

## BRMALLS REPORTS ITS RESULTS FOR THE THIRD QUARTER OF 2013.

Rio de Janeiro, November 4th, 2013 - BRMALLS Participações S.A. (BM\&FBovespa: BRML3), the largest integrated shopping mall company in Brazil, announces today its results for the thirdquarter of 2013 (3Q13). BRMALLS has a portfolio of 51 malls, comprising 1.652.1 thousand $\mathrm{m}^{2}$ of gross leasable area (GLA) and 955.9 thousand $\mathrm{m}^{2}$ of owned GLA. BRMALLS currently has 4 greenfield projects and 8 expansion projects in development that together will increase its total GLA to $1,916.4$ thousand $\mathrm{m}^{2}$ and its owned GLA to $1,115.9$ thousand $\mathrm{m}^{2}$, an increase of $16.0 \%$ and $16.7 \%$, respectively, compared to the current portfolio. BRMALLS is the only shopping mall company in Brazil with a nationwide presence that caters to consumers from all income segments. The Company provides management and leasing services for 44 malls.

3Q13 Highlights and Subsequent Events:

- Net revenue grew by $\mathbf{1 5 . 8 \%}$ in 3Q13 to $\mathbf{R} \$ 322.4$ million.
- NOI in 3Q13 was R\$299.1 million, increasing 16.4\% from 3Q12, with margin of $92.2 \%$ in the quarter, the biggest margin in BRMALLS history. Same-property NOI grew $12.0 \%$ compared to 3Q12.
- Adjusted EBITDA was R\$259.0 million this quarter, increasing $16.1 \%$ on the year-ago period. Adjusted EBITDA margin stood at 80.3\%.
- Adjusted FFO was $\mathbf{R} \$ 130.9$ million, growing $37.4 \%$ from $\mathbf{R} \$ 95.3$ million in 3Q12. AFFO margin was $40.6 \%$ in 3Q13.
- Adjusted net income in the quarter was $\mathbf{R} \$ 128.4$ million, $32.2 \%$ above 3Q12. The adjusted net income margin was $39.8 \%$.
- Same-store rent increased $9.3 \%$ in 3Q13, while same-store sales grew $8.1 \%$ in the period.
- Store occupancy cost was $\mathbf{1 0 . 2 \%}$, of which $6.5 \%$ was related to rent and $3.7 \%$ to common area and marketing costs, in line with our efforts to reduce common costs for tenants and replace them with rent increases, helping to keep tenants healthy while benefiting our growth.
- The occupancy rate of our malls closed the quarter at $97,6 \%$ of leased GLA. Of the 51 malls in which we held ownership interests in 3Q13, 24 had occupancy rates higher than 99\%.
- Late payments fell by 60 bps from the same period last year to $3.1 \%$. Net payments was $0.5 \%$ in 3 Q 13 , reducing 80 bps when comparing to 2Q13 and 40 bps when compared to 3Q12, which demonstrates our operational efficiency and efforts to reduce delinquency rates.
- The investment property for the expansion of Natal Shopping contributed with a non-cash operational revenue of $\mathbf{R} \$ 55.8$ million in 3Q13.
- In 3Q13, we renegotiated more than $\mathbf{R} \$ 435.2$ million of our debt, reducing the average interest rate from TR +11.16\% to TR $+\mathbf{9 . 8 0 \%}$ and increasing the total amount refinanced since $\mathbf{2 H} 12$ to $\mathbf{R} \$ 2.1$ billion. The NPV generated by this negotiation was $\mathbf{R} \$ 18.0$ milion.
- On September 13th, we opened the expansion of Natal Shopping, which added 9.5 thousand $\mathrm{m}^{2}$ and 4.8 thousand $\mathrm{m}^{2}$ of total and owned GLA to the mall, respectively. We estimate the project will generate $\mathbf{R} \$ 9.5$ million in stabilized NOI for the company and a real and unleveraged IRR of $18 \%$.
- On October 31st, we opened the expansion of Rio Anil Shopping, which added $\mathbf{1 1 . 5}$ thousand $\mathbf{m}^{2}$ and $\mathbf{5 . 7}$ thousand $\mathbf{m}^{2}$ of total and owned GLA to the mall, respectively. We estimate the project will generate $\mathbf{R} \$ 6.7$ million in stabilized NOI for the company and a real and unleveraged IRR of $21.0 \%$.
- After the 3Q13 we announced four expansions: Capim Dourado, Sete Lagoas, Recife and NorteShopping.

Financial Highlights (R\$000) - Adjusted Financial Information

|  | 3QT3 | 3Q12 | $\%$ | 9 M13 | 9M12 | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net Revenues | 322,437 | 278,363 | $15.8 \%$ | 927,778 | 787,759 | $17.8 \%$ |
| NOI | 299,144 | 257,076 | $16.4 \%$ | 854,194 | 719,877 | $18.7 \%$ |
| margin\% | $92.2 \%$ | $91.3 \%$ | $0.9 \%$ | $91.3 \%$ | $91.1 \%$ | $0.2 \%$ |
| Gross Profit | 296,866 | 254,690 | $16.6 \%$ | 846,224 | 719,633 | $17.6 \%$ |
| margin \% | $92.1 \%$ | $91.5 \%$ | $0.6 \%$ | $91.2 \%$ | $91.4 \%$ | $-0.1 \%$ |
| EBITDA | 312,454 | 221,881 | $40.8 \%$ | $1,128,809$ | $1,377,338$ | $-18.0 \%$ |
| Adjusted EBITDA | 259,034 | 223,072 | $16.1 \%$ | 731,605 | 643,514 | $13.7 \%$ |
| margin\% | $80.3 \%$ | $80.1 \%$ | $0.2 \%$ | $78.9 \%$ | $81.7 \%$ | $-2.8 \%$ |
| Net Income | 90,836 | 100,702 | $-9.8 \%$ | 334,866 | 675,942 | $-50.5 \%$ |
| Adjusted Net Income | 128,444 | 97,184 | $32.2 \%$ | 340,409 | 297,083 | $14.6 \%$ |
| margin \% | $39.8 \%$ | $34.9 \%$ | $4.9 \%$ | $36.7 \%$ | $37.7 \%$ | $-1.1 \%$ |
| FFO | 93,263 | 98,796 | $-5.6 \%$ | 342,368 | 679,439 | $-49.6 \%$ |
| Adjusted FFO | 130,871 | 95,278 | $37.4 \%$ | 347,911 | 298,492 | $16.6 \%$ |
| margin \% | $40.6 \%$ | $34.2 \%$ | $6.4 \%$ | $37.5 \%$ | $37.9 \%$ | $-0.4 \%$ |


| Operating Highlights |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 3Q12 | \% | 9M13 | 9M12 | \% |
| Total GLA ( $\mathrm{m}^{2}$ ) | 1,640,662 | 1,513,704 | 8.4\% | 1,640,662 | 1,513,704 | 8.4\% |
| Owned GLA ( $\mathrm{m}^{2}$ ) | 950,178 | 843,507 | 12.6\% | 950,178 | 843,507 | 12.6\% |
| Same Store Sales | 8.1\% | 6.2\% | 1.9\% | 7.3\% | 7.3\% | 0.0\% |
| Total Sales ( R \$ million) | 5,245 | 4,703 | 11.5\% | 14,902 | 13,324 | 11.8\% |
| Sales per m ${ }^{2}$ | 1,189 | 1,064 | 11.7\% | 1,157 | 1,029 | 12.5\% |
| Same Store Rent | 9.3\% | 9.0\% | 0.3\% | 9.5\% | 9.4\% | 0.1\% |
| Rent per m² (monthly average) | 91 | 89 | 2.8\% | 89 | 88 | 1.6\% |
| NOI per m² (monthly average) | 110 | 104 | 5.5\% | 107 | 102 | 4.5\% |
| Occupancy Cost (\% of sales) | 10.2\% | 10.7\% | -0.5\% | 10.7\% | 10.8\% | -0.1\% |
| (+) Rent (\% of sales) | 6.5\% | 6.3\% | 0.2\% | 6.6\% | 6.4\% | 0.2\% |
| (+) Condominium and Marketing expenses (\% of sales) | 3.7\% | 4.4\% | -0.6\% | 4.1\% | 4.4\% | -0.3\% |
| Occupancy (monthly average) | 97.6\% | 97.9\% | -0.3\% | 97.6\% | 97.6\% | 0.0\% |
| Net Late Payments | 0.5\% | 0.9\% | -0.4\% | 1.3\% | 1.4\% | -0.1\% |
| Late Payments - 30 days (monthly average) | 3.1\% | 3.7\% | -0.6\% | 3.8\% | 4.1\% | -0.3\% |
| Tenant Turnover | 6.1\% | 6.0\% | 0.1\% | 6.1\% | 6.0\% | 0.1\% |
| Leasing Spread (renewals) | 23.3\% | 27.0\% | -3.6\% | 24.5\% | 25.9\% | -1.4\% |
| Leasing Spread (new contracts) | 20.5\% | 19.9\% | 0.6\% | 15.3\% | 21.8\% | -6.5\% |


| Market Indicators |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 3Q12 | \% | 9M13 | 9M12 | \% |
| Number of Shares (-) treasury stock | 456,005,834 | 453,361,132 | 0.6\% | 456,005,834 | 453,361,132 | 0.6\% |
| Average Share Price ( $\mathrm{R} \$$ ) | 19.62 | 24.81 | -20.9\% | 22.32 | 22.92 | -2.6\% |
| Share Price - end of period ( R \$) | 20.10 | 28.15 | -28.6\% | 20.10 | 28.15 | -28.6\% |
| Market Value - end of period ( R \$ million) | 9,187 | 12,762 | -28.0\% | 9,187 | 12,762 | -28.0\% |
| Average Daily Traded Volume ( R \$ million) | 62.9 | 58.0 | 8.6\% | 87.2 | 50.6 | 72.3\% |
| Average Number of Trades | 9,582 | 8,063 | 18.8\% | 11,180 | 7,402 | 51.0\% |
| Exchange Rate (US\$) - end of period | 2.22 | 2.03 | 9.4\% | 2.22 | 2.03 | 9.4\% |
| Net Debt (R\$ million) | 4,306.9 | 3,244.2 | 32.8\% | 4,306.9 | 3,244.2 | 32.8\% |
| NOI per share | 0.66 | 0.57 | 15.7\% | 1.87 | 1.59 | 18.0\% |
| Adjusted Net Income per share | 0.28 | 0.22 | 26.8\% | 0.75 | 1.49 | -49.9\% |
| Adjusted FFO per share | 0.29 | 0.21 | 36.6\% | 0.76 | 0.66 | 15.9\% |
| Investment Property (R\$ million) | 16,972,420 | 13,651,712 | 24.3\% | 16,972,420 | 13,651,712 | 24.3\% |

## Management Comments:

In the third quarter of 2013, we continued to show good operational and financial results, improving the company's efficiency, despite a challenging macroeconomic scenario.

NOI grew $16.4 \%$ compared to the same period last year, totaling $\mathrm{R} \$ 299.1$ million. NOI margin increased 90 bps when compared to 3Q12, reaching 92.2\%, the highest NOI margin in BRMALLS history. In the first nine months of the year, NOI reaches $\mathrm{R} \$ 854.2$ million, an increase of $18.7 \%$ compared to 3Q12, with a margin of $80.3 \%$, an increase of 20 bps when compared to the same period in 2012.

Our growth was driven by same store rent (SSR), which grew $9.3 \%$ in the quarter and $9.5 \%$ YTD. The continuous efforts to optimize condominium costs in our malls have contributed to a decrease in condominium and marketing expenses, which decreased from $4.4 \%$ in 3Q12 to $3.7 \%$ in 3Q13. With this we were able to increase rent and still reduce tenants' occupancy costs, from $10.7 \%$ in 3Q12 to $10.2 \%$ in 3Q13. In this quarter our malls presented a pick-up in same store sales (SSS), registering $8.1 \%$, the highest rate in the last 6 quarters. SSS in the first nine months of the year stood at $7.3 \%$. Sales growth, combined with a reduction in condominium costs contributed to a decrease in net late payments from $0.9 \%$ in 3 Q 12 to $0.5 \%$ in 3Q13, a reduction of 40 bps , reaching the lowest level in the last 11 quarters.

We continued with our efforts in liability management. In 3Q13, we renegotiated an additional $\mathrm{R} \$ 435.2$ million of our debt, increasing the total amount refinanced since 2 H 12 to $\mathrm{R} \$ 2.1$ billion. In this new refinancing, we reduced the cost of this debt from TR $+11.16 \%$ to TR $+9.80 \%$, a 136 bps decrease, which contributed to a decrease in our average cost of debt, which ended 3Q13 at IGPM $+5.0 \%$. The NPV generated by this negotiation was $\mathrm{R} \$ 18.0$ million. These liability management measures contributed to an AFFO growth. AFFO reached $\mathrm{R} \$ 130.8$ million in the quarter and $\mathrm{R} \$ 347.9$ million YTD, a growth of $37.4 \%$ and $16.6 \%$, respectively. AFFO margin was $40.6 \%$ in quarter, an increase of 640 bps. Adjusted net income grew $32.2 \%$, reaching $R \$ 128.4$ million in the quarter, an adjusted net income per share of $R \$ 0.28$.

We opened in the quarter Natal Shopping expansion, which renewed the mall and also added 58 stores. The expansion increased the total GLA of the mall in $54.7 \%$ to 27.0 thousand $\mathrm{m}^{2}$ and opened with $99 \%$ of its GLA leased. We estimate the expansion will generate $\mathrm{R} \$ 9.5$ million of stabilized NOI for BRMALLS. In this quarter, given the estimated time for approval, we opted to exit the project in Guarujá and announce four new expasions: Capim Dourado, Sete Lagoas, Recife and NorteShopping. When opened, these expansions will add 24.5 thousand $\mathrm{m}^{2}$ of owned GLA to our portfolio, representing a net gain of 4.9 thousand $\mathrm{m}^{2}$ with the change in projects, besides strengthining some of our key malls.

In the last quarter of 2013 we will open a mall in Contagem, which will add 35.6 thousand $\mathrm{m}^{2}$ of total GLA, and other 2 expansions, Rio Anil and Sete Lagoas, which will add 13.0 thousand $m^{2}$ of total GLA. We will continue to focus in our growth drivers, seeking to grow through acquisition and development, and also continue working to improve the company's efficiency.

Except where stated otherwise, the following financial and operating information is presented on a consolidated basis and in Brazilian Real ( $R \$$ ) and the comparisons are with the third quarter of 2012. The financial information is presented in accordance with the practices adopted in Brazil based on the pronouncements issued by the Accounting Pronouncements Committee (CPC) and the standards approved by the Securities and Exchange Commission of Brazil (CVM) and the International Financial Reporting Standards (IFRS), except the effects from the adoption of the pronouncements CPC 19 (R2) and CPC 36 (R3) - IFRS 10 and 11.

Therefore, the adjusted financial information presented herein reflects the proportional consolidation of the jointly controlled companies, as presented prior to the adoption of said standards, since it is considered by the management of the Company as the best way to analyze its operations.
The adjusted financial information was not audited and/or reviewed by the independent auditors and the reconciliations with the reviewed financial information in accordance with the applicable accounting practices are available at the end of this document.

## MANAGEMENT COMMENTS ON THE 3Q13 RESULTS

## Gross Revenue:

In 3Q13, gross revenue totaled $\mathrm{R} \$ 348.1$ million, a $15.2 \%$ increase when comparing 3Q12. The gross revenue growth in the quarter is mainly explained by the following factors:
Base Rent
Base rent revenue increased from 3Q12 by R\$18.9 million or $11.1 \%$ to reach $\mathrm{R} \$ 189.4$ million in 3Q13. This growth is explained by the leasing spread captured by the company in recent years, inflation adjustments and the addition of $8.4 \%$ of total GLA in the last 12 months, as we opened 2 malls (Londrina Norte Shopping and São Bernardo Plaza Shopping), 3 expansions (Center Shopping Uberlândia, Plaza Niterói and Natal Shopping), 1 new mall acquired (Shopping Capim Dourado) and 2 ownership interests increase in existing assets.

Key Money
Key money amounted to $\mathrm{R} \$ 18.2$ million in 3Q13, increasing by $61.4 \%$ or $\mathrm{R} \$ 6.9$ million from 3Q12. This growth was mainly due to the opening of the expansion of Natal Shopping and new leases. We leased 337 new contracts in the quarter.

## Gross Revenues Growth ( $\mathrm{R} \$$ thousand) Adjusted Financial Information



## Overage Rent

Overage rent revenue totaled $\mathrm{R} \$ 19.5$ million in the third quarter of 2013, increasing $6.1 \%$ or $\mathrm{R} \$ 1.1$ million from 3Q12. In 3Q13, 44.6\% of overage rent revenue was due to auditing efforts.

Gross Revenues Breakdown (R\$ thousand) - Adjusted Financial Information

|  | $\mathbf{3 Q 1 3}$ | $\mathbf{3 Q 1 2}$ | $\mathbf{\%}$ | $\mathbf{9 M 1 3}$ | $\mathbf{9 M 1 2}$ | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Base Rent | 189,378 | 170,462 | $11.1 \%$ | 556,912 | 489,437 | $\mathbf{1 3 . 8 \%}$ |
| Overage Rent | 19,524 | 18,410 | $6.1 \%$ | 53,481 | 50,010 | $6.9 \%$ |
| Mall \& Media | 36,027 | 29,654 | $21.5 \%$ | 100,699 | 79,817 | $26.2 \%$ |
| Parking | 56,785 | 45,368 | $25.2 \%$ | 161,090 | 127,320 | $26.5 \%$ |
| Services | 23,602 | 20,489 | $15.2 \%$ | 68,014 | 62,457 | $8.9 \%$ |
| Key Money | 18,194 | 11,272 | $61.4 \%$ | 50,203 | 31,578 | $59.0 \%$ |
| Transfer Fee | 2,763 | 3,524 | $-21.6 \%$ | 8,981 | 6,656 | $34.9 \%$ |
| Others | 1,817 | 3,027 | $-40.0 \%$ | 4,219 | 5,251 | $\mathbf{- 1 9 . 7 \%}$ |
| Gross Revenue | $\mathbf{3 4 8 , 0 9 0}$ | $\mathbf{3 0 2 , 2 0 6}$ | $\mathbf{1 5 . 2 \%}$ | $\mathbf{1 , 0 0 3 , 5 9 9}$ | $\mathbf{8 5 2 , 5 2 6}$ | $\mathbf{1 7 . 7} \%$ |

Parking Revenue
In 3Q13, parking revenue rose by $\mathrm{R} \$ 11.4$ million or $25.2 \%$ from the year-ago period to reach $\mathrm{R} \$ 56.8$ million. This growth was due to the higher number of parking operations resulting from the acquisition and opening of new malls and to the increases in vehicle flow.

In the quarter, parking NOI was $\mathrm{R} \$ 48.2$ million, increasing by $\mathrm{R} \$ 10.2$ million or $26.9 \%$, with margin of $84.9 \%$.

## Transfer Fees

Transfer fees amounted to $\mathrm{R} \$ 2.8$ million in the quarter and $\mathrm{R} \$ 9.0$ million in 9M13.

## Service Revenue

In 3Q13, revenue from services amounted to $\mathrm{R} \$ 23.6$ million, increasing by $15.2 \%$ or $\mathrm{R} \$ 3.1$ million from the year-ago period.


## Mall \& Media

We recorded revenue of $R \$ 36.0$ million in $3 Q 13$, or $R \$ 6.4$ million higher than in the same period last year. Mall \& Media continues to increase its share in rent revenue, registering one of the strongest growths in the revenue line. Economies of scale and portfolio expansion continue to strengthen BRMALLS on this front, consolidating the brand as a strong communication vehicle. In 3Q13, Mall \& Media revenue accounted for $10.3 \%$ of total gross revenue, with this share increasing 50 bps from $9.8 \%$ in the year-ago period.

- Parking

■ Services
■ Key Money
■ Others

- Transfer Fee

Gross Revenues Breakdown 3Q13 - Adjusted Financial Information


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## Net Revenues:

In 3Q13, net revenue was $\mathrm{R} \$ 322.4$ million, increasing by $15.8 \%$ or $\mathrm{R} \$ 44.1$ million from 3Q12.

Costs:

Net Revenues Growth (R\$ thousand) Adjusted Financial Information


Rent and service costs reached $\mathrm{R} \$ 25.6$ million in the third quarter of the year. Malls opened or acquired in the last 12 months accounted for $6.5 \%$ of total costs. In line with our focus of reducing costs, the company recorded an increase of $8.0 \%$, a lower growth compared to the gross revenue increase of $15.2 \%$. The main cost variations were due to:

## Personnel Costs

Personnel costs increased by $14.7 \%$ to $\mathrm{R} \$ 7.5$ million, in line with gross revenue growth. The increase was largely due to the increase in the number of malls as well as to auditing efforts, which accounted for $44.6 \%$ of overage rent revenue.

Common Costs
Although we increased our total GLA by $8.4 \%$, common costs decreased by $1.5 \%$ or $\mathrm{R} \$ 0.1$ million in the quarter to $\mathrm{R} \$ 7.1$ million. We continue to observe improvements in this line given the greater efficiency in common costs due to the use of the company's scale.

## NOI:

NOI was $\mathrm{R} \$ 299.1$ million in the third quarter of 2013, increasing by $16.4 \%$ or $\mathrm{R} \$ 42.1$ million from 3Q12. NOI margin stood at $92.2 \%$ in the period, expanding by 90 bps on 3Q12, the biggest margin in BRMALLS history. In the first nine months of the year, NOI was $\mathrm{R} \$ 854.2$ million, increasing by $18.7 \%$ or $\mathrm{R} \$ 134.3$ million in the period. The 42 malls managed by the company, in which we hold an average ownership interest of $65.3 \%$, accounted for $90.9 \%$ of total NOI in the quarter.


| NOI Reconciliation (R\$ thousand) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 3Q12 | \% | 9M13 | 9M12 | \% |
| Gross Revenue | 348,090 | 302,206 | 15.2\% | 1,003,599 | 852,526 | 17.7\% |
| (-) Services | $(23,602)$ | $(20,489)$ | 15.2\% | $(68,014)$ | $(62,457)$ | 8.9\% |
| (-) Costs | $(25,571)$ | $(23,673)$ | 8.0\% | $(81,554)$ | $(68,126)$ | 19.7\% |
| (+) Araguaia Debenture | 2,388 | 1,191 | 100.5\% | 6,724 | 4,052 | 65.9\% |
| (-) Presumed Credit PIS/COFINS | $(2,161)$ | $(2,160)$ | 0.1\% | $(6,561)$ | $(6,119)$ | 7.2\% |
| NOI | 299,144 | 257,076 | 16.4\% | 854,194 | 719,877 | 18.7\% |
| Margin \% | 92.2\% | 91.3\% | 0.9\% | 91.3\% | 91.1\% | 0.2\% |

NOI* and Total Tenants' Sales by Mall (RS million) - Adjusted Financial Information

|  | N013Q13 | Sales 3Q13 | Nol9M13 | Sales 9M13 |
| :---: | :---: | :---: | :---: | :---: |
| 1 Plaza Niteroi | 27,182 | 221,282 | 76,716 | 600,691 |
| 2 Shopping Tijuca | 23,643 | 193,503 | 68,329 | 548,756 |
| 3 NorteShopping | 21,279 | 336,205 | 59,071 | 956,437 |
| 4 Shopping Tamboré | 15,528 | 138,777 | 45,155 | 399,346 |
| 5 Center Shopping Uberlândia | 13,912 | 146,737 | 37,631 | 409,793 |
| 6 Catuai Shopping Londrina | 11,262 | 138,545 | 35,268 | 409,829 |
| 7 Shopping Recife | 10,837 | 318,915 | 31,624 | 917,096 |
| 8 Shopping Villa Lobos | 10,370 | 145,901 | 27,954 | 431,844 |
| 9 Shopping Metôo Sta Cruz | 9,539 | 93,601 | 28,530 | 272,162 |
| 10 Mooca Plaza Shopping | 9,462 | 106,204 | 27,564 | 302,113 |
| Others | 146,129 | 3,405,560 | 416,354 | 9,653,581 |
| Total | 299,144 | 5,445,230 | 854,194 | 14,001,648 |

* NOI considers straight-lining effects

Same-property NOI in the quarter grew by 12.0\% from the same period in 2012.

Same Mall NOI Growth (R\$ thousand) Adjusted Financial Information


## Sales, General and Administrative Expenses:

The increase in expenses in the quarter is mainly explained by the following factors:

## Sales Expenses

Selling expenses increased by $\mathrm{R} \$ 1.7$ million from 3Q12. The expenses were impacted by the leasing progress in our projects, by the opening of Natal's expansion, compared to no opening in 3Q12, which contributed to an increase of $61.4 \%$ in the straightlined key money. Also due to our efforts in increasing the mall \& media revenue line, which grew $21.5 \%$ in the quarter.

## General and Administrative Expenses

General and administrative expenses amounted $\mathrm{R} \$ 37.6$ million in the third quarter of 2013, mainly explained by the collective wage agreement, increase of our portfolio in the last 12 months and increase of the number of malls in our shared service center. Furthermore, we structured regional teams with the objective of reducing the headcount at the mall level and gaining efficiency. Additionally, we also initiated a project with IBM that aims to optimize our back-office operation, centralizing processes. Both initiatives increase cost in the short term, however, will contribute towards an increase in productivity and gains of scale in the mid and long term.

## Depreciation and Amortization:

In view of the adoption of the accounting directives in accordance with Instruction 603 issued by the Securities and Exchange Commission of Brazil (CVM), we no longer depreciate our investment properties, which are appraised at fair value. We also no longer amortize the goodwill generated by acquisitions. The only depreciation expense relates to buildings, improvements, equipment and facilities of the administrative office that does not generate significant impacts for analysis.

In 3Q13, expenses with depreciation were $\mathrm{R} \$ 0.1$ million, in line with the same quarter last year. We also recorded an amortization expense of $\mathrm{R} \$ 2.3$ million in 3Q13.

## Other Operational Revenues

In 3Q13, other operating income totaled $R \$ 62.7$ million. The main impacts on this line were the positive variation in the fair value of our investment properties due to the opening of the expansion of Natal Shopping.

## Investment Properties

Investment properties are represented by land and buildings held to earn rentals and / or for capital appreciation. Investment properties are recognized at their fair value. The evaluations were made by experts using internal proprietary model considering the history of profitability and discounted cash flow at market rates. At least twice a year, at the reporting dates, changes are assessed in the amounts recognized. Changes in fair value are recognized directly in income.

In each quarter, the company has a process of monitoring if there were events that indicate if the fair value estimates need revision, such as the opening of development projects, acquisition or sale of interest in malls, significant variations in the performances of the malls compared to budget, changes in the macroeconomic environment, among others. If such indications are identified, the company adjusts estimates reflecting any variations in the results of each period.

## EBITDA:

In the 3Q13 EBITDA reached R\$312.5 million, increasing 40.8\% when compared to 3Q12. Adjusted EBITDA in 3Q13 was $R \$ 259.0$ million, increasing $16.1 \%$ or $R \$ 35.9$ million from $R \$ 223.1$ million in $3 Q 12$. Adjusted EBITDA margin amounted $80.3 \%$ in 3Q13.

| Adjusted EBITDA Growth (RS thousand) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q13 | 3 Q12 | \% | $9 \mathrm{M13}$ | $9 \mathrm{M12}$ | \% |
| Net Revenue | 322,437 | 278,363 | 15.8\% | 927,778 | 787,759 | 17.8\% |
| (-) Costs and Expenses | $(75,064)$ | (57,712) | 30.1\% | $(220,245)$ | $(170,829)$ | 28.9\% |
| (+) Depreciation and Amortization | 2,427 | $(1,906)$ | -227.3\% | 7,502 | 3,497 | 114.5\% |
| ( + ) Other Operating Revenues | 62,654 | 3,136 | 1897.9\% | 413,774 | 756,910 | -45.3\% |
| EBITDA | 312,454 | 221,881 | 40.8\% | 1,128,809 | 1,377,338 | -18.0\% |
| (-) Investment Property | $(55,808)$ | - |  | $(403,928)$ | $(737,876)$ | -45.3\% |
| (+)Aruaguaia Debenture | 2,388 | 1,191 | 100.5\% | 6,724 | 4,052 | 65.9\% |
| Adjusted EBITDA | 259,034 | 223,072 | 16.1\% | 731,605 | 643,514 | 13.7\% |
| Margin \% | 80.3\% | 80.1\% | 0.2\% | 78.9\% | 81.7\% | -2.8\% |

## Adjusted EBITDA Growth ( $\mathrm{R} \$$ thousand) - Adjusted Financial Information



Financial Result:

In this quarter, the company recorded a net financial expense of $\mathrm{R} \$ 126.3$ million, compared to the net financial expense of R $\$ 91.5$ million in 3Q12. Financial income in the quarter was $\mathrm{R} \$ 186.8$ million, while the financial expense was $\mathrm{R} \$ 313.0$ million. These expenses were mainly impacted by exchange variation and the adjustment to market value of swap instruments. Excluding the noncash effects of exchange variation and the adjustment of swaps to market value, the Company posted a net financial expense of $\mathrm{R} \$ 92.8$ million in 3Q13. The main factors impacting net financial expenses in the period follow:

## Exchange Variation

During the third quarter of 2013, the U.S dollar marked by ptax appreciated by approximately $1 \%$. This appreciation contributed to a noncash financial expense of $\mathrm{R} \$ 17.6$ million on the principal of the perpetual bonds.

| Financial Result (RS thousand) -Adjusted Financial Information |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | $3, Q 13$ | $3 Q 12$ | $\%$ | $9 M 13$ | $9 M 12$ | $\%$ |
| Financial Investments | 10,094 | 16,181 | $-37.6 \%$ | 33,464 | 41,100 | $-18.6 \%$ |
| FXVariation | 54,255 | 17,221 | $215.0 \%$ | 103,309 | 100,736 | $2.6 \%$ |
| Swap Curve | 81,954 | 33,777 | $142.6 \%$ | 420,723 | 169,972 | $147.5 \%$ |
| Swap mark to market | 36,796 | 42,527 | $-13.5 \%$ | 137,184 | 164,105 | $-16.4 \%$ |
| Others | 3,658 | 3,249 | $12.6 \%$ | 12,721 | 6,837 | $86.1 \%$ |
| Total | 186,757 | 112,956 | $65.3 \%$ | 707,401 | 482,751 | $46.5 \%$ |
| Expenses | 3013 | $3 Q 12$ | $\%$ | $9 M 13$ | $9 M 12$ | $\%$ |
| Interest | $(106,877)$ | $(102,174)$ | $4.6 \%$ | $(340,747)$ | $(297,036)$ | $14.7 \%$ |
| FXVariation | $(71,809)$ | $(13,284)$ | $440.6 \%$ | $(198,178)$ | $(170,386)$ | $16.3 \%$ |
| Swap Curve | $(77,004)$ | $(38,310)$ | $101.0 \%$ | $(386,615)$ | $(158,243)$ | $144.3 \%$ |
| Swap mark to market | $(52,707)$ | $(46,161)$ | $14.2 \%$ | $(183,416)$ | $(152,302)$ | $20.4 \%$ |
| Others | $(4,618)$ | $(4,534)$ | $1.8 \%$ | $(17,285)$ | $(11,550)$ | $49.7 \%$ |
| Total | $(313,015)$ | $(204,463)$ | $53.1 \%$ | $(1,126,241)$ | $(789,517)$ | $42.6 \%$ |
| Financial Result | $(126,258)$ | $(91,507)$ | $38.0 \%$ | $(418,841)$ | $(306,767)$ | $36.5 \%$ |
| Cash Financial Result | $(92,793)$ | $(91,810)$ | $1.1 \%$ | $(277,740)$ | $(248,920)$ | $11.6 \%$ |

Expenses Related to Adjustment of Swaps to Market Value

Income from swap instruments amounted to $\mathrm{R} \$ 36.8$ million, decreasing 13.5\%, while expenses with swap instruments were $\mathrm{R} \$ 52.7$ million, increasing $14,2 \%$. The net result of this line was a financial expense of $\mathrm{R} \$ 15.9$ million. The main negative impact on this line was the deterioration in the market value of swaps pegged to the U.S. dollar.

## Net Income:

Net income in the third quarter of 2013 amounted to $\mathrm{R} \$ 90.8$ million, which represents earnings per share of $\mathrm{R} \$ 0.20$ in the period.

Throughout the quarter, net income was impacted by noncash effects such as: the impact of exchange variation on the principal of the perpetual bonds and the reappraisal of investment properties. Considering these noncash effects, adjusted net income in 3Q13 was $\mathrm{R} \$ 128.4$ million, increasing $\mathrm{R} \$ 31.3$ million or $32.2 \%$ on the year-ago period.

| Adjusted Net Income Reconciliation (R\$ thousand) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q13 | 3Q12 | \% | 9M13 | 9M12 | \% |
| Net Income | 90,836 | 100,702 | -9.8\% | 334,866 | 675,942 | -50.5\% |
| (-) FX Variation | 17,554 | $(3,937)$ | -545.9\% | 94,869 | 69,650 | 36.2\% |
| (+) Swap mark to market | 15,911 | 3,634 | 337.8\% | 46,232 | $(11,803)$ | -491.7\% |
| (-) Non-cash taxes adjustment | 59,951 | $(3,216)$ | -1964.2\% | 257,902 | 260,135 | -0.9\% |
| (-) Investment Property | $(55,808)$ | - | - | $(403,928)$ | $(737,876)$ | -45.3\% |
| (+) Minority Interest (Investment Prop.) | - | - | - | 10,468 | 41,035 | -74.5\% |
| Adjusted Net Income | 128,444 | 97,184 | 32.2\% | 340,409 | 297,083 | 14.6\% |
| Margin \% | 39.8\% | 34.9\% | 4.9\% | 36.7\% | 37.7\% | -1.0\% |

Adjusted Net Income Growth (R\$ thousand) - Adjusted Financial Information


## Adjusted FFO:

In 3Q13, FFO reached $\mathrm{R} \$ 93.3$ million, compared to $\mathrm{R} \$ 98.8$ million in 3 Q12, due to the noncash effects mentioned above. Adjusted FFO, which excludes noncash effects such as exchange variation, gains/losses from the adjustment to market value of swaps and the gain from the reappraisal of investment properties, amounted to $R \$ 130.9$ million in the quarter, increasing 37.4\% from 3Q12. Adjusted FFO margin in 3Q13 was $40.6 \%$.

| FFO Reconciliation (RS thousand) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 3 Q12 | \% | 9M13 | 9M12 | \% |
| Net Income | 90,836 | 100,702 | -9.8\% | 334,866 | 675,942 | -50.5\% |
| (+) Depreciation and Amortization | 2,427 | $(1,906)$ | -227.3\% | 7,502 | 3,497 | 114.5\% |
| FFO | 93,263 | 98,796 | -5.6\% | 342,368 | 679,439 | -49.6\% |
| (+) FX Variation on Perpetual Bond | 17,554 | $(3,937)$ | -545.9\% | 94,869 | 69,650 | 36.2\% |
| (+) Swap mark to market | 15,911 | 3,634 | 337.8\% | 46,232 | $(11,803)$ | -491.7\% |
| (-) Investment Property | $(55,808)$ | - | - | $(403,928)$ | $(737,876)$ | -45.3\% |
| ( + ) Minority Interest (Investment Prop.) | $\cdot$ | - | - | 10,468 | 41,035 | -74.5\% |
| ( + ) Non-cash Taxes Adjustment | 59,951 | $(3,216)$ | - | 257,902 | 260,135 | -0.9\% |
| ( + Other non recurring Operational Revenues | - | - | $\cdot$ | - | $(2,089)$ | $\cdot$ |
| Adjusted FFO | 130,871 | 95,278 | 37.4\% | 347,911 | 298,492 | 16.6\% |
| Margin \% | 40.6\% | 34.2\% | 6.4\% | 37.5\% | 37.9\% | -0.4\% |



CAPEX:

The company invested $\mathrm{R} \$ 172.1$ million over the course of the quarter, which was allocated as follows:

Greenfield Projects
A total of $\mathrm{R} \$ 83.3$ million was invested in the period in ongoing greenfield projects, mostly in Shopping Contagem, which is scheduled to open in 4Q13.

Others
We also invested R $\$ 2.0$ million in internal systems and processes.

## Expansions and Renovations

We invested a total of $\mathrm{R} \$ 86.8$ million during 3Q13, primarily in our expansion pipeline, with a large portion invested in the expansions of Natal Shopping and Shopping Rio Anil, both which opened recently.

[^1]Cash and Debt (Adjusted Financial Information):

At the end of 3Q13, gross debt stood at $\mathrm{R} \$ 4,679.9$ million, decreasing by $0.5 \%$ or $R \$ 43.9$ million from 2Q13. Our average cost of debt was IGP-M + 5.0\% p.a.

BRMALLS cash position at the end of the third quarter of 2013 was $R \$ 373.1$ million, decreasing $37.6 \%$ from $\mathrm{R} \$ 598.2$ million in the second quarter of 2013. Our cash position had an average remuneration of $102.7 \%$ of CDI.

We ended the 3Q13 with a net debt of $R \$ 4,306.9$ million. The debt profile continues to be characterized as long-term (87.4\% of the total), given that the profile of new funding was similar to the existing debt.

In 3Q13, we renegotiated an additional $\mathrm{R} \$ 435.2$ million of our debt, reducing the average interest rate from TR $+11.16 \%$ to TR $+9.80 \%$ and increasing the total amount refinanced since 2 H 12 to $\mathrm{R} \$ 2.1$ billion. The NPV generated by this negotiation was $\mathrm{R} \$ 18.0$ milion.

| Main Indicators (R\$ thousand) |  |  |
| :---: | :---: | :---: |
|  | 3Q13 | 2Q13 |
| Cash Position | 373,059 | 598,201 |
| Average Remuneration | 102.7\% | 101.7\% |
| Gross Debt (R\$ thousand) | 4,679,937 | 4,723,857 |
| Duration (years) | 10.9 | 11.1 |
| Average Cost | IGPM + 5,0\% | IGPM + 5,6\% |
| Net Debt | 4,306,878 | 4,125,656 |
| Net Debt / annualized EBITDA | 3.45 | 1.73 |
| Net Debt / annualized Adjusted EBITDA | 4.16 | 4.12 |
| Net Debt (ex-perpetuals) / annualized EBITDA | 2.69 | 1.34 |
| Net Debt (ex-perpetuals)/ annualized Adjusted EBITDA | 3.24 | 3.19 |
| Gross Debt / EBITDA adjusted annualized | 4.52 | 4.72 |
| FFO 12M / Gross Debt | 0.30 | 0.42 |
| AFFO 12M / Gross Debt | 0.10 | 0.13 |
| Financial Net Debt / Adjusted EBITDA 12M | 1.83 | 1.88 |

Debt Indices (\% of the total)


Exposure over the next 5 yearas by Index (Debt and Swaps)


Debt Amortization Schedule ( $\mathbf{R} \$$ million) - Adjusted Financial Information


NOI* per m ${ }^{2}$

NOI per m²
The mall portfolio registered average monthly NOI per $\mathrm{m}^{2}$ of $\mathrm{R} \$ 109.6 / \mathrm{m}^{2}$ in 3Q13, increasing $5.5 \%$ from $3 Q 12$. Considering the top 10 most representative malls in terms of NOI , average NOI per $\mathrm{m}^{2}$ increased by $10.6 \%$ to R\$152/month.

Rent per m²
In the third quarter of 2013, rent per $\mathrm{m}^{2}$, including straightlining effects, increased by $2.8 \%$ to a monthly average of $\mathrm{R} \$ 91 / \mathrm{m}^{2}$. Considering the 10 most important malls in terms of NOI, growth was $8.7 \%$, for a monthly average of $\mathrm{R} \$ 124 / \mathrm{m}^{2}$.

## Occupancy Rate

The occupancy rate of our malls remains high, averaging $97.6 \%$ of total GLA in the quarter, compared to $97.7 \%$ in 2Q13. Excluding the malls acquired and opened in the last 12 months, the occupancy rate was $97.8 \%$. Of the 51 malls in which the Company held interests, 24 recorded occupancy rates of over 99\% of GLA in 3Q13.

Late Payments
We ended the third quarter of 2013 with a reduction of 60 bps in late payments ( 30 days) from the same period last year to $3.1 \%$. In relation to 2Q13, the reduction in 3Q13 was 50 bps . Net late payments stood at $0.5 \%$, decreasing 80 bps from 2Q13 and 40 bps from 3Q12, which attests to our operating efficiency and efforts to reduce delinquency.

*Average NOI per $\mathrm{m}^{2}$ considers straight-lining effects.
Rent* ${ }^{*}$ per $\mathbf{m}^{2}$

*Average rent per $\mathrm{m}^{2}$ considers straight-lining effects.

Occupancy (\%)


Late Payments


## Occupancy Cost Breakdown（\％of Sales）



## Occupancy Costs

We continued to show reductions in occupancy cost as a percentage of tenants＇ sales．In 3Q13，the occupancy cost decreased by 50 bps from 3Q12 to 10．2\％． The percentage of occupancy costs allocated to common and marketing costs decreased 70 bps ，while the rent portion increased 20 bps，in line with our efforts to reduce common costs for tenants and replace them with rent increases，helping to keep tenants healthy while benefiting our revenues．

Indicators Evolution

|  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SSS（\％） | 3Q11 | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 |
| SSR（\％） | $8.3 \%$ | $8.8 \%$ | $9.1 \%$ | $7.0 \%$ | $6.2 \%$ | $7.6 \%$ | $7.5 \%$ | $6.2 \%$ | $8.1 \%$ |
| Sales $/ m^{2}$ | $14.3 \%$ | $15.2 \%$ | $11.3 \%$ | $8.1 \%$ | $9.0 \%$ | $10.2 \%$ | $11.1 \%$ | $8.3 \%$ | $9.3 \%$ |
| Rent $/ m^{2}$ | 1,013 | 1,324 | 1,002 | 1,071 | 1,064 | 1,425 | 1,167 | 1,145 | 1,189 |
| NOI $/ \mathrm{m}^{2}$ | 88 | 102 | 89 | 88 | 89 | 102 | 85 | 91 | 91 |
| Occupancy Cost（\％Sales ） | 101 | 117 | 100 | 103 | 104 | 123 | 100 | 109 | 110 |
| Late Payments（30 days） | $10.3 \%$ | $9.6 \%$ | $11.2 \%$ | $10.7 \%$ | $10.7 \%$ | $10.1 \%$ | $11.3 \%$ | $10.5 \%$ | $10.2 \%$ |
| Net Late Payments | $3.4 \%$ | $3.9 \%$ | $4.6 \%$ | $4.0 \%$ | $3.7 \%$ | $3.2 \%$ | $4.3 \%$ | $3.6 \%$ | $3.1 \%$ |
| Occupancy（\％） | $0.8 \%$ | $0.8 \%$ | $2.1 \%$ | $1.2 \%$ | $0.9 \%$ | $0.9 \%$ | $1.8 \%$ | $1.3 \%$ | $0.5 \%$ |

## Sales Performance:

In 3Q13, the portfolio registered total sales of $\mathrm{R} \$ 5.2$ billion, an increase of $11.5 \%$ from $\mathrm{R} \$ 4.7$ billion in the same period a year earlier. Same-store sales (SSS) grew by $8.1 \%$ in the third quarter 2013. The result was led by leisure stores, which recorded growth rates of $13.1 \%$.


In terms of income class, shopping malls targeting the upper-middle and middle class segments recorded the highest sales figures, with SSS growth rates when compared to 3Q12 of $9.2 \%$ and $8.1 \%$, respectively. SSS growth in these segments was led by the malls Estação BH and Mooca Plaza Shopping, which registered SSS growth rates of $27.1 \%$ and $19.0 \%$, respectively.

Same Store Sales per Segment (3Q13 versus 3Q12)
Anchor Megastore Satellites Leisure

The North region led the SSS growth, with a $12.9 \%$ increase from the year-ago period. The malls Capim Dourado and Amazonas posted excellent SSS growth rates of $18.0 \%$ and $8.9 \%$, respectively. The Southeast region, our most representative in terms of NOI, posted SSS growth of $8.0 \%$.


## Leasing Activities:

Over the course of 3Q13, we registered leasing spreads for new contracts and for contract renewals at existing malls of $20.5 \%$ and $23.3 \%$, respectively. The company continues to record healthy leasing spread levels due to its low occupancy cost. Shopping malls managed by BRMALLS registered a leasing spread of $21.9 \%$ for new contracts, while malls not managed by us registered $12.2 \%$.

We renewed 169 contracts which represents an increase of 27 stores or $19.0 \%$ from 3Q12. In 3Q13, we leased 231 new stores in existing malls and 106 in development projects.

Considering all three categories (existing malls, malls in expansion and greenfield projects), we signed a total of 506 contracts in 3Q13. In terms of GLA, we leased a total of 80.9 thousand $\mathrm{m}^{2}$ in 2013.

Over the next six months, we expect to renew 6.6\% of our total GLA.

New Contracts Leasing Spread (\%)


Contract Renewals (\% of GLA)
33.1\%


Contract Maturity Schedule (\% of GLA)


## Acquisitions:

The NOI from malls acquired since the beginning of BRMALLS in the quarter continued to outperform the feasibility studies formulated at the time of their acquisition. NOI in the quarter was $\mathrm{R} \$ 182.2$ million, $18.6 \%$ higher than the $\mathrm{R} \$ 153.6$ million projected for the period.

Expansion Projects:


These expansion projects will require investments of $\mathrm{R} \$ 59.7$ million (BRMALLS's share), $41.3 \%$ of which had been disbursed by the end of 3Q13. The project timetables and budgets remain on schedule. We will continue to analyze opportunities for creating value at our existing assets.

Currently we have 8 expansion projects, which will add a total GLA of 86.8 thousand $\mathrm{m}^{2}$ and owned GLA of 47.3 thousand $\mathrm{m}^{2}$, expanding our current portfolio by $5.3 \%$ and $5.0 \%$, respectively. Also, we are adding four expansions: Capim Dourado, Sete Lagoas, Recife and NorteShopping.


[^2]
## Natal Shopping Expansion

Throughout the third quarter we announced the opening of Natal Shopping's expansion, located along the BR-101, Natal Shopping opened in 1992, as the first mall in the city and was acquired by BRMALLS in 2007. The area where the mall is located is one of the most prosperous of the city; the south zone is the fastest growing region today. The mall went through several renovations and attracts not only the retailers, as the $A$ and $B$ consumers of the region.

The expansion seeks to strengthen even more the mall and adds 58 stores. The main stores are Ri Happy, Le Lis, Renner, Centauro, Polishop, Vivara, Track \& Field, among others. In addition to the stores, the expansion brought the most modern movie theatre in the city, which contains 6 rooms operated by Cinépolis, all with 3D technology and one VIP. A total of 871 parking spaces were also added to meet the malls high demand. With this expansion, the total and owned GLA of the mall increase in $54.7 \%$ to 27.0 thousand $\mathrm{m}^{2}$ and 13.5 thousand $\mathrm{m}^{2}$, respectively. We also concluded a retrofit project in the mall, in which we renewed the floor, lining, lighting, façade and the deck parking.

We estimate the expansion will generate approximately $\mathrm{R} \$ 9.5$ million of stabilized NOI for BRMALLS. The real and unleveraged IRR for the project is $18 \%$.


## Rio Anil Expansion

In 31st of October, we opened the expansion of Rio Anil Shopping, located in the city of São Luís, state of Maranhão.
The mall is located in one of the most populous areas of São Luís, at the intersection of two of its busiest avenues (Av. Jerônimo de Albuquerque and Av. São Luis Rei de França). This privileged location contributes to a quick and easy access to the mall.

The mall's occupancy rate reached $100.0 \%$ in the 3 Q13 and high levels of leasing spread, which represents a high demand from tenants in the mall. Also, sales $/ \mathrm{m}^{2}$ in 3Q13 when compared to 3Q12 increased $16.6 \%$.

We opened the expansion of Rio Anil on schedule and on budget. The expansion aims to redevelop the asset and add a total of 91 stores. The main stores include Ri Happy, Le Biscuit, Nagem, Arezzo, Renner, TNG, Cattan, among others. Also, 550 parking spaces were added, to meet the mall's high demand. With the expansion, 11.5 thousand $\mathrm{m}^{2}$ of total GLA and 5.7 thousand $\mathrm{m}^{2}$ of owned GLA were added to the mall, which represents an increase of $43.6 \%$, raising the total GLA of the mall to 37.8 thousand $\mathrm{m}^{2}$.

We estimate this project will generate stabilized NOI of $\mathrm{R} \$ 6.7$ million for BRMALLS. The project's real and unleveraged IRR is 21.0\%.


## Capim Dourado Expansion

Opened in 2007, Shopping Capim Dourado is located in the city of Palmas, state of Tocantins. The city has 250 thousand inhabitants and a population growth rate of $3.6 \%$ per year. On the surroundings of Palmas, there are four cities (Miracema do Tocantins, Paraíso, Porto Nacional e Aparecida) which are considered in the mall's area of influence.

In 3Q13 the mall had strong indicator such as: $17.1 \%$ of SSS, being $13.1 \%$ from satellite stores.
The expansion will add 7.9 thousand $\mathrm{m}^{2}$ of total GLA, increasing the total and owned GLA of the mall to 36.9 thousand $\mathrm{m}^{2}$, an increase of $27.0 \%$. As we noticed to the market when we acquired the mall, there was the possibility of expansion in this asset. The opening is expected on 2Q15.

We estimate this project will generate stabilized NOI of $\mathrm{R} \$ 8.2$ million for BRMALLS. The project's real and unleveraged IRR is 15.1\%.

## Sete Lagoas Expansion

Opened in October 2010, Shopping Sete Lagoas is located at 65 km from Belo Horizonte, has an area of influence that covers 19 counties or 400 thousand consumers, in which $47 \%$ are from medium and medium high classes. The consumption potencial of the area of influence is approximately $\mathrm{R} \$ 1$ billion per year.

In 3Q13 the mall had strong indicator such as: $10.7 \%$ of SSS, being $9.5 \%$ from satellite stores and a SSR of $17.9 \%$.
The expansion will add 1.5 thousand $\mathrm{m}^{2}$ of total GLA and 1.1 thousand $\mathrm{m}^{2}$ of owned GLA, respectively, totaling 17.9 thousand $\mathrm{m}^{2}$ of total GLA and 12.6 thousand $\mathrm{m}^{2}$ of owned GLA, an increase of $9.3 \%$. The expansion is expected to open on 4Q13 and will add two stores, Lojas Americanas and Eletrosom.

We estimate this project will generate stabilized NOI of $\mathrm{R} \$ 505.6$ thousand for BRMALLS. The project's real and unleveraged IRR is $16.3 \%$.

## Recife Expansion

Opened in October 7, 1980, Shopping Recife was the first mall in the state of Pernambuco and it is currently a benchmark in the Northeast region as it is considered one of the largest shopping centers in the country and in Latin America, after going through expansions throughout the three decades of operation.

With an excellent location, the mall is five minutes away from Recife International Airport and six blocks from the beach of Boa Viagem, with an easy access to major roads in Recife.

In 3Q13 the mall had strong indicator such as: 98.9\% of occupancy rate, sales $/ \mathrm{m}^{2}$ and rent $/ \mathrm{m}^{2}$ at $\mathrm{R} \$ 1,549.2 / \mathrm{m}^{2}$ and $R \$ 117.2 / \mathrm{m}^{2}$, respectively and $24.9 \%$ of renewal leasing spreads.

The expansion will add 2.9 thousand $\mathrm{m}^{2}$ of total GLA, totaling 71.6 thousand $\mathrm{m}^{2}$ of total GLA and 22.2 thousand $\mathrm{m}^{2}$ of owned GLA, an increase of $4.3 \%$. The expansion aims to expand the existing movie theatre in the mall, adding 3D VIP rooms and an IMAX room, the first in the city, as well as two restaurants, Outback and Camarada. The expansion is expected to open on 1Q14.

We estimate this project will generate stabilized NOI of $R \$ 604.8$ thousand for BRMALLS. The project's real and unleveraged IRR is $14 \%$.

## NorteShopping Expansion

NorteShopping was the first large commercial venture opened in Zona Norte of Rio de Janeiro in 1986. In January 2007, the mall went through a big expansion: Pátio NorteShopping, which has a different concept in shopping in Brazil, called "Lifestyle Center".

In 2009, NorteShopping opened its third expansion and in 2011, the fourth. Thus, NorteShoping is one of the most complete malls in the region.

In 3Q13 the mall had strong indicator such as: 99.9\% of occupancy rates, sales $/ \mathrm{m}^{2}$ at $\mathrm{R} \$ 1,506.0 / \mathrm{m}^{2}, 11.3 \%$ of SSR and $26.8 \%$ of renewal leasing spreads. The late payments were $1.6 \%$, below the company indicator.

The expansion will add 14.6 thousand $\mathrm{m}^{2}$ of total and owned GLA, totaling 92.5 thousand $\mathrm{m}^{2}$ of total GLA and 72.7 thousand $\mathrm{m}^{2}$ of owned GLA, an increase of $18.8 \%$, which will raise the level of the mall and contribute to its consolidation as one of the largest mall in Latin America. The expected opening date is 2016.


## Development:

In this quarter, given the estimated time for approval, we opted to exit the project in Guarujá and announce four new expasions: Capim Dourado, Sete Lagoas, Recife and NorteShopping. When opened, these expansions will add 24.5 thousand $\mathrm{m}^{2}$ of owned GLA to our portfolio, representing a net gain of 4.9 thousand $\mathrm{m}^{2}$ with the change in projects, besides strengthining some of our key malls.

There are currently 4 assets in the pipeline of projects under development. The list of projects includes: Shopping Contagem, Catuaí Shopping Cascavel, Shopping Vila Velha and Cuiabá Plaza Shopping.

The opening of these 4 greenfield projects will add 177.5 thousand $\mathrm{m}^{2}$ in total GLA and 112.7 thousand $\mathrm{m}^{2}$ in owned GLA, expanding the portfolio by $10.7 \%$ and $11.8 \%$, respectively. Considering the expansion and greenfield projects in progress, we estimate an increase of $16.0 \%$ and $16.7 \%$ in total and owned GLA, respectively. The total investment to be made by the company amounts to $\mathrm{R} \$ 676.8$ million, $36.4 \%$ of which was already disbursed in 2013. The average interest held by the Company in the projects is $63.5 \%$ and, once opened, we expect them to generate owned stabilized NOI of $\mathrm{R} \$ 118.8$ million for BRMALLS.

Owned GLA to be added by Developments and
Expansions
Greenfield Gross Capex Schedule ( $\mathrm{R} \$$ million) ${ }^{2}$


| Greenfield Summary |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Greenfield Summary | Total CLA | \%Ownership | Owned CLA | \%Construction Evolution | Stabilized NO1' R $^{\$}$ million) | Key Money BRMALLS (RS million) | RR(real and <br> unlev.) | Opening Date | Leasing Status |
| Shopping Contagem | 35,585 | 70.0\% | 24,909 | 87.5\% | 30.0 | 16.9 | 16.6\% | 4 T 13 | 86.1\% |
| Shopping Vila Velha | 67,386 | 50.0\% | 33,693 | 55.0\% | 27.9 | 11.8 | 19.8\% | $2 T 14$ | 77.5\% |
| Catuai Shopping Cascavel | 29,967 | 69.0\% | 20,662 | 27.8\% | 19.7 | 13.1 | 14.8\% | 4714 | 77.2\% |
| Cuiabá Plaza Shopping | 44,516 | 75.0\% | 33,387 | 6.0\% | 41.2 | 20.1 | 16.1\% | 2015 | 0.0\% |
| Total | 177,454 | 63.5\% | 112,652 |  | 118.8 | 61.9 |  |  |  |

[^3]
## Shopping Contagem

With its opening expected for 4Q13, construction of Shopping Contagem is on schedule, having $87.5 \%$ of the construction completed. We continue to observe high leasing activity at the mall, with $86.1 \%$ of its GLA already committed, with stores including Playland, Ri Happy, Luigi Bertolli, Youcon, C\&A, Nike, Cineart, Supermercado Supernosso, Lojas Americanas, Renner, Marisa and Riachuelo.

We estimate that once opened, the mall will add to our portfolio 35.6 thousand $\mathrm{m}^{2}$ in total GLA and 24.9 thousand $\mathrm{m}^{2}$ in owned GLA. We expect the mall to generate stabilized NOI of $\mathrm{R} \$ 30.0$ million and a real and unleveraged IRR of $16.6 \%$.

Contagem is the second largest city in the state of Minas Gerais due to its strong industrial park. According to IBGE, the city has a population of 610 thousand inhabitants, formal employment increased by $4.9 \%$, above the national average of $4.4 \%$ and the city has a GDP per capita of $R \$ 24,070$.

The development will be a regional mall, attracting the local and surrounding population, covering an influence area that has a population of 505 thousand inhabitants with an average monthly income of $R \$ 3,130$. Located just 8 minutes from Lagoa da Pampulha, the location is strategic given that it is close to the BR-040 highway, and there are no other malls in the area of influence.

## Case Study Mooca

In 2011, Mooca Plaza Mall was the largest greenfield opened in Brazil. After its opening, in November, BRMALLS team stamped their culture and the company's strength of scale to rapidly optimize the mall's performance.

Mooca Plaza Shopping is located in Rua Capitão Pacheco and Chaves, an important route to two districts, Vila Prudente, Ipiranga and Mooca, and has direct access to three routes where 750.0 vehicles pass per month.

With an area of influence covering 1.2 million of consumers, $64 \%$ which belongs to $A$ and $B$ classes. The mall is taking advantage of the strong flow of consumers to increase sales, which increased $17.5 \%$ of SSS throughout the $3^{\text {rd }}$ quarter of 2013. The strong increase in sales has indirectly increased rent, where we can observe an increase of $26.0 \%$ of kiosks leasing spreads for the same period.

In the moment the mall opened, it is expected to generate a stabilized NOI of $\mathrm{R} \$ 35.6$ million, however, just two years after its opening, Mooca Plaza Shopping is expected to generate $\mathrm{R} \$ 37.8$ million, $6.3 \%$ above the stabilized value just in the $2^{\text {nd }}$ year of operation. In this quarter the mall reached $\mathrm{R} \$ 9.5$ million of NOI , a growth of $31.9 \%$ or $\mathrm{R} \$ 2.3$ million, comparing to 3 Q 12 .


## Capital Markets:

BRMALLS' common stock is traded on the Novo Mercado listing segment of the São Paulo Stock Exchange (BM\&FBovespa) under the ticker BRML3. The Company also has a Level 1 ADR program, allowing its shares to be traded on the secondary or over-the-counter market in the United States, under the ticker BRMLL, making its stock available to a greater number of U.S. and international investors. BRMALLS stock is a component of the following stock indexes: Bovespa index (IBOVESPA), Brazil Index 50 ( IBrX 50 ) and Carbon Efficient Index (ICO2).

Regional Shareholder Distribution (09/30/2013)


Investor Profile
We closed 3Q13 with a highly diversified investor base in terms of region of origin. Average daily trading volume was $\mathrm{R} \$ 62.9$ million in the quarter, increasing $8.6 \%$ from $\mathrm{R} \$ 58.0$ million in 2Q12. The average number of trades was 9,582 in 3Q13, increasing 18.8\% from 8,291 in the year-ago period.

| Indices: | Weight |
| :--- | ---: |
|  | $1.60 \%$ |
| BM\&F Ibovespa IBOV | $1.04 \%$ |
| BM\&F Bovespa IBrX-50 | $1.78 \%$ |
| BM\&F Bovespa ICO2 | $0.62 \%$ |
| BM\&F Bovespa IBrX | $1.32 \%$ |
| BM\&F Bovespa IGC | $1.24 \%$ |
| BM\&F Bovespa ITAG | $0.94 \%$ |
| BM\&F Bovespa MLC | $21.19 \%$ |
| BM\&F Bovespa IMOB | $0.87 \%$ |
| iShares MSCI Brazil |  |
| Source: Bloomberg (09/30/2012) |  |

## Stock Performance

BRMALLS stock closed the third quarter quoted at $R \$ 20.10$, increasing $R \$ 0.12$ from the price at the end of 2Q13 of $\mathrm{R} \$ 19.98$. In the same period, the Bovespa Index decreased by 5.8\%.


## Our Portfolio:

At the end of the third quarter of 2013, BRMALLS held interests in 51 shopping malls, which combined have GLA of 1,640.7 thousand $\mathrm{m}^{2}$ and owned GLA of 950.2 thousand $\mathrm{m}^{2}$. It holds an average ownership interest in these malls of $57.9 \%$. The malls in which the Company holds interests of at least $50 \%$ represent $83.6 \%$ of total NOI, with the average interest in these 28 malls standing at $77.5 \%$.

| Mall | State | Total CLA | \% | Owned GLA | Services |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Maceió Shopping | AL | 34,742 | 54.2\% | 18,841 |  |
| Amazonas Shopping | AM | 34,214 | 34.1\% | 11,667 | Manag./ Leasing/CSC |
| Shopping Paralela | BA | 39,802 | 95.0\% | 37,812 | Manag./ Leasing/CSC |
| Goiânia Shopping | GO | 22,252 | 48.4\% | 10,770 | Manag./ Leasing/CSC |
| Araguaia Shopping | GO | 21,758 | 50.0\% | 10,879 | Manag./ Leasing |
| São Luís Shopping | MA | 34,123 | 15.0\% | 5,118 |  |
| Rio Anil | MA | 26,292 | 50.0\% | 13,146 | Manag./ Leasing |
| Center Shopping Uberlândia | MG | 52,686 | 51.0\% | 26,870 | Manag./ Leasing/CSC |
| Shopping Del Rey | MG | 37,032 | 65.0\% | 24,071 | Manag./ Leasing/CSC |
| Minas Shopping | MG | 35,894 | 2.1\% | 764 |  |
| Shopping Estação BH | MG | 33,982 | 60.0\% | 20,389 | Manag./ Leasing/CSC |
| Itaú Power | MG | 32,744 | 33.0\% | 10,805 | Shared Manag./ Leasing |
| Independência Shopping | MG | 23,941 | 83.4\% | 19,967 | Manag./ Leasing/CSC |
| Big Shopping | MG | 17,241 | 13.0\% | 2,241 |  |
| Shopping Sete Lagoas | MG | 16,411 | 70.0\% | 11,488 | Manag./ Leasing/CSC |
| Shopping Campo Grande | MS | 39,213 | 70.9\% | 27,808 | Manag./ Leasing/CSC |
| Shopping Pátio Belém | PA | 20,594 | 13.3\% | 2,739 |  |
| Shopping Recife | PE | 68,627 | 31.1\% | 21,312 | Shared Manag./ Leasing |
| Catuai Shopping Londrina | PR | 63,089 | 65.1\% | 41,071 | Manag./ Leasing/CSC |
| Shopping Estação | PR | 54,716 | 100.0\% | 54,716 | Manag./ Leasing/CSC |
| Londrina Norte Shopping | PR | 32,992 | 70.0\% | 23,094 | Manag./ Leasing/CSC |
| Catuaí Shopping Maringá | PR | 32,329 | 70.0\% | 22,631 | Manag./ Leasing/CSC |
| Shopping Curitiba | PR | 22,920 | 49.0\% | 11,231 | Manag./ Leasing/CSC |
| Shopping Crystal Plaza | PR | 11,934 | 70.0\% | 8,354 | Manag./ Leasing/CSC |
| Norteshopping | RJ | 77,908 | 74.5\% | 58,041 | Manag./ Leasing/CSC |
| West Shopping | RJ | 39,558 | 30.0\% | 11,867 | Manag./ Leasing/CSC |
| Shopping Tijuca | RJ | 35,565 | 100.0\% | 35,565 | Manag./ Leasing/CSC |
| Plaza Niterói | RJ | 44,049 | 100.0\% | 44,049 | Manag./ Leasing/CSC |
| Via Brasil Shopping | RJ | 30,680 | 49.0\% | 15,033 | Manag./ Leasing/CSC |
| Plaza Macaé | RJ | 22,694 | 45.0\% | 10,212 | Manag./ Leasing |
| Ilha Plaza Shopping | RJ | 21,619 | 100.0\% | 21,619 | Manag./ Leasing/CSC |
| Top Shopping | RJ | 18,168 | 35.0\% | 6,359 | Leasing |
| Fashion Mall | RJ | 14,955 | 100.0\% | 14,955 | Manag./ Leasing/CSC |
| Center Shopping | RJ | 13,765 | 30.0\% | 4,130 | Manag./ Leasing/CSC |
| Casa e Gourmet Shopping | RJ | 7,137 | 100.0\% | 7,137 | Manag./ Leasing/CSC |
| Natal Shopping | RN | 26,984 | 50.0\% | 13,492 | Manag./ Leasing |
| Shopping Iguatemi Caxias do Sul | RS | 30,324 | 45.5\% | 13,797 | Manag./ Leasing/CSC |
| Shopping Mueller Joinville | SC | 27,310 | 10.4\% | 2,840 |  |
| Shopping Tamboré | SP | 49,835 | 100.0\% | 49,835 | Manag./ Leasing/CSC |
| Shopping ABC | SP | 46,285 | 1.3\% | 602 | Manag./ Leasing/CSC |
| São Bernardo Plaza Shopping | SP | 42,880 | 60.0\% | 25,728 | Manag./ Leasing/CSC |
| Mooca Plaza Shopping | SP | 41,964 | 60.0\% | 25,178 | Manag./ Leasing/CSC |
| Shopping Metrô Tatuapé | SP | 32,853 | 3.2\% | 1,037 |  |
| Jardim Sul | SP | 30,800 | 60.0\% | 18,480 | Manag./ Leasing/CSC |
| Shopping Granja Vianna | SP | 29,971 | 77.8\% | 23,312 | Manag./ Leasing/CSC |
| Campinas Shopping | SP | 29,698 | 100.0\% | 29,698 | Manag./ Leasing/CSC |
| Shopping Piracicaba | SP | 27,248 | 36.9\% | 10,055 | Manag./ Leasing/CSC |
| Shopping Villa-Lobos | SP | 26,806 | 58.4\% | 15,660 | Manag./ Leasing/CSC |
| Shopping Metrô Santa Cruz | SP | 19,165 | 100.0\% | 19,165 | Manag./ Leasing/CSC |
| Osasco Plaza Shopping | SP | 13,844 | 39.6\% | 5,482 | Leasing |
| Capim Dourado | TO | 29,067 | 100.0\% | 29,067 | Manag./ Leasing |
| Total |  | 1,640,662 | 57.9\% | 950,178 |  |

The company holds a $100 \%$ interest in 10 malls in its portfolio. It currently provides services to 44 of its 51 malls. Of the malls in its portfolio, the Company provides leasing services to 44 and management services to 42, while 35 are served by the Shared Services Center (CSC). The company's malls have over 9.0 thousand stores and receive millions of visitors each year. BRMALLS is the only shopping mall company in Brazil with malls that are located in all five regions of the country and that target all income classes.

## Glossary:

Adjusted EBITDA: EBITDA + Shopping Araguaia profit-sharing debenture revenues - other operating revenues from investment property
Adjusted FFO (Funds From Operations): Adjusted net income (excluding exchange rate variations and Law 11,638 effects) + depreciation + amortization + straight-lining effects - other operating revenues and deferred taxes from investment property

Average GLA (Rent/m² and $\mathrm{NOI} / \mathrm{m}^{2}$ ): Does not include $27,921 \mathrm{~m}^{2}$ of GLA from the Convention Center located in Shopping Estação. In the average GLA used for rent $/ \mathrm{m}^{2}$, we do not consider owned GLA for Araguaia Shopping, since its revenues are recognized via debenture payments.

EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization): refers to gross income - SG\&A + depreciation + amortization.
Gross Leasable Area or GLA: Sum of all areas in a shopping mall that are available for lease, except for kiosks.
Late Payment: Measured on the last day of each month, includes total revenues in that month over total revenues effectively collected in the same month. It does not include inactive stores.

Law 11,638: Law 11,638 was enacted with the purpose of including publicly-held Brazilian companies in the international accounting convergence process. The 4Q08 financial and operating figures will be impacted by certain accounting effects due to the changes arising from Law 11,638/07.

Leasing Spread: Comparison between the average rent for the new contract and the rent charged in the previous contract for the same space.
Leasing Status: GLA that has been approved and/or signed divided by the projects total GLA.
Net Operating Income or NOI: Gross revenue (less service revenue) - costs + and presumed credit PIS/COFINS + Araguaia Debenture.
Occupancy Cost as a Percentage of Sales: Rent revenues (minimum rent $+\%$ overage) + common charges (excluding specific tenant costs) + merchandising fund contributions. (This item should be analyzed from the tenant's point of view.)

Occupancy Rate: Total leased and occupied GLA as a percentage of total leasable GLA.
Owned GLA: GLA multiplied by our ownership stake.
Same Mall NOI: NOI from the exact same properties in which we currently own a stake, proportional to our ownership stake in the property for both periods.

Same store sale (SSS): Sales figures for the same stores that were operating in the same space in both periods.
Same store rent (SSR): Rent figures for the same stores that were operating at the same space in both periods.
Shopping Malls by Income Group (Brazil Criterion): The Brazil Criterion is related to the purchasing power of individuals and families and is defined by IBOPE.

According to this criterion, our malls are divided into four categories:

- Upper: Villa Lobos, Crystal e Fashion Mall;
- Upper-middle: Goiânia, Iguatemi Caxias, Plaza Niterói, Center Shopping Uberlândia, Granja Vianna, Catuaí Londrina, Catuaí Maringá, Mooca, Jardim Sul, Tijuca, Paralela , São Bernardo e Casa e Gourmet;
- Middle: Amazonas, Independência; Campo Grande, Sete Lagoas, Minas, Itaú Power, Estação BH, Plaza Macaé, Londrina Norte, Capim Dourado, Curitiba, Norte Shopping, ABC, Metrô Santa Cruz, Piracicaba, Tamboré, Center Shopping, llha Plaza, Del Rey, Belém, Mueller, São Luís, Recife, Natal, e Iguatemi Maceió;
- Lower-middle: Metrô Tatuapé, BIG, Rio Anil, Campinas Shopping,TopShopping, Osasco, Araguaia, Estação, Via Brasil e West. Tenant Turnover: sum of new contract GLA negotiated in the last 12 months - the GLA variation for unoccupied stores in the last 12 months / average GLA in the last 12 months.


## Income Statement (Quarter):

| Income Statement (R\$ thousand) - Quarter |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  |
|  | 3Q13 | 3Q12 | \% |
| Gross Revenue | 332,927 | 288,641 | 15.3\% |
| Rents | 225,328 | 194,460 | 15.9\% |
| Rent straight-lining | 9,293 | 15,103 | -38.5\% |
| Key Money | 9,381 | 24,447 | -61.6\% |
| Key Money straight-lining | 7,850 | $(12,930)$ | -160.7\% |
| Parking | 52,801 | 41,713 | 26.6\% |
| Transfer Fee | 2,686 | 3,393 | -20.8\% |
| Services Provided | 23,937 | 20,648 | 15.9\% |
| Others | 1,651 | 1,807 | -8.7\% |
| (-)Taxes and Contributions | $(24,917)$ | $(23,181)$ | 7.5\% |
| Net Revenue | 308,010 | 265,460 | 16.0\% |
| Costs | $(22,961)$ | $(21,146)$ | 8.6\% |
| Payroll | $(6,925)$ | $(5,934)$ | 16.7\% |
| Services Provided | $(3,176)$ | $(2,620)$ | 21.2\% |
| Common Costs | $(6,828)$ | $(6,676)$ | 2.3\% |
| Merchandising Costs | $(2,164)$ | $(2,510)$ | -13.8\% |
| Other Costs | $(3,868)$ | $(3,406)$ | 13.6\% |
| Gross Profit | 285,049 | 244,314 | 16.7\% |
| Sales, General and Administrative Expenses | $(47,266)$ | $(35,779)$ | 32.1\% |
| Sales Expenses | $(9,501)$ | $(7,606)$ | 24.9\% |
| Personnel Expenses | $(31,515)$ | $(24,231)$ | 30.1\% |
| Services Hired | $(1,002)$ | $(1,702)$ | -41.1\% |
| Other Expenses | $(5,248)$ | $(2,240)$ | 134.3\% |
| Depreciation | (122) | (122) | -0.3\% |
| Amortization | $(2,348)$ | 1,901 | -223.5\% |
| Financial Income | $(125,752)$ | $(91,654)$ | 37.2\% |
| Financial Revenues | 186,343 | 112,785 | 65.2\% |
| Financial Expenses | $(312,095)$ | $(204,439)$ | 52.7\% |
| Revenue based on Equity Revenue | 45,744 | 8,871 | 415.6\% |
| Other Operational Revenues | 6,848 | 3,206 | 113.6\% |
| Operating Income | 162,153 | 130,737 | 24.0\% |
| Income before Income Taxes and Minority Interest | 162,153 | 130,737 | 24.0\% |
| Income Taxand Social Contribution Provision | $(22,788)$ | $(23,860)$ | -4.5\% |
| Deferred Taxes | $(35,536)$ | 5,968 | -695.4\% |
| Minority Interest | $(12,993)$ | $(12,143)$ | 7.0\% |
| Net Income | 90,836 | 100,702 | -9.8\% |


| IFRS 10/11 Adjustments |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3Q13 | 3Q12 | 3Q13 | 3Q12 | \% |
| 15,163 | 13,565 | 348,090 | 302,206 | 15.2\% |
| 9,837 | 8,573 | 235,165 | 203,033 | 15.8\% |
| 471 | 390 | 9,764 | 15,493 | -37.0\% |
| 1,105 | (196) | 10,486 | 24,251 | -56.8\% |
| (142) | (49) | 7,708 | $(12,979)$ | -159.4\% |
| 3,984 | 3,655 | 56,785 | 45,368 | 25.2\% |
| 77 | 131 | 2,763 | 3,524 | -21.6\% |
| (335) | (159) | 23,602 | 20,489 | 15.2\% |
| 166 | 1,220 | 1,817 | 3,027 | -40.0\% |
| (736) | (662) | $(25,653)$ | $(23,843)$ | 7.6\% |
| 14,427 | 12,903 | 322,437 | 278,363 | 15.8\% |
| $(2,610)$ | $(2,527)$ | $(25,571)$ | $(23,673)$ | 8.0\% |
| (607) | (634) | $(7,532)$ | $(6,568)$ | 14.7\% |
| (391) | (705) | $(3,567)$ | $(3,325)$ | 7.3\% |
| (271) | (533) | $(7,099)$ | $(7,210)$ | -1.5\% |
| (204) | (128) | $(2,367)$ | $(2,638)$ | -10.3\% |
| $(1,138)$ | (526) | $(5,006)$ | $(3,932)$ | 27.3\% |
| 11,817 | 10,376 | 296,866 | 254,690 | 16.6\% |
| 199 | (167) | $(47,067)$ | $(35,945)$ | 30.9\% |
| 37 | (194) | $(9,464)$ | $(7,801)$ | 21.3\% |
| 4 | - | $(31,511)$ | $(24,231)$ | 30.0\% |
| 4 | (21) | (998) | $(1,723)$ | -42.1\% |
| 154 | 49 | $(5,094)$ | $(2,191)$ | 132.5\% |
| - | - | (122) | (122) | 0.0\% |
| 43 | 127 | $(2,305)$ | 2,028 | -213.7\% |
| (506) | 147 | $(126,258)$ | $(91,507)$ | 38.0\% |
| 414 | 171 | 186,757 | 112,956 | 65.3\% |
| (920) | (24) | $(313,015)$ | $(204,463)$ | 53.1\% |
| $(45,744)$ | $(8,871)$ | - | - |  |
| 55,806 | (70) | 62,654 | 3,136 | 1897.9\% |
| 21,615 | 1,543 | 183,768 | 132,280 | 38.9\% |
| 21,615 | 1,543 | 183,768 | 132,280 | 38.9\% |
| $(1,695)$ | $(1,415)$ | $(24,483)$ | $(25,275)$ | -3.1\% |
| $(19,862)$ | (128) | $(55,398)$ | 5,840 | -1048.6\% |
| (58) | 1 | $(13,051)$ | $(12,143)$ | 7.5\% |
| - | - | 90,836 | 100,702 | -9.8\% |


| Income Statement (R\$ thousand) - YTD |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  |
|  | $9 \mathrm{M13}$ | 9 M 12 | \% |
| Gross Revenue | 961,063 | 815,614 | 17.8\% |
| Rents | 652,355 | 551,496 | 18.3\% |
| Rent straight-lining | 30,018 | 43,498 | -31.0\% |
| Key Money | 33,190 | 58,880 | -43.6\% |
| Key Money straight-lining | 14,816 | $(27,435)$ |  |
| Parking | 149,427 | 116,793 | 27.9\% |
| Transfer Fee | 8,611 | 6,411 | 34.3\% |
| Services Provided | 68,929 | 63,034 | 9.4\% |
| Others | 3,717 | 2,937 | 26.6\% |
| (-)Taxes and Contributions | $(73,636)$ | $(62,920)$ | 17.0\% |
| Net Revenue | 887,427 | 752,694 | 17.9\% |
| Costs | $(74,234)$ | $(61,585)$ | 20.5\% |
| Payroll | $(20,833)$ | $(19,451)$ | 7.1\% |
| Services Provided | $(9,595)$ | $(6,393)$ | 50.1\% |
| Common Costs | $(23,933)$ | $(20,184)$ | 18.6\% |
| Merchandising Costs | $(7,839)$ | $(6,812)$ | 15.1\% |
| Other Costs | $(12,034)$ | $(8,745)$ | 37.6\% |
| Gross Profit | 813,193 | 691,109 | 17.7\% |
| Sales, General and Administrative Expenses | $(130,620)$ | $(98,422)$ | 32.7\% |
| Sales Expenses | $(30,692)$ | $(16,305)$ | 88.2\% |
| Personnel Expenses | $(89,841)$ | $(72,820)$ | 23.4\% |
| Services Hired | $(3,202)$ | $(3,748)$ | -14.6\% |
| Other Expenses | $(6,885)$ | $(5,549)$ |  |
| Depreciation | (397) | (367) | 8.2\% |
| Amortization | $(7,201)$ | $(3,138)$ | 129.5\% |
| Financial Income | $(417,621)$ | $(306,518)$ | 36.2\% |
| Financial Revenues | 706,610 | 482,200 | 46.5\% |
| Financial Expenses | $(1,124,231)$ | $(788,718)$ | 42.5\% |
| Revenue based on Equity Revenue | 92,682 | 43,730 | 111.9\% |
| Other Operational Revenues | 311,153 | 727,459 | -57.2\% |
| Operating Income | 661,189 | 1,053,853 | -37.3\% |
| Income before Income Taxes and Minority Interest | 661,189 | 1,053,853 | -37.3\% |
| Income Taxand Social Contribution Provision | $(72,061)$ | $(76,369)$ | -5.6\% |
| Deferred Taxes | $(205,831)$ | $(230,315)$ | -10.6\% |
| Minority Interest | $(48,431)$ | $(71,227)$ | -32.0\% |
| Net Income | 334,866 | 675,942 | -50.5\% |


| IFRS 10/11 Adjustments |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $9 \mathrm{M13}$ | 9M12 | $9 \mathrm{M13}$ | 9M12 | \% |
| 42,536 | 36,912 | 1,003,599 | 852,526 | 17.7\% |
| 27,633 | 23,216 | 679,988 | 574,712 | 18.3\% |
| 1,086 | 1,053 | 31,104 | 44,551 | -30.2\% |
| 3,208 | 765 | 36,398 | 59,645 | -39.0\% |
| $(1,011)$ | (633) | 13,805 | $(28,067)$ | - |
| 11,663 | 10,527 | 161,090 | 127,320 | 26.5\% |
| 370 | 245 | 8,981 | 6,656 | 34.9\% |
| (915) | (577) | 68,014 | 62,457 | 8.9\% |
| 502 | 2,314 | 4,219 | 5,251 | -19.7\% |
| $(2,185)$ | $(1,846)$ | $(75,821)$ | $(64,766)$ | 17.1\% |
| 40,351 | 35,065 | 927,778 | 787,759 | 17.8\% |
| $(7,320)$ | $(6,541)$ | $(81,554)$ | $(68,126)$ | 19.7\% |
| $(1,793)$ | (229) | $(22,626)$ | $(19,680)$ | 15.0\% |
| $(1,167)$ | $(3,106)$ | $(10,762)$ | $(9,499)$ | 13.3\% |
| (992) | $(1,012)$ | $(24,925)$ | $(21,196)$ | 17.6\% |
| (477) | (309) | $(8,316)$ | $(7,121)$ | 16.8\% |
| $(2,891)$ | $(1,885)$ | $(14,925)$ | $(10,630)$ | 40.4\% |
| 33,031 | 28,524 | 846,224 | 719,633 | 17.6\% |
| (569) | (784) | $(131,189)$ | $(99,206)$ | 32.2\% |
| (520) | (211) | $(31,212)$ | $(16,516)$ | 89.0\% |
| 1 | 202 | $(89,840)$ | $(72,618)$ | 23.7\% |
| (28) | (251) | $(3,230)$ | $(3,998)$ | -19.2\% |
| (22) | (524) | $(6,907)$ | $(6,074)$ | - |
| 15 | - | (382) | (367) | 4.1\% |
| 81 | 8 | $(7,120)$ | $(3,130)$ | 127.5\% |
| $(1,219)$ | (248) | $(418,840)$ | $(306,766)$ | 36.5\% |
| 791 | 551 | 707,401 | 482,751 | 46.5\% |
| $(2,010)$ | (799) | $(1,126,241)$ | $(789,517)$ | 42.6\% |
| $(92,682)$ | $(43,730)$ | - | - | - |
| 102,621 | 29,451 | 413,774 | 756,910 | -45.3\% |
| 41,278 | 13,221 | 702,467 | 1,067,074 | -34.2\% |
| 41,278 | 13,221 | 702,467 | 1,067,074 | -34.2\% |
| $(4,874)$ | (353) | $(76,935)$ | $(76,722)$ | 0.3\% |
| $(36,254)$ | $(12,868)$ | $(242,085)$ | $(243,183)$ | -0.5\% |
| (150) | (1) | $(48,581)$ | $(71,227)$ | -31.8\% |
| - | - | 334,866 | 675,942 | -50.5\% |

## Balance Sheet (Assets):

| Balance Sheet (RS thousand) |  |  |  |
| :---: | :---: | :---: | :---: |
| Assets | Accounting Information |  |  |
|  | 3Q13 | 2 Q13 | \% |
| Assets |  |  |  |
| Current Assets |  |  |  |
| Cash and cash equivalents | 40,879 | 29,178 | 40.1\% |
| Accounts receivable | 237,140 | 274,950 | -13.8\% |
| Securities | 316,979 | 562,557 | -43.7\% |
| Swap Variation Receivable | 16,311 | 8,099 | 101.4\% |
| Recoverable taxes | 95,400 | 98,437 | -3.1\% |
| Advances | 29,153 | 30,258 | -3.7\% |
| Other Receivable Accounts | 59,144 | 57,920 | 2.1\% |
| Advanced Expenses | 4,867 | 2,495 | 95.1\% |
| Total | 799,873 | 1,063,894 | -24.8\% |
| Non current Assets |  |  |  |
| Clients | 178,413 | 174,159 | 2.4\% |
| Deposits and Bonds | 44,717 | 43,199 | 3.5\% |
| Securities | 0 | 0 |  |
| Deferred Income Tax and Social Contribution | 87,058 | 91,156 | -4.5\% |
| Swap Variation Receivable | 223,830 | 211,833 | 5.7\% |
| Advances for Future Capital Increases | 42,037 | 41,667 | 0.9\% |
| Other Investments | 462 | 462 | 0.0\% |
| Others | 62 | 63 | -1.6\% |
| Total | 576,579 | 562,539 | 2.5\% |
|  |  |  |  |
| Fixed Assets |  |  |  |
| Investment Property | 16,129,337 | 15,963,423 | 1.0\% |
| Property, Plant and Equipment | 10,313 | 10,435 | -1.2\% |
| Leasing | 0 | 0 |  |
| Deferred | 0 | 0 |  |
| Intangible | 9,854 | 10,242 | -3.8\% |
| Construction Financing | 0 | 0 |  |
| Total | 16,709,071 | 16,514,213 | 1.2\% |
| Total Assets | 18,085,523 | 18,140,646 | -0.3\% |



## Balance Sheet (Liability):

## Balance Sheet (R\$ thousand)

|  | Accounting Information |  |  | IFRS 10/11 Adjustments |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities | 3 Q 13 | 2 Q 13 | \% | 3 C 13 | 2 Q 13 | 3 Q 13 | 2 Q13 |  |
| Liabilities |  |  |  |  |  |  |  |  |
| Current Liabilities |  |  |  |  |  |  |  |  |
| Loans and Financings | 588,108 | 487,840 | 20.6\% | 2,653 | 2,799 | 590,760 | 490,639 | 20.4\% |
| Suppliers | 67,465 | 59,868 | 12.7\% | 1,015 | 899 | 68,481 | 60,767 | 12.7\% |
| Taxes and Contributions | 60,193 | 76,219 | -21.0\% | 2,287 | 2,165 | 62,479 | 78,384 | -20.3\% |
| Payroll and related charges | 67,842 | 57,399 | 18.2\% | 237 | 222 | 68,079 | 57,620 | 18.2\% |
| Dividend Payment | 0 | 0 | 0.0\% | 0 | 0 | 0 | 0 | 0.0\% |
| Taxes and Contributions - Installments | 18,470 | 32,154 | -42.6\% | 305 | 86 | 18,775 | 32,240 | -41.8\% |
| Client Advances | 16,751 | 17,714 | -5.4\% | 477 | 469 | 17,227 | 18,183 | -5.3\% |
| Liability on shopping center's acquisition | 170,675 | 159,371 | 7.1\% | 0 | 0 | 170,675 | 159,371 | 7.1\% |
| Swap variation payable | 11,345 | 7,075 | 60.3\% | 0 | 0 | 11,345 | 7,075 | 60.3\% |
| Deferred Revenues | 51,432 | 57,410 | -10.4\% | 1,747 | 1,483 | 53,179 | 58,893 | -9.7\% |
| Other Account Payables | 6,847 | 5,281 | 29.7\% | 1,024 | 343 | 7,871 | 5,624 | 39.9\% |
| Total | 1,059,127 | 960,331 | 10.3\% | 9,744 | 8,467 | 1,068,871 | 968,798 | 10.3\% |
|  |  |  |  |  |  |  |  |  |
| Non current Liabilities |  |  |  |  |  |  |  |  |
| Loans and Financings | 4,048,771 | 4,214,091 | -3.9\% | 40,406 | 19,127 | 4,089,177 | 4,233,218 | -3.4\% |
| Suppliers | 3,996 | 3,805 | 5.0\% | 0 | (5) | 3,996 | 3,801 | 5.1\% |
| Provision for Fiscal Risks and other Contingent Liabilities | 61,552 | 62,343 | -1.3\% | 0 | 0 | 61,552 | 62,343 | -1.3\% |
| Taxes and Contributions - Installments | 79,957 | 79,658 | 0.4\% | 670 | 670 | 80,627 | 80,328 | 0.4\% |
| Liability on shopping center's acquisition | 212,315 | 334,202 | -36.5\% | 0 | 0 | 212,315 | 334,202 | -36.5\% |
| Swap variation payable | 189,214 | 181,583 | 4.2\% | 0 | (1) | 189,214 | 181,583 | 4.2\% |
| Deferred Taxes | 3,108,616 | 3,075,023 | 1.1\% | 222,340 | 202,427 | 3,330,955 | 3,277,451 | 1.6\% |
| Deferred Revenues | 89,473 | 89,431 | 0.0\% | 1,431 | 1,576 | 90,904 | 91,007 | -0.1\% |
| Deferred Revenues | 2,719 | 2,721 | -0.1\% | $(2,719)$ | $(2,721)$ | 0 | 0 | - |
| Other Account Payables | 3,878 | 3,876 | 0.1\% | 4 | 5 | 3,882 | 3,880 | 0.1\% |
| Total | 7,800,492 | 8,046,734 | -3.1\% | 262,130 | 221,077 | 8,062,622 | 8,267,813 | -2.5\% |
|  |  |  |  |  |  |  |  |  |
| Shareholder's Equity |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Minority Interest | 646,588 | 645,896 | 0.1\% | 0 | 0 | 646,588 | 645,896 | 0.1\% |
|  |  |  |  |  |  |  |  |  |
| Capital Stock | 4,293,342 | 4,293,277 | 0.0\% | 0 | 0 | 4,293,342 | 4,293,277 | 0.0\% |
| Capital Reserves | 91,061 | 80,634 | 12.9\% | 0 | 0 | 91,061 | 80,634 | 12.9\% |
| Income Reserve | 3,931,359 | 3,931,359 | 0.0\% | 0 | 0 | 3,931,359 | 3,931,359 | 0.0\% |
| Shares in Treasury | $(20,585)$ | $(10,889)$ | 89.0\% | 0 | 0 | $(20,585)$ | $(10,889)$ | 89.0\% |
| Retained Earnings(Loss) | 334,866 | 244,030 | 37.2\% | 0 | 0 | 334,866 | 244,030 | 37.2\% |
| Equity Offering Expenses | $(50,727)$ | $(50,727)$ | 0.0\% | 0 | 0 | $(50,727)$ | $(50,727)$ | 0.0\% |
| Total Shareholder's Equity | 9,225,904 | 9,133,580 | 1.0\% | 0 | 0 | 9,225,904 | 9,133,581 | 1.0\% |
| Total Liabilities | 18,085,523 | 18,140,646 | -0.3\% | 271,875 | 229,545 | 18,357,398 | 18,370,191 | -0.1\% |

Cash Flow:

| Cash Flow (R\$ thousand) |  |  |
| :---: | :---: | :---: |
|  | 3Q13 | 3Q13-IFRS 10 \& 11 |
| Earnings of the period | 334,866 | 334,866 |
| Adjustments to reconcile net income and cash flow from operating activities | 246,506 | 315,121 |
| Depreciation and Amortization | 7,502 | 7,598 |
| Interest, monetary variations on borrowings | 342,001 | 436,742 |
| Investment earnings | $(33,464)$ | $(32,865)$ |
| Adjustment revenue straight-lining and present value adjustment | $(44,429)$ | $(44,358)$ |
| Adjustment Granted Option Plans | 31,494 | 31,494 |
| Adjustment fair value and derivatives result | 46,232 | 46,232 |
| Income Tax and Social Contribution | 242,085 | 205,831 |
| Fair value adjustment on investment properties | $(403,928)$ | $(301,347)$ |
| Equity Revenue | 0 | $(92,682)$ |
| Deferred Tax Assets - CVM 349 | 0 | 0 |
| Minorities | 48,581 | 48,431 |
| Others | 10,432 | 10,046 |
|  | 0 | 0 |
| Variation on current capital | $(40,734)$ | $(43,129)$ |
| Accounts Receivable | 73,399 | 71,701 |
| Taxes Recoverable | $(23,939)$ | $(24,317)$ |
| Advances | 9 | 104 |
| Prepaid Expenses | $(3,040)$ | $(2,716)$ |
| Deposits and Guarantees | $(4,838)$ | $(4,614)$ |
| Financial instruments | $(49,967)$ | $(49,967)$ |
| Trade payables | 523 | 661 |
| Taxes and Contributions | 85,407 | 80,582 |
| Salaries and Social Charges | $(8,602)$ | $(8,662)$ |
| Advances from Clients | $(9,081)$ | $(9,084)$ |
| Deferred revenue | 4,206 | 4,166 |
| Provision for contingencies | $(43,374)$ | $(43,373)$ |
| Others | 1,530 | 863 |
| Income Tax and Social Contribution | $(62,967)$ | $(58,474)$ |
|  | 0 | 0 |
| Net Cash generated (used) in operational activities | 540,638 | 606,858 |
|  |  |  |
| Net Cash generated (used) in investing activities | $(461,773)$ | $(414,278)$ |
| Acquisition of Marketable Securities | 145,099 | 151,233 |
| Intangible assets | (623) | (522) |
| Investment Property Acquisition and Development | $(606,249)$ | $(568,157)$ |
| Advancement for future capital raise | (0) | $(3,809)$ |
| Sale of investments | 0 | 0 |
| Increase in capital in subsidiaries | (0) | $(17,397)$ |
| Interest on capital received | 0 | 0 |
| Operations with related entities | 0 | $(7,610)$ |
| Dividends received | 0 | 31,984 |
| Additions to deferred assets | 0 | 0 |
|  | 0 | 0 |
| Net Cash generated (used) in financing activities | $(385,432)$ | $(500,845)$ |
| Loans received | 720,876 | 604,480 |
| Loans paid | $(886,814)$ | $(885,981)$ |
| Treasury stock | $(20,572)$ | $(20,572)$ |
| Capital Raise | 44,723 | 44,723 |
| Dividends paid | $(215,501)$ | $(215,501)$ |
| Costs with equity offering | 0 | 0 |
| Payment of dividends to noncontrolling interest | $(28,144)$ | $(27,994)$ |
|  | 0 | 0 |
| Exchange variation on cash and cash equivalents | 0 | 0 |
|  |  |  |
| Net Cash generated (used) in the period | $(306,567)$ | $(308,265)$ |
| Cash and equivalents in the beginning of the period | 350,404 | 349,144 |
|  | 43,837 | 40,879 |
| Cash and equivalents in the end of the period | $(306,567)$ | $(308,265)$ |

## Debt Profile:

|  | Index | Rate (\%) |  | Due | 9/30/2013 | 6/30/2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term Debt |  |  |  |  |  |  |
| Banco Bradesco (x) | TR | 9.80\% | p.a. | 6/28/2022 | 6,228 | 8,235 |
| Banco Bradesco (xi) | TR | 9.90\% | p.a. | 2/28/2025 | 45,745 | 44,858 |
| Banco BTG Pactual (xxx)* | IGP-M | 8.50\% | p.a. | 4/20/2023 | 2,123 | 2,799 |
| Banco do Brasil - Finame (ix) | TJLP | 3.85\% | p.a. | 11/15/2014 | 2,627 | 3,198 |
| Banco do Brasil (vix) | TR | 10.20\% | p.a. | 4/5/2022 | 512 | 425 |
| Banco Santander (v) | TR | 9.33\% | p.a. | 10/1/2019 | 9,792 | 14,578 |
| Banco Santander (viii) | TR | 9.30\% | p.a. | 12/21/2019 | 3,243 | 5,403 |
| Banco Santander (xv) | TR | 9.34\% | p.a. | 4/20/2023 | 6,337 | 8,543 |
| Citibank (xiii) | 6 months Libor | 1.78\% | p.a. | 12/8/2014 | 656 | 174 |
| Debentures - Series 1 (interest) (iii) | CDI | 0.50\% | p.a. | 7/15/2014 | 2,856 | 4,004 |
| Debentures - Series 2 (interest) (iii) | IPCA | 7.90\% | p.a. | 7/15/2016 | 95,953 | 121,788 |
| Debentures 2nd emission - Series 1 (xiv) | CDI | 0.94\% | p.a | 2/15/2017 | 458 | 4,365 |
| Debentures 2nd emission - Series 2 (xiv) | IPCA | 6.40\% | p.a. | 2/15/2019 | 15,538 | 5,942 |
| Debentures 4th emission - Series 1 ( $\mathrm{x} \times$ ) | CDI | 0.62\% | p.a. | 4/26/2016 | 14,366 | 5,479 |
| Itaú - CCB (xix) | TR | 9.80\% | p.a. | 6/15/2020 | 7,664 | 12,317 |
| Itaú - CCB (xvii) | TR | 9.80\% | p.a. | 10/31/2013 | 163,213 | 159,127 |
| Itaú - CCB (xviii) | TR | 9.80\% | p.a. | 6/15/2020 | 2,447 | 6,474 |
| Itaú (vi) | TR | 9.80\% | p.a. | 10/19/2021 | 16,275 | 14,515 |
| Itaú (vii) | TR | 9.80\% | p.a. | 2/16/2023 | 6,574 | 13,213 |
| Itaú (xii) | TR | 9.80\% | p.a. | 06/28/2017 | 15,811 | 15,390 |
| Promissory Notes (xxii) | CDI | 0.55\% | p.a. | 1/6/2014 | 157,133 | 0 |
| Perpetual bonds (interest) (iv) | US\$ Dollar | 8.50\% | p.a. | - | 14,680 | 14,607 |
| Unibanco - CCB (i) | IGP-M | 9.70\% | p.a. | 2/14/2019 | 0 | 10,201 |
| Unibanco - CCB (ii) | IGP-M | 9.75\% | p.a. | 02/15/2019 | 0 | 15,004 |
| Banco Nacional do Nordeste (xxxi) | Fixed | 2.94\% | p.a. | 2/14/2019 | 529 | 0 |
| Total Short-term Debt |  |  |  |  | 590,760 | 490,639 |
|  |  |  |  |  |  |  |
| Long-term Debt |  |  |  |  |  |  |
| Banco Bradesco (x) | TR | 9.80\% | p.a. | 6/28/2022 | 65,251 | 65,173 |
| Banco Bradesco (xi) | TR | 9.90\% | p.a. | 2/28/2025 | 580,559 | 578,005 |
| Banco BTG Pactual (xxx)* | IGP-M | 8.50\% | p.a | 4/20/2023 | 19,776 | 19,127 |
| Banco do Brasil - Finame (ix) | TJLP | 3.35\% | p.a. | 11/15/2014 | 266 | 606 |
| Banco do Brasil (xvi) | TR | 10.20\% | p.a | 4/5/2022 | 128,487 | 128,408 |
| Banco Santander (v) | TR | 9.33\% | p.a. | 10/1/2019 | 70,044 | 67,262 |
| Banco Santander (viii) | TR | 9.30\% | p.a. | 12/21/2019 | 23,079 | 21,756 |
| Banco Santander (xv) | TR | 9.34\% | p.a. | 4/20/2023 | 113,332 | 113,718 |
| Citibank (xiii) | 6 months Libor | 1.78\% | p.a. | 12/8/2014 | 126,766 | 124,193 |
| Debentures - Series 1 (iv) | CDI | 0.50\% | p.a. | 7/15/2014 | 0 | 3,847 |
| Debentures - Series 2 (interest) (iii) | IPCA | 7.90\% | p.a. | 7/15/2016 | 191,907 | 281,525 |
| Debentures 2nd emission - Series 1 (xiv) | CDI | 0.94\% | p.a. | 2/15/2017 | 161,746 | 160,379 |
| Debentures 2nd emission - Series 2 (xiv) | IPCA | 6.40\% | p.a. | 2/15/2019 | 255,683 | 259,402 |
| Debentures 4th emission - Series 1 ( x ) | CDI | 0.62\% | p.a. | 4/26/2016 | 390,219 | 390,125 |
| Itaú - CCB (ii) | IGP-M | 9.75\% | p.a. | 2/15/2019 | 0 | 62,664 |
| Itaú - CCB (xix) | TR | 9.80\% | p.a. | 6/15/2020 | 167,494 | 164,805 |
| Itaú - CCB (xviii) | TR | 9.80\% | p.a. | 6/15/2020 | 53,479 | 51,065 |
| Itaú - CRI - Curta (xxi) | IPCA | 3.96\% | p.a. | 11/20/2024 | 288,990 | 284,468 |
| Itaú - CRI - Longo (xxi) | IPCA | 4.27\% | p.a. | 11/18/2027 | 236,424 | 232,542 |
| Itaú - CRI (vii) | TR | 9.80\% | p.a. | 10/19/2021 | 98,008 | 114,513 |
| Itaú - CRI (vii) | TR | 9.80\% | p.a. | 2/16/2023 | 120,225 | 99,716 |
| Itaú - CRI (xii) | TR | 9.80\% | p.a. | 6/28/2017 | 41,862 | 46,136 |
| Perpetual bonds (interest) (iv) | US\$ Dollar | 8.50\% | p.a. | - | 934,950 | 918,060 |
| Unibanco - CCB (i) | IGP-M | 9.70\% | p.a. | 2/14/2019 | 0 | 45,723 |
| Banco Nacional do Nordeste (xxxi) | Fixed | 2.94\% | p.a. | 12/26/2024 | 20,630 | 0 |
| Short-term Debt |  |  |  |  | 4,089,177 | 4,233,218 |
| Total Debt |  |  |  |  | 4,679,937 | 4,723,857 |

*The table above adjusted financial information of the subsidiaries considers the debt, SPE Macaé of R\$21.92 million and SPE Mônaco of R\$21.16 million, not presented in the consolidated financial statements in accordance with accounting practices adopted in Brazil, due to the adoption of CPC 19 (R2) - IFRS 11, as mentioned in the introductory paragraph.

## Accounting Information (Quarter):

| NOI Reconciliation (R\$ thousand) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  | Adjusted Financial Information |  |  |
|  | 3Q13 | 3Q12 | \% | 3Q13 | 3Q12 | \% |
| Gross Revenue | 332,927 | 288,641 | 15.3\% | 348,090 | 302,206 | 15.2\% |
| (-) Services | $(23,937)$ | $(20,648)$ | 15.9\% | $(23,602)$ | $(20,489)$ | 15.2\% |
| (-) Costs | $(22,961)$ | $(21,146)$ | 8.6\% | $(25,571)$ | $(23,673)$ | 8.0\% |
| (+) Araguaia Debenture | 2,388 | 1,191 | 100.5\% | 2,388 | 1,191 | 100.5\% |
| (-) Presumed Credit PIS/COFINS | $(2,161)$ | $(2,160)$ | 0.1\% | $(2,161)$ | $(2,160)$ | 0.1\% |
| NOI | 286,256 | 245,878 | 16.4\% | 299,144 | 257,076 | 16.4\% |
| Margin \% | 92.6\% | 91.7\% | 1.0\% | 92.2\% | 91.3\% | 1.0\% |

## Adjusted EBITDA Growth (R\$ thousand)

|  | Accounting Information |  |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q13 | 3Q12 | \% | 3Q13 | 3Q12 | \% |
| Net Revenue | 308,010 | 265,460 | 16.0\% | 322,437 | 278,363 | 15.8\% |
| (-) Costs and Expenses | $(72,697)$ | $(55,146)$ | 31.8\% | $(75,064)$ | $(57,712)$ | 30.1\% |
| (+) Depreciation and Amortization | 2,470 | $(1,779)$ | -238.8\% | 2,427 | $(1,906)$ | -227.3\% |
| (+) Other Operating Revenues | 6,848 | 3,206 | 113.6\% | 62,654 | 3,136 | 1897.9\% |
| EBITDA | 244,631 | 211,741 | 15.5\% | 312,454 | 221,881 | 40.8\% |
| (-) Investment Property | - | - |  | $(55,808)$ | - |  |
| (+) Aruaguaia Debenture | 2,388 | 1,191 | 100.5\% | 2,388 | 1,191 | 100.5\% |
| Adjusted EBITDA | 247,019 | 212,932 | 16.0\% | 259,034 | 223,072 | 16.1\% |
| Margin \% | 80.2\% | 80.2\% | 0.0\% | 80.3\% | 80.1\% | 0.2\% |

FFO Reconciliation (R\$ thousand)

|  | Accounting Information |  |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q 13 | 3Q12 | \% | $3 \mathrm{Q13}$ | $3 \mathrm{Q12}$ | \% |
| Net Income | 90,836 | 100,702 | -9.8\% | 90,836 | 100,702 | -9.8\% |
| (+) Depreciation and Amortization | 2,470 | $(1,779)$ | -238.8\% | 2,427 | $(1,906)$ | -227.3\% |
| FFO | 93,306 | 98,923 | -5.7\% | 93,263 | 98,796 | -5.6\% |
| (+) FX Variation on Perpetual Bond | 17,551 | $(3,937)$ | -545.8\% | 17,554 | $(3,937)$ | -545.9\% |
| (-) Swap mark to market | 15,911 | 3,634 | 337.8\% | 15,911 | 3,634 | 337.8\% |
| (+) Non-cash Taxes Adjustment | 40,089 | $(3,344)$ | -1298.8\% | 59,951 | $(3,216)$ | -1964.2\% |
| Revenue based on Equity Revenue | $(45,744)$ | $(8,871)$ | 415.6\% | (0) | (0) | 245.2\% |
| (-) Investment Property | - | - | - | $(55,808)$ | - | - |
| (+) Minority Interest (Investment Prop.) | - | - | - | - | - | - |
| (+) Non recurring financial expenses | - | - | - | - | - |  |
| Adjusted FFO | 121,113 | 86,405 | 40.2\% | 130,871 | 95,278 | 37.4\% |
| Margin \% | 39.3\% | 32.5\% | 20.8\% | 40.6\% | 34.2\% | 18.6\% |


| NOI Reconciliation (R\$ thousand) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  | Adjusted Financial Information |  |  |
|  | 9M13 | $9 \mathrm{M12}$ | \% | 9M13 | $9 \mathrm{M12}$ | \% |
| Gross Revenue | 961,063 | 815,614 | 17.8\% | 1,003,599 | 852,526 | 17.7\% |
| (-) Services | $(68,929)$ | $(63,034)$ | 9.4\% | $(68,014)$ | $(62,457)$ | 8.9\% |
| (-) Costs | $(74,234)$ | $(61,585)$ | 20.5\% | $(81,554)$ | $(68,126)$ | 19.7\% |
| (+) Araguaia Debenture | 6,724 | 4,052 | 65.9\% | 6,724 | 4,052 | 65.9\% |
| (-) Presumed Credit PIS/COFINS | $(6,561)$ | $(6,119)$ | 7.2\% | $(6,561)$ | $(6,119)$ | 7.2\% |
| NOI | 818,063 | 688,928 | 18.7\% | 854,194 | 719,877 | 18.7\% |
| Margin \% | 91.7\% | 91.5\% | 0.2\% | 91.3\% | 91.1\% | 0.2\% |

## Adjusted EBITDA Growth (R\$ thousand)

|  | Accounting Information |  |  |
| :---: | :---: | :---: | :---: |
|  | 9M13 | 9M12 | \% |
| Net Revenue | 887,427 | 752,694 | 17.9\% |
| (-) Costs and Expenses | $(212,452)$ | $(163,512)$ | 29.9\% |
| (+) Depreciation and Amortization | 7,598 | 3,505 | 116.8\% |
| (+) Other Operating Revenues | 311,153 | 727,459 | -57.2\% |
| EBITDA | 993,726 | 1,320,146 | -24.7\% |
| (-) Investment Property | $(301,347)$ | $(691,545)$ | -56.4\% |
| (+) Aruaguaia Debenture | 6,724 | 4,052 | 65.9\% |
| Adjusted EBITDA | 699,103 | 632,653 | 10.5\% |
| Margin \% | 78.8\% | 84.1\% | -6.3\% |


| Adjusted Financial Information |  |  |
| :---: | :---: | ---: |
| $\mathbf{9 M 1 3}$ | $\mathbf{9 M 1 2}$ | $\%$ |
| $\mathbf{9 2 7 , 7 7 8}$ | $\mathbf{7 8 7 , 7 5 9}$ | $\mathbf{1 7 . 8 \%}$ |
| $(220,245)$ | $(170,829)$ | $28.9 \%$ |
| 7,502 | 3,497 | $114.5 \%$ |
| 413,774 | 756,910 | $-45.3 \%$ |
| $\mathbf{1 , 1 2 8 , 8 0 9}$ | $\mathbf{1 , 3 7 7 , 3 3 8}$ | $\mathbf{- 1 8 . 0 \%}$ |
| $(403,928)$ | $(737,876)$ | $-45.3 \%$ |
| 6,724 | 4,052 | $65.9 \%$ |
| $\mathbf{7 3 1 , 6 0 5}$ | $\mathbf{6 4 3 , 5 1 4}$ | $\mathbf{1 3 . 7 \%}$ |
| $78.9 \%$ | $81.7 \%$ | $-3.5 \%$ |

FFO Reconciliation (R\$ thousand)

|  | Accounting Information |  |  |
| :---: | :---: | :---: | :---: |
|  | $9 \mathrm{M13}$ | $9 \mathrm{M12}$ | \% |
| Net Income | 334,866 | 675,942 | -50.5\% |
| (+) Depreciation and Amortization | 7,598 | 3,505 | 116.8\% |
| FFO | 342,464 | 679,447 | -49.6\% |
| (+) FX Variation on Perpetual Bond | 94,859 | 69,650 | 36.2\% |
| (-) Swap mark to market | 46,232 | $(11,881)$ | -489.1\% |
| (+) Non-cash Taxes Adjustment | 221,648 | 239,751 | -7.6\% |
| Revenue based on Equity Revenue | $(92,682)$ | $(43,730)$ | 111.9\% |
| (-) Investment Property | $(301,347)$ | $(691,545)$ | -56.4\% |
| (+) Minority Interest (Investment Prop.) | 10,468 | 41,035 | -74.5\% |
| (+) Non recurring financial expenses | - | - | - |
| Adjusted FFO | 321,642 | 282,727 | 13.8\% |
| Margin \% | 36.2\% | 37.6\% | -3.5\% |


| Adjusted Financial Information |  |  |
| :---: | :---: | ---: |
| $\mathbf{9 M 1 3}$ | $\mathbf{9 M 1 2}$ | $\mathbf{\%}$ |
| 334,866 | 675,942 | $-50.5 \%$ |
| 7,502 | 3,497 | $\mathbf{1 1 4 . 5 \%}$ |
| $\mathbf{3 4 2 , 3 6 8}$ | $\mathbf{6 7 9 , 4 3 9}$ | $-\mathbf{4 9 . 6 \%}$ |
| 94,869 | 69,650 | $36.2 \%$ |
| 46,232 | $(11,803)$ | $-491.7 \%$ |
| 257,902 | 260,135 | $-0.9 \%$ |
| - | - | - |
| $(403,928)$ | $(737,876)$ | $-45.3 \%$ |
| 10,468 | 41,035 | $-74.5 \%$ |
| - | $(2,089)$ | - |
| $\mathbf{3 4 7 , 9 1 1}$ | 298,492 | $\mathbf{1 6 . 6 \%}$ |
| $37.5 \%$ | $37.9 \%$ | $-1.0 \%$ |


[^0]:    Rent

[^1]:    CAPEX Breakdown
    

[^2]:    ${ }^{1}$ BRMALLS stabilized NOI includes services revenues of the following malls: Shopping Piracicaba, Shopping Capim Dourado, Shopping Sete Lagoas, Shopping Recife and São Luís Shopping.
    ${ }^{2}$ BRMALLS key money of the following malls: Shopping Piracicaba, Shopping Capim Dourado, Shopping Sete Lagoas, and São Luís Shopping.
    ${ }^{3}$ Capex includes: Shopping Piracicaba and São Luís Shopping.
    *To be defined.

[^3]:    ¹BRMALLS stabilized NOI includes services revenues.
    ${ }^{2}$ Capex includes: Catuaí Shopping Cascavel, Contagem e Cuiabá. CAPEX for shopping Vila Velha is included in liability on shopping center's acquisition.

