# GeneralShopping&Outlets



São Paulo, May 15, 2019 – General Shopping & Outlets do Brasil S/A [B3: GSHP3], a Company with a significant share of the shopping center industry in Brazil, today announces its results for the first quarter (1Q19). Except where otherwise stated, the following financial and operational information is presented on a consolidated basis and in thousands of Reais.

#### Company's Gross Revenue per m<sup>2</sup> grows 4.2% in 1Q19 in relation to 1Q18

- General Shopping e Outlets do Brasil S/A reported Gross Revenue in the first quarter of 2019 - 1Q19 - of R\$ 57.4 million, a reduction of 17.4% compared with revenues of R\$ 69.4 million in the first quarter of 2018 - 1Q18.
- Consolidated Net Operating Income (NOI) in 1Q19 was R\$ 43.1 million, equivalent to a margin of 85.6% and a decrease of 22.6% compared with the R\$ 55.7 million reported in 1Q18.
- Gross Profit in 1Q19 was R\$ 42.7 million, corresponding to a margin of 84.8% and a decline of 22.7% relative to the R\$ 55.2 million reported for 1Q18.
- Adjusted EBITDA in 1Q19 was R\$ 33.8 million, equivalent to a margin of 67.1%, a decrease of 24.4% compared with the R\$ 44.7 million in 1Q18.

Consolidated Financial Highlights			
R\$ thousand	1Q18	1Q19	Chg.
Gross Revenue	69,420	57,360	-17.4%
Rent (Shopping Malls)	48,226	36,047	-25.3%
Services	21,194	21,313	0.6%
NOI - Consolidated	55,694	43,109	-22.6%
Adjusted EBITDA	44,743	33,826	-24.4%
Adjusted Net Result	(26,950)	(16,043)	-40.5%
Adjusted FFO	(25,926)	(15,269)	-41.1%
NOI Margin	90.4%	85.6%	-4.8 p.p.
Adjusted EBITDA Margin	72.6%	67.1%	-5.5 p.p.
Adjusted Net Result Margin	-43.7%	-31.8%	11.9 p.p.
Adjusted FFO Margin	-42.1%	-30.3%	11.8 p.p.
Gross Revenue per m <sup>2</sup>	287.08	299.04	4.2%
NOI per m²	230.32	224.75	-2.4%
Adjusted EBITDA per m <sup>2</sup>	185.03	176.35	-4.7%
Adjusted Net Result per m <sup>2</sup>	(111.45)	(83.64)	-25.0%
Adjusted FFO per m <sup>2</sup>	(107.21)	(79.60)	-25.8%
Own GLA - Average in the Period $(m^2)$	241,815	191,812	-20.7%
Own GLA - End of the Period $(m^2)$	236,909	188,203	-20.6%

#### **INVESTOR RELATIONS**

Marcio Snioka IR Officer www.generalshopping.com.br Rodrigo Lepski Lopes IR Manager dri@generalshopping.com.br







# MANAGEMENT'S COMMENTS

Management is pleased to report the Company's operational and financial performance for the first quarter of 2019 (1Q19), shown in detail in the respective reports and statements.

The first point to note is the year-on-year reduction in GLA (Gross Leasable Area) in 1Q19 due to the disposal of the Company's stake in Internacional Shopping Guarulhos, partially offset by the acquisition of OFF Outlet Fashion Fortaleza (currently Outlet Premium Fortaleza).

Gross Revenue in 1Q19 declined by 17.4% to R\$ 57.4 million, largely due to the reduction in Rental Revenues of 25.3% but an increase in Services Revenue of 0.6% when compared to 1Q18.

Considering Same Areas performance, Same Area Rentals - SAR posted growth of 2.2% in 1Q19 compared with the same period in 2018 with Same Area Sales – SAS also increasing by 2.8% on the same year-on-year basis.

Occupancy rates posted a reduction in the quarter to reach 94.5% in 1Q19 against 94.8% in 1Q18.

Rental and Services Costs increased by 20.7% in relation to 1Q18, reaching R\$ 7.7 million. In 1Q19 Net Operating Income was R\$ 43.1 million, a reduction of 22.6% in relation to 1Q18 and corresponding to a Net Operating Income margin of 85.6%.

In the context of General and Administrative Expenses, the Company reported an increase of 21.0% in 1Q19, compared to 1Q18 and reflecting non-recurring and commercialization expenses. Adjusted EBITDA in 1Q19 was R\$ 33.8 million corresponding to an Adjusted EBITDA of 67.1%.

In 1Q19, the Company's Net Financial Result was impacted mainly by the variation in the US Dollar x Real exchange rate, decreasing from a negative R\$ 66.4 million in 1Q18 to a negative R\$ 51.4 million in 1Q19.

As to events subsequent to the period under review, in April 09, 2019, the Company distributed dividends totaling R\$ 828,955,780.00 (eight hundred and twenty-eight million, nine hundred and fifty-five thousand, seven hundred and eighty reais). On April 10, 2019, the Company announced the launching of the Outlet Premium Grande São Paulo Project. On April 26, 2019, we completed the extinction of usufruct under the registrations of the Shopping Bonsucesso, Suzano Shopping and Parque Shopping Maia real-estate properties.

We would like to take this opportunity to thank our employees, tenants, customers and visitors for their contribution to the Company's results.

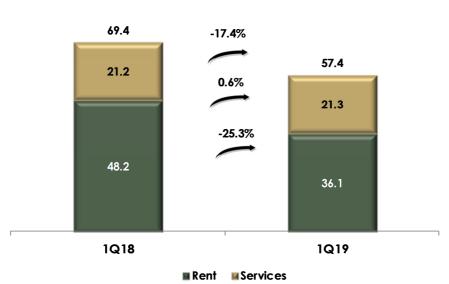
Marcio Snioka, Investor Relations Officer

#### **GROSS REVENUE**

The Company's total gross revenue for the quarter was R\$ 57.4 million, reflecting a decrease of 17.4% compared with 1Q18.

Gross revenue in the form of rents in 1Q19 totaled R\$ 36.1 million, representing 62.8% of the total gross revenue in the quarter and a decline of 25.3% in relation to 1Q18. The key aspect contributing to this decrease was the sale of a stake in Internacional Shopping Guarulhos, concluded in 2019, partially mitigated by the acquisition of OFF Outlet Fashion Fortaleza (currently Outlet Premium Fortaleza), the real growth and annual readjustments in rentals.

Gross revenue from services in 1Q19 amounted to R\$ 21.3 million, representing a 0.6% growth in relation to 1Q18.



TOTAL GROSS REVENUE (R\$ million)

#### **RENTAL REVENUE**

The Company's total rental revenue in 1Q19 was R\$ 36.1 million, this representing minimum rent, percentage on sales, key money, advertising and straight-line revenue.

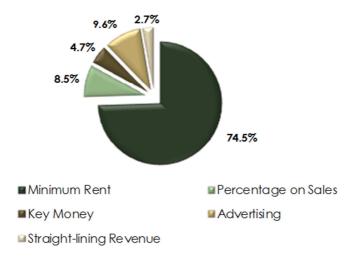
Rental Revenue Breakdown			
R\$ million	1Q18	1Q19	Chg.
Minimum Rent	36.2	26.9	-25.8%
Percentage on Sales	4.2	3.1	-26.5%
Key Money	1.9	1.7	-14.1%
Advertising	4.2	3.4	-18.1%
Straight-lining Revenue	1.7	1.0	-41.3%
Total	48.2	36.1	-25.3%

Minimal rental revenue in 1Q19 was down R\$ 9.3 million, or 25.8% compared to 1Q18, due to the aforementioned factors.

In turn, percentage revenue from sales fell 26.5% when comparing the two periods under review.

Temporary rentals (Advertising) in 1Q19 amounted to R\$ 3.4 million, a decrease of 18.1%.

Minimum rental revenue was 74.5% of total revenue from rents in 1Q19 against in 75.1% in 1Q18.



# Rental Revenue Breakdown - 1Q19

# SERVICES REVENUE

In 1Q19, services revenue totaled R\$ 21.3 million, equivalent to growth of 0.6% in relation to the same period in 2018.

Services Revenue Breakdown			
R\$ million	1Q18	1Q19	Chg.
Parking	11.0	9.9	-9.3%
Energy	4.3	5.6	28.1%
Water	2.3	2.4	6.4%
Management	3.6	3.4	-6.4%
Total	21.2	21.3	0.6%

Parking lot revenue in 1Q19 was R\$ 9.9 million, a decrease of R\$ 1.1 million or 9.3% compared with 1Q18. This result was due to the Internacional Shopping Guarulhos divestment concluded in 2019 as well as variation in vehicle flows at some of our operations.

Revenues from energy supply management were R\$ 5.6 million in 1Q19, an increase of R\$ 1.3 million or 28.1%. This reflected the improvement in spot purchase costs and a corresponding increase in our margins.

Revenues from the management of water supplies amounted to R\$ 2.4 million in 1Q19, R\$ 0.1 million higher than 1Q18.

# DEDUCTIONS FROM REVENUES (TAXES, DISCOUNTS AND CANCELLATIONS)

Deductions in the form of discounts, taxes and cancellations from gross revenue amounted to R\$ 7.0 million in 1Q19, 12.2% of gross revenue, while in 1Q18, these same deductions amounted to 11.3%.

Sales taxes (PIS/COFINS/ISS) totaled R\$ 4.7 million in 1Q19, representing a decrease of R\$ 0.9 million in relation to 1Q18.

During the quarter under review, discounts and cancellations were R\$ 2.2 million, flat relative to 1Q18.

#### NET REVENUES FROM RENTALS AND SERVICES

Net Revenues amounted to R\$ 50.4 million in 1Q19, a decrease of 18.2% compared to the same period in 2018.

#### COST OF RENTALS AND SERVICES

In 1Q19, costs of rentals and services posted an increase of 20.7% to R\$7.7 million.

Rental and Services Costs			
R\$ million	1Q18	1Q19	Chg.
Personnel	0.5	0.7	35.5%
Depreciation	0.5	0.4	-11.4%
Occupancy	4.0	4.9	21.0%
Third parties	1.4	1.7	25.0%
Total	6.4	7.7	20.7%

# **Personnel Costs**

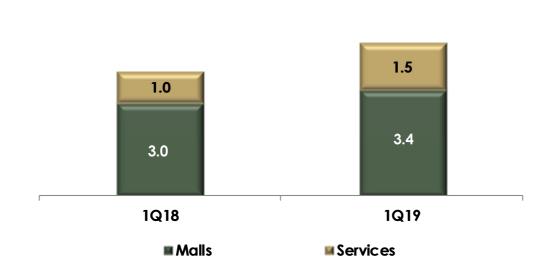
The Company reported personnel costs of R 0.7 million in the quarter, R 0.2 million higher than 1Q18.

# **Depreciation Costs**

In 1Q19, depreciation costs were R\$ 0.4 million, R\$ 0.1 million less than 1Q18.

# **Occupancy Costs**

Occupancy costs for the quarter under review were R\$ 4.9 million, R\$ 0.9 million up in relation to 1Q18.

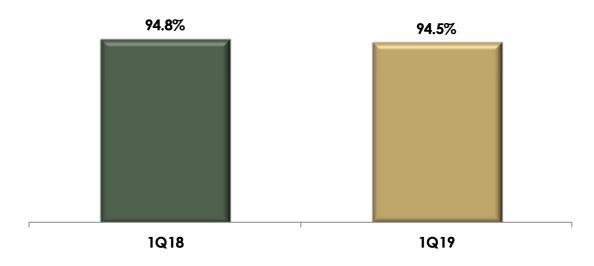


OCCUPANCY COST (R\$ million)

Shopping center occupancy costs were R 3.4 million in 1Q19, representing a growth of R 0.4 million in relation to 1Q18.

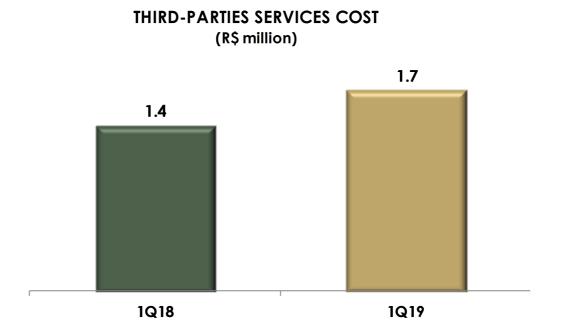
Occupancy costs of services were R\$ 1.5 million in 1Q19, a year-on-year growth of R\$ 0.5 million if compared with 1Q18.

# **OCCUPANCY RATE PERFORMANCE**



# **Third Party Services Costs**

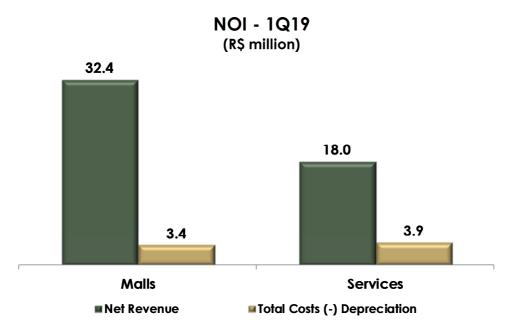
Third party services costs in 1Q19 - largely reflecting parking lot fees - were R\$ 1.7 million, R\$ 0.3 million up on 1Q18.



#### **GROSS PROFIT**

Gross profit in 1Q19 was R\$ 42.7 million, equivalent to a margin of 84.8% and a decrease of 22.7% compared to the R\$ 55.2 million reported in 1Q18.

In 1Q19, the Company's consolidated NOI was R\$ 43.1 million. NOI from Shopping Center operations was R\$ 29.0 million while Services accounted for the remaining balance of R\$ 14.1 million.



# **GENERAL AND ADMINISTRATIVE EXPENSES**

In 1Q19, general and administrative expenses were R\$ 14.9 million, representing an increase of 21.0% compared with 1Q18.

General and Administrative Expenses							
R\$ million	1Q18	1Q19	Chg.				
Publicity and Advertising	(0.3)	(0.3)	-15.4%				
Provision for Doubtful Accounts	(1.3)	(0.3)	-80.4%				
Personnel	(3.4)	(3.3)	-1.7%				
Third Parties	(3.5)	(3.7)	4.4%				
Commercialization Expenses	(0.7)	(1.0)	49.0%				
Non-recurring Expenses	(0.6)	(3.8)	490.8%				
Other Expenses	(2.4)	(2.5)	3.9%				
Total	(12.2)	(14.9)	21.0%				

During the first quarter, there was an increase of R\$ 2.7 million in administrative expenses, reflected in higher (i) third party services expenses, (ii) non-recurring expenses, (iii) commercialization expenses, and (iv) Other Expenses, partially attenuated by a decrease in (v) publicity and advertising expenses, (vi) payroll expenses and (vii) and Provision for Doubtful Debts.

# **OTHER OPERATING REVENUES (EXPENSES)**

Other operating revenues and expenses reflect the recovery of costs and expenses paid out by the Company for account of condominiums as well as other recoveries in general. In 1Q19, other operating revenues and expenses were R\$ 3.5 million negative while in 1Q18, this item was a further R\$ 37.0 million negative.

Other Operating Revenues			
R\$ million	1Q18	1Q19	Chg.
Recovery of Condominium Expenses	-	0.7	-
Gain/Loss on Investment Properties Sale	(37.1)	(4.9)	-86.7%
Recovery (other)	0.1	0.7	790.7%
Total	(37.0)	(3.5)	-90.4%

#### **NET FINANCIAL RESULT**

The net financial result in 1Q19 was negative at R\$ 51.4 million and in 1Q18, R\$ 66.4 million negative. It should be pointed out that there is no cash impact from the foreign exchange translation effect on the principal amount of our perpetual debt.

Interest charges on financing agreements for greenfield projects are being capitalized while work is in progress and then amortized once shopping center developments become operational.

Net Financial Result			
R\$ million	1Q18	1Q19	Chg.
Revenues	54.6	102.4	<b>87.9</b> %
Interest on financial investments	1.3	7.2	438.7%
Exchange Variation - Asset	49.2	67.9	38.2%
Derivative Operational Gain	1.7	25.3	1406.0%
Other	2.4	2.0	-14.9%
Expenses	(121.0)	(153.8)	27.2%
Interest on loans, financing and CCIs	(21.9)	(12.3)	-43.8%
Perpetual Bonds Debt	(26.4)	(27.7)	4.9%
Derivative Operational Loss	(2.6)	(23.6)	799.3%
Exchange Variation - Liability	(54.9)	(74.8)	36.3%
Fine on Overdue Taxes	(10.5)	(10.8)	3.0%
Other	(4.7)	(4.6)	-1.4%
Total	(66.4)	(51.4)	-22.7%

# **FINANCIAL INSTRUMENTS**

The Risk Management Policy involves the use of financial derivatives or financial investments in US dollars to protect the Company against variations that may affect liquidity. The Board of Directors is responsible for monitoring and deciding on eventual changes in the Policy.

Speculative transactions are not permitted under the Policy and any instrument used must be for risk mitigation only. All operations are controlled through daily mark-to-market monitoring and through the application of risk limits, information for which is supplied to the Company's Financial Department by a third party consultancy.

No derivative of the Company is classified as a hedge instrument under the Brazilian Accounting Pronouncements Committee (CPC 38) definition and therefore is not booked according to Hedge Accounting practices.

#### FOREIGN EXCHANGE RISK

General Shopping & Outlets do Brasil S.A.'s current strategy is to hold at least one year's interest payments on the bonds covered against foreign exchange risk. To this end, hedging may be conducted through operations either in Brazil or abroad, including derivative instruments and complying strictly with cost and profitability criteria.

The Company manages and monitors its derivatives position daily, adjusting it in accordance with the best hedging strategy at below market costs.

The Company uses future contracts traded on B3 to protect interest payments on its currency-denominated obligations.

As of March 31, 2019, the Company's currency hedge position was as follows:

Types of Hedge Instruments				
Derivative Instrument - Future Dollar B3				
Initial price - R\$/US\$*	3.8745			
Notional value in US\$ thousands	101,500			
Fair value in R\$ thousands	32			

(\*) The price reflects the operation's entry price.

# INCOME TAX AND SOCIAL CONTRIBUTION (CURRENT AND DEFERRED)

The Company reported income tax and social contribution in 1Q19 of R\$ 0.7 million while in 1Q18, the amount was R\$ 4.3 million.

# **ADJUSTED NET INCOME**

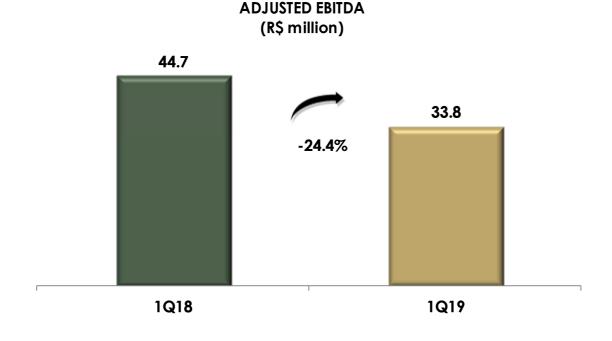
In 1Q19, the Company reported a net adjusted result of R\$ 16.0 million negative compared with a net adjusted result of R\$ 27.0 million negative in 1Q18.

Adjusted Net Result Reconciliation			
R\$ million	1Q18	1Q19	Chg.
Net Result	(64.7)	(27.7)	-57.1%
(+) Non-Recurring	37.7	8.7	-76.9%
(+) IRPJ/CSLL (Non-Recurring)	-	3.0	-
Adjusted Net Result	(27.0)	(16.0)	-40.5%
Adjusted Net Result Margin	-43.7%	-31.8%	11.9 p.p.

# **ADJUSTED EBITDA**

Adjusted EBITDA in 1Q19 was R\$ 33.8 million, equivalent to a margin of 67.1%, and a decrease of 24.4% in relation to the R\$ 44.7 million for the same period in 2018.

Adjusted EBITDA Reconciliation			
R\$ million	1Q18	1Q19	Chg.
Net Result	(64.7)	(27.7)	-57.1%
(+) Income Tax and Social Contribution	4.3	0.7	-83.5%
(+) Net Financial Result	66.4	51.4	-22.7%
(+) Depreciation and Amortization	1.0	0.7	-24.4%
EBITDA	7.0	25.1	256.5%
(+) Non-Recurring	37.7	8.7	-76.9%
Adjusted EBITDA	44.7	33.8	-24.4%
Adjusted EBITDA Margin	72.6%	67.1%	-5.5. p.p.

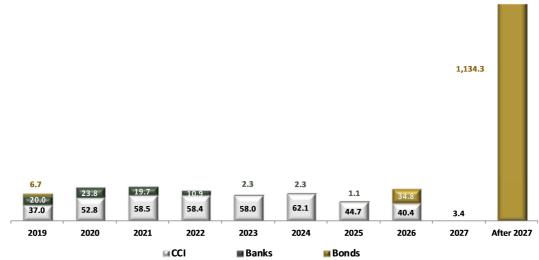


# **CAPITAL STRUCTURE**

The Company's gross debt as at March 31, 2019 amounted to R\$ 1,671.2 million. On December 31, 2018, gross debt stood at R\$ 1,664.9 million.

In the light of General Shopping & Outlet do Brasil's cash position (cash and cash equivalents and other financial investments) as at March 31, 2019 of R\$ 639,2 million, total net debt amounted to R\$ 1,032.0 million. In 4Q18, net debt amounted to R\$ 1,146.7 million.

#### AMORTIZATION SCHEDULE (R\$ million)



R\$ million														
Financial Institution	Maturity	Index	Interest	03/31/19	2019	2020	2021	2022	2023	2024	2025	2026	2027	After 2027
BNDES - PINE FINAME	Sep-19	-	8.7%	0.1	0.1	-	-	-	-	-	-	-	-	-
BNDES - BRADESCO FINEM	Aug-21	SELIC	6.8%	11.7	3.6	4.8	3.3	-	-	-	-	-	-	-
BNDES - BRADESCO FINEM	Aug-21	TJLP	6.8%	18.5	5.8	7.6	5.1	-	-	-	-	-	-	-
DEBENTURES - SB BONSUCESSO	Oct-22	CDI	2.8%	14.0	3.0	3.9	3.8	3.3	-	-	-	-	-	-
DEBENTURES - SB BONSUCESSO	Oct-22	IPCA	7.5%	21.7	5.9	5.2	5.2	5.4	-	-	-	-	-	-
BNB	Jun-25	-	3.5%	14.1	1.6	2.3	2.3	2.2	2.3	2.3	1.1	-	-	- 1
CCI - SANTANDER	Jun-22	TR	11.0%	29.1	5.8	8.6	9.5	5.2	-	-	-	-	-	-
CCI - HABITASEC	Nov-24	IPCA	7.0%	55.0	6.3	8.6	9.2	9.9	10.6	10.4	-	-	-	
CCI - HABITASEC	Jun-25	IPCA	7.0%	31.3	3.1	4.4	4.7	5.0	5.4	5.7	3.0	-	-	-
CCI - HABITASEC	Dec-24	IPCA	7.0%	43.1	5.0	6.6	7.1	7.6	8.1	8.7	-	-	-	-
CCI - ITAÚ	Sep-26	TR	9.9%	133.5	9.0	13.0	14.6	16.2	18.0	20.0	22.8	19.9	-	-
CCI - ITAÚ BBA	Jan-27	TR	10.0%	63.4	3.4	5.5	6.8	7.5	8.4	9.2	10.3	11.3	1.0	- 1
CCI - HABITASEC	Mar-27	IPCA	6.5%	59.9	4.4	6.1	6.6	7.0	7.5	8.1	8.6	9.2	2.4	-
BONDS	Aug-26	USD	10%/12%	35.2	0.4	-	-	-	-	-	-	34.8	-	-
PERPETUAL BONDS 2010/2011 (*)	-	USD	10.0%	457.8	6.3	-	-	-	-	-	-	-	-	451.5
PERPETUAL BONDS 2012 (*)	-	USD	13.2%	682.8	-	-	-	-	-	-	-	-	-	682.8
Total Debt				1,671.2	63.7	76.6	78.2	69.3	60.3	64.4	45.8	75.2	3.4	1,134.3

\* Perpetual note with a call option

According to the criterion of the rating agencies, which monitor the Company (Fitch and Moody's), 50% of the Perpetual Debt 2012 note issue are considered as Capital.

#### SUBSEQUENT EVENT

On April 10, 2019, the Company announced the launching of the Outlet Premium Grande São Paulo Project to be sited at the junction of the Ayrton Senna Highway and the access to the municipality of Mogi das Cruzes, state of São Paulo ("Project").

The first stage of the Project is scheduled for completion by the second half of 2020. When fully developed, the Project will have 120 (one hundred and twenty) stores in a Gross Leasable Area (GLA) of 24 thousand square meters.

According to the Material Fact released on April 26, 2019, the controlled companies Vul Administradora e Incorporadora Ltda. ("VUL"), Securis Administradora Incorporadora Ltda. Delta е е Shopping Empreendimentos Imobiliários Ltda., jointly with the corporations controlled by General Shopping e Outlets do Brasil Fundo de Investimento Imobiliário - FII, concluded an operation for extinguishing the usufructs constituted in favor of Parking Partners Fundo de Investimento Imobiliário – FII, under the registrations of the properties on which "Shopping Bonsucesso", "Suzano Shopping Center" and "Parque Shopping Maia" ("Usufructs") are constructed through, (i) payment in domestic currency of R\$15,000,000.00, in 15 (fifteen) equal, monthly and consecutive installments by VUL; (ii) ) transfer of a consideration of a share of 13.4 % of the real-estate property on which the commercial development "Parque Shopping Maia", is situated, for an amount of R\$ 54,339,951.21by VUL.

CONSOLIDATED INCOME STATEMENT			
R\$ thousand	1Q18	1Q19	Chg.
Gross Operating Revenue	69,420	57,360	-17.4%
Revenue from Rents	48,226	36,047	-25.3%
Revenue from Services	21,194	21,313	0.6%
Revenue Deductions	(7,818)	(6,973)	-10.8%
Pis / Cofins	(4,917)	(3,961)	-19.49
ISS	(719)	(778)	8.2%
Discounts	(2,182)	(2,234)	2.4%
Net Operating Revenue	61,602	50,387	-18.2%
Rents and Services Costs	(6,364)	(7,682)	20.7%
Personnel	(524)	(710)	35.5%
Depreciation	(456)	(404)	-11.49
Occupancy	(4,018)	(4,860)	21.09
Third Parties	(1,366)	(1,708)	25.0%
Gross Profit	55,238	42,705	-22.7%
Operating Expenses	(49,221)	(18,375)	-62.7%
General and Administrative	(12,266)	(14,842)	21.09
Other Operating Revenues and Expenses	(36,955)	(3,533)	-90.49
Income Before Financial Result	6,017	24,330	304.4%
Financial Results	(66,395)	(51.252)	-22.79
	(00,373)	(51,353)	-22.1/
Result Before Income Tax and Social Contribution	(60,378)	(27,023)	-55.2%
Income Tax and Social Contribution	(4,274)	(707)	-83.5%
Net Result in the period	(64,652)	(27,730)	-57.1%

ASSETS R\$ thousand	03/31/2019	12/31/2018
Cash and Cash Equivalents	567,754	383,959
Restricted Cash	69,795	132,605
Accounts Receivable	56,251	63,239
Recoverable Taxes	26,055	25,822
Investment Properties	-	132,966
Other Receivables	13,793	15,225
Total Current Assets	733,648	753,816
NON-CURRENT ASSETS		
Financial Application	1,693	1,668
Accounts Receivable	2,468	2,617
Recoverable Taxes	2,760	2,760
Third parties loans receivable	6,199	6,819
Related Parties	53,009	51,422
Deposits and Guarantees	3,004	6,103
Other Accounts Receivable	40	54
Investment Property	2,153,384	2,128,784
Property, Plant and Equipment	3,901	4,155
Intangible	13,954	14,562
Total Non-Current Assets	2,240,412	2,218,944
Total Assets	2,974,060	2,972,760

LIABILITIES AND SHAREHOLDERS' EQUITY			
CURRENT LIABILITIES			
Suppliers	8,437	8,187	
Loans and Financing	31,386	31,734	
Payroll and Related Charges	2,137	2,004	
Taxes and Contributions	176,921	162,458	
Taxes to be paid in Installments	19,379	20,818	
Real Estate Credit Notes - CCI	49,617	48,509	
Related Parties	22,551	24,032	
Cession revenues to be recognized	16,027	13,992	
Dividends to be paid	828,956	828,956	
Accounts payable	983	1,311	
Other Payables	2,461	2,290	
TOTAL CURRENT LIABILITIES	1,158,855	1,144,291	
NON-CURRENT LIABILITIES			
Loans and financing	1,224,490	1,206,788	
Cession revenues to be recognized	81,172	66,497	
Taxes to be paid in Installments	61,966	63,494	
Deferred Taxes and Social Contribution	61,409	65,504	
Accounts payable	7,209	7,209	
Provision for Labor and Civil Risks	2,311	2,311	
Real Estate Credit Notes - CCI	365,695	377,983	
Total Non-Current Liabilities	1,804,252	1,789,786	
Shareholders Equity	10,953	38,683	
Total Liabilities and Shareholders Equity	2,974,060	2,972,760	

# GeneralShopping&Outlets

CONSOLIDATED CASH FLOW		
R\$ thousand	03/31/2019	03/31/2018
CASH FLOW FROM OPERATING ACTIVITIES		
Net profit (loss) in the period	(27,730)	(64,652)
Adjustments for reconciliating the net result in the period with net cash generated (used) by operating activities		
Depreciation and Amortization	774	1,028
Provision for estimated loss with doubtful accounts	254	1,29
Provision / (Recognition) for labor and civil risks	-	495
Income taxes and Social Contribution deferred	(4,095)	(4,081
Income taxes and Social Contribution	4,802	(8,348
Financial charges on loans, financing, CCI and perpetual bonds	39,247	48,28
Financial charges on taxes paid in installments	2,777	13
Exchange Variation	6,979	5,619
(Increase) Decrease in Operating Assets		
Accounts Receivable	6,883	6,194
Recoverable Taxes	(233)	(485
Other receivables	1,446	(313
Deposits and Guarantees	3,099	94
Increase (Decrease) in Operating Liabilities		
Suppliers	250	(777
Taxes, Charges and Contributions	9,661	30,34
Salaries and Social Charges	133	18
Cession Revenue to be recognized	16,710	(82,582
Accounts payable - purchase of property	(8,520)	-
Other Payables	8,363	199
Net Cash (Applied in) / Generated from Operating Activities	60,800	(66,504
Payment of Interest	(23,230)	(25,513
Net Cash (Applied in) / Generated from Operating Activities	37,570	(92,017
CASH FLOW FROM INVESTMENT ACTIVITIES		
Asset write off	219	132,51
Investments Properties destined to sale write off	132,966	
Financial Application and Restricted Cash	62,785	(24
Acquisition of fixed and intangible assets	(24,731)	(14,696
Net Cash (Applied in) / Generated from Investment Activities	171,239	117,79
CASH FLOW FROM FINANCING ACTIVITIES		
Amortization of principal of loans, financing and CCI	(17,313)	(24,843
New taxes installments	-	6
Payment of principal on installment of taxes	(5,253)	(664
Related Parties	(3,068)	(809
Third parties loans receivables	620	
Net Cash (Applied in) / Generated from Financing Activities	(25,014)	(26,249
NET (REDUCTION)/INCREASE OF CASH AND CASH EQUIVALENTS	183,795	(475
Cash and Cash Equivalents		
Begining period	383,959	108,64
Closing period	567,754	108,172

Note: The operating and financial indicators have not been audited by our external 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 m <sup>2</sup>	Adjusted Net Results divided by average own GLA in the period.
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 shopping centers.
CPC 06	Statement issued by the Brazilian Committee on Accounting Pronouncements which refers to straight-lining revenue.
CPC 28	Statement issued by the Brazilian Committee on Accounting Pronouncements whose purpose is to prescribe the accounting treatment of investment properties and respective disclosure requirements.
CPC 38	Statement issued by the Brazilian Committee on Accounting Pronouncements which refers to recognition and measurement of financial instruments.
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.