## **DISCUSSION MATERIAL**

August 2021



## **BB** Multiplan

RibeirãoShopping celebrated its 40<sup>th</sup> anniversary in May-21

## DISCLAIMER

This document may contain prospective statements, which are subject to risks and uncertainties as they are based on expectations of the Company's management and on available information. The Company is under no obligation to update these statements. The words "anticipate", "wish", "expect", "foresee", "intend", "plan", "predict", "forecast", "aim" and similar words are intended to identify these statements.

The Company clarifies that it does not disclose projections and/or estimates under the terms of article 20 of CVM Instruction 480/09 and, therefore, such forward-looking statements do not represent any guidance or promise of future performance.

Forward-looking statements refer to future events which may or may not occur. Our future financial situation, operating results, market share and competitive position may differ substantially from those expressed or suggested by these forwardlooking statements. Many factors and values that may impact these results are beyond the company's ability to control. The reader/investor should not make a decision to invest in Multiplan shares based exclusively on the data disclosed on this presentation.

This document also contains information on future projects which could differ materially due to market conditions, changes in laws or government policies, changes in operational conditions and costs, changes in project schedules, operating performance, demands by tenants and consumers, commercial negotiations or other technical and economic factors. These projects may be altered in part or totally by the company with no prior warning. External auditors have not reviewed non-accounting information. In this presentation the company has chosen to present the consolidated data from a managerial perspective, in line with the accounting practices excluding the CPC 19 (R2), and adjusting for the sale of the Diamond Tower.

For more detailed information, please check our Financial Statements, Reference Form (Formulário de Referência) and other relevant information on our investor relations website ir.multiplan.com.br.

### Unsponsored Depositary Receipt Programs

It has come to the attention of the Company that foreign banks have launched or intend to launch unsponsored depositary receipt programs, in the USA or in other countries, based on shares of the Company (the "Unsponsored Programs"), taking advantage of the fact that the Company's reports are usually published in English.

The Company, however, (i) is not involved in the Unsponsored Programs, (ii) ignores the terms and conditions of the Unsponsored Programs, (iii) has no relationship with potential investors in connection with the Unsponsored Programs, (iv) has not consented to the Unsponsored Programs in any way and assumes no responsibility in connection therewith. Moreover, the Company alerts that its financial statements are translated and also published in English solely in order to comply with Brazilian regulations, notably the requirement contained in item 6.2 of the Level 2 Corporate Governance Listing Rules of B3 S.A. - Brasil, Bolsa, Balcão, which is the market listing segment where the shares of the Company are listed and traded.

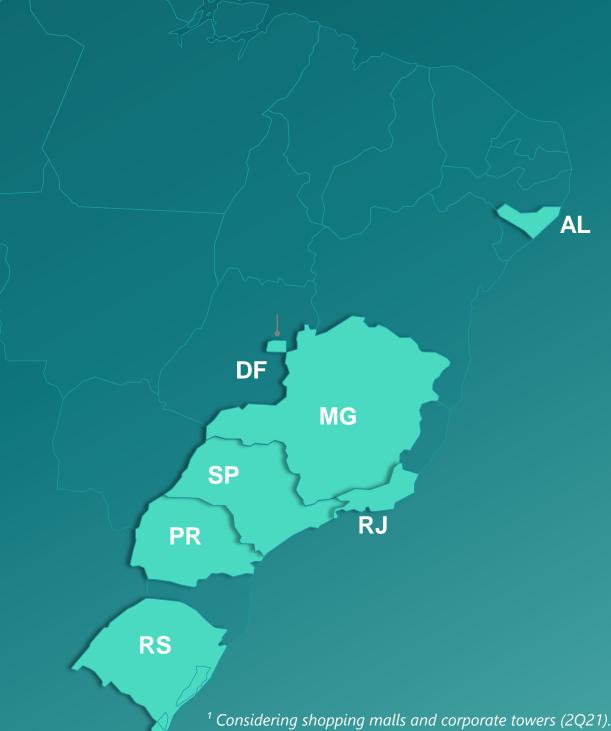
Although published in English, the Company's financial statements are prepared in accordance with Brazilian legislation, following Brazilian Generally Accepted Accounting Principles (BR GAAP), which may differ to the generally accepted accounting principles adopted in other countries.

Finally, the Company draws the attention of potential investors to article 51 of its bylaws, which expressly provides, in summary, that any dispute or controversy which may arise amongst the Company, its shareholders, board members, officers and members of the Fiscal Council (Conselho Fiscal) related to matters contemplated in such provision must be submitted to arbitration before the Câmara de Arbitragem do Mercado, in Brazil.

Therefore, in choosing to invest in any Unsponsored Program, the investor does so at its own risk and will also be subject to the provisions of article 51 of the Company's bylaws.

## Multiplan at a glance

Recognized developer of top-of-mind malls and mixed-use projects in Brazil for 46 years





**19 shopping** centers with 5,800 operations & 2 office complexes



835,145 sq.m of properties total GLA<sup>1</sup>

Malls connected to superapp **Multi**, also used as distribution centers for omnichannel strategies

88



<sup>2</sup> Includes Services, Food Court & Gourmet Area and Miscellaneous in 2Q21.



**14** malls with mixed-use potential, of which 7 are already integrated



60.1% of the mix is focused on experiences & convenience<sup>2</sup>



Located in **central** areas in cities' largest consumer centers/ growth vectors



Over 80,000 jobs created directly and indirectly



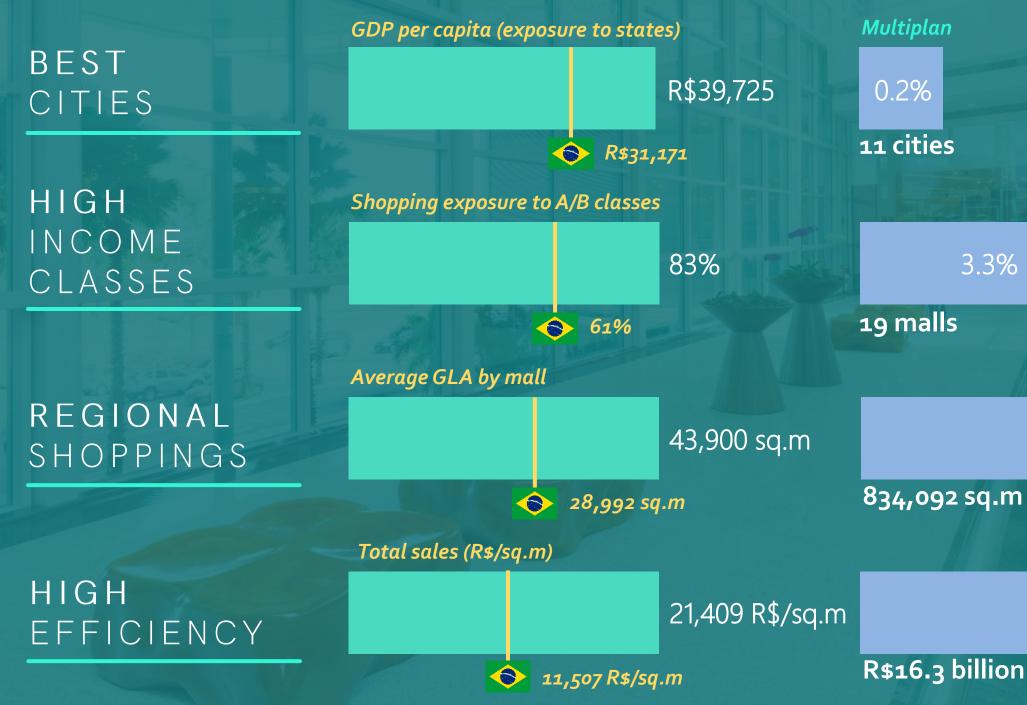
200 +social and cultural events/year



year, or 520 thousand visits/day

## Location + quality

### Multiplan vs. **Brazilian average**



Source: GDP per capita per state (2017), number of municipalities (2019): IBGE; number of malls, average GLA by mall, GLA, shopping center sales and income classes exposure: Abrasce (2019); Multiplan (2019).

### Multiplan's share in Brazil

### Brazil

Number of municipalities 5,570 cities

> Number of malls 577 malls

5.0%

GLA 16,757,937 sq.m

8.5%

Shopping mall sales R\$192.8 billion

## Experienced management and long-term focus

Mr. José Isaac Peres, with over 53 years of dedication to the real estate market, is the Company's founder and CEO. **OTPP**, parent company of Cadillac Fairview, owner of one of the largest commercial property portfolios in North America.

Executive board and directors with extensive and diversified experience in the sector in Brazil and abroad. Team with an **average turnover** of 11% per year<sup>1</sup>.

Leadership

GOVERNANCE

**Experience** 





Long-term vision

Controlling shareholders with a long-term vision, governed by a **30-year** shareholders' agreement.



ESG









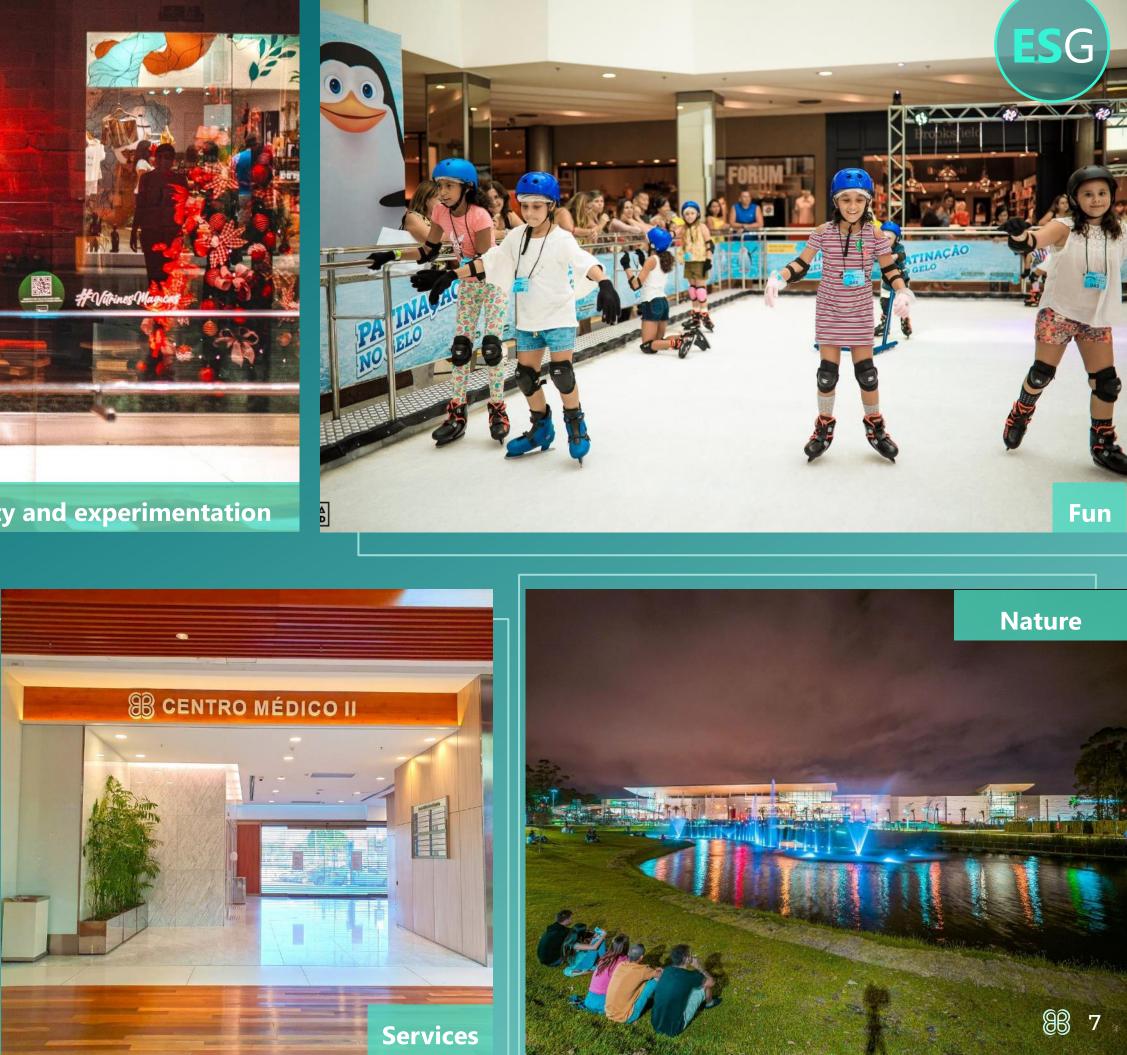




### **Donation campaign at BarraShopping**







## ESG

Supporting society and the environment, acting on best governance practices

- ✓ **Covid-19 vaccination:** vaccination campaigns were once again conducted in four Multiplan malls' parking lots and medical centers, with over 93 thousand shots administered
- ✓ Blood donation campaign: Multiplan has once again renewed its five-year partnership with several entities, jointly running blood donation campaigns
- ✓ Winter clothing donation campaign: Multiplan's malls are collecting donations of clothes and blankets. By late June, over 92 thousand items had already been collected and distributed to different social institutions
- Electric vehicle charging stations: Multiplan is committed to reducing its carbon footprint, thus, the Company has developed a project that encompasses the installation of 62 new electric vehicle charging stations in its malls





DOE SANGUE, SALVE VIDAS,









### Supporting society and the environment, acting on best governance practices



- volunteer group

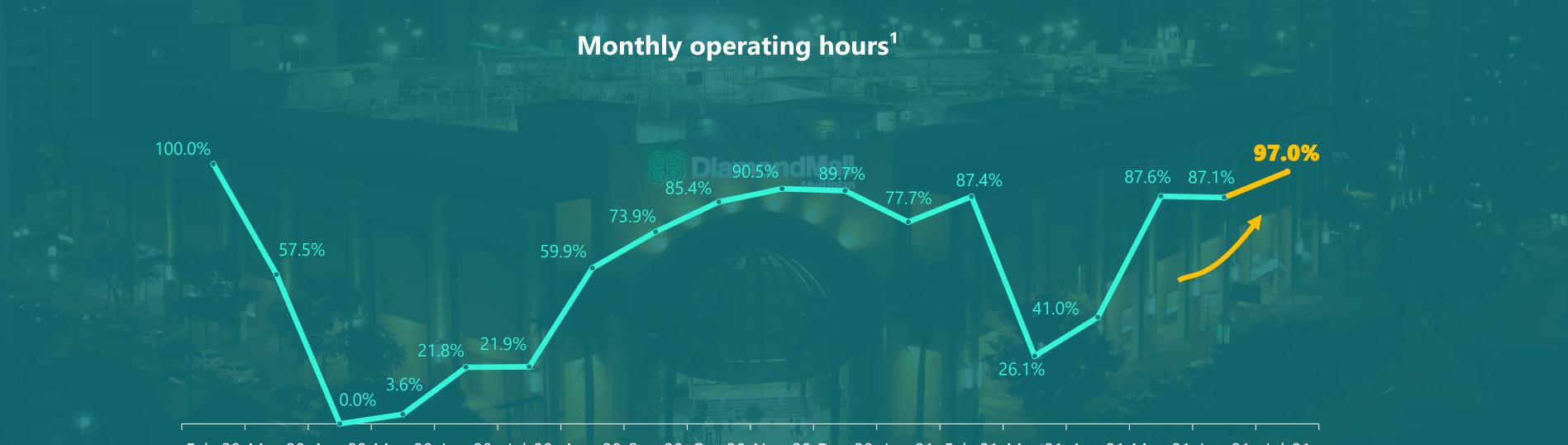
**"Alimente o Bem" campaign:** Multiplan has donated 150 tons of food through its "Alimente o Bem" campaign, in partnership with "Transforma Brasil"

✓ Installation of the Fiscal Council: aiming at monitornig the Company's financial management and reporting, the Annual Shareholders' Meeting, held on April 30, ratified the seating of the Fiscal Council, in compliance with best practices of corporate governance

✓ Improved information control and diligence: in line with best governance practices and supporting the Brazilian General Data Protection Law, the Company migrated all local file servers to a cloud-storage service platform, providing an additional layer of data security

## **Operating hours close to 100% in July** For the last 3 months, all Multiplan malls have been simultaneously open, albeit

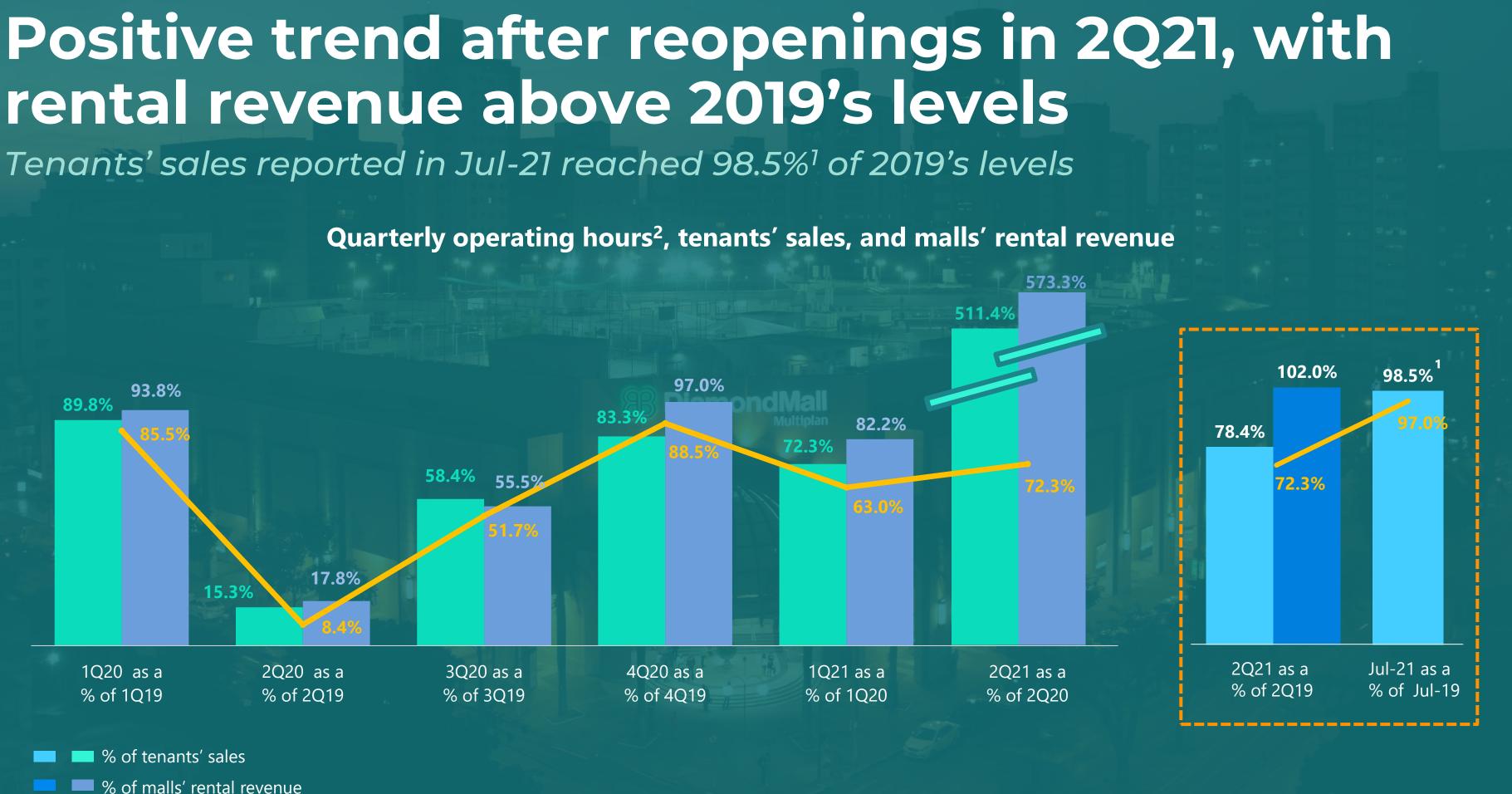
For the last 3 months, all Multiplan malls have been sin operating with restrictions



Feb-20 Mar-20 Apr-20 May-20 Jun-20 Jul-20 Aug-20 Sep-20 Oct-20 Nov-20 Dec-20 Jan-21 Feb-21 Mar-21 Apr-21 May-21 Jun-21 Jul-21

<sup>1</sup> Operating hours: calculated by dividing the operating hours of the shopping centers by their regular operating hours.

- % of regular operating hours<sup>1</sup>



<sup>1</sup> Sales numbers in Jul-21 refer to malls managed by Multiplan (excluding Parque Shopping Maceió). <sup>2</sup> Calculated by dividing the operating hours of the shopping centers by their regular operating hours.



## Multiplan's malls growth potential In addition to higher operating hours, other factors are growth contributors

### **Sales drivers**

- ✓ End of capacity restrictions
- End of operating hours restrictions
- ✓ End of events restrictions
- Resumption of consumer confidence
- Omnichannel strategy
- Growth vector

- Flight-to-quality
- ✓ Gradual increase of sales ✓ Lower condominium costs ✓ Higher "all-in" value creation Yearly contractual adjustments
- - **Satellization trend**

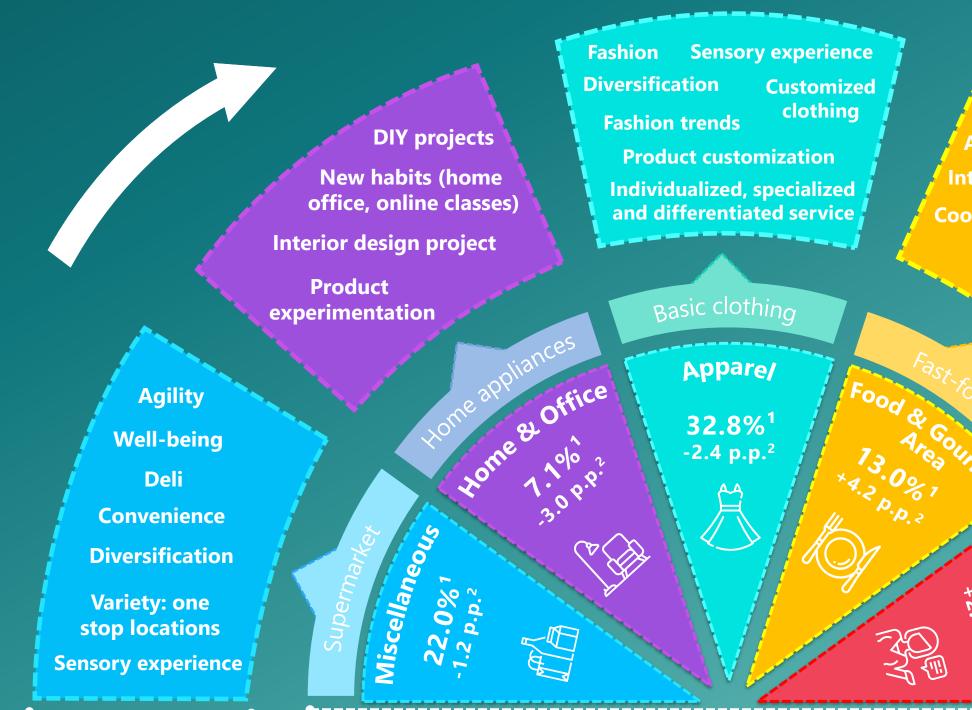
## **Rent drivers**



## Mix of the future

Physical stores increase brand value in several ways, not only through its sales

## New consumer habits



New consumer habits

**Old consumption patterns** 



Food-hall **Authorial cuisine** International cuisine **Cooking classes** 

> Niches (vegan, natural and casual dining)

> > Services

ie thea

**Food trucks Fast-food** 

> **Post offices Movie theater** Travel agencies Spa Veterinary clinics, pet shops, pet areas **Medical center**

> > Gyms Co-working

**Theater Banks** 

**Pharmacies** 

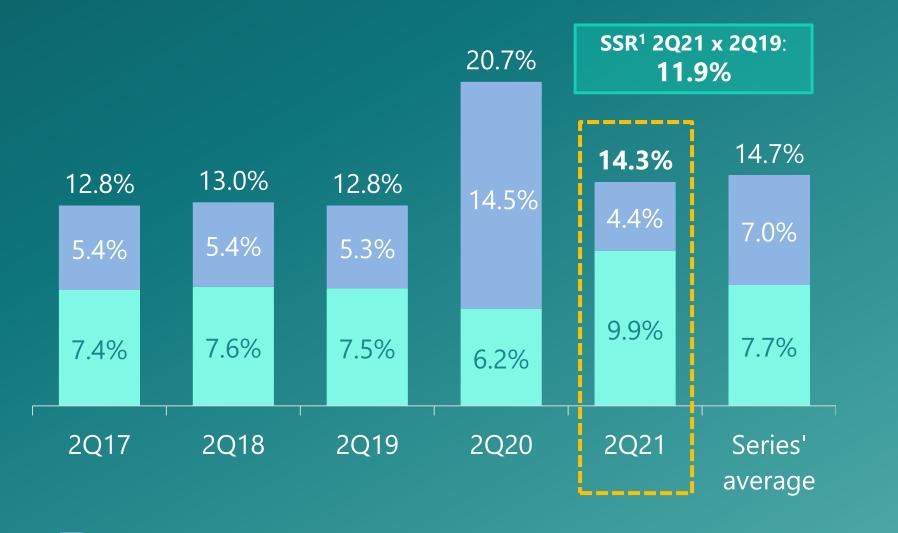
New consumer habits

<sup>1</sup> GLA distribution by segment – 2Q21 <sup>2</sup> Change since 1Q11.



## Measures to support tenants

SSR<sup>1</sup> presented double-digit increase over 2019, offset by lower common expenses, leading to a controlled occupancy cost



### **Occupancy cost breakdown**

Common expenses as sales %

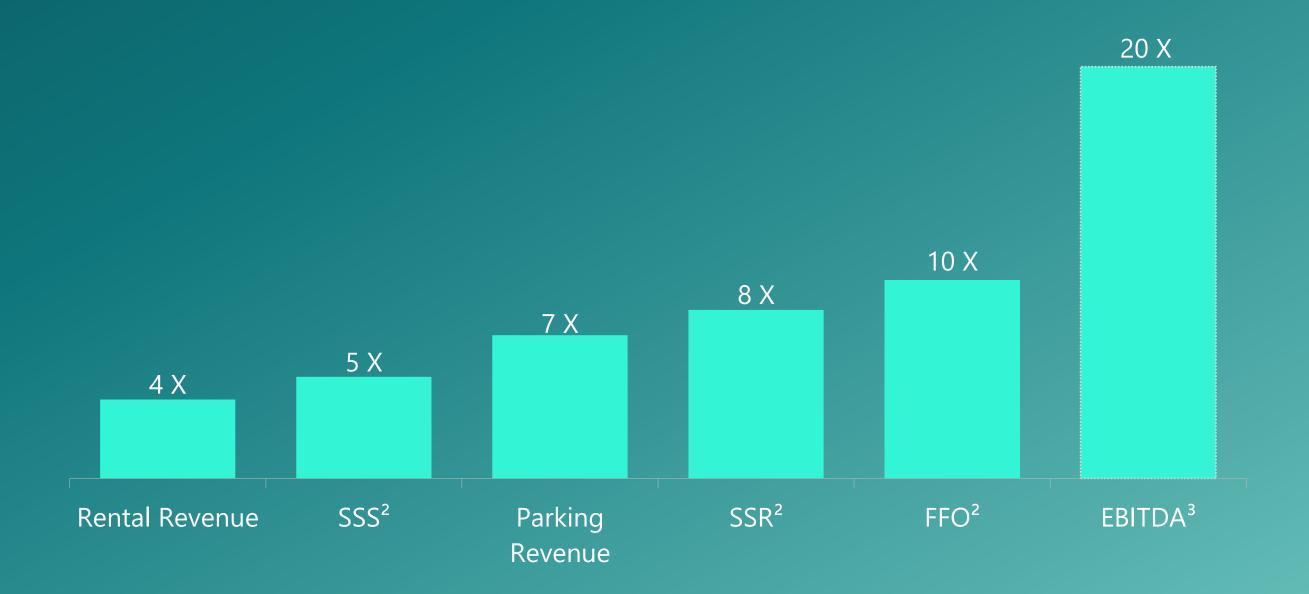
Rent as sales %

### Net delinquency rate



## Manifolding results

Manifolding<sup>1</sup> of operational and financial indicators as a result of improvements of the external scenario and Multiplan's management



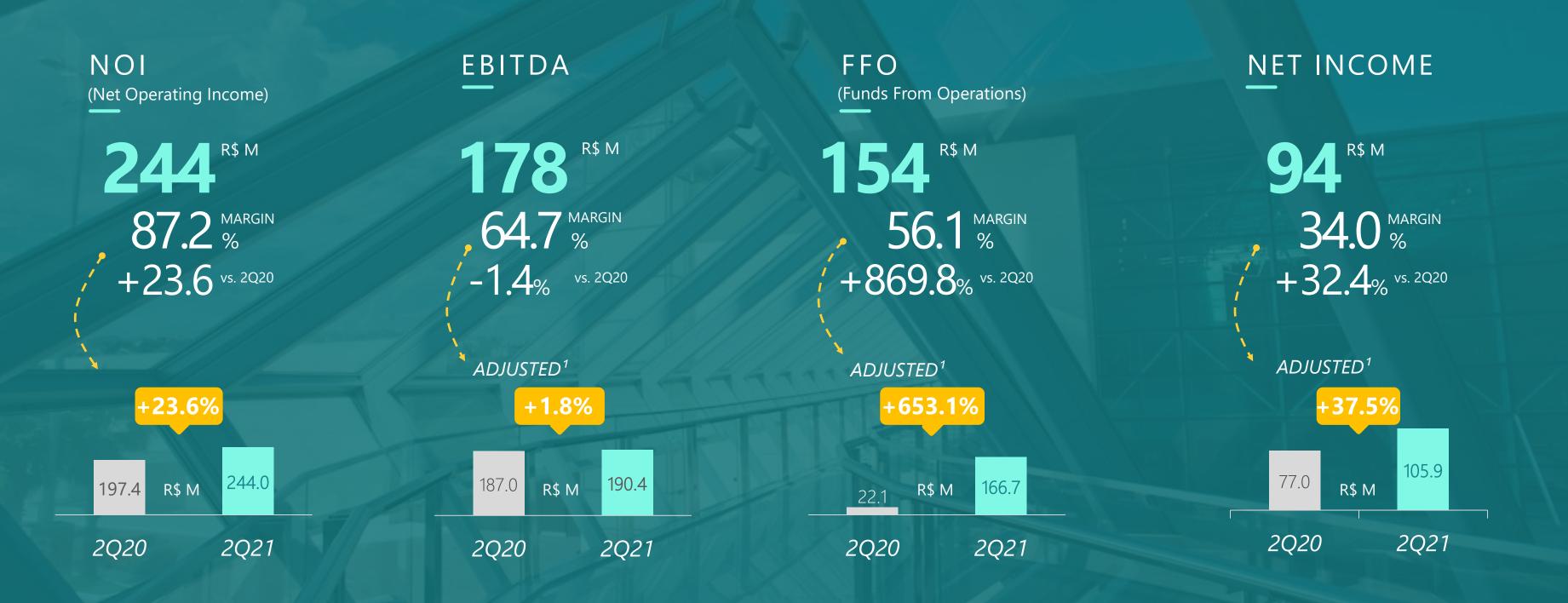
<sup>1</sup> Numbers reflect 2Q21 results versus 2Q20. <sup>2</sup> SSS stands for Same Store Sales; SSR stands for Same Store Rent and FFO stands for Funds From Operations.

<sup>3</sup> Excluding straight-line effect



## Financial results – 2Q21 vs. 2Q20

Higher revenues and lower SG&A and properties expenses improved results and margins



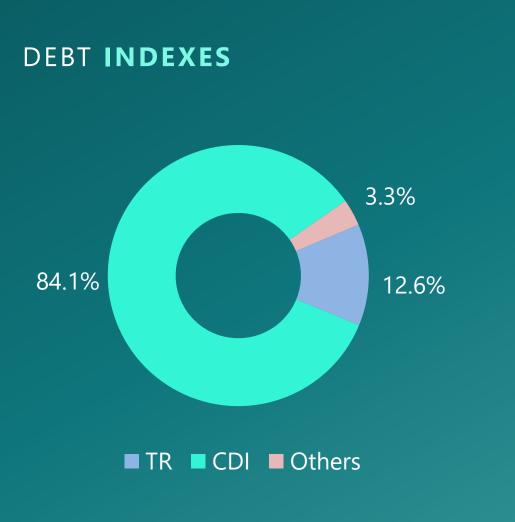
Capital structure		R\$
Liability management reduces short-term amortization schedule	Cash (Jun-21)	1,145 M
(Jun-21)	FFO (LTM)	1,003 M
	2H21	306 M
> Gross debt: R\$3,460 M	2022	495 M
> Average cost p.a.: 5.32%	2023	629 M
> Net debt : <b>R\$2,315 M</b>	2024	513 M
> Net debt / EBITDA: <mark>1.99x</mark>	2025	564 M
> Fair Value of Properties <sup>1</sup> : R\$21,353 M	2026	450 M
<ul> <li>Net debt / Fair Value : 10.8%</li> </ul>	2027	1 <mark>52 M</mark>
> Net debt / Fair value . 10.070	2028	53 M
	2029	54 M
NET DEBT/ EBITDA 3.04x	2030	55 M
Lowest 1.99x	2031	44 M
covenant: 4.0x	2032	40 M
Jun-15 Jun-17 Jun-18 Jun-20 Jun-21	2033+	105 M

<sup>1</sup> Fair Value of properties calculated according to the methodology detailed in the Financial Statements of June 30, 2021.

### DEBT AMORTIZATION SCHEDULE on June 30, 2021

## **Capital structure**

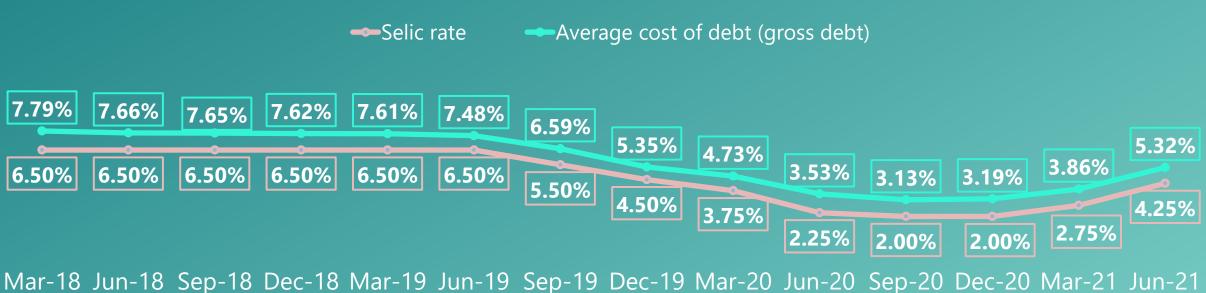
Despite the increase in interest rates (Selic) by 150 b.p., cost of debt rose only 146 b.p.



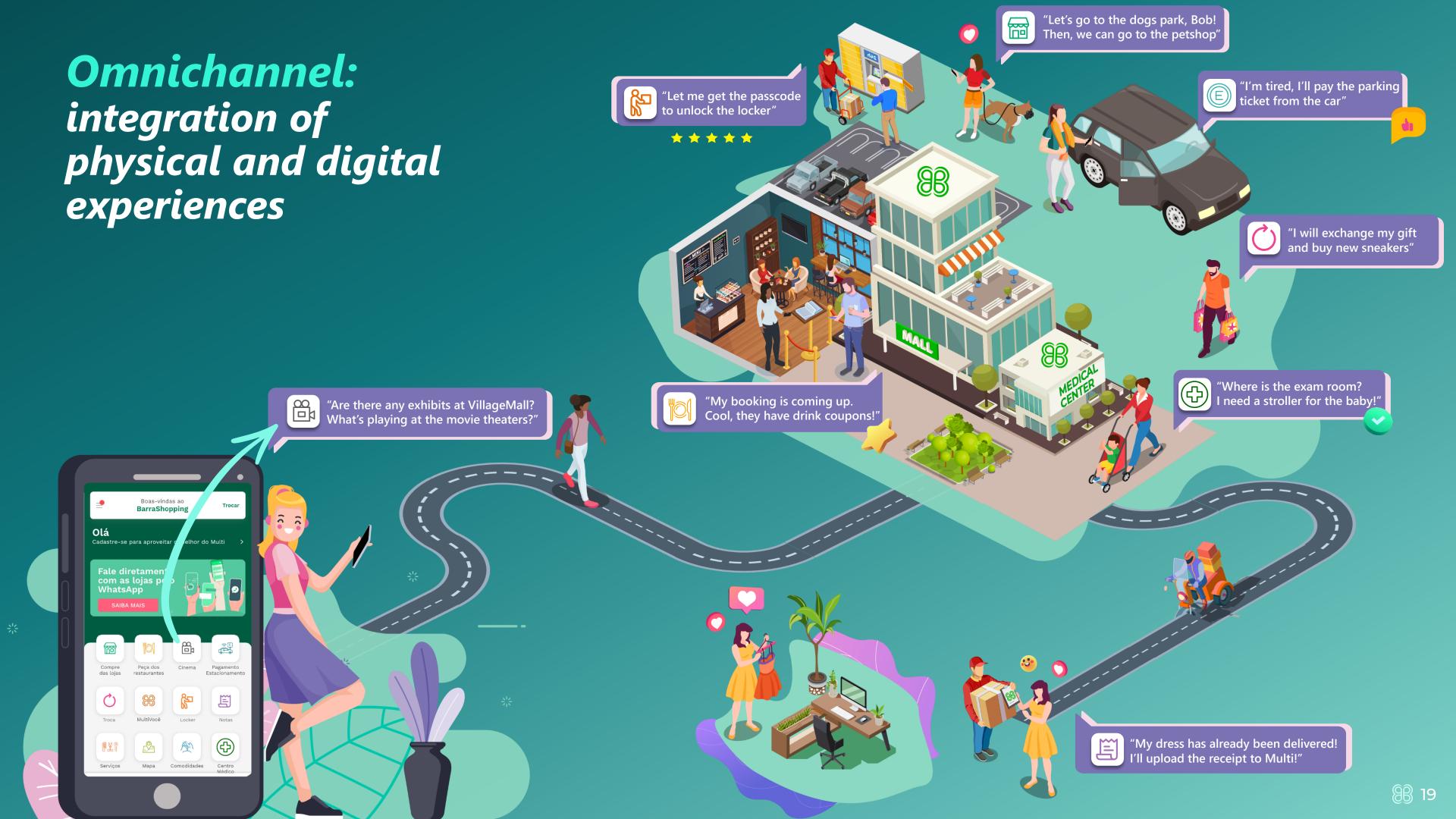
### Average cost of debt per index (p.a.)

	Index	Average	Cost of	Gross
Jun-21	Performace	Index Rate <sup>1</sup>	Debt	Debt (R\$)
TR	0.00%	6.01%	6.01%	4,361.0 M
CDI	4.25%	0.85%	5.10%	2,908.9 M
Others <sup>2</sup>	8.35%	0.00%	8.35%	114.9 M
Total	3.85%	1.47%	5.32%	3,460.1 M

### Average cost of debt (p.a.)



<sup>1</sup> Weighted average annual interest rate. <sup>2</sup> 'Others' include IPCA and other indexes



# Integration with various marketplaces

Broad delivery possibilities support tenants and boost sales

Support to drive-thru sales at shopping mall parking lots:

Integration of new tenants to Multi superapp and other sales channels:

Agora você pode comprar das lojas do Shopping e retirar por Drive-Thru.

## DRIVE-THRU



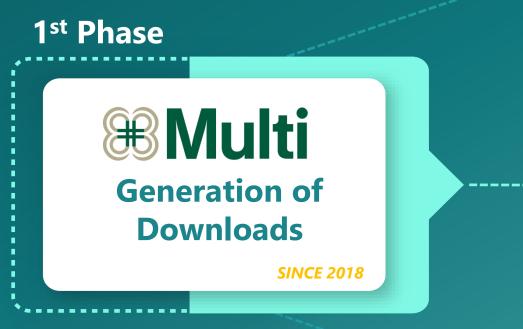




## MIND

# Digital Transformation strategy





+1.000,000 downloads

2<sup>nd</sup> Phase



Recurrence, Retention, and Data



### +700 startups analyzed +40 startups converted



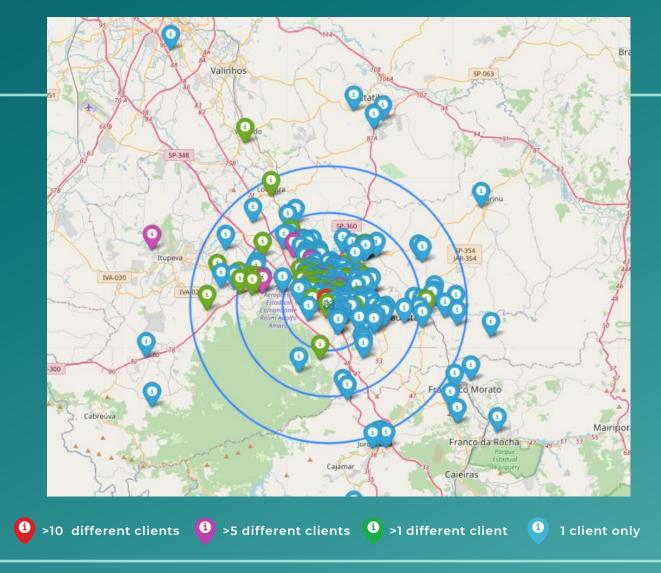


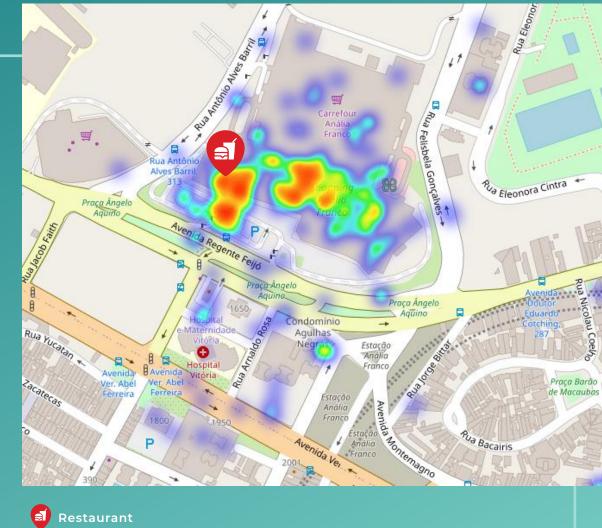


### The real value of innovation is information

### Getting to know our clients SURROUNDING....

Origin addresses of Jundia(Shopping customers who benefited from free parking using the Multi app. The concentric circles indicate the distances of 5, 10 and 15 km from the mall.





### ...and INSIDE the malls

Heat map indicating the concentration of customers who booked the restaurant coupon in May and Jun-21 at ShoppingAnáliaFranco. Warmer colors (red, orange) indicate higher use of the Multi app.



MEL ....

Source: Multiplan. Artist's rendering for illustrative purposes only, subject to changes without previous notice – please refer to the disclaimer on slide 2.



39,000 sq.m of GLA 249 operations Opening in Nov-21





Indoor and outdoor parks | Ice skating rink 6 stadium movie theaters | Exclusive restaurants | Supermarket



# 88 Golden Lake Residential Project

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250,000 sq.m of private area 18 towers developed in phases





Sul Office and

Source: Multiplan. Artist's rendering for illustrative purposes only, subject to changes without previous notice – please refer to the disclaimer on slide 2.7





## **B** Golden Lake





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For more information, click below <u>www.bairrogoldenlake.com.br</u>

# **B** Future mixed use and expansion projects

Illustration of a mixed use project in VillageMall



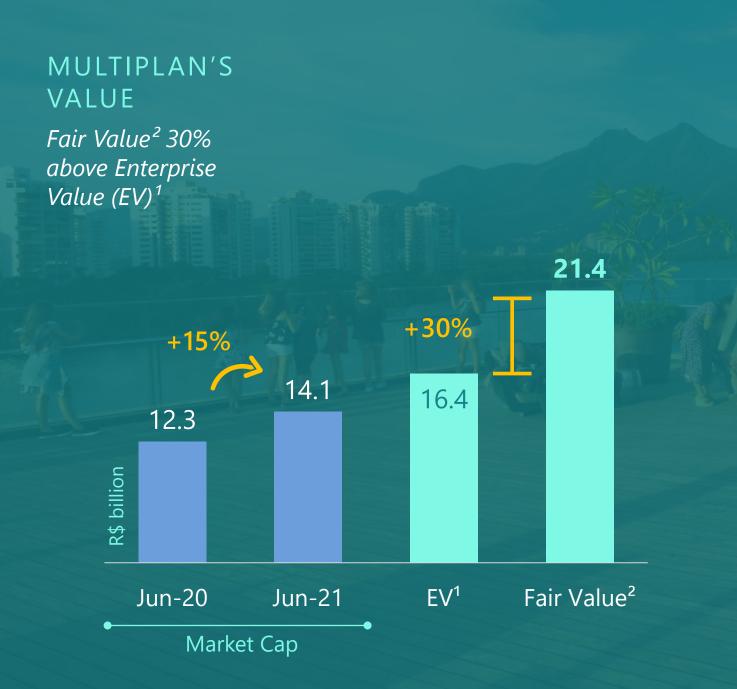


Illustration of an expansion project in Moru biShopping



## MULT3

### Number of individual investors continues to increase



AVERAGE DAILY NUMBER OF TRADES AND TRADED VOLUME (R\$)

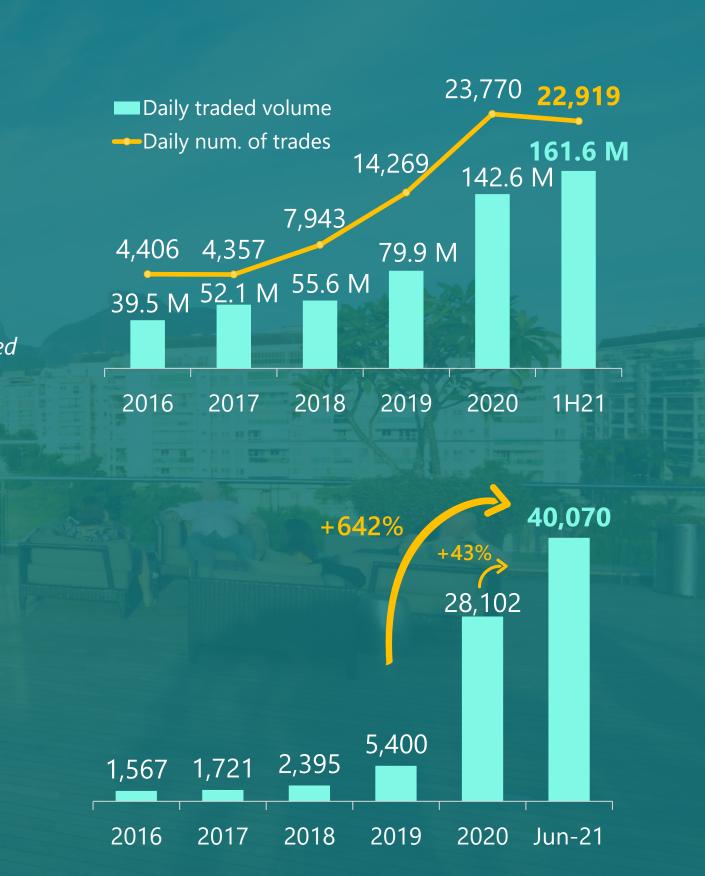
In the last five years, the average daily number of trades has increased by more than 300%

### NUMBER OF INDIVIDUAL INVESTORS

Number of individual investors increased more than seven times since 2019

<sup>1</sup> Enterprise Value (EV): Market Cap + Net debt.

<sup>2</sup> Fair Value of properties calculated according to the methodology detailed in the Financial Statements of June 30, 2021.





# **B Nultiplan** - Investor Relations



+55 21 3031-5400



ri@multiplan.com.br