

## BRMALLS REPORTS A R\$323.8 MILLION ADJUSTED EBITDA IN THE 4Q13, A 21.4\% INCREASE OVER $4 Q 12$.

Rio de Janeiro, March 13th, 2014 - BRMALLS Participações S.A. (BM\&FBovespa: BRML3), the largest integrated shopping mall company in Brazil, announces today its results for the fourth quarter of 2013 (4Q13). BRMALLS has a portfolio of 51 malls, comprising 1.668 .0 thousand $\mathrm{m}^{2}$ of gross leasable area (GLA) and 961.5 thousand $\mathrm{m}^{2}$ of owned GLA. BRMALLS currently has 3 greenfield projects and 7 expansion projects in development that together will increase its total GLA to $1,896.7$ thousand $\mathrm{m}^{2}$ and its owned GLA to $1,096.1$ thousand $\mathrm{m}^{2}$, an increase of $13.7 \%$ and $14.0 \%$, 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 45 malls.

4Q13 Highlights and Subsequent Events:

- Net Revenue grew by $11.9 \%$ to close 4 Q 13 at $\mathbf{R} \$ 375.9$ million. In 2013, net revenue was $\mathbf{R} \mathbf{\$ 1 , 3 0 3 . 7}$ million, growing $\mathbf{1 6 . 0 \%}$ from 2012.
- NOI in 4Q13 was R\$353.0 million, increasing $\mathbf{1 2 . 0 \%}$ from 4Q12, with a record-high margin of $\mathbf{9 2 . 5 \%}$ in the quarter. We ended the year with NOI of $\mathbf{R} \$ 1,207.2$ million with a $91.7 \%$ margin, growing $\mathbf{1 6 . 6 \%}$ from 2012.
- Adjusted EBITDA was R\$323.8 million in the quarter, increasing $21.4 \%$ on the year-ago period. Adjusted EBITDA margin stood at $86.1 \%$. We ended 2013 with adjusted EBITDA of R\$1,055.4 million, growing $16.0 \%$ from 2012. EBITDA margin in 2013 was $81.0 \%$.
- FFO in the quarter was $\mathrm{R} \$ 347.6$ million. Adjusted FFO was $\mathbf{R} \$ 149.1$ million, growing $22.2 \%$ from $\mathrm{R} \$ 122.0$ million in 4Q12. In 2013, adjusted FFO was R\$497.0 million, increasing by $18.2 \%$ from 2012.
- The effects from the appraisal of our investment properties contributed noncash revenue of $\mathbf{R} \$ 428.2$ million in 4Q13, bringing the amount in the year to $\mathbf{R} \$ 832.1$ million.
- Same-store rent grew by $\mathbf{1 0 . 4} \%$ in 4Q13 and $\mathbf{9 . 8 \%}$ in 2013, while same-store sales grew by $\mathbf{8 . 0 \%}$ in 4 Q 13 and $\mathbf{7 . 5 \%}$ in the year.
- The occupancy cost of tenants was $9.7 \%$, the lowest rate in the last 2 years, of which $6.5 \%$ was related to rent costs and $3.2 \%$ to common and marketing costs. We ended the year with an occupancy cost of $10.4 \%$, of which $6.6 \%$ was related to rent costs and $3.8 \%$ to common and marketing costs.
- We ended 4Q13 with an occupancy rate of $97.9 \%$ in our malls. Of the 52 malls in which we held ownership interests in the fourth quarter, 29 had occupancy rates higher than $99 \%$.
- In 4Q13 we registered a 20.9\% Leasing Spread for new contracts and a 33.9\% Leasing Spread for contract renewals.
- In October 2013, we launched the expansion of Rio Anil, which added 11.5 thousand $\mathrm{m}^{2}$ in total GLA and 5.7 thousand $\mathrm{m}^{2}$ in owned GLA to the mall, representing an increase of $43.6 \%$ and bringing the mall's total GLA to 37.8 thousand $\mathrm{m}^{2}$. We estimate the project will generate $\mathrm{R} \$ 6.7$ million in stabilized NOI for the company and a real and unleveraged IRR of $21.0 \%$. In December, we opened the expansion of Shopping Sete Lagoas, which added 1,5 thousand $\mathrm{m}^{2}$ in total GLA and 1,1 thousand $\mathrm{m}^{2}$ in owned GLA to the portfolio of BRMALLS. With this expansion, we expect to generate R\$515.0 thousand in Stabilized NOI. The project was opened with a real and unleveraged IRR of $18.1 \%$. The project increased the GLA of Shopping Sete Lagoas by $9.3 \%$.
- In November 2013, we announced the grand opening of Shopping Contagem, which is the company's 9th greenfield project . With the opening, BRMALLS added another 34.9 thousand $\mathrm{m}^{2}$ to total GLA and 17,8 thousand $\mathrm{m}^{2}$ to owned GLA. We estimate the project will generate $\mathrm{R} \$ 22.2$ million in stabilized NOI for BRMALLS.
- After 4Q13 we issued a CRI securized debt in the amount of $\mathbf{R} \$ 403.2$ million at rates of IPCA+6.34\% (10-year term), IPCA+6.71\% (12-year term) and IPCA+7.04\%(15-year term).
- After the 4 Q 13 we sold a $49 \%$ stake in Ilha Plaza Shopping for $\mathrm{R} \$ 120.8$ million, with a real IRR of $21.8 \%$. We also sold our total ownership interest in Shopping Pátio Belém for R\$45.7 million with a real IRR of $12.8 \%$. After these sales, BRMALLS decreased its owned GLA by $1,4 \%$ or $13,332.5 \mathrm{~m}^{2}$.

| Financial Highlights (R\$ 000) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q13 | $4 \mathrm{Q12}$ | \% | 2013 | 2012 | \% |
| Net Revenues | 375,940 | 335,853 | 11.9\% | 1,303,719 | 1,123,613 | 16.0\% |
| Sales Expenses | 5,359 | 14,400 | -62.8\% | 36,570 | 30,916 | 18.3\% |
| Sales Expenses (\% of Gross Revenues) | 1.3\% | 3.9\% | -2.7\% | 2.6\% | 2.5\% | 0.1\% |
| S, G \& A Expenses | 41,779 | 52,757 | -20.8\% | 172,968 | 151,963 | 13.8\% |
| S, G \& A Expenses (\% of Gross Revenues) | 10.2\% | 14.3\% | -4.1\% | 12.3\% | 12.5\% | -0.2\% |
| NOI | 352,995 | 315,285 | 12.0\% | 1,207,189 | 1,035,162 | 16.6\% |
| margin\% | 92.5\% | 91.6\% | 0.9\% ${ }^{\text {² }}$ | 91.7\% | 91.3\% | 0.4\% |
| Gross Profit | 347,479 | 307,044 | 13.2\% | 1,193,704 | 1,026,676 | 16.3\% |
| margin \% | 92.4\% | 91.4\% | 1.0\% | 91.6\% | 91.4\% | 0.2\% |
| EBITDA | 749,793 | 2,045,093 | -63.3\% | 1,878,601 | 3,422,430 | -45.1\% |
| Adjusted EBITDA | 323,802 | 266,707 | 21.4\% | 1,055,405 | 910,221 | 16.0\% |
| margin\% | 86.1\% | 79.4\% | 6.7\% | 81.0\% | 81.0\% | 0.0\% |
| Net Income | 345,085 | 1,066,154 | -67.6\% | 679,950 | 1,742,097 | -61.0\% |
| Adjusted Net Income | 146,603 | 112,438 | 30.4\% | 487,011 | 409,523 | 18.9\% |
| margin \% | 39.0\% | 33.5\% | 5.5\% | 37.4\% | 36.4\% | 0.9\% |
| FFO | 347,554 | 1,075,683 | -67.7\% | 689,921 | 1,755,124 | -60.7\% |
| Adjusted FFO | 149,073 | 121,969 | 22.2\% | 496,983 | 420,462 | 18.2\% |
| margin \% | 39.7\% | 36.3\% | 3.4\% ${ }^{\text {" }}$ | 38.1\% | 37.4\% | 0.7\% |


| Operating Highlights |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4 Q 13 | 4Q12 | \% | 2013 | 2012 | \% |
| Total GLA ( $\mathrm{m}^{2}$ ) | 1,688,603 | 1,620,627 | 4.2\% | 1,688,603 | 1,620,627 | 4.2\% |
| Owned GLA ( $\mathrm{m}^{2}$ ) | 974,805 | 934,912 | 4.3\% | 974,805 | 934,912 | 4.3\% |
| Same Store Sales | 8.0\% | 7.6\% | 0.4\% | 7.5\% | 7.4\% | 0.1\% |
| Total Sales ( R \$ million) | 7,101 | 6,300 | 12.7\% | 22,003 | 19,624 | 12.1\% |
| Sales per m ${ }^{2}$ | 1,574 | 1,425 | 10.5\% | 1,266 | 1,170 | 8.2\% |
| Same Store Rent | 10.4\% | 10.2\% | 0.2\% | 9.8\% | 9.6\% | 0.2\% |
| Rent per m² (monthly average) | 106 | 102 | 3.7\% | 93 | 82 | 13.4\% |
| NOI per m² (monthly average) | 127 | 123 | 3.4\% | 112 | 109 | 2.8\% |
| Occupancy Cost (\% of sales) | 9.7\% | 10.1\% | -0.4\% | 10.4\% | 10.6\% | -0.2\% |
| (+) Rent (\% of sales) | 6.5\% | 6.6\% | -0.1\% | 6.6\% | 6.5\% | 0.1\% |
| (+) Condominium and Marketing expenses (\% of sales) | 3.2\% | 3.5\% | -0.3\% | 3.8\% | 4.1\% | -0.3\% |
| Occupancy (monthly average) | 97.9\% | 98.3\% | -0.4\% | 97.9\% | 98.3\% | -0.4\% |
| Net Late Payments | 1.5\% | 0.9\% | 0.6\% | 1.3\% | 1.1\% | 0.2\% |
| Late Payments - 30 days (monthly average) | 3.6\% | 3.2\% | 0.4\% | 3.7\% | 3.9\% | -0.2\% |
| Tenant Turnover | 6.6\% | 6.2\% | 0.4\% | 6.6\% | 6.2\% | 0.4\% |
| Leasing Spread (renewals) | 33.9\% | 29.8\% | 4.1\% | 24.3\% | 27.1\% | -2.8\% |
| Leasing Spread (new contracts) | 20.9\% | 15.6\% | 5.3\% | 16.8\% | 19.7\% | -2.9\% |


| Market Indicators |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q13 | 4Q12 | \% | 2013 | 2012 | \% |
| Number of Shares (-) treasury stock | 456,005,834 | 453,361,132 | 0.6\% | 456,005,834 | 453,361,132 | 0.6\% |
| Average Share Price (R\$) | 19.74 | 27.56 | -28.4\% | 22.32 | 24.00 | -7.0\% |
| Share Price - end of period (R\$) | 17.05 | 27.02 | -36.9\% | 17.05 | 27.02 | -36.9\% |
| Market Value - end of period ( R \$ million) | 7,793 | 12,250 | -36.4\% | 7,793 | 12,250 | -36.4\% |
| Average Daily Traded Volume ( R \$ million) | 55.8 | 65.0 | -14.1\% | 87.2 | 54.0 | 61.5\% |
| Average Number of Trades | 8,034 | 8,291 | -3.1\% | 11,180 | 7,618 | 46.8\% |
| Exchange Rate (US\$) - end of period | 2.36 | 2.05 | 15.1\% | 2.36 | 2.05 | 15.1\% |
| Net Debt (R\$ million) | 4,358.0 | 3,712.6 | 17.4\% | 4,358.0 | 3,712.6 | 17.4\% |
| NOI per share | 0.77 | 0.70 | 11.3\% | 2.65 | 2.28 | 15.9\% |
| Adjusted Net Income per share | 0.32 | 0.25 | 29.6\% | 1.07 | 0.90 | 18.2\% |
| Adjusted FFO per share | 0.33 | 0.27 | 21.5\% | 1.09 | 0.93 | 17.5\% |
| Investment Property (R\$ million) | 17,530,042 | 16,100,665 | 8.9\% | 17,530,042 | 16,100,665 | 8.9\% |

## Management Comments:

We enjoyed excellent operating performance in 2013, despite Brazil's slow economic growth, higher interest, inflation rates and weaker local currency. Our results further reaffirm the resilience of our business and especially our assets. Our history has shown that, despite moderate economic growth in recent quarters, we consistently record excellent operational and financial indicators.

We posted consistent growth in our total sales, reaching $\mathrm{R} \$ 7.1$ billion in the fourth quarter and $\mathrm{R} \$ 22.0$ billion in the year, which represent growth rates of $12.7 \%$ and $12.1 \%$, respectively. Same store sales (SSS) were in line with our expectations, with growth of $8.0 \%$ in the quarter and $7.5 \%$ in the year, a slight increase from 2012.

We recorded NOI of R\$1.2 billion in 2013, an increase of $16.6 \%$ from the year-ago period, with margin of $91.7 \%$, which is our highest margin since 2009. In the quarter, we set a new record for our quarterly margin of $92.5 \%$. Another line in which we posted strong growth was adjusted EBITDA, which surpassed R\$1.0 billion in 2013, or $17 x$ higher than at the end of 2006, in the early days of the company. We became the first and only Brazilian Mall company to surpass the mark of R $\$ 1.0$ billion in EBITDA. Adjusted FFO was $\mathrm{R} \$ 497.0$ million in the year, increasing $18.2 \%$ from 2012, while adjusted net income came to R $\$ 487.0$ million, up $18.9 \%$ from 2012.

Throughout the years we maintained our efforts to optimize common costs, enabling us to reduce the occupancy cost of tenants from $10.6 \%$ in 2012 to $10.4 \%$ in 2013. The low occupancy cost registered during the year contributed towards our malls to end the year with a vacancy rate of only $2.1 \%$. In 2013 we recorded a $24.3 \%$ Leasing Spread in our contract renewals, which reflects the strength of our assets and our revenue's long term potential growth. Seeking to improve the experience of our consumers, our marketing department brought special moments to thousands of families through exclusive BRMALLS events, such as Disney, Galinha Pintadinha and Angry Birds. As a result of the high occupancy rate and enjoyable experience, our assets received over 470 million visitors during 2013.

In the fourth quarter we inaugurated another Greenfield: Shopping Contagem in Minas Gerais, adding $34.9 \mathrm{~m}^{2}$ to our total GLA. We also inaugurated the expansion of Shopping Rio Anil in São Luís, Maranhão, adding $11.500 \mathrm{~m}^{2}$ to our total GLA. We also launched the expansion of Shopping Sete Lagoas, in Minas Gerais, adding $1.500 \mathrm{~m}^{2}$ to our total GLA. These two expansions, add up with two others that we opened in 2013: Plaza Niterói in May, located in Rio de Janeiro and Natal Shopping in September, located in Rio Grande do Norte. We inaugurated a total of $67.900 \mathrm{~m}^{2}$ of total GLA and $39.900 \mathrm{~m}^{2}$ of owned GLA.

We envision that 2014 will be a challenging year to the Brazilian economy. However, we will work hard to strengthen the company internally and become more and more efficient in our operation and investments. This year we will launch Shopping Vila Velha, which is the company's largest greenfield project ever, which will open with over $68.000 \mathrm{~m}^{2}$ of GLA. We will also open 3 important expansion projects in 2014.

Except where stated otherwise, the following financial and operating information is presented on a consolidated basis and in Brazilian Real ( $\mathrm{R} \$$ ) and the comparisons are with the fourth 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 4Q13 RESULTS

## Gross Revenue:

In 4Q13, gross revenue amounted to R\$408.1 million, representing growth of $11.0 \%$ from the prior-year period. In the year, gross revenue amounted to $\mathrm{R} \$ 1,411.7$ million, increasing $15.7 \%$ from 2012. Gross revenue growth in the quarter is basically explained by the following factors:

## Base Rent

Base rent came to $\mathrm{R} \$ 197.9$ million in the quarter, an increase of R $\$ 15.7$ million or $8.6 \%$ from 4Q12. The increase was due to the leasing spread rates captured by the company in recent years, the adjustments for inflation and the GLA added in the last 12 months, when we opened of Shopping Contagem and 4 expansion projects (Plaza Niterói, Rio Anil, Sete Lagoas and Shopping Natal). In 4Q13, same-store rent grew by 10.4\%.

Key Money
Key money amounted to R $\$ 16.6$ million in 4Q13, increasing by $19.6 \%$ or $\mathrm{R} \$ 2.8$ million from the year-ago period. This growth is mainly due to the leasing of the expansions at Rio Anil, Sete Lagoas and Shopping Natal, as well as to the opening of Shopping Contagem.

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


## Overage Rent

Revenue from overage rent came to $\mathrm{R} \$ 30.4$ million in 4Q13, increasing 8.4\%. In 4Q13, 54.7\% of overage rent revenue was due to auditing efforts.

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

| 4 Q13 |  | 4Q12 | $\%$ | 2013 | 2012 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Base Rent | 197,916 | 182,231 | 8.6\% | 754,827 | 671,656 | 12.4\% |
| Overage Rent | 30,351 | 27,991 | 8.4\% | 83,833 | 78,000 | 7.5\% |
| Mall \& Media | 60,038 | 50,833 | 18.1\% | 160,737 | 130,663 | 23.0\% |
| Parking | 68,787 | 57,663 | 19.3\% | 229,877 | 184,982 | 24.3\% |
| Services | 26,686 | 23,386 | 14.1\% | 94,699 | 85,843 | 10.3\% |
| Key Money | 16,552 | 13,836 | 19.6\% | 66,755 | 45,414 | 47.0\% |
| Transfer Fee | 4,489 | 8,153 | -44.9\% | 13,470 | 14,810 | -9.0\% |
| Others | 3,292 | 3,612 | -8.9\% | 7,512 | 8,864 | -15.2\% |
| Gross Revenue | 408,111 | 367,706 | 11.0\% | 1,411,710 | 1,220,231 | 15.7\% |

## Parking Revenue

In 4Q13, parking revenue was one of the fastest growing revenue lines, increasing by $\mathrm{R} \$ 11.1$ million or $19.3 \%$ from the year-ago period to reach $\mathrm{R} \$ 68.8$ million. Growth in the quarter was driven by higher vehicle traffic at most malls and by higher parking rates.

In the quarter, parking NOI was $\mathrm{R} \$ 59.0$ million, increasing by $28.2 \%$ or $\mathrm{R} \$ 13.0$ million.

## Transfer Fees

Transfer fees amounted to R\$4.5 million in the 4Q13 and $\mathrm{R} \$ 13.5$ million in 2013. We work to continually improve the quality of our mix and to adjust it with a view of reducing voluntary tenant turnover.

## Service Revenue

In 4Q13, revenue from services amounted to $\mathrm{R} \$ 26.7$ million, increasing by $14.1 \%$ or $\mathrm{R} \$ 3.3$ million from the year-ago period.


## Mall \& Media

Mall \& Media revenue stood at $\mathrm{R} \$ 60.0$ million in 4 Q 13 , increasing $18.1 \%$ from 4Q13. Mall \& Media revenue once again increased its share in rent revenue. BRMALLS continues to prove itself as a strong communication vehicle by leveraging its economies of scale and the strength of its assets. In 4Q13, Mall \& Media revenue accounted for $14.7 \%$ of gross revenue, with this share increasing 0.9 p.p. from $13.8 \%$ in the year-ago period.

Gross Revenues Breakdown 4Q13 - Adjusted Financial Information
$\square$ Parking
$\square$ Services
$\square$ Key Money
Others
Transfer Fee
Rent


## Net Revenues:

We ended the fourth quarter with growth in relation to 4 Q 12 of $\mathrm{R} \$ 40.0$ million or $11.9 \%$ totaling $\mathrm{R} \$ 375.9$ million. In 2013 net revenue amounted to $\mathrm{R} \$ 1,303.7$ million, 16.0\% higher than in 2012.

Costs:
Rent and service costs came to $\mathrm{R} \$ 28.5$ million in the quarter. As a ratio of gross revenue, these costs declined from $7.8 \%$ in 4Q12 to $7.0 \%$ in 4Q13. In the year, costs amounted to R $\$ 110.0$ million, corresponding to $7.8 \%$ of gross revenue- a slight improvement over $7,9 \%$ presented in 2012. The main cost variations are explained by:

## Personnel Costs

Personnel costs increased by $14.5 \%$ to $\mathrm{R} \$ 8.2$ million. This was largely due to portfolio growth and auditing efforts, which contributed $54.7 \%$ or $\mathrm{R} \$ 16.6$ million of overage rent revenue.

Common Costs
Common costs decreased by $20.9 \%$ to $\mathrm{R} \$ 6.9$ million in the quarter. Due to our efforts to reduce costs, we captured significant efficiency gains in the management of common costs.

## NOI:

In the last quarter of 2013, NOI amounted to $\mathrm{R} \$ 353.0$ million, increasing R $\$ 37.7$ million or $12.0 \%$ from 4Q13. In the same period, NOI margin was $92.5 \%$, which is the highest quarterly margin ever for BRMALLS. In 2013, NOI was R\$1,207.2 million, increasing by $\mathrm{R} \$ 172.0$ million or $16.6 \%$ in the period. Malls managed by the company posted NOI growth of $17.6 \%$, while malls managed by third parties registered NOI growth of 13.3\%.

NOI Growth (R\$ thousand) - Adjusted
Financial Information


NOI Reconciliation (R\$ thousand) - Adjusted Financial Information

|  | 4Q13 | 4Q12 | $\%$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | \% |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| Gross Revenue | 408,111 | 367,706 | $11.0 \%$ | $\mathbf{1 , 4 1 1 , 7 1 0}$ | $\mathbf{1 , 2 2 0 , 2 3 1}$ | $15.7 \%$ |
| $(-)$ Services | $(26,686)$ | $(23,386)$ | $14.1 \%$ | $(94,699)$ | $(85,843)$ | $10.3 \%$ |
| $(-)$ Costs | $(28,462)$ | $(28,809)$ | $-1.2 \%$ | $(110,016)$ | $(96,937)$ | $13.5 \%$ |
| $(+)$ Araguaia Debenture | 2,169 | 1,774 | $22.3 \%$ | 8,892 | 5,826 | $52.6 \%$ |
| $(-)$ Presumed Credit PIS/COFINS | $(2,137)$ | $(1,998)$ | $7.0 \%$ | $(8,698)$ | $(8,117)$ | $7.2 \%$ |
| NOI | $\mathbf{3 5 2 , 9 9 5}$ | $\mathbf{3 1 5 , 2 8 5}$ | $\mathbf{1 2 . 0 \%}$ | $\mathbf{1 , 2 0 7 , 1 8 9}$ | $\mathbf{1 , 0 3 5 , 1 6 2}$ | $\mathbf{1 6 . 6 \%}$ |
| Margin $\%$ | $92.5 \%$ | $91.6 \%$ | $0.9 \%$ | $91.7 \%$ | $\mathbf{9 1 . 3 \%}$ | $0.4 \%$ |

Same-property NOI in the quarter grew by $7.8 \%$ from the same period in 2012. The 43 malls managed by the Company, in which we hold an average ownership interest of $63.9 \%$, accounted for $93.1 \%$ of total NOI in the quarter.

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

|  | NOI 4Q13 | Sales 4Q13 | NOI 2013 | Sales 2013 |
| :---: | :---: | :---: | :---: | :---: |
| 1 Plaza Niterói | 33,847 | 317,859 | 110,562 | 918,550 |
| 2 Shopping Tijuca | 26,242 | 257,903 | 94,571 | 806,659 |
| 3 NorteShopping | 24,277 | 465,809 | 83,348 | $1,422,246$ |
| 4 Shopping Tamboré | 18,618 | 188,623 | 63,773 | 587,969 |
| 5 Center Shopping Uberlândia | 15,859 | 188,698 | 53,490 | 598,492 |
| 6 Catuai Shopping Londrina | 13,725 | 178,621 | 48,993 | 588,450 |
| 7 Shopping Recife | 11,900 | 418,354 | 43,523 | $1,335,450$ |
| 8 Shopping Estação | 11,689 | 114,482 | 35,821 | 376,955 |
| 9 Shopping Villa Lobos | 11,671 | 190,040 | 39,625 | 621,884 |
| 10 Mooca Plaza Shopping | 11,080 | 152,670 | 38,644 | 454,783 |
| Others | $\mathbf{1 7 4 , 0 8 7}$ | $\mathbf{4 , 6 2 8 , 4 2 3}$ | 594,839 | $\mathbf{1 4 , 2 9 1 , 6 9 2}$ |
| Total | 352,995 | $\mathbf{7 , 1 0 1 , 4 8 1}$ | $\mathbf{1 , 2 0 7 , 1 8 9}$ | $\mathbf{2 2 , 0 0 3 , 1 2 9}$ |

* NOI considers straight-lining effects


## Sales, General and Administrative Expenses:

In the last quarter of 2013, SG\&A expenses came to R\$41.8 million, decreasing $20.8 \%$ from the year-ago quarter. We registered decreases in all expense lines during the quarter. The lower expenses in the quarter are basically explained by the following factors:

## Sales Expenses

Selling expenses decreased $\mathrm{R} \$ 9.0$ million from the year-ago period. Selling expenses were impacted by the higher efficiency of the model for commissions earned by sales executives and by the lower number of projects under development.

General and Administrative Expenses
General and administrative expenses amounted to $\mathrm{R} \$ 36.4$ million in 4Q13, decreasing R\$2.0 million or $5.1 \%$ from the year-ago period.

## Depreciation and Amortization:

In view of the early adoption of the pronouncements of the Accounting Pronouncements Committee (CPC), in accordance with CVM Resolution 603, we no longer depreciate our investment properties, which are now booked at fair value. We also no longer amortize the goodwill generated by acquisitions. The only depreciation relates to buildings, improvements, equipment and facilities of the headquarters that does not generate significant impacts for analysis.

In 2013, expenses with depreciation came to R\$505.0 thousand. Amortization amounted to R\$2.3 million, decreasing 75.1\% from 4Q12. In 2013, we registered amortization of $\mathrm{R} \$ 9.5$ million.

## Other Operational Revenues

In the fourth quarter of 2013 , other operating revenue was $\mathrm{R} \$ 444.1$ million. This higher impact was due to the positive variation in the fair value of our investment properties, which generated operating income of $\mathrm{R} \$ 428.2$ million in the quarter, a decrease over the same period of 2012 mainly due to the inaugurations of 4Q12. We appraised the fair value of the assets in our portfolio, which included the appraisal of Shopping Contagem for the first time due to the asset's grand opening.

## Investment Properties

Investment properties comprise sites and buildings in shopping malls held to earn rent and/or for capital appreciation purposes, and are recognized at their fair value. They are appraised by internal specialists using a proprietary model based on their history of profitability and discounted cash flow at market rates. At least once every six months on the balance sheet dates we carry out reviews to assess changes in the balances recognized. Changes in fair value are accounted for directly in the income statement.

The Company has a quarterly process to monitor events that may indicate the need to review the estimates of fair value, such as project openings, the acquisition of additional interests or divestment of partial interests in malls, significant variations in the performance of malls in comparison with the respective budgets, changes in the macroeconomic scenario, etc. If such indications are identified, the Company adjusts its estimates to reflect any variations in the result of each period.

## EBITDA:

In 4Q13, adjusted EBITDA came to R\$323.8 million, increasing $21.4 \%$ from R $\$ 266.7$ million in 4Q12. Adjusted EBITDA margin was $86.1 \%$ in 4Q12, representing a new record for BRMALLS and increasing 6.7 p.p. from 4Q12. BRMALLS was the first company in the sector to break the adjusted EBITDA R $\$ 1.0$ billion mark, registering $\mathrm{R} \$ 1,055.4$ million, $16.0 \%$ higher than the $\mathrm{R} \$ 910.2$ million recorded in 2012. In the year, adjusted EBITDA margin stood at $81.0 \%$.

| Adjusted EBITDA Growth (RS thousand) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $4 \mathrm{Q13}$ | 4 Q 12 | \% | 2013 | 2012 | \% |
| Net Revenue | 375,941 | 335,853 | 11.9\% | 1,303,719 | 1,123,612 | 16.0\% |
| (-) Costs and Expenses | (72,710) | $(91,096)$ | -20.2\% | $(292,955)$ | $(261,926)$ | 11.8\% |
| (+) Depreciation and Amorization | 2,469 | 9,529 | -74.1\% | 9,971 | 13,027 | -23.5\% |
| (+) Other Operating Revenues | 444,093 | 1,790,807 | -75.2\% | 857,866 | 2,547,717 | -66.3\% |
| EBITDA | 749,793 | 2,045,093 | -63.3\% | 1,878,601 | 3,422,430 | -45.1\% |
| (-) Investment Property | $(428,160)$ | $(1,780,160)$ | -75.9\% | $(832,088)$ | $(2,518,035)$ | -67.0\% |
| (+) Aruaguaia Debenture | 2,169 | 1,774 | 22.3\% | 8,892 | 5,826 | 52.6\% |
| Adjusted EBITDA | 323,802 | 266,707 | 21.4\% | 1,055,405 | 910,221 | 16.0\% |
| Margin \% | 86.1\% | 79.4\% | 6.7\% | 81.0\% | 81.0\% | -0.1\% |

## Adjusted EBITDA Growth (R\$ thousand) Adjusted Financial Information



Financial Result:

In the last quarter of 2013, we recorded a net financial expense of $\mathrm{R} \$ 161.8$ million, compared to a net financial expense of $R \$ 127.2$ million in the prior-year period. Financial income in the quarter came to $\mathrm{R} \$ 236.0$ million, while financial expenses were $\mathrm{R} \$ 397.8$ million. These expenses were mainly impacted by interest on loans and financing and by exchange variation (USD). Excluding the noncash effects of exchange variation and the adjustment of swaps to market value, the Company posted a net financial expense of $\mathrm{R} \$ 118.7$ million in 4 Q 13 . The main factors impacting net financial results in the period follow:

## Interest Expenses and Monetary Variation

Financial investments generated income of R $\$ 9.0$ million, down $41.6 \%$ from the year-ago period, reflecting the difference in the average cash position. Interest expenses in the same period were $\mathrm{R} \$ 137.2$ million, increasing $6.8 \%$ or $\mathrm{R} \$ 8.8$ million from 4Q12, mainly due to the $5.8 \%$ increase in gross debt, which ended the quarter at $\mathrm{R} \$ 4.8$ billion, compared to $\mathrm{R} \$ 4.5$ billion in 4Q12.

| Revenues | $4 \mathrm{Q13}$ | $4 \mathrm{Q12}$ | \% | 2013 | 2012 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Investments | 8,995 | 15,409 | -41.6\% | 42,459 | 56,509 | -24.9\% |
| FXV Variation | 45,714 | 96,227 | -52.5\% | 149,023 | 196,963 | -24.3\% |
| Swap Curve | 152,209 | 83,501 | 82.3\% | 572,931 | 253,473 | 126.0\% |
| Swap mark to market | 25,558 | 241,273 | -89.4\% | 162,742 | 405,378 | -59.9\% |
| Others | 3,541 | 17,388 | -79.6\% | 16,263 | 24,226 | -32.9\% |
| Total | 236,017 | 453,798 | -48.0\% | 943,418 | 936,549 | 0.7\% |
| Expenses | 4Q13 | 4Q12 | \% | 2013 | 2012 | \% |
| Interest | $(137,213)$ | $(128,440)$ | 6.8\% | $(477,960)$ | $(425,476)$ | 12.3\% |
| FXVariation | $(83,649)$ | $(98,413)$ | -15.0\% | $(281,828)$ | $(268,799)$ | 4.8\% |
| Swap Curve | $(142,936)$ | $(91,269)$ | 56.6\% | $(529,551)$ | $(249,512)$ | 112.2\% |
| Swap mark to market | $(30,777)$ | $(237,449)$ | -87.0\% | $(214,193)$ | $(389,751)$ | -45.0\% |
| Others | $(3,251)$ | $(25,425)$ | -87.2\% | $(20,535)$ | $(36,976)$ | -44.5\% |
| Total | $(397,826)$ | $(580,996)$ | -31.5\% | $(1,524,067)$ | $(1,370,514)$ | 11.2\% |
| Financial Result | $(161,809)$ | $(127,198)$ | 27.2\% | $(580,649)$ | $(433,965)$ | 33.8\% |
| Cash Financial Result | $(118,655)$ | $(128,835)$ | -7.9\% | $(396,392)$ | $(377,756)$ | 4.9\% |

## Exchange Variation

During 4Q13, the Brazilian real depreciated against the U.S. dollar by $6.5 \%$ (based on the PTAX at end of period), which contributed to the noncash net financial expense of $\mathrm{R} \$ 37.9$ million.

## Net Income:

Net income in the fourth quarter of 2013 amounted to $\mathrm{R} \$ 345.1$ million. In 2013, net income amounted to $\mathrm{R} \$ 680.0$ million.

Fourth-quarter net income was mainly impacted by two noncash effects: the impact of exchange variation on the principal (USD) of the perpetual debt and the gain from the reappraisal of the fair value of our investment properties. The net financial expense related to exchange variation was $\mathrm{R} \$ 37.9$ million, while the gain from the reappraisal of our assets was $\mathrm{R} \$ 428.2$ million. Considering these effects, adjusted net income in 4Q13 was $\mathrm{R} \$ 146.6$ million, increasing $30.4 \%$ on the year-ago period.

Considering the effects throughout 2013, adjusted net income for the year was $\mathrm{R} \$ 487.0$ million, increasing by $\mathrm{R} \$ 77.5$ million or $18.9 \%$ from the previous year. Net earnings per share was $\mathrm{R} \$ 0.32$ in the quarter and $\mathrm{R} \$ 1.07$ in the year.


## Adjusted FFO:

In 4Q13, FFO amounted to R\$347.6 million. Adjusted FFO, which excludes noncash effects such as exchange variation, gains/losses from adjustments to the market value of swaps and the gain from the reappraisal of investment properties, amounted to $\mathrm{R} \$ 149.1$ million in the fourth quarter of 2013, compared to R $\$ 122.0$ million in 4Q12. Adjusted FFO margin in 4Q13 was $39.7 \%$, 3.4 p.p. higher than in the same period of 2012. In the year, AFFO was R\$497.0 million, increasing $18.2 \%$ from 2012, with margin of $38.1 \%$, increasing 0.7 p.p. from 2012.

## AFFO Growth (R\$ thousand) - Adjusted Financial Information

| FFO Reconciliation (RS thousand) - Adjusted Financial Information |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4 Q 13 | 4 Q12 | \% | 2013 | 2012 | \% |
| Net Income | 345,085 | 1,066,154 | -67.6\% | 679,950 | 1,742,097 | -61.0\% |
| (+) Depreciation and Amorrization | 2,469 | 9,529 | -74.1\% | 9,971 | 13,027 | -23.5\% |
| FFO | 347,554 | 1,075,683 | -67.7\% | 689,921 | 1,755,124 | -60.7\% |
| (+) FX Variation on Perpetual Bond | 37,935 | 2,186 | 1635.2\% | 132,804 | 71,836 | 84.9\% |
| (+) Swap mark to market | 5,219 | $(3,823)$ | -236.5\% | 51,451 | $(15,626)$ | -429.3\% |
| (-) Investment Property | $(428,160)$ | $(1,780,160)$ | -75.9\% | $(832,088)$ | $(2,518,035)$ | -67.0\% |
| ( + ) Minority Interest (Investment Prop.) | 8,000 | 107,125 | -92.5\% | 18,468 | 148,160 | -87.5\% |
| (+) Non-cash Taxes Adjustment | 178,525 | 720,956 | -75.2\% | 436,427 | 981,092 | -55.5\% |
| (+) Other non recurring Operational Revenues | $\cdot$ | - | - |  | $(2,089)$ | -100.0\% |
| Adjusted FFO | 149,073 | 121,969 | 22.2\% | 496,983 | 420,462 | 18.2\% |
| Margin \% | 39.7\% | 36.3\% | 3.4\% | 38.1\% | 37.4\% | 0.7\% |

CAPEX:

BRMALLS invested $\mathrm{R} \$ 155.7$ million over the course of the quarter, which was allocated as follows:

Greenfield Projects
Investments amounted to $\mathrm{R} \$ 63.1$ million in the period. Most of the expenditures were related to Shopping Contagem, which opened in November 2013.

Others
A total of $\mathrm{R} \$ 3.3$ million was invested in internal systems and processes, among other items, which underscores our focus on improving processes and capturing economies of scale.

## Expansions and Renovations

A total of R $\$ 89.2$ million was invested during the fourth quarter of 2013, mostly in Rio Anil and Sete Lagoas, both of which were opened in 4Q13.


Cash and Debt (Adjusted Financial Information):

At the end of 4 Q 13 , gross debt stood at $\mathrm{R} \$ 4,766.7$ million, increasing by $1.9 \%$ from 3Q13.

BRMALLS' cash position at the end of 2013 came to $\mathrm{R} \$ 408.6$ million, increasing $9.5 \%$ from $\mathrm{R} \$ 373.1$ million in 3Q13.

Considering the disbursements with expansion and greenfield projects, especially Shopping Contagem opened in 4Q13, we ended 2013 with net debt of R\$4,358.0 million. The debt profile continues to be characterized as long-term ( $90.8 \%$ of the total), given that the profile of new funding was similar to that of existing debt.

| Main Indicators (R\$ thousand) |  |  |
| :---: | :---: | :---: |
|  | 4 Q13 | 3Q13 |
| Cash Position | 408,626 | 373,059 |
| Average Remuneration | 101.6\% | 102.7\% |
| Gross Debt (R\$ thousand) | 4,766,671 | 4,679,937 |
| Duration (years) | 10.9 | 10.9 |
| Average Cost | IGPM + 5,9\% | IGPM + 5,0\% |
| Net Debt | 4,358,045 | 4,306,878 |
| Net Debt / annualized EBITDA | 1.45 | 3.45 |
| Net Debt / annualized Adjusted EBITDA | 3.36 | 4.16 |
| Net Debt (ex-perpetuals) / annualized EBITDA | 1.12 | 2.69 |
| Net Debt (ex-perpetuals) / annualized Adjusted EBITDA | 2.60 | 3.24 |
| Gross Debt / EBITDA adjusted annualized | 3.68 | 4.52 |
| FFO 12M / Gross Debt | 0.14 | 0.30 |
| AFFO 12M / Gross Debt | 0.10 | 0.10 |
| Financial Net Debt / Adjusted EBITDA 12M | 1.82 | 1.83 |

## Exposure over the next 5 yearas by Index

(Debt and Swaps)


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


[^0]NOI* per m ${ }^{2}$

NOI per m²
The mall portfolio registered average monthly NOI per m² of R\$127 in 4Q13, increasing $3.4 \%$ from the year-ago period. Considering the 10 malls that make the most important contributions to NOI, average monthly NOI per $\mathrm{m}^{2}$ increased by $8.7 \%$ to $\mathrm{R} \$ 177$.

Late Payments
In 4Q13, our late payment ratio (30 days) registered 3.6\%. Net late payments stood at $1.5 \%$.

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

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


Late Payments
4Q11 1Q12 2Q12 3Q12 4Q12 1Q13 2Q13 3Q13 4Q13


Occupancy Cost Breakdown (\% of Sales)


## Occupancy Costs

In the quarter, occupancy costs amounted to $9.7 \%$, decreasing 0.4 p.p. from the prioryear period. This was the lowest occupancy cost recorded in a quarter since 4Q11. The portion of occupancy costs allocated to common and marketing costs decreased by 0.3 p.p from the prior-year period. Therefore, by reducing common costs for tenants, we were able to increase rent while maintaining healthy tenants.

Indicators Evolution

|  | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 | 4Q13 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SSS (\%) | $8.8 \%$ | $9.1 \%$ | $7.0 \%$ | $6.2 \%$ | $7.6 \%$ | $7.5 \%$ | $6.2 \%$ | $8.1 \%$ | $8.0 \%$ |
| SSR (\%) | $15.2 \%$ | $11.3 \%$ | $8.1 \%$ | $9.0 \%$ | $10.2 \%$ | $11.1 \%$ | $8.3 \%$ | $9.3 \%$ | $10.4 \%$ |
| Sales $/ m^{2}$ | 1,324 | 1,002 | 1,071 | 1,064 | 1,425 | 1,167 | 1,145 | 1,189 | 1,574 |
| Rent $/ m^{2}$ | 102 | 89 | 88 | 89 | 102 | 85 | 91 | 91 | 106 |
| NOI $/ m^{2}$ | 117 | 100 | 103 | 104 | 123 | 100 | 109 | 110 | 127 |
| Occupancy Cost (\% Sales) | $9.6 \%$ | $11.2 \%$ | $10.7 \%$ | $10.7 \%$ | $10.1 \%$ | $11.3 \%$ | $10.5 \%$ | $10.2 \%$ | $9.7 \%$ |
| Late Payments (30 days) | $3.9 \%$ | $4.6 \%$ | $4.0 \%$ | $3.7 \%$ | $3.2 \%$ | $4.3 \%$ | $3.6 \%$ | $3.1 \%$ | $3.6 \%$ |
| Net Late Payments | $0.8 \%$ | $2.1 \%$ | $1.2 \%$ | $0.9 \%$ | $0.9 \%$ | $1.8 \%$ | $1.3 \%$ | $0.5 \%$ | $1.5 \%$ |
| Occupancy (\%) | $97.6 \%$ | $97.4 \%$ | $97.6 \%$ | $97.9 \%$ | $98.3 \%$ | $97.9 \%$ | $97.7 \%$ | $97.6 \%$ | $97.9 \%$ |

## Sales Performance:

In 4Q13, the portfolio registered total sales of R\$7.1 billion, for an increase of $12.7 \%$ from R $\$ 6.3$ billion in the same period a year earlier. Total sales reached $\mathrm{R} \$ 22.0$ billion, a $12.1 \%$ increase over the $\mathrm{R} \$ 19.6$ billion recorded in 2012. Same-store sales (SSS) grew by $8.0 \%$ in the same period, finishing off 2013 growing $7.5 \%$. The result was led by satellite and mega stores, which recorded growth of $8.3 \%$ and $9.0 \%$, respectively.


In terms of income class, shopping malls targeting the upper-middle and middle class segments recorded the highest sales figures, with SSS growth rates on the prior-year quarters of $9.0 \%$ and $8.1 \%$, respectively. SSS growth in these segments was led by the malls Granja Vianna and Sete Lagoas, which registered SSS growth rates of $11.8 \%$ and $15.9 \%$, respectively.

Same Store Sales per Segment (4Q13 versus 4Q12)


Our younger malls from our portfolio led the sales highlights with Mooca, Estação BH and Via Brasil posting excellent SSS growth rates of $15.3 \%, 19.4 \%$ and $17.9 \%$, respectively. This result demonstrates the healthy maturity process of our newer malls and reiterates our potential for generating greater results.

The Southeast, our most important region in terms of NOI, posted SSS growth of $8.4 \%$, second only to the North region, which posted strong SSS growth of $12.4 \%$ in relation to 4Q12.


## Leasing Activities:

In 4Q13, leasing spreads stood at 33.9\% for contract renewals and $20.9 \%$ for new contracts in existing malls. The company's low occupancy cost continues to benefit this indicator. Shopping malls leased by BRMALLS registered a leasing spread of $21.3 \%$ for new contracts, while malls not leased by us registered 3.3\%.

In 4Q13, we leased 288 new stores at existing malls, which represents an increase of $6.7 \%$ or 18 contracts from 4Q12. We also renewed 245 contracts, an increase of $27.0 \%$ or 52 contracts compared to 4Q12.

A total of 49 lease contracts were closed at Greenfield projects. At expansion projects, we leased a total of 41 stores.

Considering all three categories, existing malls, malls in expansion and greenfield projects, we signed a total of 623 contracts in the quarter, $14.5 \%$ more than in the prior-year period. In terms of GLA, we leased a total $114.500 \mathrm{~m}^{2}$ in 4Q13. Over the course of 2013 we signed a total of 1,919 contracts.

Over the next six months, we expect to renew contracts for $5.1 \%$ of our total GLA.


Contract Renewals (\% of GLA)


Contract Maturity Schedule (\% of GLA)

Renewals Leasing Spread (\%)


## Acquisitions:

Realized NOI in the 4th quarter from malls acquired since the incorporation of BRMALLS continued to outperform the feasibility studies formulated at the time of their acquisition. NOI in the quarter was $\mathrm{R} \$ 252.2$ million, or $19.2 \%$ higher than the $\mathrm{R} \$ 211.7$ million projected for the period.

## Expansion Projects:



At the end of the fourth quarter, we had 7 expansion projects that had been announced to the market, which will add a total GLA of $84,600 \mathrm{~m}^{2}$ and owned GLA of $45,400 \mathrm{~m}^{2}$, expanding our current portfolio by $5.1 \%$ and $4.7 \%$, respectively.

These expansion projects will require investments of $\mathrm{R} \$ 480.8$ million (BRMALLS's share), $19.1 \%$ of which had been disbursed by the end of 4Q13. The project remains on-schedule and on-budget. We will continue to analyze opportunities for creating value at our existing assets.


Expansions Gross CAPEX Schedule ( $\mathbf{R} \$$ million) ${ }^{3}$

| Expansions Summary |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expansions | Total CLA | \%Ownership | Owned GLA | \% Construction Completion | Stabilized NOI (R\$ million) | Key Money²-BRMALLS (R\$ million) | IRR (real and unlev.) | Opening Date | Leasing Status |
| Shopping Recife | 2,938 | 30.8\% | 905 | 100.0\% | 0.6 | * | 14.4\% | 1 T14 | 100.0\% |
| Shopping Piracicaba | 16,308 | 36.9\% | 6,018 | 70.4\% | 7.0 | 4.1 | 16.2\% | 2 T 14 | 98.2\% |
| São Luís Shopping | 20,939 | 15.0\% | 3,141 | 81.0\% | 2.7 | 1.9 | 16.5\% | 2 T 14 | 82.2\% |
| Shopping Capim Dourado | 7,615 | 100.0\% | 7,615 | 0.0\% | 8.8 | 6.5 | 14.9\% | 2 T 15 | 0.0\% |
| NorteShopping | 13,788 | 100.0\% | 13,788 | 0.0\% | 33.4 | 16.3 | 15.5\% | 2016 | 0.0\% |
| Top Shopping | 15,822 | 50.0\% | 7,911 | 31.0\% | 14.9 | 5.6 | 11,9\% ${ }^{4}$ | 2 T 15 | 0.0\% |
| Independência Shopping | 7,231 | 83.4\% | 6,034 | * | * | * | * | * | * |
| Total | 84,641 | 53.7\% | 45,412 |  | 67.6 | 34.4 |  |  |  |

[^1]
## Rio Anil Expansion

On October $31^{\text {st }}$ we opened the Rio Anil Shopping Expansion. The mall is located in São Luis, 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 Luís 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 3Q13 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 R $\$ 6.7$ million for BRMALLS. The project's real and unleveraged IRR is $21.0 \%$.

## Sete Lagoas Expansion

In December, we opened the expansion of Shopping Sete Lagoas. The project added a total GLA of $1.500 \mathrm{~m}^{2}$ and $1.100 \mathrm{~m}^{2}$ of owned GLA to our current portfolio or an increase of $9.3 \%$. BRMALLS opened the expansion of Sete Lagoas on the scheduled date and budget.

We estimate that this expansion will generate $\mathrm{R} \$ 515,000$ of stabilized NOI to BRMALLS. The internal rate of return of the project, real and unleveraged is $18.1 \%$.

The expansion aims to anchor more the asset, bringing tennants such as Lojas Americanas and Eletrosom.


## Development:

There are currently 3 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 3 greenfield projects will add 144.0 thousand $m^{2}$ in total GLA and 89.2 thousand $m^{2}$ in owned GLA, expanding the portfolio by $8.6 \%$ and $9.3 \%$, respectively. Considering the expansion and greenfield projects in progress, we estimate an increase of $13.7 \%$ and $14.0 \%$ in total and owned GLA, respectively. The total investment to be made by the company amounts to $\mathrm{R} \$ 453.4$ million, $20.6 \%$ of which was already disbursed in 2013 . The average interest held by the Company in the projects is $61.9 \%$ and, once opened, we expect them to generate owned stabilized NOI of R $\$ 90.1$ million for BRMALLS.

Owned GLA to be added by Developments and Expansions


| Greenifidd Summary |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Greenfield Summary | Total CLA | \%Ownership | OwnedCLA | \%Construction Evolution | StablilizedNOi (RS million) | KeyMoney. <br> BRMALLS (RS million) | RRR (real and unlev.) | Opering Date | Leasing Status |
| Shooping Vila Velha | 68,191 | 50.0\% | 34,095 | 60.8\% | 28.6 | 10.9 | 17.9\% | $3 T 14$ | 80.5\% |
| Catuai Shopping Cascavel | 29,932 | 69.0\% | 20,638 | 43.5\% | 20.3 | 13.1 | 138\% | $2 T 15$ | 77.2\% |
| Cuiabá Plaza Shopping | 45,923 | 75.0\% | 34,442 | 10.0\% | 41.2 | 25.4 | 16.1\% | 2015 | 0.0\% |
| Total | 144,046 | 61.9\% | 89,176 |  | 90.1 | 49.4 |  |  |  |

[^2]
## Shopping Contagem

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 638 thousand people, formal employment increased by $4.9 \%$, above the national average of $4.4 \%$ and the city has a GDP per capita of $R \$ 30,743$.

The mall is located just 8 minutes from Lagoa da Pampulha, the location is strategic because it has direct access to the main avenue that connects Contagem to the region of Pampulha, and there are no shopping malls in the area of influence. There are 505,000 inhabitants in the region with an average monthly income of $\mathrm{R} \$ 3,130$.

The mall will be supplying the region with a strong and qualified area of consumption, leisure and entertainment.To meet the demand the mall has a parking space for 2,616 vehicles, of which about 2,000 are indoors.

The anchors and mega stores will make Contagem the most dominant mall in the region, with stores such as: Renner, Riachuelo, C\&A, Lojas Americanas, Casas Bahia, Marisa, Kalunga, 1001 Festas, Lojas Rede, Polishop e SupermearketSuper Nosso, besides of prestigious brands such as Track \& Field, Luiggi Bertolli Klus, Brooksfield, Polo Wear, TNG, Youcom , among others.

Among other leisure options, a cinema complex with 8 rooms operated by Cineart, all with 3D digital technology and a games center, operated by Playland.

The construction of Shopping Contagem began in November 2012 and lasted 11.5 months. After the opening, BRMALLS holds a $51 \%$ stake in the asset. The project opened with $92.3 \%$ of its GLA leased.

The mall is expected to generate $\mathrm{R} \$ 22.2$ million of stabilized NOI for BRMALLS. The total investment of the project BRMALLS was $\mathrm{R} \$ 155.7$ million. The internal rate of return of the project, real and unlevered, reached $15.0 \%$.

With the opening, BRMALLS increased its owned GLA in 17.8 thousand $\mathrm{m}^{2}$ and total GLA in 34.9 thousand $\mathrm{m}^{2}$, reaching $1,652.1$ thousand $\mathrm{m}^{2}$. In addition, we also increased the number of malls in our portfolio from 51 to 52 malls, with number of malls managed by the Company reaching 43 and the number of malls leased reaching 45 malls.


## Shopping Vila Velha

The economy of the city of Vila Velha is primarily based on tourism, the port, industry and commerce. According to IBGE, the city holds the largest population of Espírito Santo with 415 thousand inhabitants, has a GDP per capita of R\$13,093, besides having the second highest Human Development Index of the state. The population of the Metropolitan Region of Vitória is of 1.7 million inhabitants.

The mall will be located between the Juscelino Kubistchek and Luciano Neves avenues, next to the University of Vila Velha. According to market research prepared by Gismarket, $70.0 \%$ of the population in the influence area is located in the primary and secondary areas and $84.0 \%$ of the disposable income in the primary area of influence belongs to the A and B income class. Due to the demand for leisure, commerce and services, the project seeks to attract the best tenants to the region.

Shopping Vila Velha will open with 68 thousand $\mathrm{m}^{2}$ of GLA, becoming the largest mall iin the state with a wide regional reach, attracting custumers from both Vitória and Vila Velha (two of the largest cities in the state). The mall will have 13 anchor stores and one supermarket with over 8 thousand $\mathrm{m}^{2}$. Currently, $80.5 \%$ of its GLA is already leased with both regional and national brands such as: C\&A, Renner, Riachuelo, Marisa, Lojas Americanas, Casas Bahia, Cinemark, Dadauto, Le Biscuit, Kalunga, Decatlon, Outback, Saraiva, Avenida, Sipolatti, HD Kids, Camicado, Polishop, among others.


## Cuiabá Plaza Shopping

Cuiabá Plaza Shopping will be located at Avenida Miguel Sutil, one of the main avenues in the city, with a total GLA of 46.0 thousand $\mathrm{m}^{2}$.

The city's economy is driven by commerce and industry services. The city reached in 2011 a GDP of R $\$ 12.4$ billion, which represents $17.3 \%$ of the GDP of the state of Mato Grosso. Cuiabá will be one of the World Cup host cities and is receiving a relevant amount of investments in infrastructure, transportation and services.

The mall will be located in a prosperous region and of great demographic density. The land is linked to busy highways, connecting the site to other neighborhoods and cities.

The project has been approved and authorized by the city administration of Cuiabá and is expected to start the construction in 1Q14. Cuiabá Plaza Shopping will open with approximately 278 stores: 12 anchor stores, a leisure area, a movie theater, 30 stores in the food court and over 2,200 parking spaces. When opened, it will be BRMALLS' first mall in the state of Mato Grosso and the 4th in the Midwest region.


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 (12/31/2013)


|  | Indices: |  |
| :---: | :---: | :---: |
|  |  | Weight |
| ■ USA | BM\&F lbovespa IBOV | 1.41\% |
|  | BM\&F Bovespa IBrX-50 | 0.88\% |
| $\square$ Europe | BM\&F Bovespa ICO2 | 1.44\% |
| ■ Brazil | BM\&F Bovespa IBrX | 0.75\% |
| - Asia | BM\&F Bovespa IGC | 1.12\% |
| - Latin America | BM\&F Bovespa ITAG | 1.05\% |
| - Individuals | BM\&F Bovespa MLC | 0.80\% |
|  | BM\&F Bovespa IMOB | 18.59\% |
| - Others | iShares MSCI Brazil | 0.73\% |
|  | Source: Bloomberg (12/31) |  |

Investor Profile
We closed 4Q13 with a highly diversified investor base in terms of region of origin. Average daily trading volume was $\mathrm{R} \$ 55.8$ million in the quarter, decreasing $14.1 \%$ from R $\$ 65.0$ million in 3Q13. The average number of trades was 8,034 in 4Q13, decreasing 3.1\% from 8,291 in the year-ago period.


## Our Portfolio:

At the end of the fourth quarter of 2013, BRMALLS held interests in 52 shopping malls, which combined have GLA of 1,688.6 thousand $\mathrm{m}^{2}$ and owned GLA of 974.8 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 $87.2 \%$ of total NOI, with the average interest in these 32 malls standing at $75.5 \%$.

| Mall | State | Total GLA | \% | Owned CLA | 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 | 37,760 | 50.0\% | 18,880 | 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 | 17,942 | 70.0\% | 12,560 | Manag./ Leasing/CSC |
| Shopping Contagem | MG | 34,942 | 51.0\% | 17,821 | 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 |  | 1,688,603 | 57.7\% | 974,805 |  |

At the end of the fourth quarter of 2014 the company held a $100 \%$ interest in 10 malls in its portfolio. It currently provides services to 45 malls. Of the malls in its portfolio, the Company provides leasing services to 45 and management services to 43 , while 36 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/m $\mathbf{m}^{\mathbf{2}}$ and $\mathbf{N O I} / \mathbf{m}^{2}$ ): 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 (R\$ thousand) - Quarter |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  |
|  | 4Q13 | 4Q12 | \% |
| Gross Revenue | 391,160 | 351,992 | 11.1\% |
| Rents | 313,673 | 274,879 | 14.1\% |
| Rent straight-lining | $(36,668)$ | $(24,434)$ | 50.1\% |
| Key Money | 22,163 | 31,433 | -29.5\% |
| Key Money straight-lining | $(6,529)$ | $(17,617)$ | -62.9\% |
| Parking | 63,835 | 53,397 | 19.5\% |
| Transfer Fee | 4,434 | 8,034 | -44.8\% |
| Services Provided | 27,075 | 23,703 | 14.2\% |
| Others | 3,176 | 2,597 | 22.3\% |
| (-)Taxes and Contributions | $(31,153)$ | $(31,098)$ | 0.2\% |
| Net Revenue | 360,007 | 320,894 | 12.2\% |
| Costs | $(25,717)$ | $(26,606)$ | -3.3\% |
| Payroll | $(7,562)$ | $(6,515)$ | 16.1\% |
| Services Provided | $(3,687)$ | $(4,030)$ | -8.5\% |
| Common Costs | $(6,650)$ | $(8,174)$ | -18.6\% |
| Merchandising Costs | $(3,465)$ | $(3,611)$ | -4.0\% |
| Other Costs | $(4,353)$ | $(4,276)$ | 1.8\% |
| Gross Profit | 334,290 | 294,288 | 13.6\% |
| Sales, General and Administrative Expenses | $(41,607)$ | $(52,505)$ | -20.8\% |
| Sales Expenses | $(5,409)$ | $(14,420)$ | -62.5\% |
| Personnel Expenses | $(33,398)$ | $(34,442)$ | -3.0\% |
| Services Hired | $(1,211)$ | $(1,393)$ | -13.1\% |
| Other Expenses | $(1,589)$ | $(2,250)$ | -29.4\% |
| Depreciation | (122) | (122) | -0.3\% |
| Amortization | $(2,346)$ | $(9,323)$ | -74.8\% |
| Financial Income | $(159,645)$ | $(124,740)$ | 28.0\% |
| Financial Revenues | 235,765 | 453,613 | -48.0\% |
| Financial Expenses | $(395,410)$ | $(578,353)$ | -31.6\% |
| Revenue based on Equity Revenue | 31,016 | 25,265 | 22.8\% |
| Other Operational Revenues | 411,536 | 1,763,585 | -76.7\% |
| Operating Income | 573,122 | 1,896,448 | -69.8\% |
| Income before Income Taxes and Minority Interest | 573,121 | 1,896,448 | -69.8\% |
| Income Tax and Social Contribution Provision | $(26,660)$ | $(18,983)$ | 40.4\% |
| Deferred Taxes | $(174,284)$ | $(699,111)$ | -75.1\% |
| Minority Interest | $(27,092)$ | $(112,200)$ | -75.9\% |
| Net Income | 345,085 | 1,066,154 | -67.6\% |


| IFRS 10/11 Adjustments |  |
| :---: | :---: |
| 4Q13 | 4Q12 |
| 16,950 | 15,714 |
| 13,923 | 11,499 |
| $(2,622)$ | (888) |
| 832 | (141) |
| 86 | 161 |
| 4,951 | 4,266 |
| 55 | 119 |
| (390) | (317) |
| 115 | 1,015 |
| $(1,017)$ | (755) |
| 15,933 | 14,959 |
| $(2,744)$ | $(2,204)$ |
| (673) | (677) |
| (487) | (447) |
| (206) | (488) |
| (284) | (115) |
| $(1,095)$ | (476) |
| 13,189 | 12,755 |
| (172) | (253) |
| 50 | 20 |
| - | - |
| (19) | (10) |
| (203) | (262) |
| - |  |
| (1) | (84) |
| $(2,164)$ | $(2,458)$ |
| 252 | 185 |
| $(2,416)$ | $(2,643)$ |
| $(31,015)$ | $(25,266)$ |
| 32,557 | 27,222 |
| 12,393 | 11,918 |
| 12,394 | 11,916 |
| $(2,378)$ | $(5,239)$ |
| $(10,016)$ | $(6,677)$ |
| - | - |
| - | - |


| Adjusted Financial Information |  |  |
| :---: | :---: | :---: |
| 4Q13 | 4Q12 | \% |
| 408,110 | 367,706 | 11.0\% |
| 327,596 | 286,378 | 14.4\% |
| $(39,290)$ | $(25,322)$ | 55.2\% |
| 22,995 | 31,292 | -26.5\% |
| $(6,443)$ | $(17,456)$ | -63.1\% |
| 68,787 | 57,663 | 19.3\% |
| 4,489 | 8,153 | -44.9\% |
| 26,686 | 23,386 | 14.1\% |
| 3,291 | 3,612 | -8.9\% |
| $(32,170)$ | $(31,853)$ | 1.0\% |
| 375,940 | 335,853 | 11.9\% |
| $(28,461)$ | $(28,809)$ | -1.2\% |
| $(8,235)$ | $(7,192)$ | 14.5\% |
| $(4,174)$ | $(4,477)$ | -6.8\% |
| $(6,856)$ | $(8,662)$ | -20.9\% |
| $(3,749)$ | $(3,726)$ | 0.6\% |
| $(5,448)$ | $(4,752)$ | 14.6\% |
| 347,479 | 307,044 | 13.2\% |
| $(41,779)$ | $(52,757)$ | -20.8\% |
| $(5,359)$ | $(14,400)$ | -62.8\% |
| $(33,398)$ | $(34,442)$ | -3.0\% |
| $(1,230)$ | $(1,404)$ | -12.4\% |
| $(1,792)$ | $(2,512)$ | -28.7\% |
| (122) | (122) | 0.0\% |
| $(2,347)$ | $(9,407)$ | -75.1\% |
| $(161,809)$ | $(127,198)$ | 27.2\% |
| 236,017 | 453,798 | -48.0\% |
| $(397,826)$ | $(580,996)$ | -31.5\% |
| - | - |  |
| 444,093 | 1,790,807 | -75.2\% |
| 585,515 | 1,908,366 | -69.3\% |
| 585,515 | 1,908,364 | -69.3\% |
| $(29,038)$ | $(24,222)$ | 19.9\% |
| $(184,300)$ | $(705,788)$ | -73.9\% |
| $(27,092)$ | $(112,200)$ | -75.9\% |
| 345,085 | 1,066,154 | -67.6\% |

Income Statement (YTD):

| Income Statement (R\$ thousand) - YTD |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  |
|  | 2013 | 2012 | \% |
| Gross Revenue | 1,352,221 | 1,167,607 | 15.8\% |
| Rents | 966,028 | 826,375 | 16.9\% |
| Rent straight-lining | $(6,650)$ | 19,064 | -134.9\% |
| Key Money | 55,353 | 90,313 | -38.7\% |
| Key Money straight-lining | 8,287 | $(45,052)$ |  |
| Parking | 213,263 | 170,190 | 25.3\% |
| Transfer Fee | 13,044 | 14,445 | -9.7\% |
| Services Provided | 96,005 | 86,737 | 10.7\% |
| Others | 6,892 | 5,535 | 24.5\% |
| (-)Taxes and Contributions | $(104,790)$ | $(94,019)$ | 11.5\% |
| Net Revenue | 1,247,431 | 1,073,588 | 16.2\% |
| Costs | $(99,949)$ | $(88,192)$ | 13.3\% |
| Payroll | $(28,395)$ | $(25,966)$ | 9.4\% |
| Services Provided | $(13,282)$ | $(10,422)$ | 27.4\% |
| Common Costs | $(30,583)$ | $(28,358)$ | 7.8\% |
| Merchandising Costs | $(11,304)$ | $(10,423)$ | 8.5\% |
| Other Costs | $(16,385)$ | $(13,023)$ | 25.8\% |
| Gross Profit | 1,147,482 | 985,396 | 16.4\% |
| Sales, General and Administrative Expenses | $(172,226)$ | $(150,927)$ | 14.1\% |
| Sales Expenses | $(36,101)$ | $(30,725)$ | 17.5\% |
| Personnel Expenses | $(123,239)$ | $(107,261)$ | 14.9\% |
| Services Hired | $(4,413)$ | $(5,141)$ | -14.2\% |
| Other Expenses | $(8,473)$ | $(7,800)$ |  |
| Depreciation | (520) | (489) | 6.3\% |
| Amortization | $(9,547)$ | $(12,461)$ | -23.4\% |
| Financial Income | $(577,267)$ | $(431,258)$ | 33.9\% |
| Financial Revenues | 942,375 | 935,812 | 0.7\% |
| Financial Expenses | $(1,519,642)$ | $(1,367,070)$ | 11.2\% |
| Revenue based on Equity Revenue | 123,697 | 68,995 | 79.3\% |
| Other Operational Revenues | 722,839 | 2,491,047 | -71.0\% |
| Operating Income | 1,234,458 | 2,950,303 | -58.2\% |
| Income before Income Taxes and Minority Interest | 1,234,459 | 2,950,303 | -58.2\% |
| Income Taxand Social Contribution Provision | $(98,721)$ | $(95,353)$ | 3.5\% |
| Deferred Taxes | $(380,115)$ | $(929,426)$ | -59.1\% |
| Minority Interest | $(75,673)$ | $(183,427)$ | -58.7\% |
| Net Income | 679,950 | 1,742,097 | -61.0\% |


| IFRS 10/11 Adjustments |  |
| :---: | :---: |
| 2013 | 2012 |
| 59,489 | 52,625 |
| 41,556 | 34,715 |
| $(1,537)$ | 165 |
| 4,040 | 626 |
| (925) | (471) |
| 16,614 | 14,792 |
| 426 | 365 |
| $(1,306)$ | (894) |
| 620 | 3,329 |
| $(3,201)$ | $(2,600)$ |
| 56,287 | 50,025 |
| $(10,066)$ | $(8,744)$ |
| $(2,466)$ | (906) |
| $(1,654)$ | $(3,554)$ |
| $(1,198)$ | $(1,500)$ |
| (761) | (424) |
| $(3,988)$ | $(2,360)$ |
| 46,222 | 41,280 |
| (742) | $(1,036)$ |
| (469) | (191) |
| - | 202 |
| (47) | (261) |
| (226) | (786) |
| 15 | - |
| 81 | (77) |
| $(3,382)$ | $(2,707)$ |
| 1,043 | 737 |
| $(4,425)$ | $(3,444)$ |
| $(123,698)$ | $(68,995)$ |
| 135,027 | 56,670 |
| 53,523 | 25,133 |
| 53,522 | 25,136 |
| $(7,252)$ | $(5,591)$ |
| $(46,270)$ | $(19,545)$ |
| - | - |
| - | - |


| Adjusted Financial Information |  |  |
| :---: | :---: | :---: |
| 2013 | 2012 | \% |
| 1,411,710 | 1,220,231 | 15.7\% |
| 1,007,584 | 861,090 | 17.0\% |
| $(8,187)$ | 19,229 | -142.6\% |
| 59,393 | 90,938 | -34.7\% |
| 7,362 | $(45,523)$ |  |
| 229,877 | 184,982 | 24.3\% |
| 13,470 | 14,810 | -9.0\% |
| 94,699 | 85,843 | 10.3\% |
| 7,512 | 8,864 | -15.2\% |
| $(107,991)$ | $(96,619)$ | 11.8\% |
| 1,303,719 | 1,123,613 | 16.0\% |
| $(110,015)$ | $(96,937)$ | 13.5\% |
| $(30,861)$ | $(26,872)$ | 14.8\% |
| $(14,936)$ | $(13,976)$ | 6.9\% |
| $(31,781)$ | $(29,858)$ | 6.4\% |
| $(12,065)$ | $(10,847)$ | 11.2\% |
| $(20,373)$ | $(15,383)$ | 32.4\% |
| 1,193,704 | 1,026,676 | 16.3\% |
| $(172,968)$ | $(151,963)$ | 13.8\% |
| $(36,570)$ | $(30,916)$ | 18.3\% |
| $(123,239)$ | $(107,059)$ | 15.1\% |
| $(4,460)$ | $(5,402)$ | -17.4\% |
| $(8,699)$ | $(8,586)$ |  |
| (505) | (489) | 3.3\% |
| $(9,466)$ | $(12,538)$ | -24.5\% |
| $(580,649)$ | $(433,965)$ | 33.8\% |
| 943,418 | 936,549 | 0.7\% |
| $(1,524,067)$ | $(1,370,514)$ | 11.2\% |
| - | - |  |
| 857,866 | 2,547,717 | -66.3\% |
| 1,287,981 | 2,975,436 | -56.7\% |
| 1,287,981 | 2,975,439 | -56.7\% |
| $(105,973)$ | $(100,944)$ | 5.0\% |
| $(426,385)$ | $(948,971)$ | -55.1\% |
| $(75,673)$ | $(183,427)$ | -58.7\% |
| 679,950 | 1,742,097 | -61.0\% |

Balance Sheet (Assets):

| Balance Sheet (R\$ thousand) |  |  |  |
| :---: | :---: | :---: | :---: |
| Assets | Accounting Information |  |  |
|  | 4Q13 | 3Q13 | \% |
| Assets |  |  |  |
| Current Assets |  |  |  |
| Cash and cash equivalents | 70,509 | 40,879 | 72.5\% |
| Accounts receivable | 320,499 | 237,140 | 35.2\% |
| Securities | 319,696 | 316,979 | 0.9\% |
| Swap Variation Receivable | 54,674 | 16,311 | 235.2\% |
| Recoverable taxes | 100,701 | 95,400 | 5.6\% |
| Advances | 32,430 | 29,153 | 11.2\% |
| Other Receivable Accounts | 42,651 | 59,144 | -27.9\% |
| Advanced Expenses | 2,250 | 4,867 | -53.8\% |
| Total | 943,410 | 799,873 | 17.9\% |
| Non current Assets |  |  |  |
| Clients | 177,501 | 178,413 | -0.5\% |
| Deposits and Bonds | 45,695 | 44,717 | 2.2\% |
| Securities | 0 | 0 |  |
| Deferred Income Tax and Social Contribution | 82,117 | 87,058 | -5.7\% |
| Swap Variation Receivable | 245,049 | 223,830 | 9.5\% |
| Advances for Future Capital Increases | 39,069 | 42,037 | -7.1\% |
| Other Investments | 462 | 462 | 0.0\% |
| Others | 25,728 | 62 | 41397.3\% |
| Total | 615,621 | 576,579 | 6.8\% |
| Fixed Assets |  |  |  |
|  | 584,266 | 559,567 | 4.4\% |
| Investment Property | 16,651,002 | 16,129,337 | 3.2\% |
| Property, Plant and Equipment | 10,191 | 10,313 | -1.2\% |
| Leasing | 0 | 0 |  |
| Deferred | 0 | 0 | - |
| Intangible | 16,360 | 9,854 | 66.0\% |
| Construction Financing | 0 | 0 | - |
| Total | 17,261,819 | 16,709,071 | 3.3\% |
| Total Assets | 18,820,850 | 18,085,523 | 4.1\% |


| IFRS 10/11 Adjustments |  | Adjusted Financial Information |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 4Q13 | 3Q13 | 4Q13 | 3 Q13 | \% |
| 6,312 | 2,958 | 76,821 | 43,837 | 75.2\% |
| 8,720 | 8,093 | 329,219 | 245,233 | 34.2\% |
| 12,109 | 12,243 | 331,805 | 329,222 | 0.8\% |
| 0 | 0 | 54,674 | 16,311 | 235.2\% |
| 538 | 516 | 101,239 | 95,916 | 5.5\% |
| 1,501 | 1,486 | 33,931 | 30,639 | 10.7\% |
| 119 | 151 | 42,770 | 59,295 | -27.9\% |
| 74 | 73 | 2,324 | 4,940 | -53.0\% |
| 29,373 | 25,520 | 972,783 | 825,393 | 17.9\% |
| 6,973 | 3,303 | 184,474 | 181,716 | 1.5\% |
| 519 | 404 | 46,214 | 45,121 | 2.4\% |
| 0 | 0 | 0 | 0 |  |
| 12,890 | 1,149 | 95,007 | 88,207 | 7.7\% |
| (1) | (1) | 245,048 | 223,829 | 9.5\% |
| $(39,069)$ | $(42,037)$ | 0 | 0 |  |
| 4 | 5 | 467 | 467 | 0.0\% |
| $(2,950)$ | 0 | 22,778 | 62 | 36638.7\% |
| $(21,633)$ | $(37,177)$ | 593,988 | 539,402 | 10.1\% |
|  |  |  |  |  |
| $(584,266)$ | (559,567) | 0 | 0 | - |
| 879,040 | 843,083 | 17,530,042 | 16,972,420 | 3.3\% |
| 0 | 0 | 10,191 | 10,313 | -1.2\% |
| 0 | 0 | 0 | 0 |  |
| 0 | 0 | 0 | 0 |  |
| 15 | 16 | 16,374 | 9,869 | 65.9\% |
| 0 | 0 | 0 | 0 |  |
| 294,788 | 283,531 | 17,556,607 | 16,992,602 | 3.3\% |
| 302,528 | 271,874 | 19,123,378 | 18,357,397 | 4.2\% |

Balance Sheet (Liability):

Balance Sheet (RS thousand)

| Liabilities |
| :--- |
| Liabilities |
| Current Liabilities |
| Loans and Financings |
| Suppliers |
| Taxes and Contributions |
| Payroll and related charges |
| Dividend Payment |
| Taxes and Contributions - Installments |
| Client Advances |
| Liability on shopping center's acquisition |
| Swap variation payable |
| Deferred Revenues |
| Other Account Payables |
| Total |
| Non current Liabilities |
| Loans and Financings |
| Suppliers |
| Provision for Fiscal Risks and other Contingent Liabilities |
| Taxes and Contributions - Installments |
| Liability on shopping center's acquisition |
| Dwap variation payable |
| Deferred Taxes Revenues |
| Deferred Revenues |
| Other Account Payables |
| Total |
| Shareholder's Equity |
| Minority Interest |
| Capital Stock |
| Capital Reserves |
| Income Reserve |
| Shares in Treasury |
| Retained Earnings(Loss) |
| Touity Offering Expenses |


| Accounting Information |  |  |
| :---: | :---: | :---: |
| 4Q13 | 3Q13 | \% |
| 766,580 | 588,108 | 30.3\% |
| 84,892 | 67,465 | 25.8\% |
| 64,071 | 60,193 | 6.4\% |
| 69,169 | 67,842 | 2.0\% |
| 144,535 | 0 | - |
| 19,871 | 18,470 | 7.6\% |
| 6,028 | 16,751 | -64.0\% |
| 167,982 | 170,675 | -1.6\% |
| 9,168 | 11,345 | -19.2\% |
| 55,529 | 51,432 | 8.0\% |
| 9,303 | 6,847 | 35.9\% |
| 1,397,129 | 1,059,128 | 31.9\% |
|  |  |  |
| 3,956,500 | 4,048,771 | -2.3\% |
| 3,413 | 3,996 | -14.6\% |
| 64,536 | 61,552 | 4.8\% |
| 80,016 | 79,957 | 0.1\% |
| 222,903 | 212,315 | 5.0\% |
| 257,616 | 189,214 | 36.2\% |
| 3,280,145 | 3,108,616 | 5.5\% |
| 90,927 | 89,473 | 1.6\% |
| 382 | 2,719 | -86.0\% |
| 28 | 3,878 | -99.3\% |
| 7,956,466 | 7,800,491 | 2.0\% |
|  |  |  |
|  |  |  |
| 677,137 | 646,588 | 4.7\% |
|  |  |  |
| 4,293,342 | 4,293,342 | 0.0\% |
| 101,315 | 91,061 | 11.3\% |
| 3,786,824 | 3,931,359 | -3.7\% |
| $(20,585)$ | $(20,585)$ | 0.0\% |
| 679,950 | 334,866 | 103.1\% |
| $(50,727)$ | $(50,727)$ | 0.0\% |
| 9,467,256 | 9,225,903 | 2.6\% |
| 18,820,851 | 18,085,523 | 4.1\% |



| Adjusted Financial Information |  |  |
| :---: | :---: | ---: |
| 4Q13 | 3Q13 | $\%$ |
|  |  |  |
|  |  |  |
|  |  |  |
| 69,531 | 590,760 | $30.3 \%$ |
| 66,133 | 68,481 | $25.8 \%$ |
| 70,990 | 62,479 | $7.2 \%$ |
| 144,535 | 68,079 | $3.0 \%$ |
| 20,254 | 0 | - |
| 6,657 | 18,775 | $7.9 \%$ |
| 167,982 | 170,627 | $-61.4 \%$ |
| 9,169 | 11,345 | $-19.6 \%$ |
| 55,529 | 53,179 | $4.4 \%$ |
| 8,262 | 7,871 | $5.0 \%$ |
| $\mathbf{1 , 4 0 5 , 1 4 6}$ | $\mathbf{1 , 0 6 8 , 8 7 1}$ | $\mathbf{3 1 . 5 \%}$ |


| $3,997,140$ | $4,089,177$ | $-2.3 \%$ |
| ---: | ---: | ---: |
| 3,413 | 3,996 | $-14.6 \%$ |
| 64,565 | 61,552 | $4.9 \%$ |
| 80,686 | 80,627 | $0.1 \%$ |
| 222,903 | 212,315 | $5.0 \%$ |
| 257,616 | 189,214 | $36.2 \%$ |
| $3,524,246$ | $3,330,955$ | $5.8 \%$ |
| 100,408 | 90,904 | $10.5 \%$ |
| 0 | 0 | - |
| 0 | 3,882 | $-100.0 \%$ |
| $\mathbf{8 , 2 5 0 , 9 7 7}$ | $\mathbf{8 , 0 6 2 , 6 2 2}$ | $\mathbf{2 . 3 \%}$ |


|  |  |  |
| :---: | :---: | ---: |
| $\mathbf{6 7 7 , 1 3 7}$ | $\mathbf{6 4 6 , 5 8 8}$ | $\mathbf{4 . 7 \%}$ |
|  |  |  |
| $4,293,342$ | $4,293,342$ | $0.0 \%$ |
| 101,315 | 91,061 | $11.3 \%$ |
| $3,786,824$ | $3,931,359$ | $-3.7 \%$ |
| $(20,585)$ | $(20,585)$ | $0.0 \%$ |
| 679,950 | 334,866 | $103.1 \%$ |
| $(50,727)$ | $(50,727)$ | $0.0 \%$ |
| $\mathbf{9 , 4 6 7 , 2 5 7}$ | $\mathbf{9 , 2 2 5 , 9 0 4}$ | $\mathbf{2 . 6 \%}$ |
|  |  |  |
| $\mathbf{1 9 , 1 2 3 , 3 8 0}$ | $\mathbf{1 8 , 3 5 7 , 3 9 7}$ | $\mathbf{4 . 2 \%}$ |

Cash Flow:
Cash Flow (RS thousand)

|  | $4 \mathrm{Q13}$ | 3Q13-IFRS 10 \& 11 |
| :---: | :---: | :---: |
| Earnings of the period | 679,950 | 679,950 |
| Adjustments to reconcile net income and cash flow from operating activities | 339,420 | 297,981 |
| Depreciation and Amortization | 9,971 | 10,067 |
| Interest, monetary variations on borrowings | 598,729 | 595,780 |
| Investment earnings | $(42,459)$ | $(41,660)$ |
| Adjustment revenue straight-lining and present value adjustment | 1,379 | $(1,089)$ |
| Adjustment Granted Option Plans | 41,748 | 41,748 |
| Adjustment fair value and derivatives result | 51,451 | 51,451 |
| Income Tax and Social Contribution | 426,385 | 380,115 |
| Fair value adjustment on investment properties | $(832,088)$ | $(698,748)$ |
| Equity Revenue | о | $(123,697)$ |
| Deferred Tax Assets - CVM 349 | 0 | 0 |
| Minorities | 75,673 | 75,673 |
| Others | 8,631 | 8,341 |
|  | 0 | 0 |
| Variation on current capital | $(157,171)$ | $(162,680)$ |
| Accounts Receivable | $(50,910)$ | $(45,801)$ |
| Taxes Recoverable | $(29,263)$ | $(29,618)$ |
| Advances | $(3,283)$ | $(3,173)$ |
| Prepaid Expenses | (424) | (99) |
| Deposits and Guarantees | $(5,931)$ | $(5,592)$ |
| Financial instruments | $(48,541)$ | $(48,543)$ |
| Trade payables | 17,593 | 17,505 |
| Taxes and Contributions | 78,883 | 71,487 |
| Salaries and Social Charges | $(6,578)$ | $(7,335)$ |
| Advances from Clients | $(19,651)$ | $(19,807)$ |
| Deferred revenue | 9,617 | 3,188 |
| Provision for contingencies | $(40,362)$ | $(40,389)$ |
| Others | $(8,150)$ | $(10,778)$ |
| Income Tax and Social Contribution | $(50,171)$ | $(43,725)$ |
|  | 0 | 0 |
| Net Cash generated (used) in operational activities | 862,199 | 815,251 |
|  |  |  |
| Net Cash generated (used) in investing activities | (583,811) | (523,511) |
| Acquisition of Marketable Securities | 151,511 | 157,312 |
| Intangible assets | $(7,507)$ | $(7,504)$ |
| Investment Property Acquisition and Development | $(727,815)$ | $(684,526)$ |
| Advancement for future capital raise | 0 | $(9,900)$ |
| Sale of investments | 0 | $(17,397)$ |
| Increase in capital in subsidiaries | (0) | 0 |
| Interest on capital received | o | o |
| Operations with related entities | 0 | 203 |
| Dividends received | 0 | 38,301 |
| Additions to deferred assets | o | 0 |
|  | 0 | 0 |
| Net Cash generated (used) in financing activities | (551,971) | $(570,375)$ |
| Loans received | 1,896,454 | 1,875,066 |
| Loans paid | $(2,232,387)$ | $(2,229,403)$ |
| Treasury stock | $(20,573)$ | $(20,573)$ |
| Capital Raise | 44,723 | 44,723 |
| Dividends paid | $(215,501)$ | $(215,501)$ |
| Costs with equity offering | 0 | 0 |
| Payment of dividends to noncontrolling interest | $(24,687)$ | $(24,687)$ |
|  | 0 | 0 |
| Exchange variation on cash and cash equivalents | 0 | 0 |
|  |  |  |
| Net Cash generated (used) in the period | $(273,583)$ | $(278,635)$ |
| Cash and equivalents in the beginning of the period | 350,404 | 349,144 |
|  | 76,821 | 70,509 |
| Cash and equivalents in the end of the period | $(273,583)$ | $(278,635)$ |

## Debt Profile:

|  | Index | Rate (\%) |  | Due | 12/31/2013 | 9/30/2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term Debt |  |  |  |  |  |  |
| Banco Bradesco (x) | TR | 9.80\% | p.a. | 6/28/2022 | 5,694 | 6,228 |
| Banco Bradesco (xi) | TR | 9.90\% | p.a. | 2/28/2025 | 46,262 | 45,745 |
| Banco BTG Pactual (xxx)* | IGP-M | 8.50\% | p.a. | 4/20/2023 | 2,773 | 2,123 |
| Banco do Brasil - Finame (ix) | TJLP | 3.85\% | p.a. | 1115/2014 | 1,882 | 2,627 |
| Banco do Brasil (vix) | TR | 10.20\% | p.a. | 4/5/2022 | 5,045 | 512 |
| Banco Santander (v) | TR | 9.33\% | p.a. | 10/ V2019 | 8,279 | 9,792 |
| Banco Santander (viii) | TR | 9.30\% | p.a. | 12/21/2019 | 3,417 | 3,243 |
| Banco Santander (xv) | TR | 9.34\% | p.a. | 4/20/2023 | 8,861 | 6,337 |
| Citibank (xiii) | 6 months Libor | 1.78\% | p.a. | 12/8/2014 | 131,512 | 656 |
| Debentures - Series 1 (interest) (iii) | CDI | 0.50\% | p.a. | 7/15/2014 | 3,641 | 2,856 |
| Debentures - Series 2 (interest) (iii) | IPCA | 7.90\% | p.a. | 7/15/2016 | 106,571 | 95,953 |
| Debentures 2nd issue-Series 1(xiv) | CDI | 0.94\% | p.a. | 2/15/2017 | 6,037 | 458 |
| Debentures 2nd issue - Series 2 (xiv) | IPCA | 6.40\% | p.a. | 2/15/2019 | 14,912 | 15,538 |
| Debentures 4th issue - Series $1(x x)$ | CDI | 0.62\% | p.a. | 4/26/2016 | 6,699 | 14,366 |
| Itaú - CCB (xix) | TR | 9.80\% | p.a. | 6/15/2020 | 14,492 | 7,664 |
| Itaú - CCB (xvii) | TR | 9.80\% | p.a. | 10/31/2013 | 165,715 | 163,213 |
| Itaú - CCB (xviii) | TR | 9.80\% | p.a. | 6/15/2020 | 4,622 | 2,447 |
| Itaú (vi) | TR | 9.80\% | p.a. | 10/19/2021 | 11,164 | 16,275 |
| Itaú (vii) | TR | 9.80\% | p.a. | 2/16/2023 | 12,111 | 6,574 |
| Itaú (xii) | TR | 9.80\% | p.a. | 06/28/2017 | 17,217 | 15,811 |
| Promissory Notes (xxii) | CDI | 0.55\% | p.a. | 16/2014 | 174,897 | 157,133 |
| Perpetual bonds (interest) (iv) | US\$ Dollar | 8.50\% | p.a. | - | 15,459 | 14,680 |
| Banco do Nordeste do Brasil (xxv) | Fixed | 3.53\% | p.a. | 03/25/2019 | 2,092 | 0 |
| Banco Nacional do Nordeste (xxxi) | Fixed | 2.94\% | p.a. | 2/14/2019 | 178 | 529 |
| Total Short-term Debt |  |  |  |  | 769,531 | 590,760 |
| Long-term Debt |  |  |  |  |  |  |
| Banco Bradesco (x) | TR | 9.80\% | p.a. | 6/28/2022 | 63,830 | 65,251 |
| Banco Bradesco (xi) | TR | 9.90\% | p.a. | 2/28/2025 | 587,123 | 580,559 |
| Banco BTG Pactual ( $x$ xx)* | IGP-M | 8.50\% | p.a. | 4/20/2023 | 19,424 | 19,776 |
| Banco do Brasil - Finame (ix) | TJLP | 3.35\% | p.a. | 1V15/2014 | 0 | 266 |
| Banco do Brasil (xvi) | TR | 10.20\% | p.a. | 4/5/2022 | 124,346 | 128,487 |
| Banco Santander (v) | TR | 9.33\% | p.a. | 10/1/2019 | 69,864 | 70,044 |
| Banco Santander (viii) | TR | 9.30\% | p.a. | 12/21/2019 | 22,160 | 23,079 |
| Banco Santander (xv) | TR | 9.34\% | p.a. | 4/20/2023 | 109,006 | 113,332 |
| Citibank (xiii) | 6 months Libor | 1.78\% | p.a. | 12/8/2014 | 0 | 126,766 |
| Debentures - Series 2 (interest) (iii) | IPCA | 7.90\% | p.a. | 7/15/2016 | 192,076 | 191,907 |
| Debentures 2nd issue-Series 1(xiv) | CDI | 0.94\% |  |  | 160,969 | 161,746 |
| Debentures 2nd issue - Series 2 (xiv) | IPCA | 6.40\% | p.a. | 2/15/2019 | 265,474 | 255,683 |
| Debentures 4th issue - Series $1(\mathrm{xx})$ | CDI | 0.62\% | p.a. | 4/26/2016 | 391,219 | 390,219 |
| Itaú - CRI (xxiv) | TR | 9.75\% | p.a. | 3/19/2025 | 529,294 | 0 |
| Itaú - CCB (xix) | TR | 9.80\% | p.a. | 6/15/2020 | 157,264 | 167,494 |
| Itaú - CCB (xviii) | TR | 9.80\% | p.a. | 6/15/2020 | 50,161 | 53,479 |
| Itaú - CRI-Short (xxi) | IPCA | 3.96\% | p.a. | 11/20/2024 | 0 | 288,990 |
| Itaú - CRI-Long (xxi) | IPCA | 4.27\% | p.a. | 1V18/2027 | 0 | 236,424 |
| Itaú - CRI (vii) | TR | 9.80\% | p.a. | 10/19/2021 | 102,271 | 98,008 |
| Itaú - CRI (vii) | TR | 9.80\% | p.a. | 2/16/2023 | 113,388 | 120,225 |
| Itaú - CRI (xii) | TR | 9.80\% | p.a. | 6/28/2017 | 36,677 | 41,862 |
| Perpetual bonds (interest) (iv) | US\$ Dollar | 8.50\% | p.a. | - | 969,526 | 934,950 |
| Banco do Nordeste do Brasil (xxv) | Fixed | 3.53\% | p.a. | 5/3/2019 | 11,852 | 0 |
| Banco Nacional do Nordeste (xxxi) | Fixed | 2.94\% | p.a. | 12/26/2024 | 21,215 | 20,630 |
| Short-term Debt |  |  |  |  | 3,997,139 | 4,089,177 |
| Total Debt |  |  |  |  | 4,766,670 | 4,679,937 |

*The table above adjusted financial information of the subsidiaries considers the debt, SPE Macaé of R\$22.19 million and SPE Mônaco of R21.39 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)


Adjusted EBITDA Growth (R\$ thousand)

|  | Accounting Information |  |  |
| :---: | :---: | :---: | :---: |
|  | 4 Q13 | 4Q12 | \% |
| Net Revenue | 360,006 | 320,894 | 12.2\% |
| (-) Costs and Expenses | $(69,792)$ | $(88,556)$ | -21.2\% |
| (+) Depreciation and Amortization | 2,468 | 9,445 | -73.9\% |
| (+) Other Operating Revenues | 411,536 | 1,763,585 | -76.7\% |
| EBITDA | 704,218 | 2,005,368 | -64.9\% |
| (-) Investment Property | $(397,401)$ | - | - |
| (+) Aruaguaia Debenture | 2,169 | 1,774 | 22.3\% |
| Adjusted EBITDA | 308,986 | 254,150 | 21.6\% |
| Margin \% | 85.8\% | 79.2\% | 6.7\% |


| Adjusted Financial Information |  |  |
| ---: | ---: | ---: |
| $\mathbf{4 Q 1 3}$ | 4Q12 | $\%$ |
| $\mathbf{3 7 5 , 9 4 1}$ | $\mathbf{3 3 5 , 8 5 3}$ | $\mathbf{1 1 . 9 \%}$ |
| $(72,710)$ | $(91,096)$ | $-\mathbf{- 2 0 . 2 \%}$ |
| 2,469 | 9,529 | $-\mathbf{7 4 . 1 \%}$ |
| 444,093 | $\mathbf{1 , 7 9 0 , 8 0 7}$ | $-\mathbf{7 5 . 2 \%}$ |
| $\mathbf{7 4 9 , 7 9 3}$ | $\mathbf{2 , 0 4 5 , 0 9 3}$ | $\mathbf{- 6 3 . 3} \%$ |
| $(428,160)$ | $(1,780,160)$ | $-\mathbf{7 5 . 9 \%}$ |
| 2,169 | 1,774 | $22.3 \%$ |
| $\mathbf{3 2 3 , 8 0 2}$ | $\mathbf{2 6 6 , 7 0 7}$ | $\mathbf{2 1 . 4 \%}$ |
| $86.1 \%$ | $\mathbf{7 9 . 4 \%}$ | $6.7 \%$ |

## FFO Reconciliation (R\$ thousand)

| Net Income |
| :--- |
| (+) Depreciation and Amortization |
| FFO |
| (+) FX Variation on Perpetual Bond |
| $(-)$ Swap mark to market |
| (+) Non-cash Taxes Adjustment |
| Revenue based on Equity Revenue |
| $(-)$ Investment Property |
| (+) Minority Interest (Investment Prop.) |
| (+) Non recurring financial expenses |
| Adjusted FFO |
| Margin \% |


| Accounting Information |  |  |
| :---: | ---: | ---: |
| 4Q13 | 4Q12 | $\%$ |
| 345,085 | $1,066,154$ | $-67.6 \%$ |
| 2,468 | 9,445 | $-73.9 \%$ |
| $\mathbf{3 4 7 , 5 5 3}$ | $\mathbf{1 , 0 7 5 , 5 9 9}$ | $\mathbf{- 6 7 . 7 \%}$ |
| 37,935 | 2,186 | $\mathbf{1 6 3 5 . 2 \%}$ |
| 5,219 | $(3,823)$ | $-236.5 \%$ |
| $\mathbf{1 6 8 , 5 1 0}$ | 694,630 | $-75.7 \%$ |
| $(31,016)$ | $(25,265)$ | $22.8 \%$ |
| $(397,401)$ | - | - |
| 8,000 | 107,125 | $-92.5 \%$ |
| - | - |  |
| $\mathbf{1 3 8 , 8 0 0}$ | $\mathbf{9 7 , 4 6 0}$ | $\mathbf{4 2 . 4 \%}$ |
| $38.6 \%$ | $30.4 \%$ | $8.2 \%$ |


| Adjusted Financial Information |  |  |
| ---: | ---: | ---: |
| $\mathbf{4 Q 1 3}$ | $\mathbf{4 Q 1 2}$ | $\%$ |
| 345,085 | $\mathbf{1 , 0 6 6 , 1 5 4}$ | $-67.6 \%$ |
| 2,469 | 9,529 | $-\mathbf{7 4 . 1 \%}$ |
| $\mathbf{3 4 7 , 5 5 4}$ | $\mathbf{1 , 0 7 5 , 6 8 3}$ | $\mathbf{- 6 7 . 7 \%}$ |
| 37,935 | 2,186 | $\mathbf{1 6 3 5 . 2 \%}$ |
| 5,219 | $(3,823)$ | $-236.5 \%$ |
| 178,525 | $\mathbf{7 2 0 , 9 5 6}$ | $-\mathbf{7 5 . 2 \%}$ |
| $(0)$ | 0 | $-136.2 \%$ |
| $(428,160)$ | $(1,780,160)$ | $-\mathbf{7 5 . 9 \%}$ |
| 8,000 | 107,125 | $-92.5 \%$ |
| - | - |  |
| $\mathbf{1 4 9 , 0 7 3}$ | $\mathbf{1 2 1 , 9 6 9}$ | $\mathbf{2 2 . 2 \%}$ |
| $39.7 \%$ | $36.3 \%$ | $3.4 \%$ |


| NOI Reconciliation (R\& thousand) |
| :--- |

## Adjusted EBITDA Growth (R\$ thousand)

|  | Accounting Information |  |  |
| :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \% |
| Net Revenue | 1,247,432 | 1,073,588 | 16.2\% |
| (-) Costs and Expenses | $(282,242)$ | $(252,069)$ | 12.0\% |
| (+) Depreciation and Amortization | 10,067 | 12,950 | -22.3\% |
| (+) Other Operating Revenues | 722,839 | 2,491,047 | -71.0\% |
| EBITDA | 1,698,096 | 3,325,516 | -48.9\% |
| (-) Inves tment Property | $(698,748)$ | $(2,444,537)$ | -71.4\% |
| (+) Aruaguaia Debenture | 8,892 | 5,826 | 52.6\% |
| Adjusted EBITDA | 1,008,240 | 886,805 | 13.7\% |
| Margin \% | 80.8\% | 82.6\% | -2.2\% |


| Adjusted Financial Information |  |  |
| ---: | ---: | ---: |
| $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\%$ |
| $\mathbf{1 , 3 0 3 , 7 1 9}$ | $\mathbf{1 , 1 2 3 , 6 1 2}$ | $\mathbf{1 6 . 0 \%}$ |
| $(292,955)$ | $(261,926)$ | $\mathbf{1 1 . 8 \%}$ |
| 9,971 | 13,027 | $-23.5 \%$ |
| 857,866 | $2,547,717$ | $-66.3 \%$ |
| $\mathbf{1 , 8 7 8 , 6 0 1}$ | $\mathbf{3 , 4 2 2 , 4 3 0}$ | $\mathbf{- 4 5 . 1 \%}$ |
| $(832,088)$ | $(2,518,035)$ | $-67.0 \%$ |
| 8,892 | 5,826 | $52.6 \%$ |
| $\mathbf{1 , 0 5 5 , 4 0 5}$ | $\mathbf{9 1 0 , 2 2 1}$ | $\mathbf{1 6 . 0 \%}$ |
| $81.0 \%$ | $81.0 \%$ | $-0.1 \%$ |


| FFO Reconciliation (R\$ thousand) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Accounting Information |  |  | Adjusted Financial Information |  |  |
|  | 2013 | 2012 | \% | 2013 | 2012 | \% |
| Net Income | 679,950 | 1,742,097 | -61.0\% | 679,950 | 1,742,097 | -61.0\% |
| (+) Depreciation and Amortization | 10,067 | 12,950 | -22.3\% | 9,971 | 13,027 | -23.5\% |
| FFO | 690,017 | 1,755,047 | -60.7\% | 689,921 | 1,755,124 | -60.7\% |
| (+) FX Variation on Perpetual Bond | 132,794 | 71,836 | 84.9\% | 132,804 | 71,836 | 84.9\% |
| (-) Swap mark to market | 51,450 | $(15,704)$ | -427.6\% | 51,451 | $(15,626)$ | -429.3\% |
| (+) Non-cash Taxes Adjustment | 390,157 | 934,381 | -58.2\% | 436,427 | 981,092 | -55.5\% |
| Revenue based on Equity Revenue | $(123,697)$ | $(68,995)$ | 79.3\% | - | - |  |
| (-) Investment Property | $(698,748)$ | (2,444,537) | -71.4\% | (832,088) | (2,518,035) | -67.0\% |
| (+) Minority Interest (Investment Prop.) | 18,468 | 148,160 | -87.5\% | 18,468 | 148,160 | -87.5\% |
| (+) Non recurring financial expenses | - | - | - | - | $(2,089)$ |  |
| Adjusted FFO | 460,441 | 380,188 | 21.1\% | 496,983 | 420,462 | 18.2\% |
| Margin \% | 36.9\% | 35.4\% | 4.2\% | 38.1\% | 37.4\% | 1.9\% |


[^0]:    *The schedule considers the current liability management elongating lextanding the following debts:as seguintes dívidas: Itaú - CCB (xvii) + Promissory notes (xxii).

[^1]:    ${ }^{1}$ BRMALLS stabilized NOI includes services revenues of the following malls: Shopping Piracicaba, Shopping Capim Dourado, NorteShopping, Top Shopping, Shopping Recife e São Luís Shopping.
    ${ }^{2}$ BRMALLS key money of the following malls: Shopping Piracicaba, Shopping Capim Dourado, NorteShopping, Top Shopping, e São Luís Shopping
    ${ }^{3}$ CAPEX includes the following malls: Shopping Piracicaba, Shopping Capim Dourado, NorteShopping, Top Shopping, Shopping Recife e São Luís Shopping.
    ${ }^{4}$ Top Shopping's IRR, including the aquisition, was $12.5 \%$.
    ${ }^{*}$ To be defined.

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

