

# **3Q09 Earnings**





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#### GeneralShopping

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## Agenda

#### **Financial Performance**

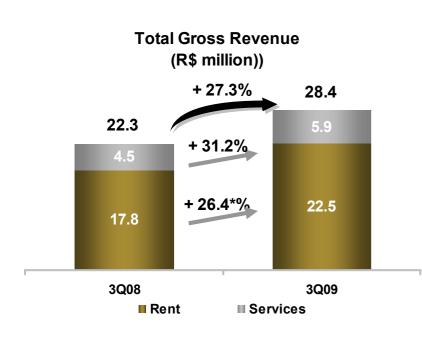
#### **Company Overview**

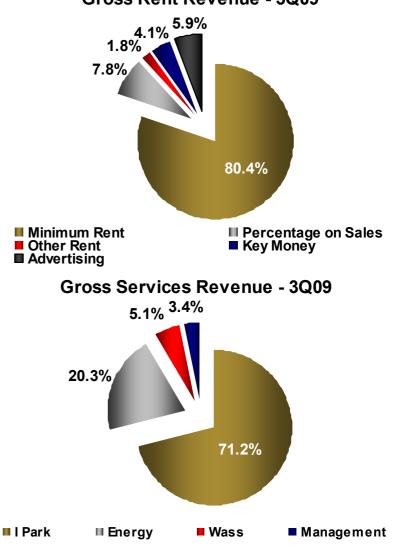
#### **Sector Overview**

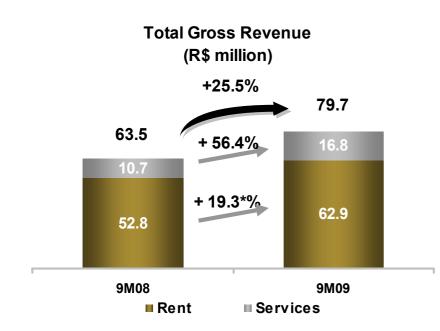
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#### **Gross Revenue**

Gross Rent Revenue - 3Q09

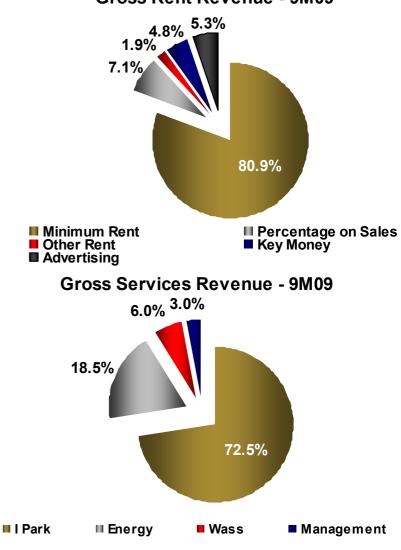






#### **Gross Revenue**

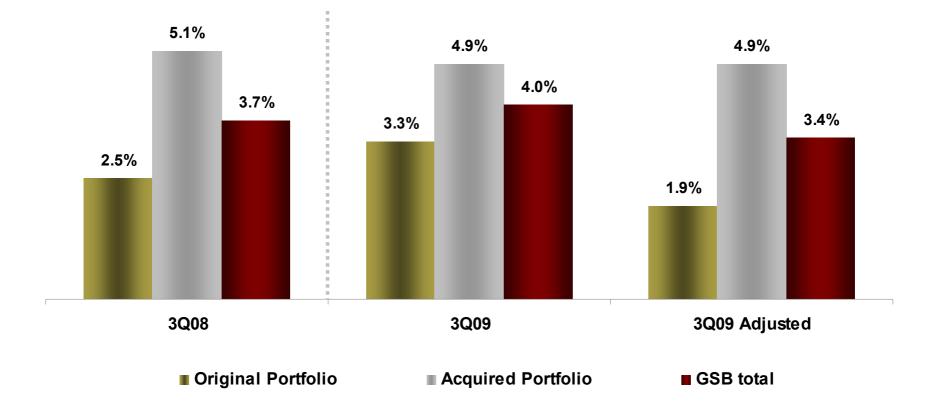
Gross Rent Revenue - 9M09



# **Original Portfolio and Acquired Portfolio Evolution**

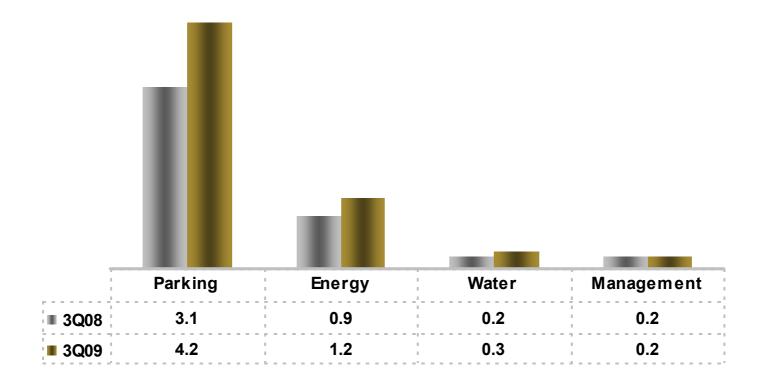
	3Q08	3Q09	Chg.	9M08	9M09	Chg.		
Original Portfolio								
GLA* (m²)	93,791	96,791	3.2%	93,791	96,791	3.2%		
Rent (R\$/m²)	114.01	133.21	16.8%	345.91	396.27	14.6%		
Services (R\$/m <sup>2</sup> )	32.54	40.08	23.2%	92.06	114.81	24.7%		
Total (R\$/m <sup>2</sup> )	146.55	173.29	18.2%	437.97	511.08	16.7%		
Acquired Porfolio								
GLA* (m²)	77,785	89,563	15.1%	77,785	86,098	10.7%		
Rent (R\$/m²)	91.86	107.75	17.3%	261.04	285.13	9.2%		
Services (R\$/m <sup>2</sup> )	18.16	22.08	21.6%	27.13	66.14	143.7%		
Total (R\$/m²)	110.02	129.83	18.0%	288.17	351.27	21.9%		
		Total	GSB					
GLA* (m²)	171,576	186,354	8.6%	171,576	182,889	6.6%		
Rent (R\$/m²)	103.97	120.98	16.4%	307.43	343.95	11.9%		
Services (R\$/m²)	26.02	31.42	20.8%	62.63	91.90	46.7%		
Total (R\$/m²)	129.99	152.40	17.2%	370.06	435.85	17.8%		

# Vacancy



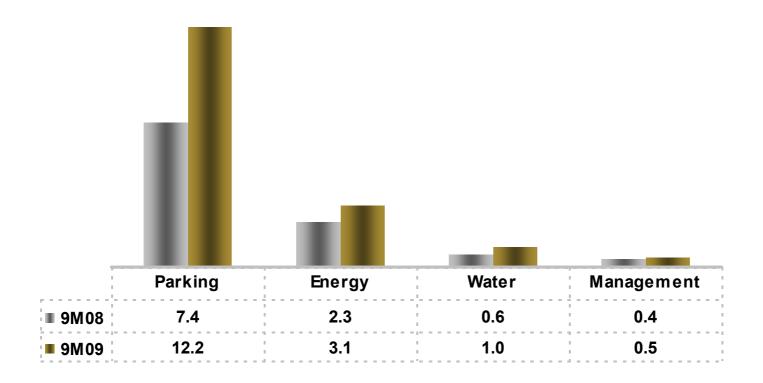
#### **Services Revenue**

#### Services Revenue - Quarter (R\$ million)



#### **Services Revenue**

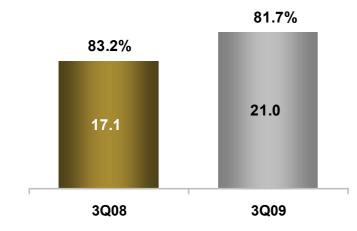
#### Services Revenue - 9 months (R\$ million)



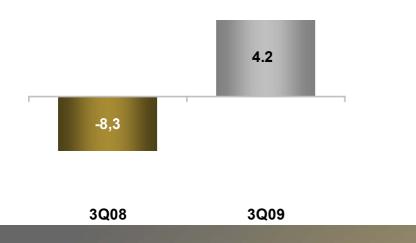
#### **Performance Indicators**

### GeneralShopping

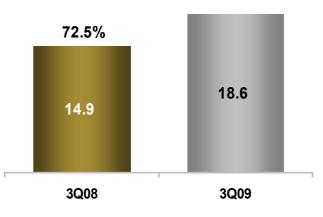
#### Consolidated NOI (R\$ MM) and Margin



#### Adjusted Net Income (R\$ MM)

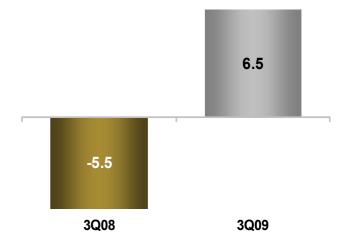


#### Adjusted EBITDA (R\$ MM) and Margin



#### 72.5%

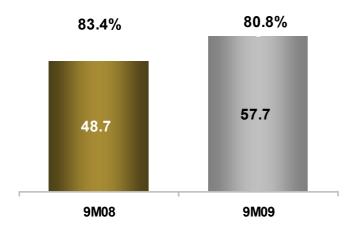




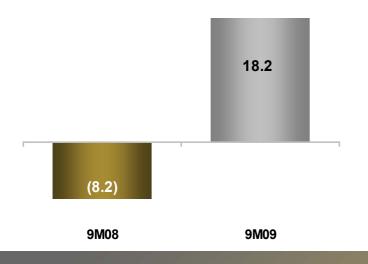
#### **Performance Indicators**

#### GeneralShopping

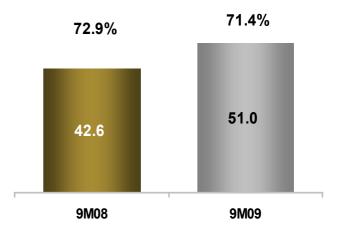
#### Consolidated NOI (R\$ MM) and Margin



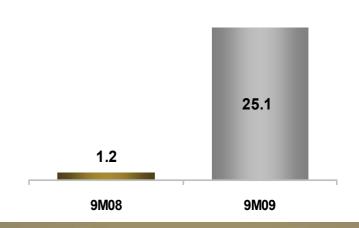
#### Adjusted Net Income (R\$ MM)



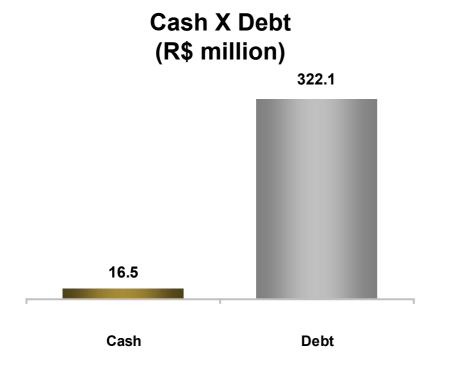
#### Adjusted EBITDA (R\$ MM) and Margin

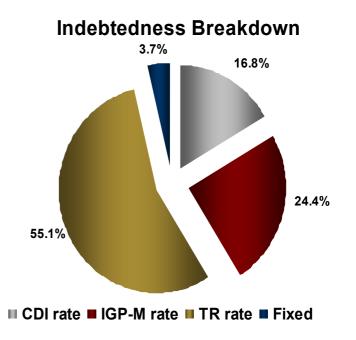


#### Adjusted FFO (R\$ MM)



# **Cash X Debt**

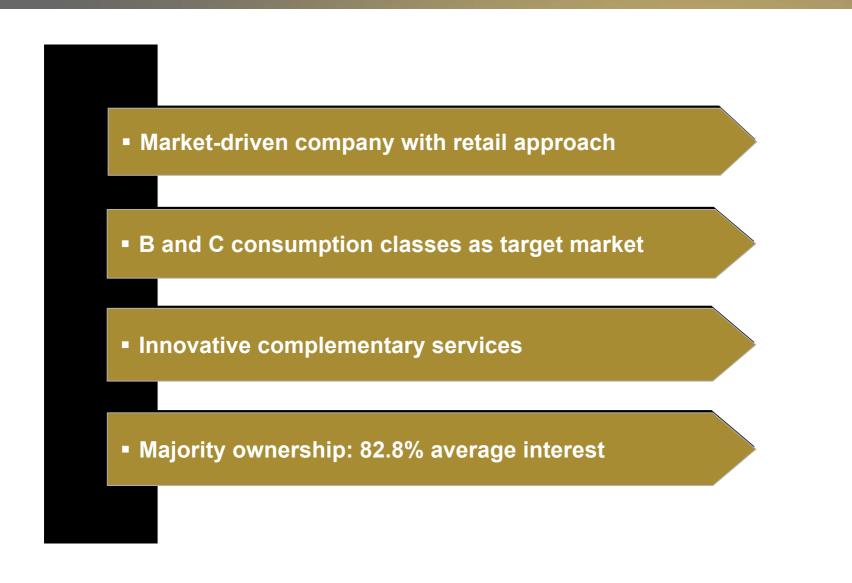




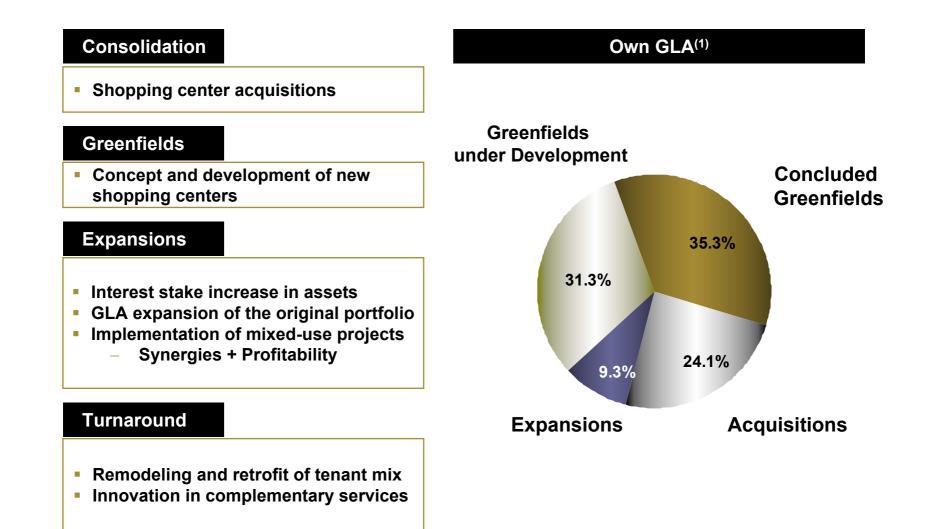
Amortization Schedule							
<b>R\$ Million</b>	2009	2010	2011	2012	After 2012	Total	%
CCI	3.0	15.9	18.6	21.6	196.8	255.9	79.4%
Other Banks	53.3	8.3	3.4	1.2	0.0	66.2	20.6%
Total	56.3	24.2	22.0	22.8	196.8	322.1	100.0%



#### Differentials



# **Diversified Growth Strategy**



# **General Shopping Brasil**

# GeneralShopping

Shopping Center	Interest T	otal GLA (m²)	Own GLA (m²)	N⁰ Stores	Own GLA Expansion (m <sup>2</sup> )
Poli Shopping	50.0%	4,527	2,264	52	15,400
Internacional Shopping	100.0%	75,958	75,958	292	-
Auto Shopping	100.0%	11,477	11,477	80	-
Santana Parque Shopping	50.0%	26,538	13,269	176	-
Shopping Light	50.1%	14,140	7,092	134	-
Suzano Shopping	100.0%	19,583	19,583	174	-
Cascavel JL Shopping	85.5%	8,877	7,590	80	2,953
Top Center Shopping	100.0%	6,166	6,166	55	-
Prudente Parque Shopping	100.0%	10,276	10,276	56	-
Americanas Osasco	100.0%	3,218	3,218	19	-
Shopping do Vale	84.4%	16,487	13,913	94	-
Shopping Unimart	100.0%	10,233	10,233	91	-
Outlet Premium São Paulo <sup>(1)</sup>	30.0%	17,716	5,315	90	-
	82.8%	225,196	186,354	1,393	18,353

Greenfield	Interest	Total GLA (m²)	Own GLA (m²)
Convention Center	100.0%	25,730	25,730
Sulacap	90.0%	32,000	28,800
São Bernardo Project	50.0%	30,000	15,000
Barueri Project	96.0%	25,000	24,000
	83.0%	112,730	93,530

<sup>(1)</sup> Considering a call option to acquire an additional 20.0% stake

### **Dominant Player in São Paulo**

#### GeneralShopping

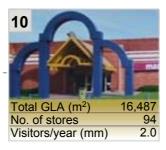


(1) Estimated

# Focus on the Southeastern and Southern Regions

#### GeneralShopping



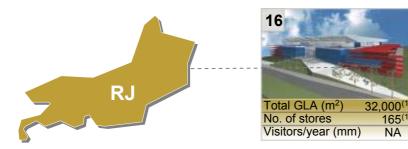






165(1)

NA





Southeast + South

73.1% 73.9%

#### Shopping centers in operation

- **1.** Internacional Shopping Guarulhos
- 2. Top Center
- 3. Poli Shopping
- 4. Americanas Osasco
- 5. Santana Parque
- 6. Suzano Shopping
- 7. Shopping Light
- 8. Prudente Parque Shopping
- 9. Auto Shopping
- 10. Shopping do Vale
- 11. Cascavel JL Shopping
- **12. Shopping Unimart**
- 13. Outlet Premium São Paulo

#### Greenfields

- 14. Convention Center
- 15. Barueri Project
- **16.** Sulacap Project
- 18. São Bernardo Project

# Increasing Complementary Services Activities

# GeneralShopping

				Management	Parking	Water	Energy
		Atlas	ISG	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
			Auto	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Stake Held			Poli	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
100%	Energy	<ul> <li>Responsible for planning the energy supply and leasing of the equipment for its</li> </ul>	Light	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
		transmission and distribution	Santana	√*	$\checkmark$	$\checkmark$	$\checkmark$
100%	Wass	<ul> <li>Engaged in water supply planning and its treatment</li> </ul>	Suzano	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
		and distribution	Cascavel	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
100%	l Park	<ul> <li>Controls and manages</li> </ul>	Prudente Parque	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
		parking lots	Americ. Osasco	$\checkmark$	$\checkmark$		
100%	GSB Adm	<ul> <li>Manages operations of</li> </ul>	Top Center	$\checkmark$		$\checkmark$	
		shopping centers	Do Vale	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
100%	100% ASG Adm	<ul> <li>Manages the operations of</li> </ul>	Unimart	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
10070		Auto Shopping	Outlet Premium São Paulo	$\checkmark$	$\checkmark$	✓	$\checkmark$

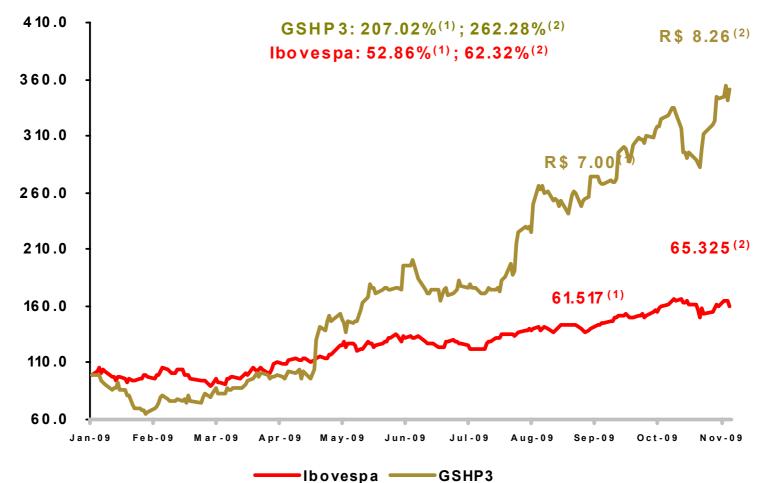
Services currently provided to the mall V Potential services / currently being implemented V\* Partial

# **Sustainability**

- Use of energy sources approved by the government's Program of Incentives to Alternative Sources of Electric Energy
- Water supply management
  - Wastewater use for air conditioning, gardens and toilets
  - Licensed wells
- Garbage recycling
- Fluorescent light bulb recycling
- Natural lighting for architectural projects
- Reforesting programs

### **Stock Performance**

# Stock Performance (100 base on 12/31/2008)

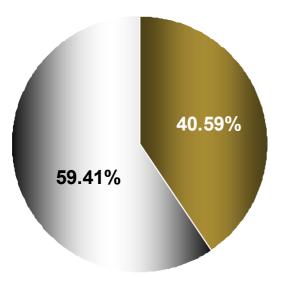


(1): On 09/30/09

(2): On 11/13/09

# Shareholders

#### GeneralShopping



	No. shares
Controlling shareholder	29,990,000
Free float	20,490,600
Total	50,480,600

Free float II Controlling Stake

#### Listed since July 2007

Market-making activities (through broker Ágora Senior) since October/07





Índice de Ações com Tag Along Diferenciado



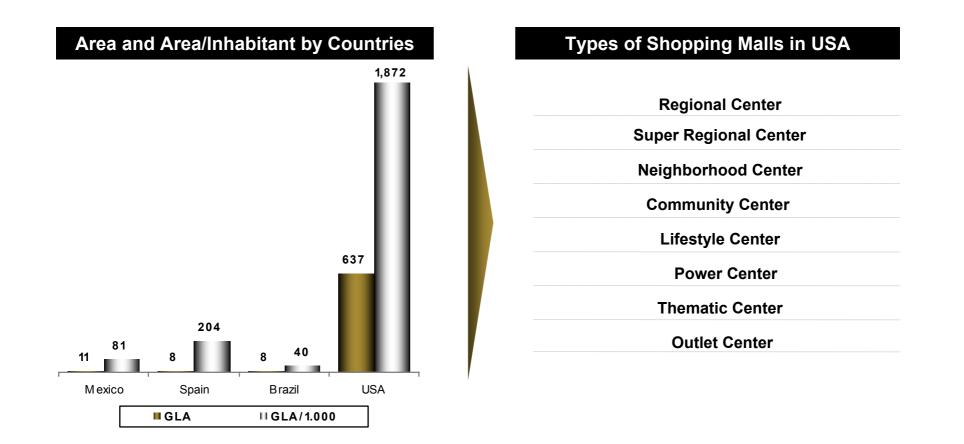
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### **Low Sector Penetration**

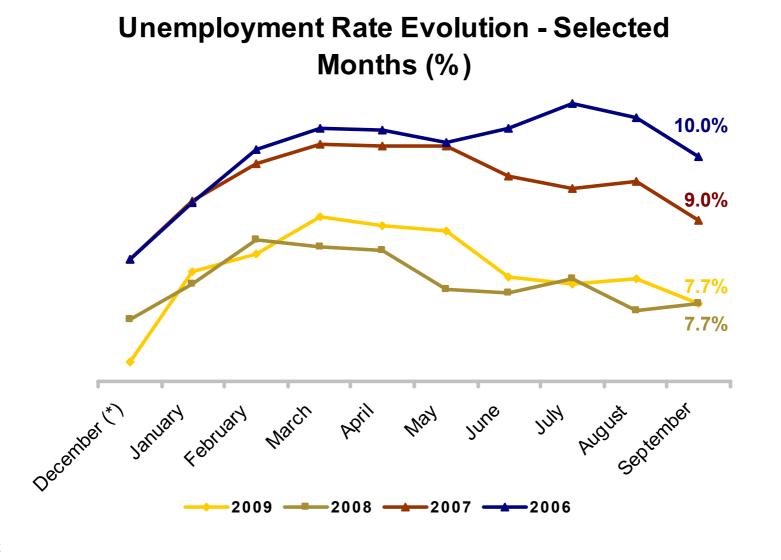
#### GeneralShopping



#### The Brazilian shopping center sector presents ample room for growth

**Economic Indicators** 

GeneralShopping

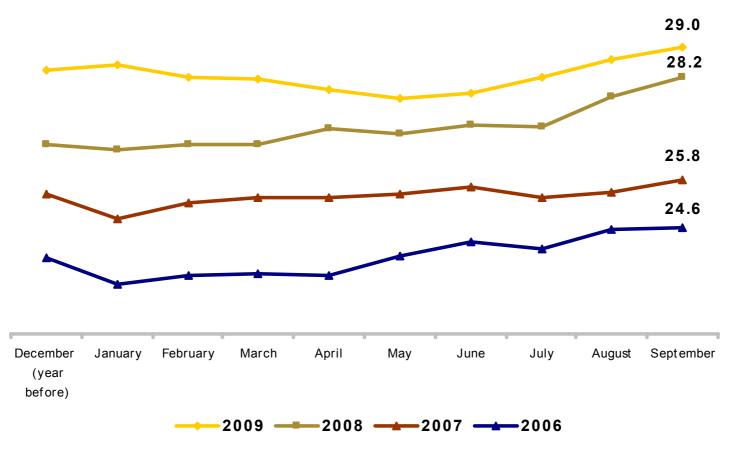


(\*) Year before Source: PME-IBGE Prepared by GSB

#### **Economic Indicators**

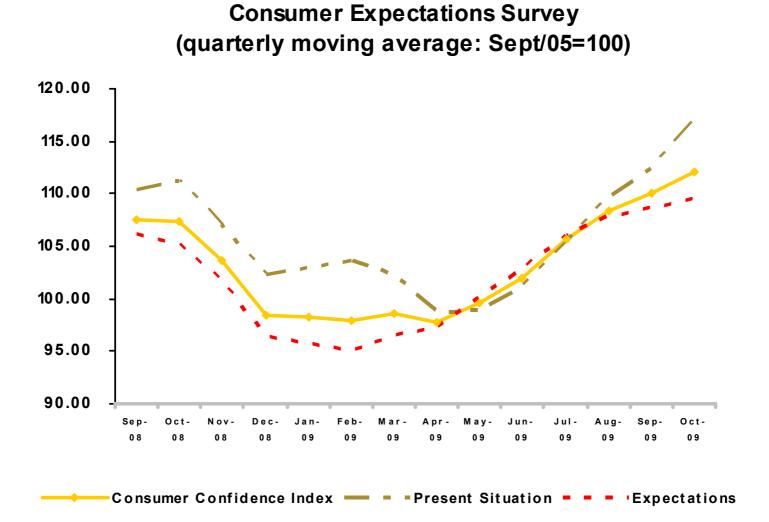
#### GeneralShopping





Source: PME-IBGE; Table prepared by GSB <sup>(1)</sup> Based on the employed population and average income of the employed population

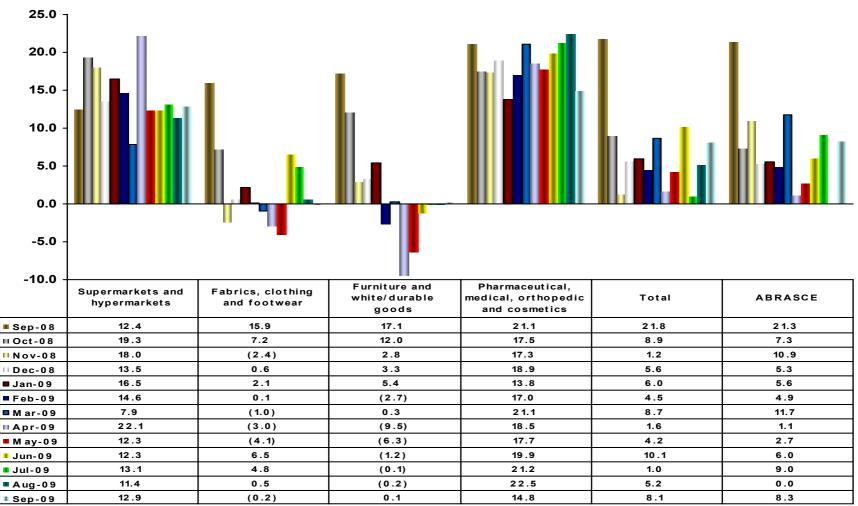
### **Economic Indicators**



#### **Retail Growth**

#### GeneralShopping

Retail Industry: Monthly Change (VS Same Year-Ago Period) of Nominal Revenue (Sep/08-Sep/09)

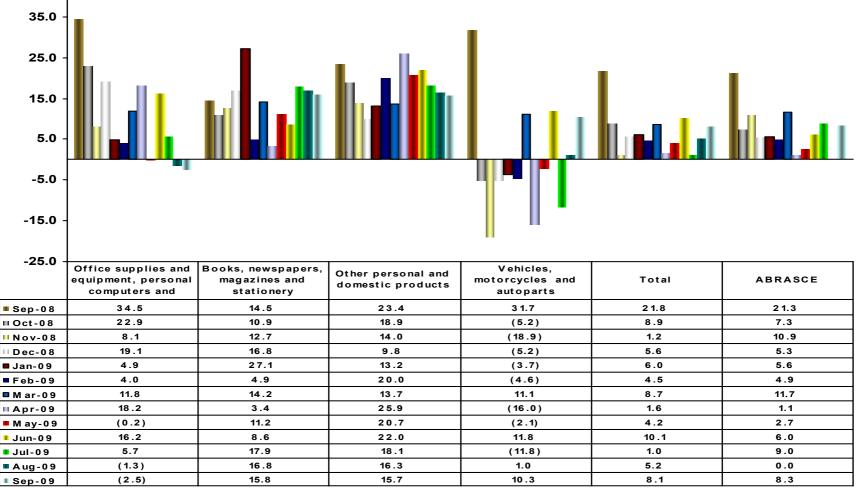


Source: PMC-IBGE and ABRASCE Table prepared by GSB

#### **Retail Growth**

#### GeneralShopping

Retail Industry: Monthly Change (VS Same Year-Ago Period) of Nominal Revenue (Sep/08-Sep/09)



Source: PMC-IBGE and ABRASCE Table prepared by GSB

#### Contacts

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