

A photograph of the Shopping Leblon building, a modern multi-story structure with a white facade and large glass windows. The building is surrounded by lush green trees and vegetation. In the background, other buildings and a mountain range are visible under a clear sky.

1T23

APRESENTAÇÃO DE RESULTADOS

ALIANÇA
SONAE + brMalls

DESEMPENHO DE VENDAS

R\$8,6 bilhões

VENDAS TOTAIS¹

1T23

*Crescimento de vendas no portfólio
Aliansce Sonae + brMalls em shoppings
de diversas regiões do país*

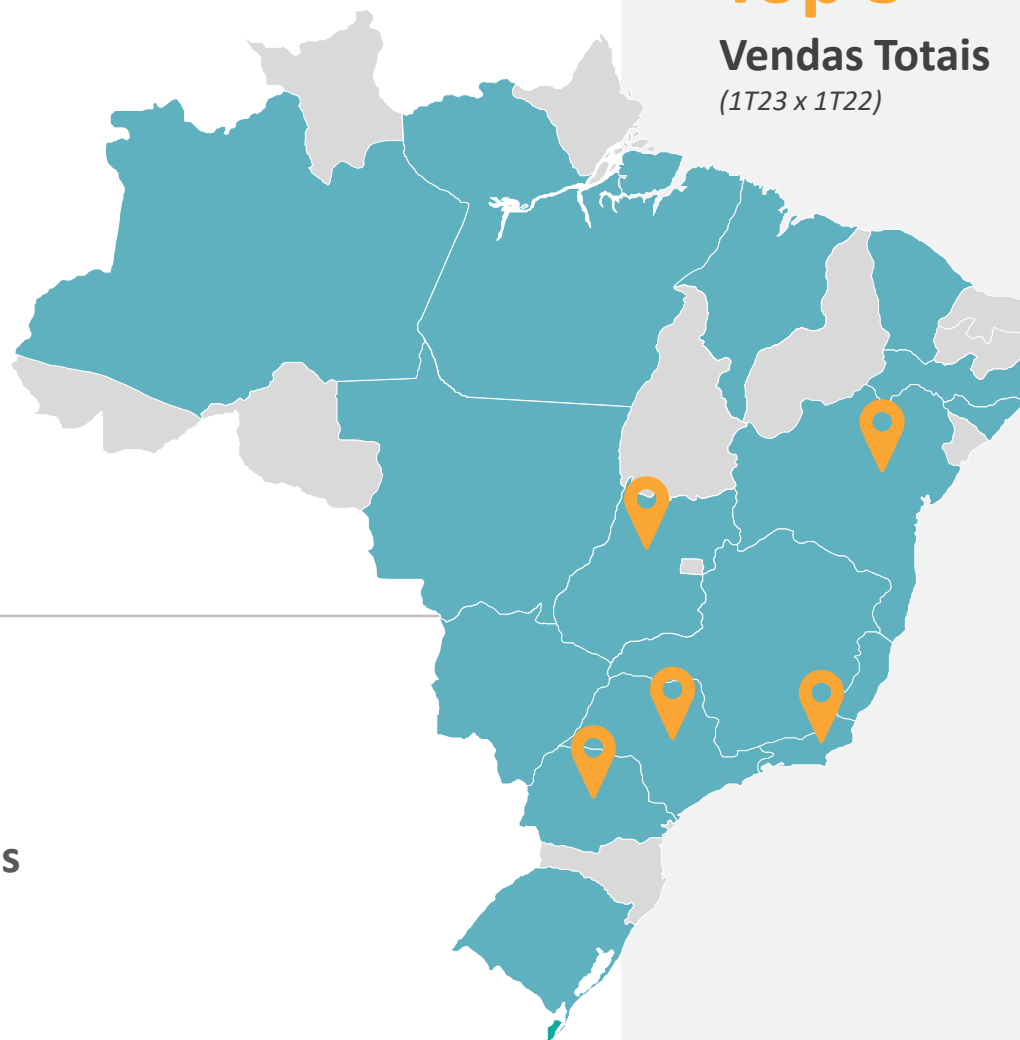
16,2%

Vendas Totais

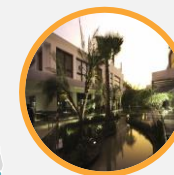
12,8%

Same Store Sales

Top 5 Vendas Totais (1T23 x 1T22)



Shopping da Bahia
(BA)
+28%



Shopping Tamboré
(SP)
+26%



Shopping Curitiba
(PR)
+25%



Passeio das Águas
Shopping (GO)
+24%



Shopping Leblon
(RJ)
+24%

¹A análise exclui os Shoppings São Luís, Araguaia e Via Parque.

DESTAQUE COMERCIAL

96,8%

Taxa de
Ocupação

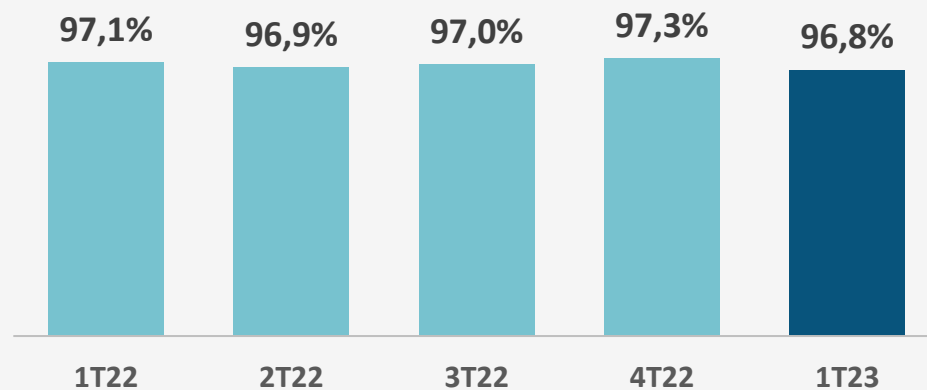
196

Contratos
Assinados¹

+16,5 mil m²

ABL
Contratada¹

Taxa de Ocupação Harmonizada

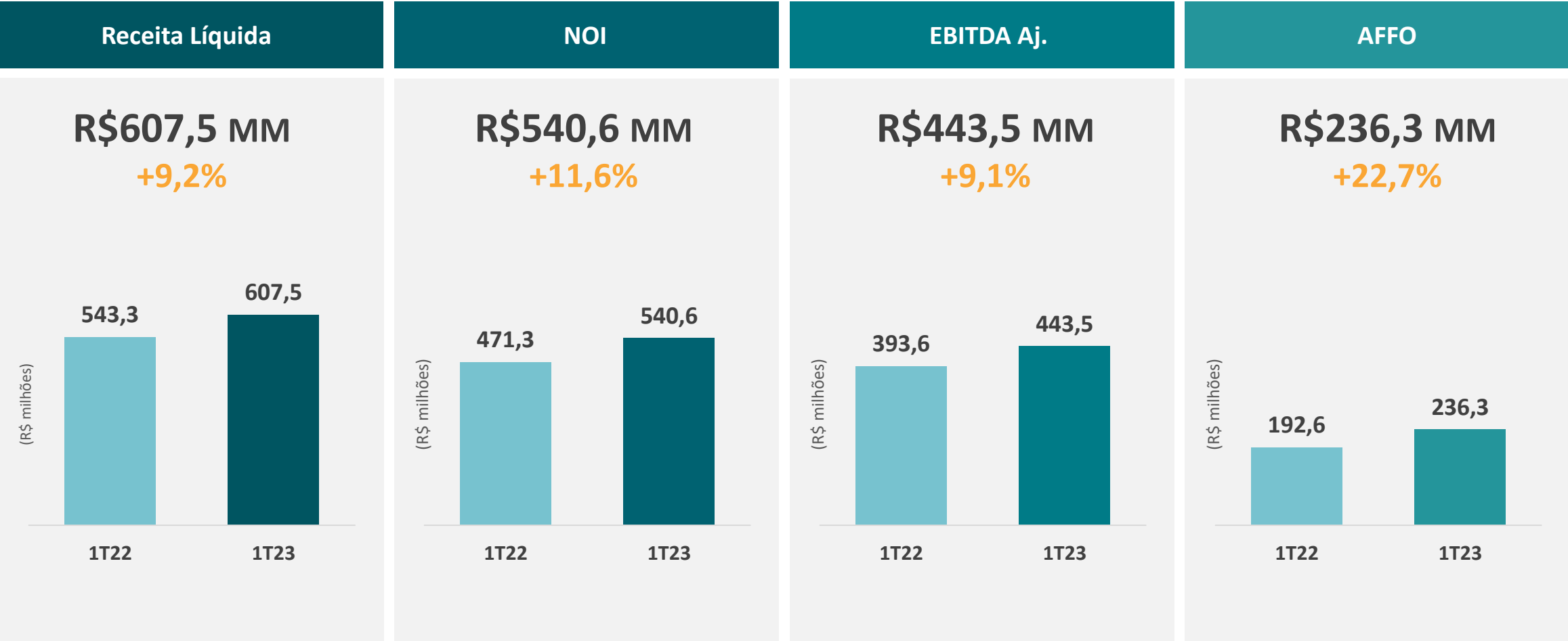


¹Inclui shoppings próprios e administrados de terceiros



Primeira operação da Starbucks do
Nordeste, no Shopping da Bahia

SNAPSHOT DO RESULTADO 1T23



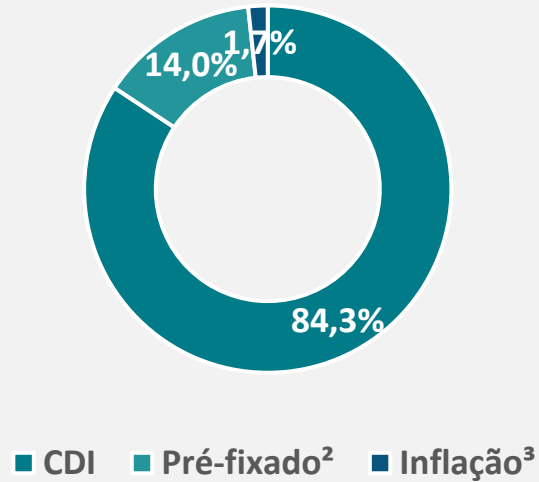
Indicadores ex-ajuste aluguel linear. Data ref. Δ%: 1T23 vs. 1T22 Proforma

PERFIL DE DÍVIDA COMBINADO

Alavancagem

2,4x

Composição da Dívida



7ª Emissão Debênture Simples

Março 2023

R\$612 milhões

Captação

1ª SÉRIE

CDI + 1,00%
Taxa

5 anos
Vencimento

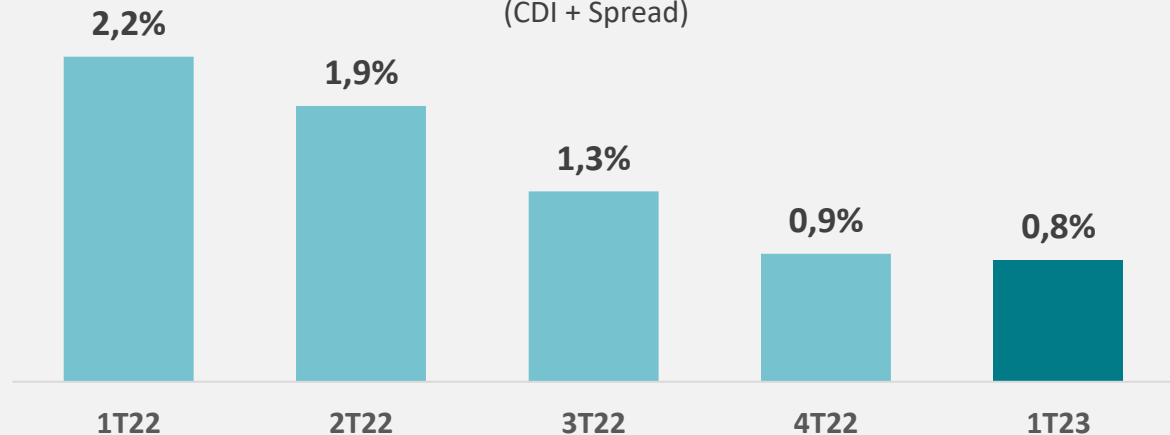
2ª SÉRIE

CDI + 1,20%
Taxa

7 anos
Vencimento

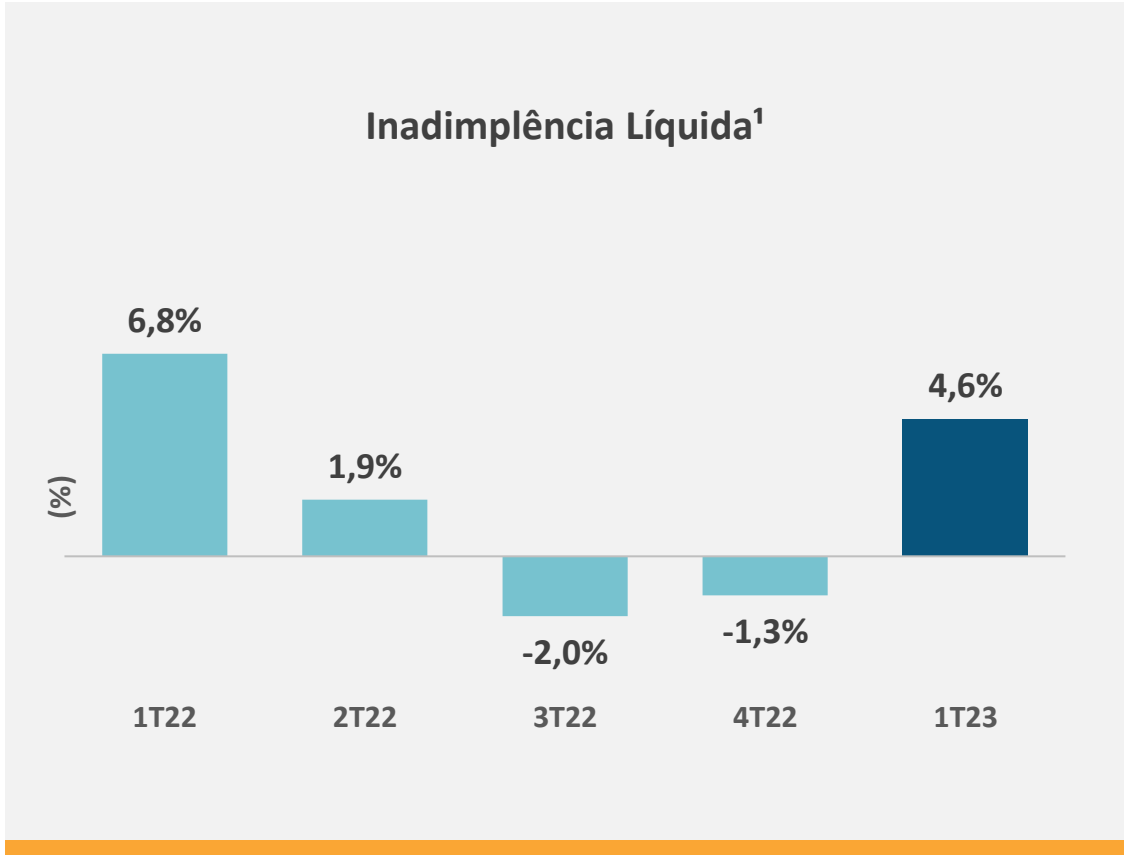
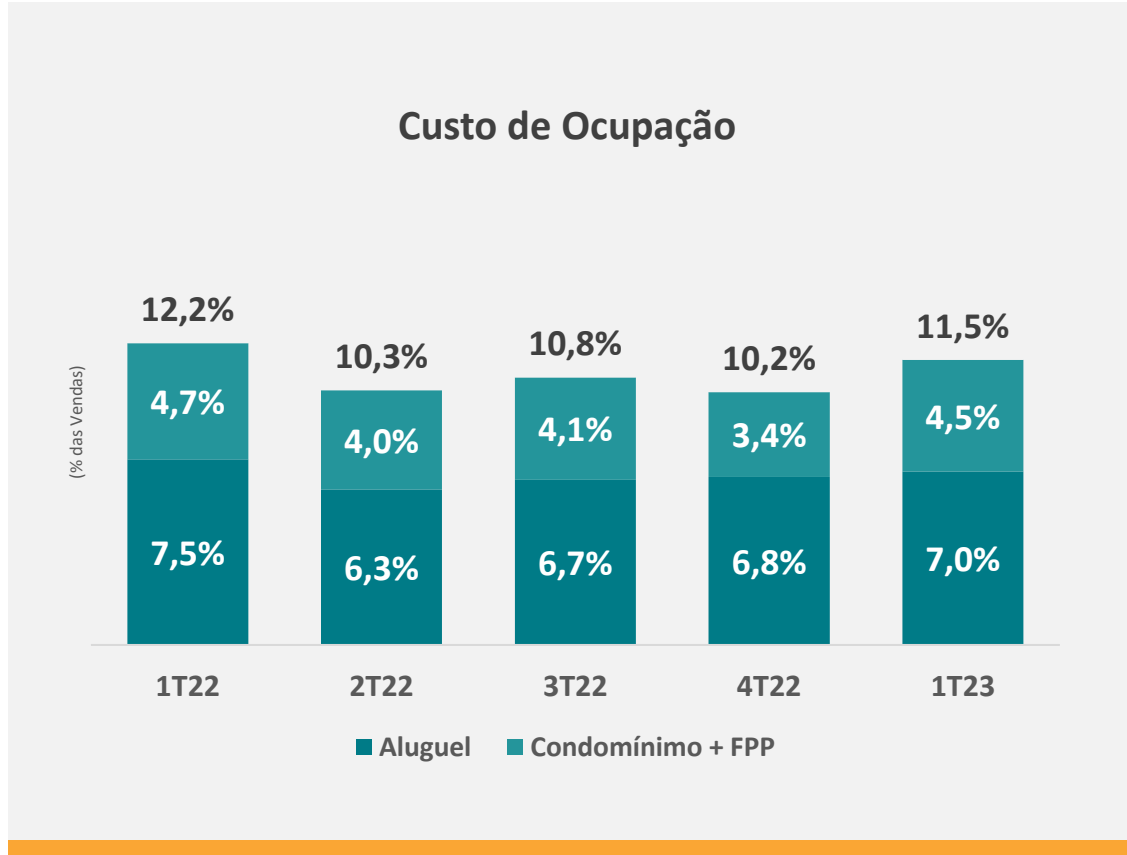
Custo Médio da Dívida

(CDI + Spread)



¹Para o cálculo foi levado em consideração a emissão da 7ª Debênture

INDICADORES OPERACIONAIS



¹ Inadimplência líquida refere-se a relação entre o total faturado no período (aluguel faturado, excluindo cancelamentos) e o total recebido dentro do mesmo período.

PARCERIA INSTITUTO REAÇÃO



A parceria com o Instituto Reação foi renovada e a Aliansce Sonae + brMalls patrocinará projetos promovendo bolsas de estudos para educação formal, cursos de qualificação e recursos necessários para a formação de atletas de alto rendimento.

5ª EDIÇÃO EMPODERAELA



Em celebração ao Mês da Mulher, a Aliansce Sonae + brMalls realizou a 5ª edição do Projeto EmpoderaEla, promovendo espaço para discussões, palestras e workshops sobre o empreendedorismo e empoderamento feminino.

SOS LITORAL NORTE



Os shoppings da Companhia atuaram como centros de arrecadação de doações para a iniciativa SOS Litoral Norte de São Paulo, apoiando a população que sofreu com os impactos da forte chuva no estado este ano.

TRANSFORMAÇÃO FIGITAL

PREMISSAS ESTRATÉGICAS

Aumentar a recorrência e
share of wallet dos consumidores



Monetizar o conhecimento sobre
o consumidor através de dados



Ser uma plataforma de
serviços digitais



PROGRAMA DE RELACIONAMENTO

ATRAÇÃO

01

ENGAJAMENTO

02

MONETIZAÇÃO

03

Membros engajados:

+650 mil

Clientes
Inscritos

+R\$800 milhões

GMV
Semestral

DESENVOLVIMENTO

7,8 milhões de m²

POTENCIAL CONSTRUTIVO DISPONÍVEL

O *shopping* como o *centro* do *desenvolvimento urbano sustentável*

Atendendo a necessidade da *população*

Criando valor exponencial para o *shopping*

CONTRATOS ASSINADOS¹

43

Torres

+R\$3 bi

Valor Geral
de Vendas

9

Shoppings

+R\$409 mi

Geração
de Caixa

6

Estados

+20 mil

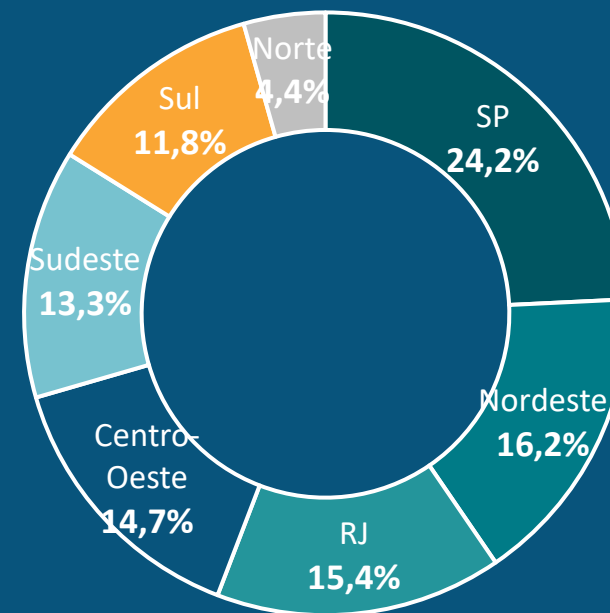
Pessoas na
Área Primária



Parque Shopping Maceió

¹informações disponíveis em projeção gerencial divulgada pela companhia

POTENCIAL CONSTRUTIVO POR REGIÃO



NOVAS PROJEÇÕES GERENCIAIS 2023

EBITDA AJUSTADO

R\$**1,95** bilhão
a
R\$**2,00** bilhões

CAPEX

R\$**400,0** milhões
a
R\$**480,0** milhões

A photograph of the Shopping Leblon building, a modern multi-story structure with a white facade and large glass windows. The building is surrounded by lush green trees and vegetation. The text 'shopping leblon' is visible on the building's facade. The background shows a clear blue sky and distant hills.

1Q23

RESULTS PRESENTATION

ALIANSC
SONAE

+ brMalls

SALES PERFORMANCE

R\$8.6 billion
TOTAL SALES¹

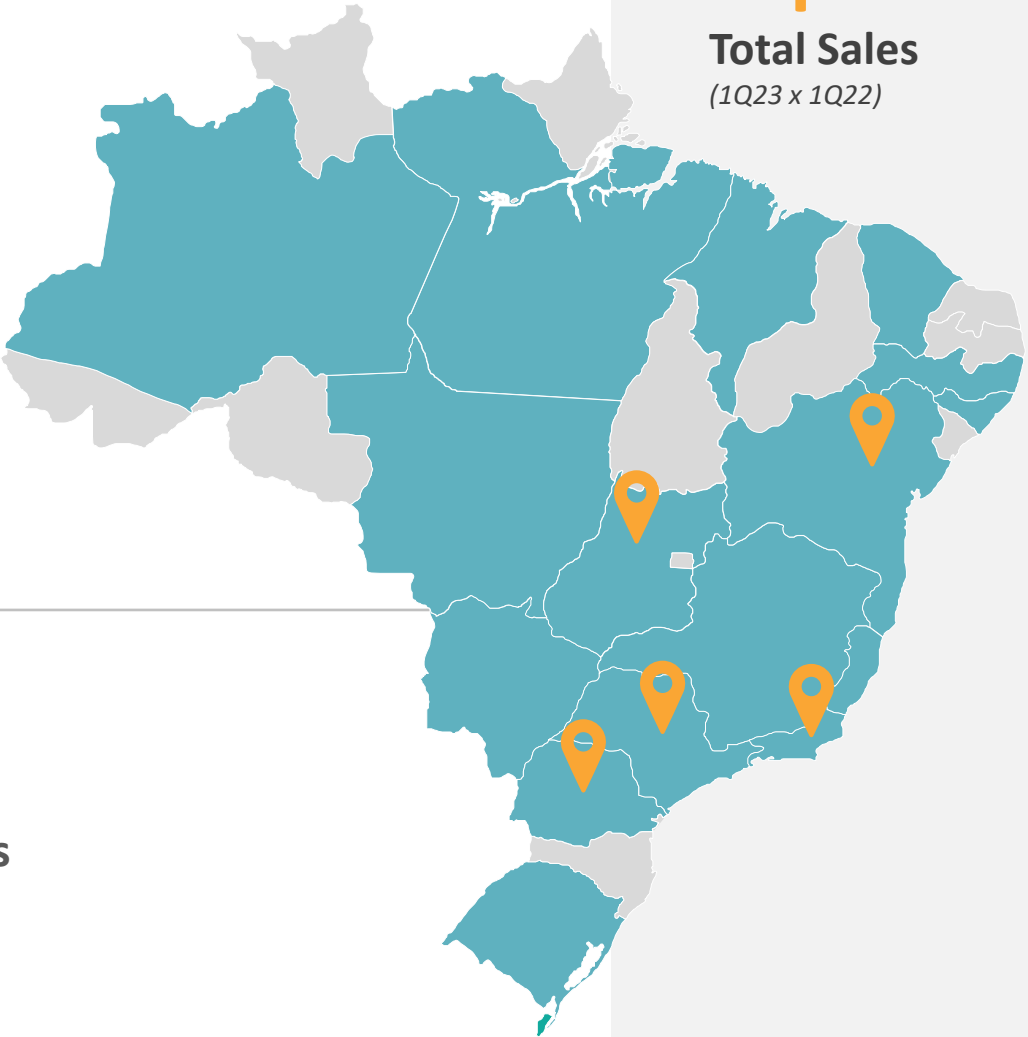
1Q23

Sales growth in the Aliansce Sonae +
brMalls portfolio in malls in different
regions of the country

16.2%
Total Sales

12.8%
Same Store Sales

Top 5
Total Sales
(1Q23 x 1Q22)



Shopping da Bahia
(BA)
+28%



Shopping Tamboré
(SP)
+26%



Shopping Curitiba
(PR)
+25%



Passeio das Águas
Shopping (GO)
+24%



Shopping Leblon
(RJ)
+24%

¹The analysis excludes Shopping São Luís, Araguaia and Via Parque.

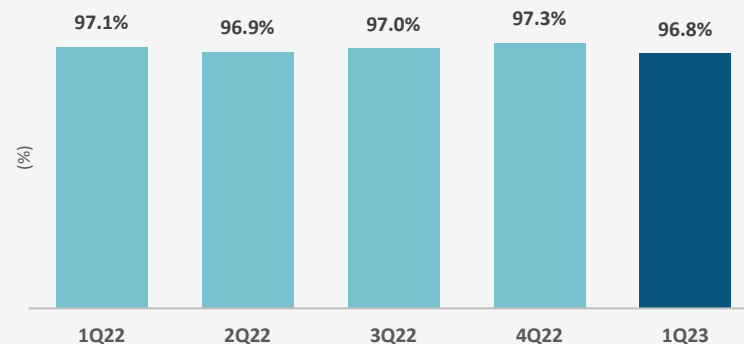
LEASING HIGHLIGHTS

96.8%
Occupancy
Rate

196
Signed
Contracts¹

+16.5 thousand sqm
GLA
Signed¹

Harmonized Occupancy Rate



¹Includes owned malls and third-party managed malls

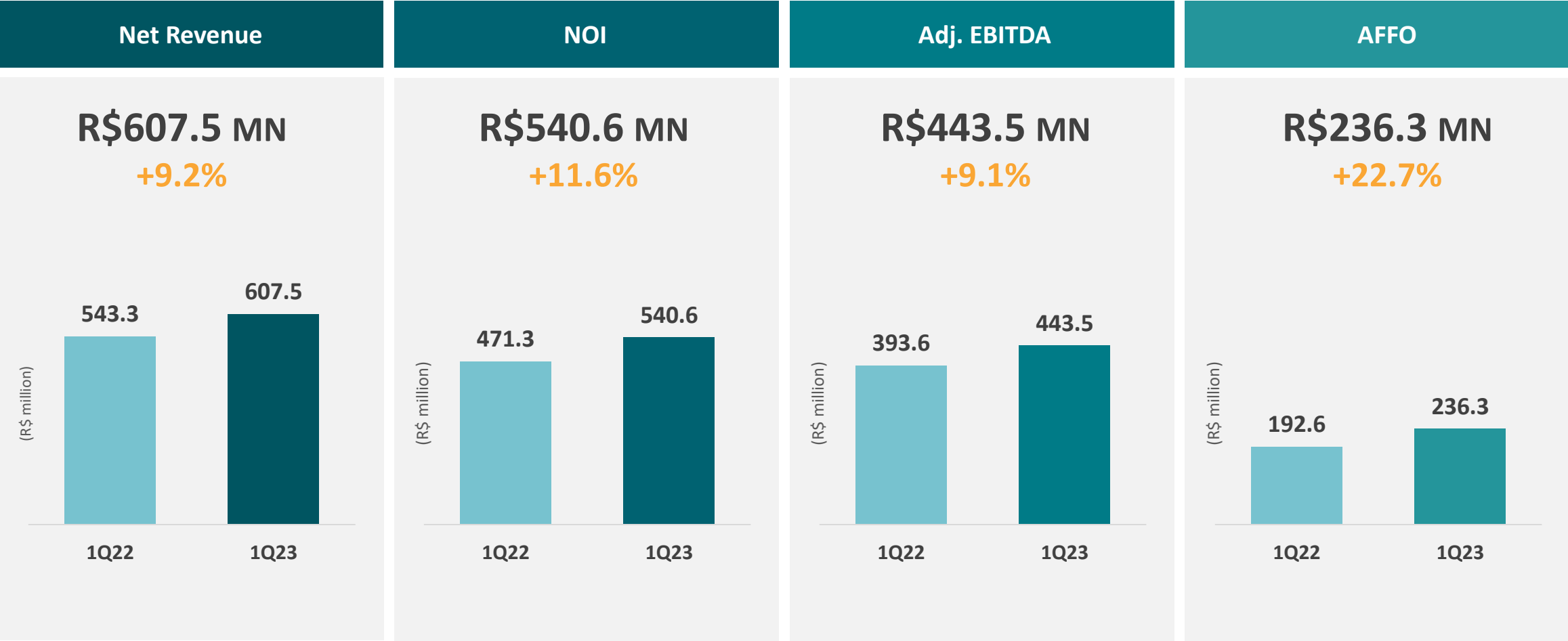
1Q23
RESULTS
PRESENTATION

ALIANÇA
SONAE
brMalls



The first Starbucks operation in the Northeast, in Shopping da Bahia

1Q23 RESULTS SNAPSHOT



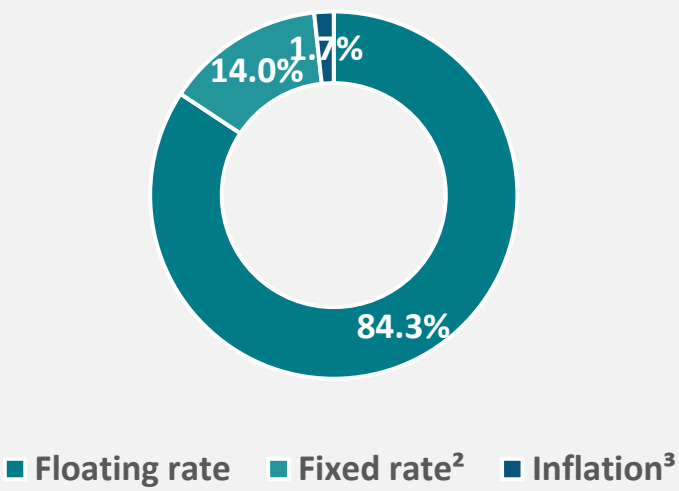
Indicators ex-Straight-line Rent. Date ref. Δ%: 1Q23 vs. 1Q22 Proforma

COMBINED DEBT PROFILE

Leverage

2.4x

Debt Breakdown



7th ISSUANCE OF DEBENTURES

March 2023

R\$612 million

Raised

1st SERIES

CDI + 1.00%
Taxa

5 years
Maturity

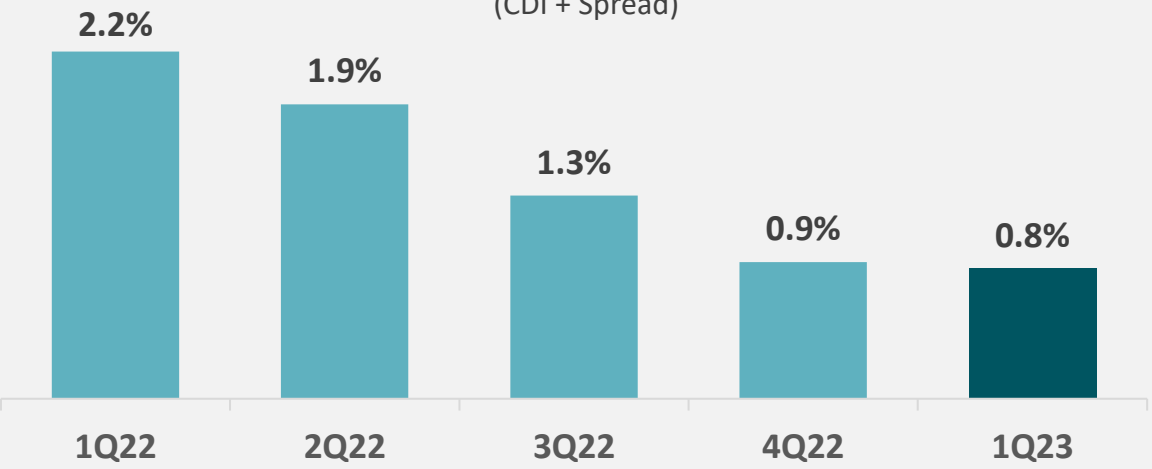
2nd SERIES

CDI + 1.20%
Taxa

7 years
Maturity

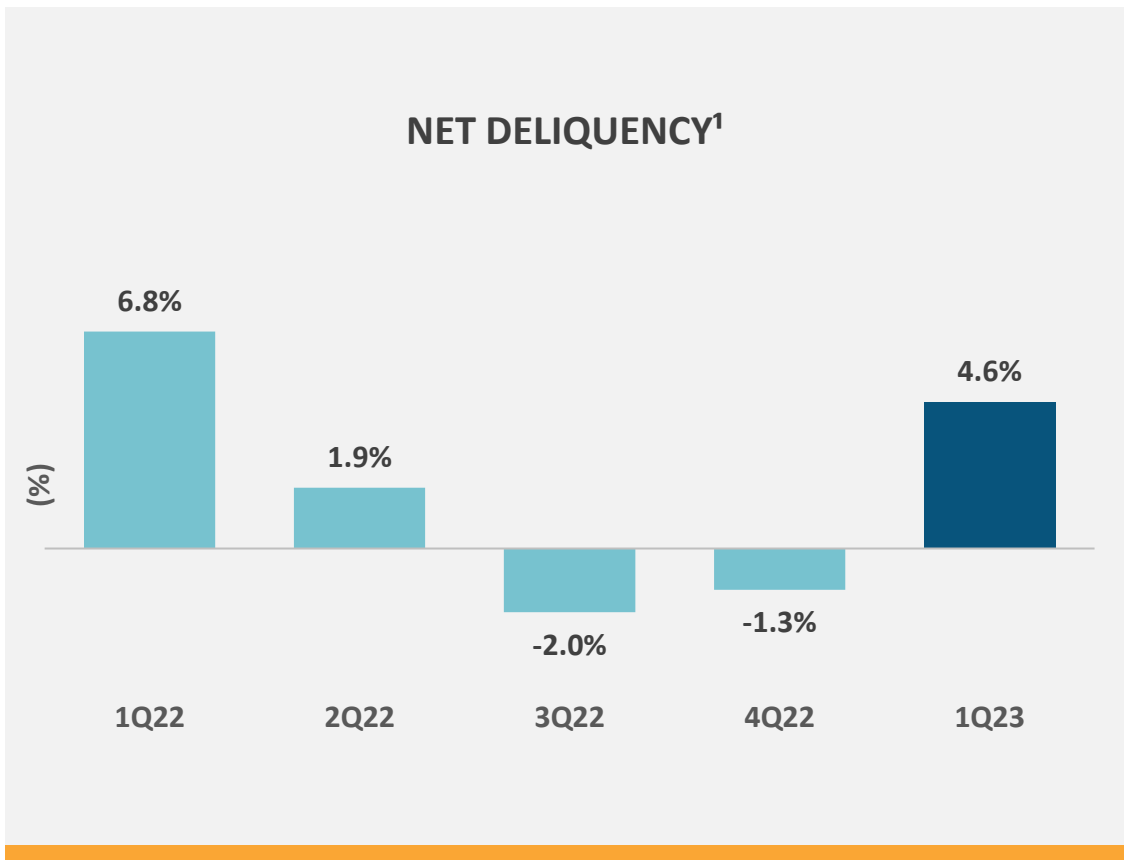
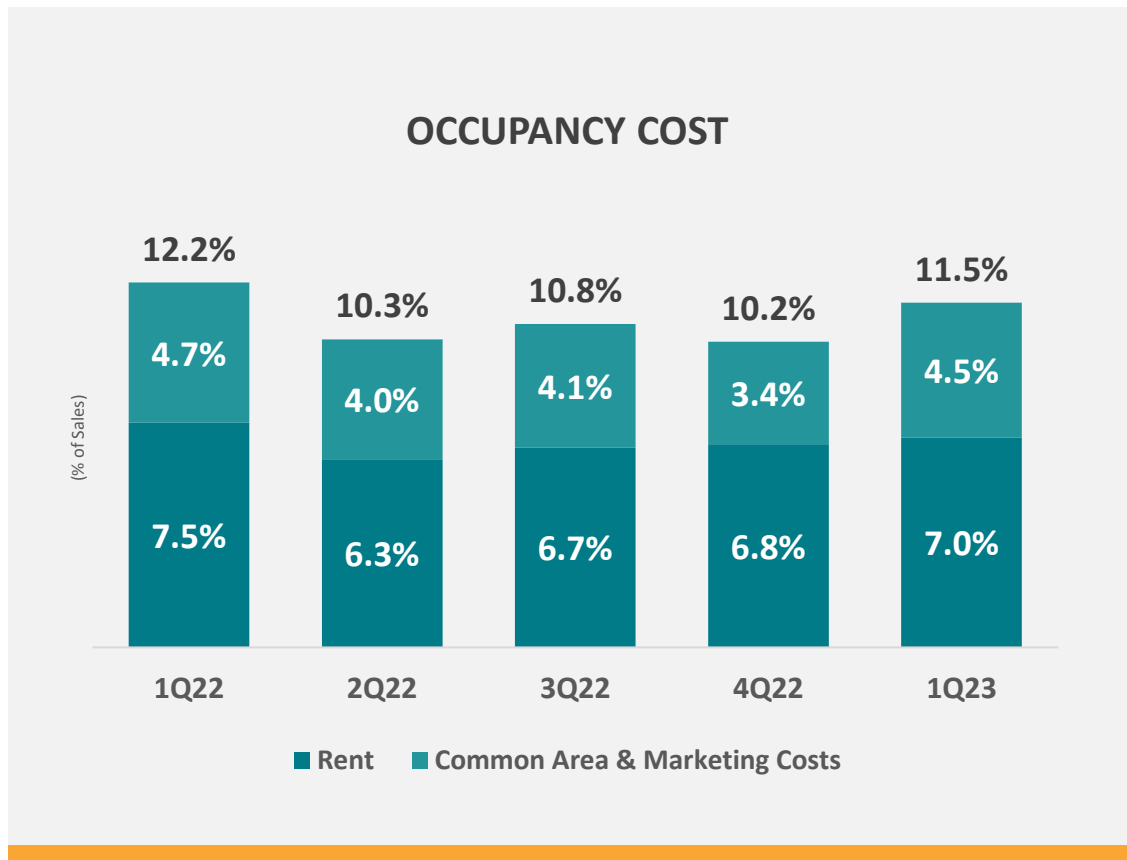
Average Cost of Debt

(CDI + Spread)



¹For the calculation, the issue of the 7th Debenture was taken into account

OPERATIONAL KPI'S



¹ Net delinquency refers to the ratio between the total billed in the period (rent, excluding discounts and cancellations) and the total received over the same period.

PARTNERSHIP INSTITUTO REAÇÃO



The partnership with the Instituto Reação was renewed and Aliansce Sonae + brMalls will sponsor projects promoting scholarships for formal education, qualification courses and the resources needed to train students to be high-performance athletes.

5th EDITION EMPODERAELA



In celebration of Women's Month, Aliansce Sonae + brMalls held the 5th edition of the EmpoderaEla Project, promoting a space for discussions, lectures and workshops on entrepreneurship and female empowerment.

SOS LITORAL NORTE



The Company's malls acted as collection centers for donations to the SOS Litoral Norte de São Paulo initiative, supporting the population that suffered the impacts of heavy rain in the state this year.

PHYGITAL TRANSFORMATION

STRATEGIC GOALS

Increase consumers' recurrence
and share of wallet



Monetize consumer insights
through data



Be a phygital services
platform



RELATIONSHIP PROGRAM

ATTRACTION



01

ENGAGEMENT



02

MONETIZATION



03

Engaged members:

+650 tsd

Subscribed
Customers

+R\$800 million

GMV
Semiannual

REAL ESTATE DEVELOPMENT

7.8 million sqm
AVAILABLE BUILDING POTENTIAL

The *mall* as a *center of sustainable urban development*

Meeting the needs of the *population*

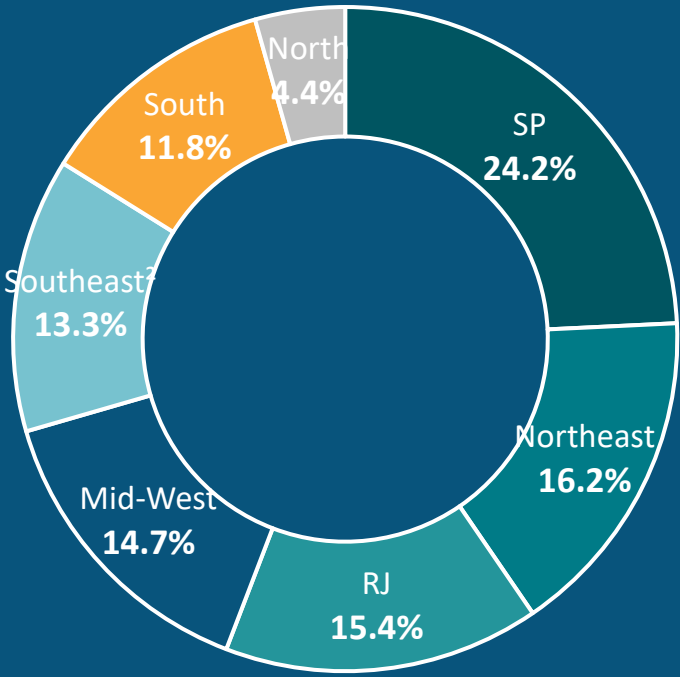
Creating exponential value for malls

SIGNED CONTRACTS¹

43	9	6
Towers	Shoppings	States
+R\$3 bi	+R\$409 mi	+20k
Potential Sales Value	Cash Generation	People in Primary Area



BUILDING POTENTIAL PER REGION



¹Mall expansion potential; ²Excludes RJ and SP.

NEW MANAGERIAL PROJECTIONS 2023

ADJUSTED EBITDA

R\$**1.95** billion
to
R\$**2.00** billion

CAPEX

R\$**400.0** million
to
R\$**480.0** million