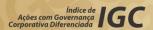
**São Paulo**, **March 28**, **2014** – General Shopping Brasil S/A [Bovespa: GSHP3], a company with a significant share of the shopping center industry in Brazil, today announces its results for the fourth quarter 2013. Except where otherwise stated, the financial and operational information is presented on a consolidated basis and in thousands of Reais in accordance with generally accepted accounting practices in Brazil.













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# Consolidated NOI reaches R\$ 193.2 million in 2013 with growth of 21.6% for the year and 18.1% in the fourth quarter

- General Shopping Brasil S/A's fourth quarter 2013 (4Q13) gross revenue was R\$ 71.6 million, a year-on-year increase of 16.5% compared with the R\$ 61.5 million reported in the fourth quarter of 2012 (4Q12). In 2013 as a whole, gross revenue rose 23.3% in relation to 2012, totaling R\$ 241.9 million.
- Consolidated Net Operating Income (NOI) for 4Q13 was R\$ 57.3 million, a margin of 88.0% and a growth of 18.1% in relation to the R\$ 48.5 million registered in 4Q12. In 2013, consolidated NOI was R\$ 193.2 million, equivalent to a margin of 87.6% and year-on-year growth of 21.6%.
- The Company posted a Gross Profit in 4Q13 of R\$ 51.7 million, representing a margin of 79.3% and growth of 14.8% compared to the R\$ 45.0 million in 4Q12. In 2013, gross profit was R\$ 172.3 million, a margin of 78.1% and growth of 19.3% in relation to 2012.
- Adjusted EBITDA in 4Q13 reached R\$ 46.3 million, equivalent to a margin of 71.2% and a growth of 19.7% in relation to the R\$ 38.7 million posted in 4Q12. In 2013, adjusted EBITDA was R\$ 154.0 million, a margin of 69.8% and a growth of 22.3% compared with 2012.

**Consolidated Financial Highlights** 

| R\$ thousand                                      | 4Q12    | 4Q13     | Chg.       | 2012     | 2013      | Chg.       |
|---|---------|----------|------------|----------|-----------|------------|
| Gross Revenue                                     | 61,481  | 71,614   | 16.5%      | 196,113  | 241,880   | 23.3%      |
| Rent (Shopping Malls)                             | 46,498  | 53,386   | 14.8%      | 150,554  | 181,789   | 20.7%      |
| Services  | 14,983  | 18,228   | 21.7%      | 45,559   | 60,091    | 31.9%      |
| NOI - Consolidated                                | 48,528  | 57,292   | 18.1%      | 158,867  | 193,181   | 21.6%      |
| Adjusted EBITDA                                   | 38,720  | 46,348   | 19.7%      | 125,920  | 154,005   | 22.3%      |
| Adjusted Net Result                               | (8,055) | (44,419) | -          | (88,597) | (146,660) | 65.5%      |
| Adjusted FFO                                      | (3,546) | (38,065) | -          | (72,476) | (123,126) | 69.9%      |
| NOI Margin  | 85.5%   | 88.0%    | 2.5 p.p.   | 87.1%    | 87.6%     | 0.5 p.p.   |
| Adjusted EBITDA Margin                            | 68.3%   | 71.2%    | 2.9 p.p.   | 69.1%    | 69.8%     | 0.7 p.p.   |
| Adjusted Net Result Margin                        | -14.2%  | -68.2%   | -54.0 p.p. | -48.6%   | -66.5%    | -17.9 p.p. |
| Adjusted FFO Margin                               | -6.3%   | -58.4%   | -52.1 p.p. | -39.7%   | -55.8%    | -16.1 p.p. |
| Gross Revenue per m²                              | 241.03  | 270.85   | 12.4%      | 850.04   | 947.90    | 11.5%      |
| NOI per m²  | 190.25  | 216.69   | 13.9%      | 688.60   | 757.05    | 9.9%       |
| Adjusted EBITDA per m²                            | 151.80  | 175.29   | 15.5%      | 545.79   | 603.53    | 10.6%      |
| Adjusted Net Result per m²                        | (31.58) | (168.00) | -          | (384.02) | (574.74)  | 49.7%      |
| Adjusted FFO per m²                               | (13.90) | (143.97) | -          | (314.14) | (482.52)  | 53.6%      |
| Own GLA - Average in the Period (m <sup>2</sup> ) | 255,073 | 264,402  | 3.7%       | 230,710  | 255,175   | 10.6%      |
| Own GLA - End of the Period (m <sup>2</sup> )     | 255,073 | 269,342  | 5.6%       | 255,073  | 269,342   | 5.6%       |

### **MANAGEMENT COMMENTS**

With the end of fiscal year 2013, the Company's management is pleased to report its operating and financial performance shown in the following reports and financial statements and on which we comment below.

During 2013, the Company posted a year-on-year increase of 10.6% in average own GLA (Gross Leasable Area), while own GLA recorded year-end growth of 5.6% in relation to 2012. This result was mainly due to the increase in own GLA with the opening of Parque Shopping Sulacap (14,820 m²) and Outlet Premium Salvador (7,482 m²), partially offset by a decrease following the fractional sale of Shopping Bonsucesso (8,920 m²).

In contrast with the increase in GLA, we saw significant growth in the Company's gross revenue. Total gross revenue in 2013 rose 23.3% year-on-year, reaching R\$ 242 million, distributed between a growth of 20.7% in rental revenue and 31.9% in services' revenue.

The Company presented organic growth in Same Area Rentals of 10.9%, while Same Area Sales rose 14.5% on the same year-on-year comparative basis.

With growth of 21.0% in net revenue in 2013, the Company posted a corresponding increase of 21.6% in NOI (reaching R\$ 193 million) and 22.3% in Adjusted EBITDA (reaching R\$ 154 million). During the same fiscal year, costs increased by 27.1%, mainly driven by "depreciation", followed by "third parties' services". General and administrative expenses increased 30.4%, the most substantial variation being for "personnel".

This and other information is shown in the following reports and corresponding financial statements.

Once again, we would like to thank our employees, storeowners, customers and visitors for their contribution.

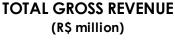
Alessandro Poli Veronezi, Investor Relations Officer

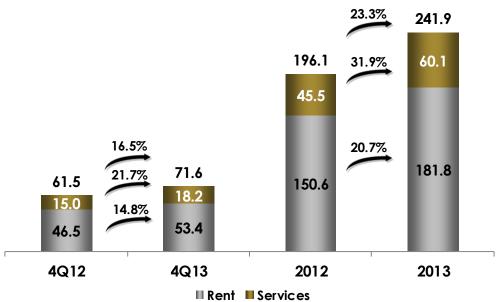
#### **GROSS REVENUE**

The Company's total gross revenue in the quarter was R\$ 71.6 million, a 16.5% increase on 4Q12. In 2013, this same item was R\$ 241.9 million, a 23.3% improvement compared with fiscal year 2012.

Gross revenue from rents in 4Q13 was R\$ 53.4 million, accounting for 74.5% of total gross revenue and a growth of 14.8% in relation to 4Q12. Key factors driving this growth were: the opening of Outlet Premium Salvador and Parque Shopping Sulacap in October 2013 in addition to organic growth and annual readjustments of lease agreements. In 2013, gross revenue was R\$ 181.8 million, a year-on-year increase of 20.7%.

Gross revenue from services in 4Q13 totaled R\$ 18.2 million, representing growth of 21.7% in relation to 4Q12 and R\$ 60.1 million in 2013 as a whole, a 31.9% increase on 2012.





### **RENTAL REVENUE**

The Company's rental revenue totaled R\$ 53.4 million in 4Q13, comprising minimum rent, revenue exceeding percentage on sales, key money, advertising and straight-lining revenue.

Rental Revenue Breakdown - Management

| R\$ million         | 4Q12 | 4Q13 | Chg.  | 2012  | 2013  | Chg.  |
|---------------------|------|------|-------|-------|-------|-------|
| Minimum Rent        | 33.4 | 37.1 | 10.9% | 115.2 | 136.6 | 18.7% |
| Percentage on Sales | 7.3  | 8.0  | 10.2% | 18.1  | 21.7  | 19.9% |
| Key Money           | 1.7  | 3.0  | 74.5% | 6.5   | 9.0   | 38.4% |
| Advertising         | 4.1  | 5.3  | 29.4% | 10.8  | 14.5  | 33.7% |
| Total               | 46.5 | 53.4 | 14.8% | 150.6 | 181.8 | 20.7% |

Minimum rental revenue in 4Q13 increased to R\$ 3.7 million or 10.9% greater compared with 4Q12. Comparing successive years, 2013 minimum rental revenue rose by R\$ 21.4 million or 18.7%.

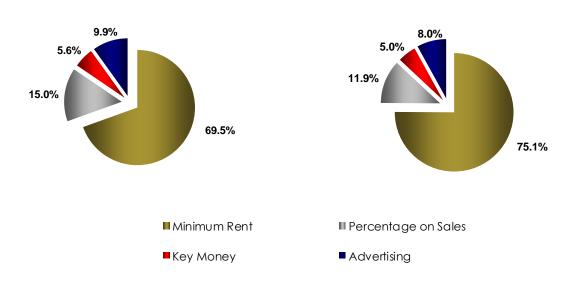
Revenue exceeding percentage on sales also rose 10.2% year-on-year reflecting the increase in our portfolio combined with the good performance on the part of tenats at our shopping centers. The Company reported a 19.9% year-on-year growth in percentage on sales revenues in 2013.

Temporary rentals (advertising) amounted to R\$ 5.3 million in 4Q13, a growth of 29.4% or R\$ 1.2 million more than 4Q12. This same item amounted to R\$ 14.5 million in 2013, a growth of 33.7% compared with 2012.

Minimum rent revenues were 69.5% of total rental income in 4Q13 as opposed to 71.8% in 4Q12. This item represented 75.1% of total revenue in 2013 compared with 76.5% in 2012.

#### **RENTAL REVENUE BREAKDOWN - 4Q13**

### **RENTAL REVENUE BREAKDOWN - 2013**



#### **SERVICES REVENUE**

In 4Q13, services revenues amounted to R\$ 18.2 million, a growth of 21.7% in relation to the same period in 2012. In 2013, these revenues were R\$ 60.1 million, a 31.9% growth over 2012.

Services Revenue Breakdown - Managament

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|------------------------------------|------|------|--------|------|------|--------|
| R\$ million                        | 4Q12 | 4Q13 | Chg.   | 2012 | 2013 | Chg.   |
| Parking                            | 10.8 | 14.0 | 29.8%  | 32.5 | 44.6 | 37.4%  |
| Energy                             | 1.8  | 1.0  | -42.8% | 5.3  | 3.8  | -29.5% |
| Water                              | 1.2  | 1.7  | 36.2%  | 4.2  | 6.2  | 43.2%  |
| Management                         | 1.2  | 1.5  | 27.6%  | 3.5  | 5.5  | 59.5%  |
| Total                              | 15.0 | 18.2 | 21.7%  | 45.5 | 60.1 | 31.9%  |

Parking lot revenues in 4Q13 were R\$ 14.0 million, a growth of R\$ 3.2 million or 29.8% higher than 4Q12. This increase reflects the beginning of operations at Parque Shopping Sulacap and the initial collection of parking lot fees at Parque Shopping Prudente in addition to growth in revenues from other operations. In 2013, parking lot revenues were R\$ 44.6 million, a growth of 37.4% compared with 2012.

Energy supply management revenues totaled R\$ 1.0 million in 4Q13, a reduction of R\$ 0.8 million or 42.8% compared with 4Q12, reflecting the increase in spot energy costs which squeezed margins. In 2013, the Company reported revenues of R\$ 3.8 million, a decrease of 29.5% in relation to 2012.

Water supply management revenues amounted to R\$ 1.7 million in 4Q13 against R\$ 1.2 million in 4Q12. For the full year of 2013, this same item reported R\$ 6.2 million compared with R\$ 4.2 million in 2012.

### REVENUE DEDUCTIONS (TAXES, DISCOUNTS AND CANCELLATIONS)

Taxes, discounts and cancellations from gross revenue amounted to R\$ 6.5 million in 4Q13, representing 9.0% of gross revenue as against 7.7% in 4Q12. In 2013, deductions were R\$ 21.3 million, 8.8% of gross revenue as against 7.0% in 2012.

Sales taxes (PIS/COFINS/ISS) were R\$ 5.5 million in 4Q13, representing an increase of R\$ 1.5 million in relation to 4Q12. This variation is due to growth in billings as well as a change in tax regime from presumed profit to the real profit method at some group subsidiaries. In 2013, sales taxes amounted to R\$ 18.2 million, a rise of R\$ 7,0 million compared to 2012.

During the quarter under review, discounts and cancellations were R\$ 1.0 million, a R\$ 0.3 million growth on 4Q12. In 2013, the Company reported an increase of R\$ 0.6 million in relation to 2012.

### **RENTAL AND SERVICES NET REVENUE**

Net Revenue amounted to R\$ 65.1 million in 4Q13, a year-on-year increase of 14.8% when compared to the same period in 2012. In 2013, there was a 21.0% increase over 2012 to R\$ 220.6 million.

#### RENTAL AND SERVICES COSTS

In 4Q13, rental and services costs recorded an increase of 15.0% to R\$ 13.5 million. For the fiscal year as a whole, these costs amounted to R\$ 48.3 million, 27.1% more than 2012.

Rental and Services Costs - Management

| R\$ million   | 4Q12 | 4Q13 | Chg.   | 2012 | 2013 | Chg.  |
|---------------|------|------|--------|------|------|-------|
| Personnel     | 0.9  | 0.9  | -      | 2.7  | 3.2  | 17.8% |
| Depreciation  | 3.5  | 5.6  | 60.0%  | 14.5 | 20.9 | 44.0% |
| Occupancy     | 4.5  | 4.0  | -13.4% | 11.9 | 13.5 | 13.6% |
| Third parties | 2.8  | 3.0  | 9.7%   | 8.9  | 10.7 | 20.2% |
| Total         | 11.7 | 13.5 | 15.0%  | 38.0 | 48.3 | 27.1% |

#### **Personnel Costs**

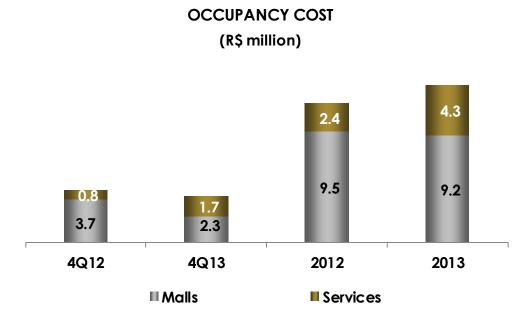
Personnel costs were R\$ 0.9 million in the quarter, the same level as 4Q12. In 2013, costs with personnel were R\$ 3.2 million, 17.8% greater than 2012.

### **Depreciation Costs**

Depreciation overheads were R\$ 5.6 million in 4Q13, 60.0% greater than 4Q12. In 2013, the Company posted a figure of R\$ 20.9 million for this item, 44.0% more than in 2012.

### **Occupancy Costs**

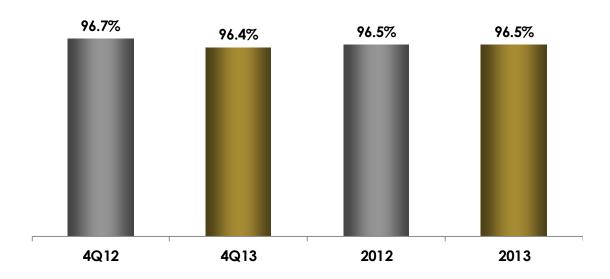
During the quarter, occupancy costs totaled R\$ 4.0 million, R\$ 0.5 million less than 4Q12. In 2013, this amount was R\$ 13.5 million, an increase of R\$ 1.6 million or 13.6% compared with 2012.



Shopping center occupancy costs were R\$ 2.3 million in 4Q13, a decrease of R\$ 1.4 million in relation to 4Q12. In 2013, occupancy costs were R\$ 9.2 million, a decrease of R\$ 0.3 million compared with 2012.

The occupancy costs of services totaled R\$ 1.7 million in 4Q13, an increase of R\$ 0.9 million compared with 4Q12. In 2013, we also reported a year-on-year increase of R\$ 1.9 million to R\$ 4.3 million for this same item.

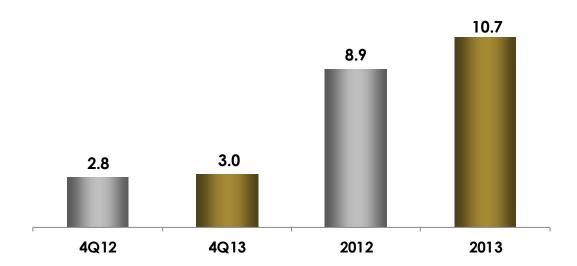
### **OCCUPANCY RATE PERFORMANCE**



### **Third Parties Services Costs**

The cost of third parties services in 4Q13 with respect to parking lot overheads was R\$ 3.0 million, a growth of R\$ 0.2 million compared with 4Q12. This costs increase was due to: the implementation of parking operations at Parque Shopping Sulacap and the collection of parking fees at Parque Shopping Prudente as well as increases in other operations. In 2013, the Company reported total costs of R\$ 10.7 million, an increase of R\$ 1.8 million in relation to 2012.

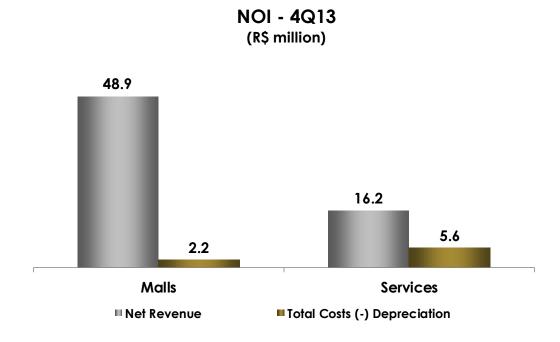




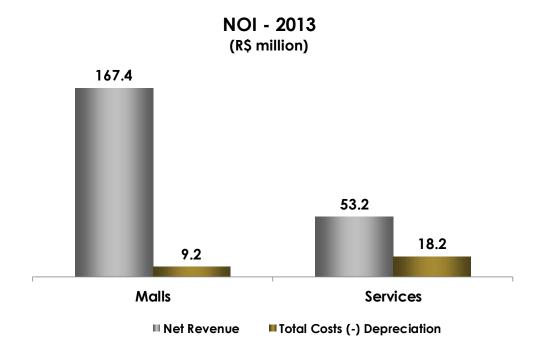
### **GROSS PROFIT**

Gross profit in 4Q13 was R\$ 51.7 million, equivalent to a gross margin of 79.3%, and a growth of 14.8% in relation to the R\$ 45.0 million in 4Q12. In 2013, the Company reported gross profits of R\$ 172.3 million, equivalent to a margin of 78.1% and a year-on-year increase of 19.3%.

In 4Q13, the Company's consolidated NOI was R\$ 57.3 million. The NOI from shopping center operations was R\$ 46.7 million and from services, R\$ 10.6 million.



In 2013, the Company posted a consolidated NOI of R\$ 193.2 million, with the shopping center operations accounting for R\$ 158.2 million and services, the remaining R\$ 35.0 million.



### **GENERAL AND ADMINISTRATIVE EXPENSES**

General and administrative expenses in 4Q13 amounted to R\$ 17.6 million, representing an increase of 32.2% over 4Q12. In 2013, this item posted R\$ 56.1 million, 30.4% greater than 2012.

General and Administrative Expenses - Management

| R\$ million                     | 4Q12   | 4Q13   | Chg.   | 2012   | 2013   | Chg.   |
|---------------------------------|--------|--------|--------|--------|--------|--------|
| Publicity and Advertising       | (1.1)  | (1.7)  | 51.8%  | (3.3)  | (5.6)  | 68.4%  |
| Provision for Doubtful Accounts | -      | (1.3)  | -      | (0.9)  | (1.3)  | 44.1%  |
| Personnel                       | (4.8)  | (5.9)  | 24.7%  | (15.4) | (19.4) | 26.4%  |
| Third Parties                   | (3.0)  | (0.5)  | -83.3% | (10.0) | (7.2)  | -28.0% |
| Commercialization Expenses      | (1.1)  | (0.8)  | -33.5% | (3.6)  | (5.5)  | 55.6%  |
| Non-recurring Expenses          | (0.2)  | (3.3)  | -      | (1.6)  | (3.5)  | 114.3% |
| Other Expenses                  | (3.1)  | (4.1)  | 32.3%  | (8.2)  | (13.6) | 65.9%  |
| Total                           | (13.3) | (17.6) | 32.2%  | (43.0) | (56.1) | 30.4%  |

During the quarter under review, the Company recorded a net increase of R\$ 4.3 million in administrative expenses. This reflected (i) an increase in personnel expenses due to annual wage bargaining agreements in addition to an increase in staffing due to new operations; (ii) provision for doubtful accounts; and (iii) non-recurring expenses.

#### OTHER OPERATING REVENUES

Other operating revenues are comprised mainlty of costs and expenses paid out by the Company for the account of tenants and other recoveries in general. In 4Q13, other operating revenues were R\$ 2.6 million as against R\$ 2.4 million in 4Q12. In 2013, this amount was R\$ 45.5 million as against R\$ 6.8 million in 2012.

Other Operating Revenues - Management

| R\$ million                        | 4Q12 | 4Q13 | Chg.   | 2012 | 2013 | Chg.   |
|------------------------------------|------|------|--------|------|------|--------|
| Recovery of Condominium Expenses   | -    | 1.2  | -      | 0.2  | 5.4  | -      |
| Gain on Investment Properties Sale | -    | -    | -      | -    | 34.7 | -      |
| Recovery (other)                   | 2.4  | 1.4  | -41.3% | 6.6  | 5.4  | -18.2% |
| Total                              | 2.4  | 2.6  | 11.5%  | 6.8  | 45.5 | 566.3% |

#### **NET FINANCIAL RESULT**

The net financial result in 4Q13 was a negative R\$ 78.6 million compared with a negative R\$ 37.7 million in 4Q12. The main reason for the increase of R\$ 40.9 million was the impact of the higher currency exchange rate on the Company's perpetual debt principal. The net financial result for 2013 as a whole reported a negative R\$ 251.5 million compared with a negative R\$ 176.2 million in 2012.

Interest expenses on the financing of greenfield projects are being capitalized during construction and will then be amortized once the shopping centers are operational.

### Net Financial Result - Management

| R\$ million                           | 4Q12    | 4Q13    | Chg.   | 2012    | 2013    | Chg.   |
|---------------------------------------|---------|---------|--------|---------|---------|--------|
| Revenues                              | 62.5    | 47.7    | -23.7% | 116.9   | 163.0   | 39.4%  |
| Interest on financial investments     | (6.0)   | 3.7     | -      | 12.2    | 14.8    | 21.4%  |
| Exchange Variation - Asset            | 27.2    | 17.6    | -35.3% | 59.6    | 105.4   | 76.9%  |
| Monetary Variation - Asset            | 18.3    | 3.1     | -83.2% | 20.9    | 3.1     | -85.2% |
| Derivative Operational Gain           | 23.8    | 23.3    | -2.1%  | 23.8    | 36.8    | 54.6%  |
| Other                                 | (0.8)   | -       | -      | 0.4     | 2.9     | -      |
| Expenses                              | (100.2) | (126.3) | 26.0%  | (293.1) | (414.5) | 41.4%  |
| Interest on loans, financing and CCIs | (33.9)  | (14.5)  | -57.4% | (51.5)  | (45.5)  | -11.8% |
| Perpetual Bonds Debt                  | (22.6)  | (25.1)  | 11.0%  | (79.3)  | (94.7)  | 19.4%  |
| Derivative Operational Loss           | (24.4)  | (24.1)  | -1.2%  | (24.4)  | (31.3)  | 28.1%  |
| Exchange Variation - Liability        | (33.6)  | (52.3)  | 55.4%  | (135.3) | (227.0) | 67.9%  |
| Monetary Variation - Liability        | 3.5     | (9.3)   | -      | (1.9)   | (11.0)  | -      |
| Charges of taxes in installments      | 1.0     | (1.0)   | -      | (0.7)   | (1.9)   | 140.7% |
| Other                                 | 9.8     | -       | -      | -       | (3.1)   | _      |
| TOTAL                                 | (37.7)  | (78.6)  | 108.7% | (176.2) | (251.5) | 42.7%  |

### FINANCIAL INSTRUMENTS

The Risk Management Policy is designed to protect the Company against changes that could affect liquidity through the use of derivative financial instruments or financial investments in US dollars, the Board of Directors monitoring and deciding on policy changes.

Speculative transactions are prohibited under the Policy and any instrument used must have the objective of mitigating risk. All operations are controlled through the daily monitoring of marking-to-market and on the basis of risk limits, under the guidance and advice of an outsourced consultancy to the Company's Financial Division.

No derivative is classified as a hedge according to the CPC 38 definition and therefore is not booked according to Hedge Accounting practices.

### **CURRENCY RISK**

Since the bond issue, the company's strategy has been to maintain at least two years of interest payments hedged against currency risk. This hedge can be realized through operations in Brazil or abroad, including derivative instruments and meeting cost and profitability criteria.

The Company conducts cash flow swap operations with top tier institutions, switching currency rate variation for the IGP-M price index in order to protect interest rate payments on the Perpetual Bond issue with call option in 2015.

In the quarter ending December 31, 2013, the Company decided to substitute some of its futures contracts on the BM&FBovespa – relating to interest payments on the Perpetual Bond issue with call option in 2017 – for non-deliverable forward contracts (NDF). The daily adjustments of the futures contracts on the BM&FBovespa during 4Q13 have already had an impact on the Company's cash position.

The Company's currency exposure position for the next 24 months as at December 31, 2013 is shown in the following table:

#### **Financial Instruments**

| S\$ thousand                            | 2014/2015 |
|---|-----------|
| Exposure                                | 86,000    |
| Total hedge with derivative instruments | 86,000    |
| Coverage                                | 100%      |

| Derivative Instrument - Future Dollar BM&FBovespa | 2014/2015 |
|---|-----------|
| Initial price - R\$/US\$*                         | 2.1834    |
| Notional value in US\$ thousands                  | 18,000    |
| Fair value in R\$ thousands                       | 309       |

| Derivative Instrument - NDF Rates | 2014/2015 |
|-----------------------------------|-----------|
| Initial price - R\$/US\$**        | 2.2968    |
| Notional value in US\$ thousands  | 18,000    |
| Fair value in R\$ thousands       | (268)     |

| Derivative Instrument - Swap USD x IGP-M | 2014/2015 |
|--|-----------|
| Initial price - R\$/US\$***              | 2.0000    |
| Notional value in US\$ thousands         | 50,000    |
| Fair value in R\$ thousands              | 13,082    |

<sup>\*</sup>The initial price is calculated by the entry price of the operation plus the differences arising from the monthly rollovers.

#### **INTEREST RATE RISK**

The Company has executed interest rate swaps in order to transform debt indexed to the CDI (Interbank Deposit Rate) and TJLP (Long Term Interest Rate) to the IPCA (Amplified Consumer Price Index). These swap contracts carry maturity dates and percentages of amortization which match the corresponding loan agreements.

| Swap<br>Start Data | Notional<br>Remaining<br>In R\$ thousand | Swap Maturity<br>Date | Long Position | Short Position | Fair Value at<br>12/31/2013 |
|--------------------|--|-----------------------|---------------|----------------|-----------------------------|
| Jun/2012           | 9,771                                    | Jun/2017              | CDI + 3.202%  | IPCA + 7.59%   | (809)                       |
| Oct/2012           | 9,836                                    | Oct/2017              | CDI + 5.5%    | IPCA + 7.97%   | (344)                       |
| Oct/2012           | 13,114                                   | Oct/2017              | TJLP + 6.5%   | IPCA + 6.90%   | (1,410)                     |
| TOTAL              | 32,722                                   |                       |               |                | (2,563)                     |

### INCOME TAX AND SOCIAL CONTRIBUTION (CURRENT AND DEFERRED)

The Company reported income tax and social contribution payments of R\$ 5.8 million in 4Q13 and in 4Q12 this amount stood at R\$ 4.6 million. In 2013, income tax and social contribution totaled R\$ 27.8 million, an increase of R\$ 5.6 million compared with 2012.

### **ADJUSTED NET RESULT**

In 4Q13, the Company reported a negative adjusted net result of R\$ 44.4 million compared with a negative adjusted net result of R\$ 8.0 million in 4Q12. In 2013, the net adjusted result was a negative R\$ 146.7 million, compared to an adjusted net loss of R\$ 88.6 million in 2012.

<sup>\*\*</sup>The initial price is calculated based on the entry and rollover operations conducted on the BM&F plus the initial entry price of the NDFs.

<sup>\*\*\*</sup>Negotiated exchange rate to convert the amount in US dollars to Reais.

Adjusted Net Result Reconciliation - Management

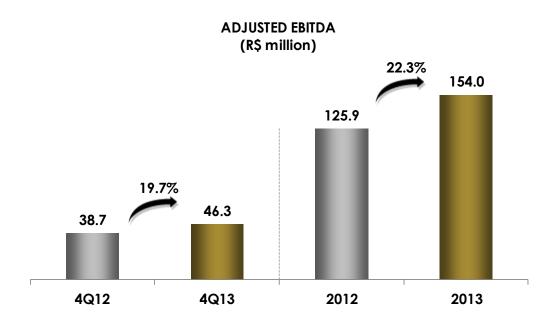
| R\$ million                   | 4Q12   | 4Q13   | Chg.     | 2012   | 2013    | Chg.       |
|-------------------------------|--------|--------|----------|--------|---------|------------|
| Net result                    | (8.2)  | (47.7) | 480.9%   | (90.2) | (117.6) | 30.3%      |
| (+) Non-Recurring Expenses    | 0.2    | 3.3    | -        | 1.6    | (31.2)  | -          |
| (+) IRPJ/CSLL (Non-Recurring) | -      | -      | -        | -      | 2.1     | -          |
| Adjusted Net Result           | (8.0)  | (44.4) | 451.4%   | (88.6) | (146.7) | 65.5%      |
| Adjusted Net Result Margin    | -14.2% | -68.2% | -54 p.p. | -48.6% | -66.5%  | -17.9 p.p. |

#### **ADJUSTED EBITDA**

Adjusted EBITDA in 4Q13 was R\$ 46.3 million, equivalent to an EBITDA margin of 71.2%, and a 19.7% increase over the preceding year when the Company registered EBITDA of R\$ 38.7 million. In 2013, this amount was R\$ 154.0 million, representing a margin of 69.8% and a year-on-year increase of 22.3%.

Adjusted EBITDA Reconciliation - Management

| Adjusted EDITEA Reconciliation Manage  |       |        |          |        |         |          |
|--|-------|--------|----------|--------|---------|----------|
| R\$ million                            | 4Q12  | 4Q13   | Chg.     | 2012   | 2013    | Chg.     |
| Netincome                              | (8.2) | (47.7) | 480.9%   | (90.2) | (117.6) | 30.3%    |
| (+) Income Tax and Social Contribution | 4.6   | 5.8    | 26.0%    | 22.2   | 27.8    | 25.2%    |
| (+) Net Financial Income               | 37.7  | 78.6   | 108.7%   | 176.2  | 251.5   | 42.7%    |
| (+) Depreciation and Amortization      | 4.4   | 6.3    | 40.9%    | 16.1   | 23.5    | 46.0%    |
| EBITDA                                 | 38.5  | 43.0   | 11.6%    | 124.3  | 185.2   | 49.0%    |
| (+) Non-Recurring Expenses             | 0.2   | 3.3    | -        | 1.6    | (31.2)  | -        |
| Adjusted EBITDA                        | 38.7  | 46.3   | 19.7%    | 125.9  | 154.0   | 22.3%    |
| Adjusted EBITDA Margin                 | 68.3% | 71.2%  | 2.9 p.p. | 69.1%  | 69.8%   | 0.7 p.p. |



### CAPITAL STRUCTURE

The company's gross debt as at December 31, 2013 amounted to R\$ 1,692.1 million compared with R\$ 1,572.2 million as at September 30, 2013.

Considering the Company's cash position (cash and cash equivalents and other financial investments) of R\$ 307.9 million as at December 31, 2013, total net debt was R\$ 1,384.2 million. In 3Q13, net debt was R\$ 1,274.6 million.

Consider the subsequent events at this release.



| Financial Institution        | Maturity | Index | Interest | 12/31/2013 | 2014  | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | After 2022 |
|------------------------------|----------|-------|----------|------------|-------|------|------|------|------|------|------|------|------|------------|
| ANCO HSBC S.A.               | Jun-17   | CDI   | 3.2%     | 9.9        | 2.9   | 2.8  | 2.8  | 1.4  | -    | -    | -    | -    | -    |            |
| NDES - PINE FINAME           | Sep-19   | -     | 8.7%     | 1.0        | 0.2   | 0.2  | 0.2  | 0.1  | 0.2  | 0.1  | -    | -    | -    |            |
| NDES - HSBC FINEM            | Oct-17   | SELIC | 5.5%     | 11.5       | 3.2   | 3.0  | 3.0  | 2.3  | -    | -    | -    | -    | -    |            |
| NDES - HSBC FINEM            | Oct-17   | TJLP  | 6.5%     | 14.1       | 3.7   | 3.7  | 3.7  | 3.0  | -    | -    | -    | -    | -    |            |
| NDES - ABC FINEM             | May-17   | TJLP  | 5.3%     | 4.8        | 1.4   | 1.4  | 1.4  | 0.6  | -    | -    | -    | -    | -    |            |
| NDES - ABC FINEM             | May-17   | USD   | 5.3%     | 3.5        | 1.0   | 1.0  | 1.0  | 0.5  | -    | -    | -    | -    | -    |            |
| ANAMERICANO - CCB (A)        | Mar-15   | CDI   | 5.8%     | 12.2       | 9.8   | 2.4  | _    | -    |      | _    | _    | _    | -    |            |
| ANAMERICANO - CCB (B)        | Mar-15   | CDI   | 5.8%     | 8.2        | 6.6   | 1.6  |      |      |      | -    | _    | -    | -    |            |
| CV /BMG                      | Mar-15   | CDI   | 4.5%     | 8.1        | 6.5   | 1.6  |      |      |      | -    | _    | -    | -    |            |
| NDUSVAL - CCB                | Jun-15   | CDI   | 5.7%     | 10.8       | 7.4   | 3.4  | _    | _    |      | _    | _    | _    | _    |            |
| BM - CCB (A)                 | Oct-14   | CDI   | 5.6%     | 9.7        | 9.7   | -    |      | _    |      |      | _    |      | _    |            |
| BM - CCB (B)                 | Oct-14   | CDI   | 6.8%     | 5.2        | 5.2   | _    |      | _    |      |      | _    |      | _    |            |
| EBÊNTURES - SB BONSUCESSO    | Oct-22   | CDI   | 2.8%     | 32.7       | 3.6   | 3.9  | 4.0  | 3.9  | 3.9  | 3.9  | 3.9  | 3.9  | 1.7  |            |
| PEBÊNTURES - SB BONSUCESSO   | Oct-22   | IPCA  | 7.5%     | 36.1       | 5.1   | 4.1  | 4.1  | 4.1  | 4.1  | 4.1  | 4.1  | 4.0  | 2.4  |            |
| ANCO HSBC S.A.               | Oct-14   | CDI   | 3.3%     | 60.1       | 60.1  | -    | _    | _    |      | -    | -    | -    |      |            |
| NB                           | Jun-25   | -     | 3.5%     | 22.1       | -     | 2.1  | 2.2  | 2.2  | 2.2  | 2.3  | 2.2  | 2.3  | 2.2  | 4.         |
| CCI - ITAÚ BBA               | Jun-18   | TR    | 11.0%    | 126.4      | 20.1  | 23.3 | 26.9 | 31.1 | 25.0 |      |      |      |      |            |
| CCI - RB CAPITAL             | Apr-20   | IPCA  | 9.9%     | 58.6       | 6.0   | 7.3  | 8.3  | 9.6  | 10.9 | 12.4 | 4.1  | _    | _    |            |
| CCI - ITAÚ BBA               | Mar-14   | IPCA  | 8.0%     | 101.0      | 101.0 | -    | -    | -    | -    | -    | -    | _    | -    |            |
| CI - SANTANDER               | Jun-22   | TR    | 11.0%    | 56.0       | 4.4   | 5.0  | 5.5  | 6.1  | 6.8  | 7.5  | 8.4  | 9.3  | 3.0  |            |
| CI - HABITASEC               | Nov-24   | IPCA  | 7.0%     | 65.1       | 4.2   | 4.7  | 5.0  | 5.4  | 5.7  | 6.1  | 6.6  | 7.0  | 7.4  | 13.        |
| CI - HABITASEC               | Jun-25   | IPCA  | 7.0%     | 35.6       | 2.1   | 2.3  | 2.5  | 2.7  | 2.9  | 3.1  | 3.3  | 3.5  | 3.8  | 9.         |
| CI - HABITASEC               | Dec-24   | IPCA  | 7.0%     | 51.3       | 3.2   | 3.6  | 3.8  | 4.1  | 4.3  | 4.6  | 5.0  | 5.3  | 5.7  | 11.        |
| ENIOR PERPETUAL BONDS*       |          | USD   | 10.0%    | 592.0      | 9.1   | -    | -    | -    | -    | -    | -    | -    | -    | 582        |
| UBORDINATED PERPETUAL BONDS* |          | USD   | 12.0%    | 356.1      | 10.9  | _    | _    |      |      |      | _    | _    | _    | 345.       |

<sup>\*</sup>Perpetual with call possibility

The rating agencies which monitor the Company (Fitch and Moody's) adopt the criterion of considering 50% of the subordinated perpetual bond issue as capital.

### **SUBSEQUENT EVENTS**

On February 24, 2014, the Brazilian Development Bank (BNDES) released a tranche of R\$ 35.0 million under the FINEM line, the agreement for which was signed by the subsidiary, Fonte Administradora e Incorporadora Ltda. on October 23, 2013.

On February 28, 2014, the subsidiary, Manzanza Consultoria e Administração de Shopping Centers Ltda., concluded a Bank Credit Note operation with Banco Votorantim S/A., for the amount of R\$ 25.0 million. This operation carries a rate of 3.9% p.a. + CDI (Interbank Deposit Rate), repayable in 4 tranches maturing in May 2015, August 2015, November 2015 and February 2016.

On March 26, 2014, the subsidiary, Nova União Administradora e Incorporadora \$/A., raised funding amounting to R\$ 275.0 million at a rate of 9.90% p.a. + TR (Reference Rate) through the issue of Real Estate Credit Notes in favor of Banco Itaú Unibanco \$.A.. This operation carries a term of 144 months.

### **CONSOLIDATED INCOME STATEMENT**

| R\$ thousand                                     | M.       | ANAGEMENT |         | Adjustment<br>and CP |       | ACCOUNTING |          |         |  |
|--|----------|-----------|---------|----------------------|-------|------------|----------|---------|--|
|  | 4Q12     | 4Q13      | Chg.    | 4Q12                 | 4Q13  | 4Q12       | 4Q13     | Chg.    |  |
| Gross Operating Revenue                          | 61,481   | 71,614    | 16.5%   | (284)                | (183) | 61,197     | 71,431   | 16.7%   |  |
| Revenue from Rents                               | 46,498   | 53,386    | 14.8%   | (284)                | (182) | 46,214     | 53,204   | 15.1%   |  |
| Revenue from Services                            | 14,983   | 18,228    | 21.7%   | -                    | (1)   | 14,983     | 18,227   | 21.7%   |  |
| Revenue Deductions                               | (4,755)  | (6,473)   | 36.1%   | 12                   | 6     | (4,743)    | (6,467)  | 36.3%   |  |
| Pis / Cofins                                     | (3,411)  | (4,719)   | 38.3%   | 12                   | 6     | (3,399)    | (4,713)  | 38.7%   |  |
| ISS  | (613)    | (804)     | 31.2%   | -                    | -     | (613)      | (804)    | 31.2%   |  |
| Discounts  | (731)    | (950)     | 30.0%   | -                    | -     | (731)      | (950)    | 30.0%   |  |
| Net Operating Revenue                            | 56,726   | 65,141    | 14.8%   | (272)                | (177) | 56,454     | 64,964   | 15.1%   |  |
| Rents and Services Costs                         | (11,700) | (13,452)  | 15.0%   | 209                  | 118   | (11,491)   | (13,334) | 16.0%   |  |
| Personnel  | (864)    | (864)     | -       | -                    | _     | (864)      | (864)    | -       |  |
| Depreciation                                     | (3,502)  | (5,603)   | 60.0%   | 76                   | 50    | (3,426)    | (5,553)  | 62.1%   |  |
| Occupancy  | (4,583)  | (3,967)   | -13.4%  | 133                  | 68    | (4,450)    | (3,899)  | -12.4%  |  |
| Third Parties                                    | (2,751)  | (3,018)   | 9.7%    | -                    | -     | (2,751)    | (3,018)  | 9.7%    |  |
| Gross Profit                                     | 45,026   | 51,689    | 14.8%   | (63)                 | (59)  | 44,963     | 51,630   | 14.8%   |  |
| Operating Expenses                               | (10,976) | (15,001)  | 36.7%   | 44                   | 36    | (10,932)   | (14,965) | 36.9%   |  |
| General and Administrative                       | (13,344) | (17,641)  | 32.2%   | 23                   | 13    | (13,321)   | (17,628) | 32.3%   |  |
| Other Operating Revenues                         | 2,368    | 2,640     | 11.5%   | (74)                 | 4     | 2,294      | 2,644    | 15.3%   |  |
| Equity Income Result                             | -        | -         | -       | 95                   | 19    | 95         | 19       | -80.0%  |  |
| Income Before Financial Result                   | 34,050   | 36,688    | 7.7%    | (19)                 | (23)  | 34,031     | 36,665   | 7.7%    |  |
| Financial Results                                | (37,670) | (78,622)  | 108.7%  | 1                    | 2     | (37,669)   | (78,620) | 108.7%  |  |
| Result Before Income Tax and Social Contribution | (3,620)  | (41,934)  | 1058.4% | (18)                 | (21)  | (3,638)    | (41,955) | 1053.2% |  |
| Income Tax and Social Contribution               | (4,596)  | (5,791)   | 26.0%   | 18                   | 21    | (4,578)    | (5,770)  | 26.0%   |  |
| Net Result in the period                         | (8,216)  | (47,725)  | 480.9%  | -                    |       | (8,216)    | (47,725) | 480.9%  |  |

### CONSOLIDATED INCOME STATEMENT

| R\$ thousand                                     | М         | ANAGEMENT |        | Adjustment<br>and CP |         | ACCOUNTING |           |        |
|--|-----------|-----------|--------|----------------------|---------|------------|-----------|--------|
|  | 2012      | 2013      | Chg.   | 2012                 | 2013    | 2012       | 2013      | Chg.   |
| Gross Operating Revenue                          | 196,113   | 241,880   | 23.3%  | (1,063)              | (1,033) | 195,050    | 240,847   | 23.5%  |
| Revenue from Rents                               | 150,554   | 181,789   | 20.7%  | (1,063)              | (1,033) | 149,491    | 180,756   | 20.9%  |
| Revenue from Services                            | 45,559    | 60,091    | 31.9%  | -                    | -       | 45,559     | 60,091    | 31.9%  |
| Revenue Deductions                               | (13,756)  | (21,317)  | 55.0%  | 39                   | 37      | (13,717)   | (21,280)  | 55.1%  |
| Pis / Cofins                                     | (9,273)   | (15,509)  | 67.2%  | 39                   | 36      | (9,234)    | (15,473)  | 67.6%  |
| ISS  | (1,932)   | (2,678)   | 38.6%  | -                    | -       | (1,932)    | (2,678)   | 38.6%  |
| Discounts  | (2,551)   | (3,130)   | 22.7%  | -                    | 1       | (2,551)    | (3,129)   | 22.7%  |
| Net Operating Revenue                            | 182,357   | 220,563   | 21.0%  | (1,024)              | (996)   | 181,333    | 219,567   | 21.1%  |
| Rents and Services Costs                         | (38,002)  | (48,283)  | 27.1%  | 559                  | 680     | (37,443)   | (47,603)  | 27.1%  |
| Personnel  | (2,687)   | (3,166)   | 17.8%  | -                    | -       | (2,687)    | (3,166)   | 17.8%  |
| Depreciation                                     | (14,512)  | (20,901)  | 44.0%  | 304                  | 278     | (14,208)   | (20,623)  | 45.2%  |
| Occupancy  | (11,893)  | (13,510)  | 13.6%  | 255                  | 402     | (11,638)   | (13,108)  | 12.6%  |
| Third Parties                                    | (8,910)   | (10,706)  | 20.2%  | -                    | -       | (8,910)    | (10,706)  | 20.2%  |
| Gross Profit                                     | 144,355   | 172,280   | 19.3%  | (465)                | (316)   | 143,890    | 171,964   | 19.5%  |
| Operating Expenses                               | (36,199)  | (10,603)  | -70.7% | 301                  | 192     | (35,898)   | (10,411)  | -71.0% |
| General and Administrative                       | (43,025)  | (56,084)  | 30.4%  | 184                  | 89      | (42,841)   | (55,995)  | 30.7%  |
| Other Operating Revenues                         | 6,826     | 45,481    | 566.3% | (113)                | 6       | 6,713      | 45,487    | 577.6% |
| Equity Income Result                             | -         | -         | -      | 230                  | 97      | 230        | 97        | -57.8% |
| Income Before Financial Result                   | 108,156   | 161,677   | 49.5%  | (164)                | (124)   | 107,992    | 161,553   | 49.6%  |
| Financial Results                                | (176,199) | (251,483) | 42.7%  | 60                   | 8       | (176,139)  | (251,475) | 42.8%  |
| Result Before Income Tax and Social Contribution | (68,043)  | (89,806)  | 32.0%  | (104)                | (116)   | (68,147)   | (89,922)  | 32.0%  |
| Income Tax and Social Contribution               | (22,197)  | (27,795)  | 25.2%  | 104                  | 116     | (22,093)   | (27,679)  | 25.3%  |
| Net Result in the period                         | (90,240)  | (117,601) | 30.3%  | -                    |         | (90,240)   | (117,601) | 30.3%  |

### **CONSOLIDATED BALANCE SHEET**

| R\$ thousand  | MANA   | GEMENT   | Adjustmer<br>and C |  | ACCOUNTING   |   |  |
|---|--|--|--------------------|--|--|---|--|
| ASSETS  | 12/31/2013   | 12/31/2012   | 12/31/2013         | 12/31/2012   | 12/31/2013   | 12/31/2012  |  |
| CURRENT ASSETS  |  |  |                    |  |  |   |  |
| Cash and Cash Equivalents   | 171,461  | 252,778  | -                  | (100)  | 171,461  | 252,678   |  |
| Financial Application   | 61,568   | =  | -                  | -  | 61,568   | -   |  |
| Restricted Cash   | 74,857   | 88,570   | -                  | -  | 74,857   | 88,570  |  |
| Accounts Receivable   | 70,422   | 53,171   | -                  | (459)  | 70,422   | 52,712  |  |
| Recoverable Taxes   | 16,057   | 8,608  | -                  | (21)   | 16,057   | 8,587   |  |
| Other Receivables   | 18,551   | 7,864  | -                  | (398)  | 18,551   | 7,466   |  |
| Total Current Assets  | 412,916  | 410,991  | -                  | (978)  | 412,916  | 410,013   |  |
| NON-CURRENT ASSETS  |  |  |                    |  |  |   |  |
| Accounts Receivable   | =  | 936  | -                  | -  | -  | 936   |  |
| Related Parties   | 34,817   | 40,664   | -                  | (1,932)  | 34,817   | 38,732  |  |
| Deposits and Guarantees   | 2,167  | 1,633  | -                  | (22)   | 2,167  | 1,61  |  |
| Restricted Cash   | -  | 3,008  | -                  | -  | -  | 3,008   |  |
| Other Accounts Receivable   | 1,356  | 566  | -                  | -  | 1,356  | 566   |  |
| Investments   | -  | -  | _                  | 8,820  | -  | 8,820   |  |
| Investment Property   | 1,625,013  | 1,277,774  | -                  | (7,737)  | 1,625,013  | 1,270,037   |  |
| Property, Plant and Equipment   | 81,227   | 69,419   | -                  | (1,597)  | 81,227   | 67,822  |  |
| Intangible  | 78,701   | 78,190   | -                  | (4)  | 78,701   | 78,186  |  |
| Total Non-Current Assets  | 1,823,281  | 1,472,190  |                    | (2,472)  | 1,823,281  | 1,469,718   |  |
| Total Assets  | 2,236,197  | 1,883,181  |                    | (3,450)  | 2,236,197  | 1,879,731   |  |
| CURRENT LIABILITIES Suppliers Loans and Financing Payable Accounts - Purchase of Properties Payroll and Related Charges Taxes and Contributions Taxes to be paid in Installments Real Estate Credit Notes - CCI Related Parties Revenue from disposals to be appropriated | 75,321<br>146,390<br>7,000<br>3,497<br>34,310<br>6,010<br>140,966<br>16,783<br>7,997 | 10,577<br>38,828<br>-<br>2,105<br>23,790<br>5,806<br>28,435<br>16,389<br>6,880 | -                  | (202)<br>(22)<br>-<br>(84)<br>(44)<br>(98)<br>-<br>(208) | 75,321<br>146,390<br>7,000<br>3,497<br>34,310<br>6,010<br>140,966<br>16,783<br>7,997 | 10,37:<br>38,80:<br>2,02<br>23,74:<br>5,70:<br>28,43:<br>16,18<br>6,88: |  |
| Other Payables  | 28.848   | 31.259   | _                  | (86)   | 28,848   | 31,173  |  |
| TOTAL CURRENT LIABILITIES   | 467,122  | 164,069  |                    | (744)  | 467,122  | 163,325   |  |
| NON-CURRENT LIABILITIES   | 101,122  | 10 1,001   |                    | ( ,  | 101,71==   | ,   |  |
| Loans and financing   | 1,051,667  | 919,268  | -                  | -  | 1,051,667  | 919,26  |  |
| Cession revenues to be recognized   | 29,048   | 24,268   | -                  | (53)   | 29,048   | 24,21.  |  |
| Taxes to be paid in Installments  | 7,663  | 12,151   | _                  | (175)  | 7,663  | 11.97   |  |
| Deferred Taxes and Social Contribution  | 33,773   | 37,344   | _                  | (2,478)  | 33,773   | 34.86   |  |
| Provision for Labor and Civil Risks   | 1,543  | 2,476  | _                  | ,_, 0,   | 1,543  | 2,47  |  |
| Real Estate Credit Notes - CCI  | 353,052  | 387,422  | _                  | _  | 353,052  | 387.42  |  |
| Other Payables  | 167,057  | 93,310   | _                  | _  | 167,057  | 93,310  |  |
| Total Non-Current Liabilities   | 1,643,803  | 1,476,239  |                    | (2,706)  | 1,643,803  | 1,473,533   |  |
| Shareholders Equity   | 125,272  | 242,873  |                    | (2,700)  | 125,272  | 242,873   |  |
| Total Liabilities and Shareholders Equity   | 2,236,197  | 1,883,181  |                    | (3,450)  | 2,236,197  | 1,879,731   |  |

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### **CONSOLIDATED CASH FLOW**

| R\$ thousand  | 12/31/2013                      | 12/31/2012                 |
|---|---------------------------------|----------------------------|
| CASH FLOW FROM OPERATING ACTIVITIES   | 12/01/2010                      | 12/01/2012                 |
| Net loss in the period  | (117,601)                       | (90,240)                   |
| Adjustments for reconciliating net profit in the period with net cash                                       | (117,001)                       | (70,210)                   |
| generated (used) by operating activities:   |                                 |                            |
| Depreciation and Amortization   | 23,254                          | 15,819                     |
| Provision for Doubtful Accounts   | 1,335                           | 927                        |
| Recognition for labor and civil risks   | (933)                           | 7                          |
| Income taxes and Social Contribution deferred   | (3,570)                         | (64)                       |
| Income taxes and Social Contribution  | 31,249                          | -                          |
| Financial charges on loans, financing, CCI and perpetual bonds  | 147,835                         | 137,599                    |
| Financial charges on taxes paid in installments   | 2,081                           | 2,354                      |
| Exchange Variation  | 121,572                         | 75,683                     |
| Gain or loss on investment property sell  | (33,670)                        | -                          |
| Gain unrealized in derivative instruments transactions  | -                               | 659                        |
| Equity Pick Up  | (97)                            | (230)                      |
| (Increase) Decrease in Operating Assets:  | (10.100)                        | (10.00.4)                  |
| Accounts Receivable   | (18,109)                        | (18,336)                   |
| Recoverable Taxes   | (7,470)                         | (4,471)                    |
| Other receivables   | (11,875)                        | (270)                      |
| Deposits and Guarantees   | (556)                           | 1,123                      |
| Increase (Decrease) in Operating Liabilities:   | /404/                           | (7.070)                    |
| Suppliers Taxes, Charges and Contributions  | 64,946<br>4,944                 | (7,279)<br>4,102           |
| Salaries and Social Charges   | 1,476                           | (164)                      |
| Cession Revenue to be recognized  | 5,950                           | 11,916                     |
| Other Payables  | 71,422                          | 8,209                      |
| Cash Generated from Operating Activities  | 282,183                         | 137,344                    |
| Payment of Interest   | (106,873)                       | (87,324)                   |
| Income taxes and Social Contribution paid   | (25,628)                        | (67,752.)                  |
| Net Cash Generated from Operating Activities  | 149,682                         | 50,020                     |
| CASH FLOW FROM INVESTMENT ACTIVITIES  |                                 |                            |
|   | (44.947)                        | /1 /10)                    |
| Restricted Cash / Financial Application  Acquisition of investment property, property, plant, equipment and | (44,847)                        | (1,610)                    |
| intangible assets   | (537,020)                       | (315,663)                  |
| Net cash obtained in the subsidiary SB Bonsucesso acquisition   | _                               | (129,076)                  |
| Poli's split  | 3,846                           | (127,070)                  |
| Investment properties sale  | 193,087                         | _                          |
| Net Cash Used in Investment Activities  | (384,934)                       | (446,349)                  |
|   |                                 |                            |
| CASH FLOW FROM FINANCING ACTIVITIES   |                                 | .=                         |
| Issuance of Loans, Financing and CCI  | 253,612                         | 650,324                    |
| Costs on issuance of Loans, Financing, CCI and Perpetual Bonds  | (6,079)                         | (25,496)                   |
| Amortization of principal of loans, financing and CCI   | (92,969)                        | (56,885)                   |
| Payment of principal on installment of taxes  | (5,046)                         | (4,993)                    |
| Accounts Payable - Properties purchase Related Parties  | -<br>4 5 1 7                    | (7,550)                    |
| Net Cash Generated (Used) from Financing Activities   | 4,51 <i>7</i><br><b>154,035</b> | (28,039)<br><b>527,361</b> |
| NET (REDUCTION) INCREASE OF CASH AND CASH EQUIVALENTS   | (81,217)                        | 131,032                    |
| Cash and Cash Equivalents   |                                 |                            |
| Begining period   | 252,678                         | 121,646                    |
| Closing period  | 171,461                         | 252,678                    |
| 5.55g ponos   | 171,701                         | 202,070                    |

**Note:** The operational and financial indicators were not subject to auditing by our independent auditors.

### **GLOSSARY**

Adjusted EBITDA Gross profit less operating expenses, plus depreciation and amortization together

with non-recurring expenses.

**Adjusted EBITDA per m<sup>2</sup>** Adjusted EBITDA divided by average own GLA in the period.

**Adjusted FFO** Funds From Operations: Adjusted Net Profit + Depreciation + Amortization.

Adjusted net results Net Results plus non-recurring expenses.

Adjusted net results per Adjusted Net Results divided by average own GLA in the period.

m<sup>2</sup>

**Advertising** Rental of marketing space for the promotion of products and services.

**Anchor Stores** Large and well known stores that carry special marketing and structural features,

representing an attraction to consumers, ensuring a permanent flow and uniform

consumer traffic in all areas of the Shopping Center.

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which refers to straight-lining revenue.

**FFO per m<sup>2</sup>** FFO divided by average own GLA in the period.

Malls Common areas of shopping centers (corridors) for the leasing of stands, kiosks and

similar.

Minimum Rent Base rent as defined under the rental contract.

NOI Net Operating Income: Net Revenue less cost of rents and services, plus

depreciation and amortization.

**NOI per m<sup>2</sup>** NOI divided by average own GLA in the period.

Occupancy Rate Rented GLA at the shopping center.

**Own GLA**Gross leasable area weighted by the company's interest in the shopping centers.

Percentage of Sales Rent Difference between minimum rent and the rent from sales percentage.

Satellite Stores Small and specialized stores intended for general commerce.

**Total GLA**Gross leasable area is the sum total of all the areas available for leasing in the

shopping centers except for kiosks and third party areas.

**Vacancy Rate** Unrented GLA at the shopping center.