	(1,057.1)	(1,032.3)	(1,138.7)
Current	(317.3)	(290.7)	(206.8)
Noncurrent	(739.8)	(741.6)	(931.9)
Cash and Cash Equivalents	737.5	559.6	834.3
Net Debt	(319.6)	(472.7)	(304.4)
Net Debt / Total Adjusted EBITDA (12M)	0.26x	0.39x	0.29x
Operational Financing	(796.5)	(845.8)	(758.8)
Current	(380.9)	(430.7)	(345.2)
Noncurrent	(415.6)	(415.1)	(413.6)
Net Debt (Including Operational Financing)	(1,116.1)	(1,318.4)	(1,063.2)

As at **December 31, 2015**, **Renner's Net Debt** stood at **R\$ 319.6 million**.

This debt reflects capital management decisions taken by the Company and is currently made up of debentures issued in the past few years and by loans from the Brazilian Development Bank – BNDES and the Banco do Nordeste in addition to working capital lines to Camicado. Thus, Debt servicing charges are booked to the Net Financial Result while the costs of Operational Financing - linked to Financial Products - are effected in the Operational Result.

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

NET INCOME

The Company posted a **Net Income** in **4Q15** of **R\$ 251.5 million**, a **growth of 15.0%** compared to 4Q14. **Net Margin** was **13.7%** against 13.1% in 4Q14. This result was also impacted by the entire substitution of garment hangers due to a new proposal for evaluating store-based products totaling R\$ 10.9 million booked to the disposal or write-off of fixed assets account.

INVESTMENTS (CAPEX)

CAPEX Summary (R\$ MM)	4Q15	4Q14	2015	2014
New Stores	53.9	70.4	177.0	218.4
Remodeling of Installations	62.4	46.3	202.1	122.2
IT Equipment & Systems	38.8	24.9	116.3	83.0
Distribution Centers	9.1	27.4	50.4	57.7
Others	22.4	8.0	25.6	20.7
Total	186.6	177.0	571.4	502.0

In **4Q15**, **investments** in fixed assets totaled **R\$ 186.6 million** against R\$ 177.0 million in 4Q14. Of this amount, R\$ 53.9 million was dedicated to the opening of new stores, R\$ 62.4 million to store modernization, R\$ 38.8 million for IT Systems and Equipment as well as investments of R\$ 9.1 million in Distribution Centers and R\$ 22.4 million in Others. During the **quarter, 24 stores** were opened, of which 11 under the Renner name

and a further four and nine stores for Camicado and Youcom, respectively.

As of **December 2015**, **Renner** operated **275 stores** and **Youcom**, **37 stores**, with a total selling area of **497.6 thousand m²** and **5.4 thousand m²**, respectively. In turn, **Camicado's** network of stores amountd to **68** with an aggregate selling area of **30.7 thousand m²**.

Depreciation and Amortization expenses totaled **R\$ 71.5 million** in **4Q15**, a year-on-year variation of 23.7%. This increase is predominantly due to the larger number of stores and is in line with the Company's current expansion plan.

DIVIDENDS

In **4Q15**, Lojas Renner credited Shareholders with dividends in the form of **Interest on Capital** amounting to **R\$ 32.7 million**, corresponding to **R\$ 0.0510 per share** and based on a total of 639,984,825 common shares.

ABOUT THE COMPANY

Lojas Renner is the largest fashion retailer in Brazil, in December 2015 with 275 stores, 68 Camicado units and 37 Youcom stores, the large majority of which are located in shopping centers. Renner designs and sells quality apparel, footwear and underwear for women, men, adolescents and children under 17 private labels of which 6 represent the Lifestyle concept, each one reflecting a style of being and dressing. Lojas Renner also sells accessories and cosmetics under two proprietary brands as well as offering specific items bearing third party labels.

In May 2011, Renner acquired Camicado, a company in the home decor segment and in 2013, launched Youcom, a new business model focused on the younger generation in a specialized store environment.

The target customers of Renner and Camicado are women between the ages of 18 and 39 who are in the medium-high consumer groups in Brazil. Conversely, Youcom caters for the younger consumer between the ages of 18 and 35.

Lojas Renner offers its customers fashion products in various styles with quality and competitive prices in practical and pleasant shopping environments.

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

INCOME STATEMENT

Income Statement (in R\$ '000)	4Q15	4Q14	Var %	2015	2014	Var %
Net Operating Revenues	2.014.245	1.818.399	10,8%	6.145.198	5.216.820	17,8%
Net Revenues from Sales of Goods	1.837.366	1.669.807	10,0%	5.450.852	4.642.611	17,4%
Net Revenue from Financial Products and Services	176.879	148.592	19,0%	694.346	574.209	20,9%
Costs of Sales and Services	(823.863)	(748.983)	10,0%	(2.511.352)	(2.165.915)	15,9%
Cost of Goods Sold	(814.610)	(740.326)	10,0%	(2.466.180)	(2.143.141)	15,1%
Cost of Financial Products and Services	(9.253)	(8.657)	6,9%	(45.172)	(22.774)	98,3%
Gross Profit	1.190.382	1.069.416	11,3%	3.633.846	3.050.905	19,1%
Operating Expenses	(798.234)	(682.410)	17,0%	(2.700.593)	(2.248.855)	20,1%
Selling	(399.367)	(342.031)	16,8%	(1.389.728)	(1.171.753)	18,6%
General and Administrative	(130.254)	(125.275)	4,0%	(469.389)	(397.998)	17,9%
Losses on Receivables, Net	(84.961)	(53.392)	59,1%	(281.141)	(188.460)	49,2%
Other Operating Results	(183.652)	(161.712)	13,6%	(560.335)	(490.644)	14,2%
Financial Products Expenses	(44.218)	(44.478)	-0,6%	(159.638)	(145.418)	9,8%
Other Operating Results	(139.434)	(117.234)	18,9%	(400.697)	(345.226)	16,1%
Operating profit before Financial Results	392.148	387.006	1,3%	933.253	802.050	16,4%
Financial Result	(23.893)	(34.963)	-31,7%	(104.586)	(93.875)	11,4%
Financial Revenue	22.933	22.593	1,5%	93.853	87.226	7,6%
Financial Expense	(46.826)	(57.556)	-18,6%	(198.439)	(181.101)	9,6%
Profit Before Income & Soc. Cont. Taxes	368.255	352.043	4,6%	828.667	708.175	17,0%
Income and Social Contribution Taxes	(116.742)	(133.396)	-12,5%	(249.829)	(236.755)	5,5%
Profit for the Period	251.513	218.647	15,0%	578.838	471.420	22,8%
Earnings per Share - Basic R\$	0,3939	0,3469	13,5%	0,9066	0,7465	21,4%
Earnings per Share - Diluted R\$	0,3916	0,3462	13,1%	0,9038	0,7454	21,3%
Number of shares outstanding at End of Year (in thousands)	640.041	636.973	-	640.041	636.973	-

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

BALANCE SHEET

Balance Sheet (in R\$ '000)			
Assets	Dec.15	Sep.15	Dec.14
TOTAL ASSETS	5.863.719	5.296.100	5.318.884
Current Assets	3.721.211	3.307.446	3.496.489
Cash and Cash Equivalents	737.527	559.617	834.340
Trade Accounts Receivable	2.119.836	1.670.761	1.908.518
Inventories	622.534	763.646	612.300
Inventories	529.745	675.945	499.786
Imports in Transit	92.789	87.701	112.514
Taxes Recoverable	87.630	87.838	68.127
Derivative Financial Instruments	99.469	174.195	30.470
Other Accounts Receivable	48.879	43.116	39.337
Prepaid Expenses	5.336	8.273	3.397
Noncurrent Assets	2.142.508	1.988.654	1.822.395
Judicial Deposits	10.825	10.844	6.833
Taxes Recoverable	59.108	48.232	39.984
Derivative Financial Instruments	51	1.911	198
Other Accounts Receivable	8.563	9.223	7.498
Deferred Taxes	97.899	56.606	95.670
Investments	63	63	63
Property, Plant and Equipment	1.545.704	1.475.060	1.304.065
Intangible	420.295	386.715	368.084
Liabilities and Shareholders' Equity	Dec.15	Sep.15	Dec.14
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	5.863.719	5.296.100	5.318.884
Current Liabilities	2.319.127	1.886.717	2.034.706
Borrowings, Financing and Debentures	317.346	290.720	206.768
Financing - Financial Products Operations	380.914	430.700	336.719
Financing of Imports	-	-	8.442
Finance Lease Payable	8.329	5.988	4.130
Suppliers	553.453	515.248	561.480
Commercial Suppliers	709.249	643.851	690.651
Anticipation of Payments	(244.730)	(204.571)	(231.361)
Suppliers of Material for Consumption	88.934	75.968	102.190
Taxes and Contributions Payable	342.976	118.471	320.583
Accrued Salaries and Social Charges	174.704	120.002	142.014
Rentals Payable	51.152	33.048	41.266
Statutory Obligations	147.858	70.238	124.312
Provision for Civil and Labor Risks	29.866	26.261	23.998
Obligations with Credit Card Administrators	241.086	199.962	196.988
Derivative Financial Instruments	2.601	5.065	822
Other Obligations	68.842	71.014	67.184
Noncurrent Liabilities	1.233.696	1.235.699	1.428.910
Borrowings, Financing and Debentures	739.769	741.552	931.950
Financing - Financial Services Operations	415.551	415.077	413.659
Finance Lease Payable	41.103	41.641	49.860
Taxes and Contributions Payable	169	169	300
Provision for Tax Risks	34.848	33.191	26.259
Derivative Financial Instruments	-	967	-
Other Accounts Payable	2.256	3.102	6.882
Shareholders' Equity	2.310.896	2.173.684	1.855.268
Capital	1.136.124	1.130.364	750.853
Treasury Stocks	(6.016)	-	-
Capital Reserves	272.291	265.368	245.860
Revenue Reserves	844.271	417.831	839.257
Carrying Value Adjustments	64.226	113.094	19.298
Retained Earnings Accumulated	-	247.027	-

EARNINGS RESULTS FOR THE FOURTH QUARTER (4Q15)

STATEMENT OF CASH FLOW

Statement of Cash Flows - Indirect Method (in R\$ '000)	4Q15	4Q14	2015	2014
Cash Flow from Operating Activities				
Profit for the Year	251.513	218.647	578.838	471.420
Adjustment to Reconcile Net Income to Cash and Cash Equivalents Provided from Operating Activities				
Depreciation and Amortization	71.475	57.770	264.780	212.732
Result on Disposal or Write-Off of Fixed Assets, Net	10.715	2.070	12.324	2.386
Structuring Costs of Debentures	260	259	1.038	1.035
Interest Expense on Loans, Debentures, Lease and Swap	36.162	35.365	155.660	132.048
Stock Option Plan	6.923	7.748	26.431	24.953
Provision for Tax, Civil and Labor Risks	5.262	(3.960)	14.457	492
Deferred Taxes	116.743	133.396	249.829	236.755
Loss (Gain) on Derivative Financial Instruments	-	(339)	1.931	(1.149)
Net Foreign Exchange Variation	(335)	(1.774)	(3.840)	(4.868)
Provision for Adjustment to Net Realizable Value	16.465	19.823	388	12.240
Provision for Loss on Assets	34.856	18.031	52.440	30.058
	550.039	487.036	1.354.276	1.118.102
Changes in Assets and Liabilities				
(Increase) in Accounts Receivable	(480.668)	(537.340)	(244.913)	(359.595)
Reduction in Inventories	122.209	49.258	(29.393)	(124.342)
(Increase) in Other Assets	(11.539)	(18.681)	(51.423)	(517)
Reduction (Increase) in Judicial Deposits	19	(639)	(3.992)	58
(Reduction) Increase in Funding - Financial Products Operations	(49.309)	55.979	46.087	143.319
Increase in Financing - Imports	-	534	(8.442)	(68.290)
Increase in Suppliers	35.931	102.912	(6.047)	92.192
Increase in Salaries and Social Charges	33.878	24.105	32.690	40.071
Increase in Taxes and Contribution Payable	167.361	147.005	16.247	33.551
Increase Obligations with Card Administrators	41.125	40.897	44.098	82.737
(Reduction) Increase in Other Liabilities	(576)	8.501	(525)	(41.953)
Increase in Rent Payable	18.104	11.122	9.886	6.594
Augmento in Statutory Obligations	9.944	11.657	(1.713)	6.042
Cash Generated Operating Activities	436.518	382.346	1.156.836	927.969
Payment of Income Tax and Social Contribution	(59.323)	(48.601)	(284.359)	(232.598)
Payment of Interest on Loans, Financing and Debentures	(21.154)	(13.979)	(100.519)	(104.263)
Net cash Generated Operating Activities	356.041	319.766	771.958	591.108
Cash Flow from Investing Activities				
Purchases of Property, Plant and Equipment Assets	(132.693)	(142.965)	(443.819)	(395.989)
Additions to Intangible Assets	(53.742)	(33.965)	(127.493)	(81.576)
Proceeds from Disposal of Fixed Assets	20	7	358	323
Net Cash Used in Investing Activities	(186.415)	(176.923)	(570.954)	(477.242)
Cash Flow from Financing Activities				
Capital increase	5.761	20.153	30.963	31.118
Buyback Shares	(6.016)	-	(6.016)	-
Borrowings	25.151	48.156	85.512	75.118
Repayment of loans, financing, debentures and swap	(16.063)	(3.794)	(218.753)	(17.861)
Consideration of financial leasing	(526)	521	(10.829)	(14.354)
Payment of interest on equity and dividends	(6)	-	(178.954)	(155.139)
Net Cash Generated by Financing Activities	8.301	65.036	(298.077)	(81.118)
Effect of exchange rate changes on cash and cash equivalents	(17)	-	260	-
Reduction in Cash and Cash Equivalents	177.910	207.879	(96.813)	32.748
Cash and Cash Equivalents at the Beginning of the Quarter	559.617	626.461	834.340	801.592
Cash and Cash Equivalents at the End of the Quarter	737.527	834.340	737.527	834.340