

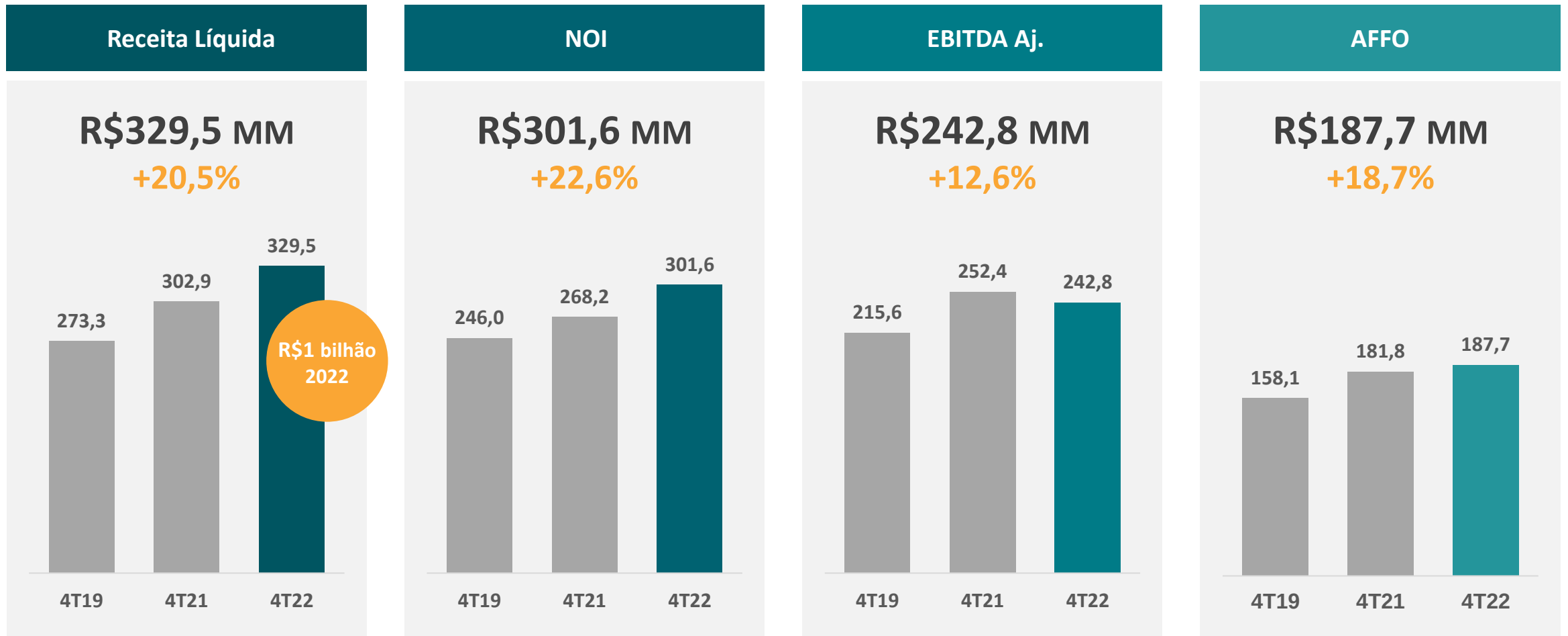
ALIANSCA
SONAE

4T22

APRESENTAÇÃO
DE RESULTADOS



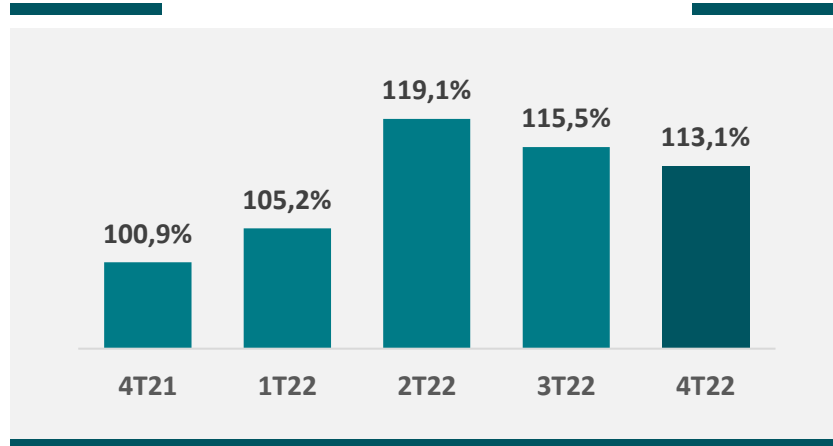
SNAPSHOT DO RESULTADO 4T22 Aliansce Sonae



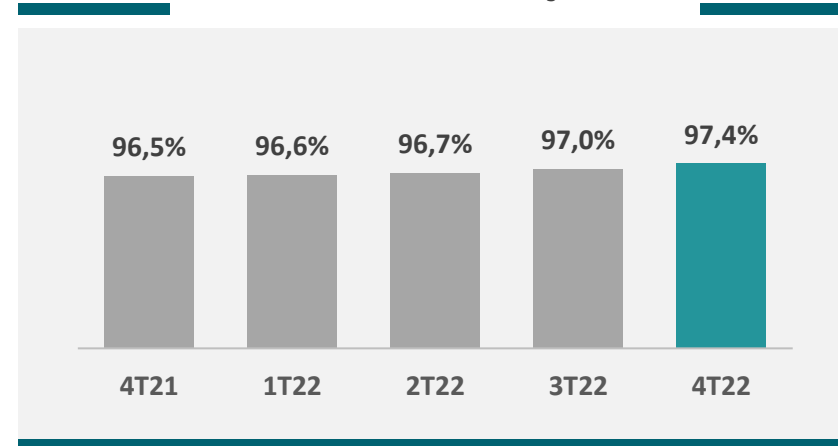
Indicadores ex-ajuste aluguel linear líquido de impostos. Data ref. Δ%: 4T22 vs. 4T19

INDICADORES OPERACIONAIS Aliansce Sonae

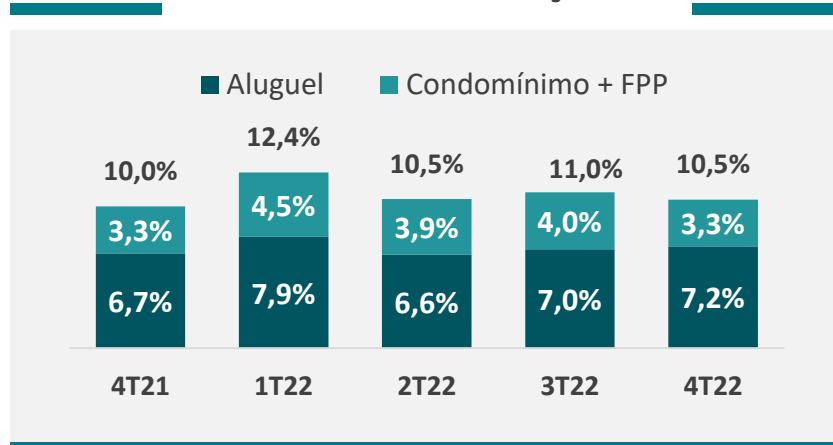
VENDAS TOTAIS (% 2019)



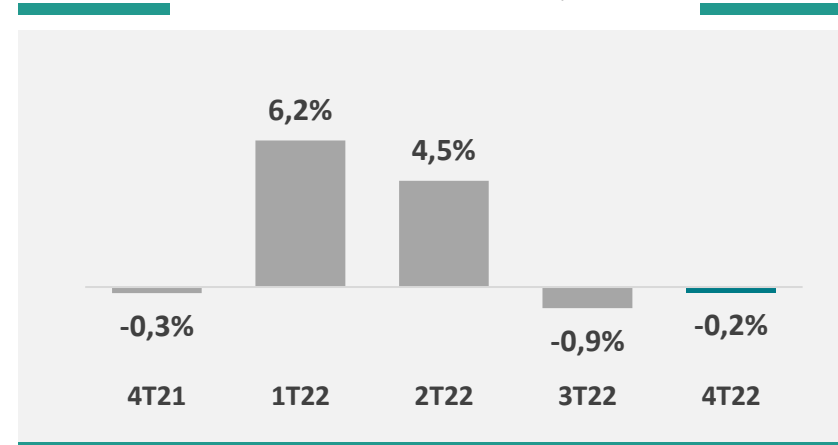
TAXA DE OCUPAÇÃO



CUSTO DE OCUPAÇÃO



INADIMPLÊNCIA LÍQUIDA¹



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.

REALIZAÇÕES ALIANSCESONAE 2022



IMPLEMENTAÇÃO SAP S/4HANA

Go Live: Abril, 2022

2 anos de projeto

800 pessoas envolvidas



SELEÇÃO ISE B3

Selecionada para compor a 18ª carteira¹ do Índice de Sustentabilidade Empresarial, ISE B3

Primeira e única Companhia do setor de shopping centers integrar o índice



PROJETOS DE DESENVOLVIMENTO

Expansão, Renovação e Redesenvolvimento



Shopping Leblon



Carioca Shopping



Franca Shopping



Parque D. Pedro Shopping

ALIANSCA
SONAE

+ brMalls

SERVINDO E ENCANTANDO
OS CLIENTES

TODOS OS DIAS

ALCANCE NACIONAL

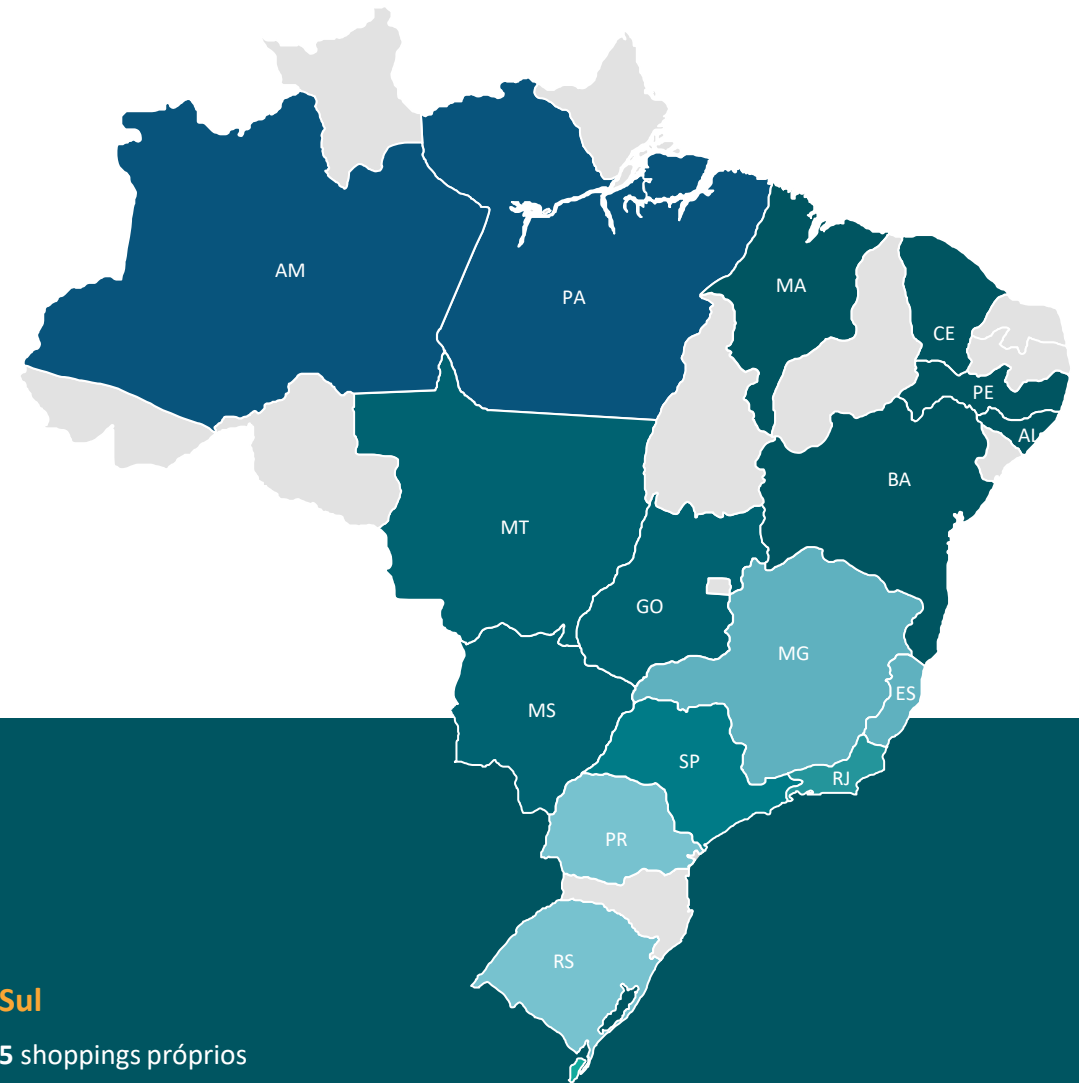
Presença relevante no território brasileiro, com CAPILARIDADE

62
SHOPPINGS¹

2,5 milhões m²
ABL TOTAL¹

+11 mil
LOJAS

+60 milhões
VISITAS MÊS



Centro-Oeste

5 shoppings próprios
- shoppings administrados

Nordeste

6 shoppings próprios
3 shoppings administrados

Norte

4 shoppings próprios
- shoppings administrados

RJ

11 shoppings próprios
2 shoppings administrados

SP

16 shoppings próprios
2 shoppings administrados

Sudeste²

6 shoppings próprios
1 shoppings administrados

Sul

5 shoppings próprios
1 shoppings administrados

¹Shoppings próprios e shoppings de terceiros administrados

²Região sudeste excluindo os estados do Rio de Janeiro e São Paulo

RELEVÂNCIA COMERCIAL

EXPOSIÇÃO VAREJO BRASILEIRO

GRUPO	ALIANSCCE SONAE + brMalls	OUTRAS COMPANHIAS ABERTAS DE SHOPPINGS
AREZZO & CO	145	137
GRUPO DE MODA +soma	133	93
RENNER	119	60
Kopenhagen	84	61
VIVARA	70	48
CENTAURO	50	22
RCHLO RIACHUELO	50	28

ALIANSCCE
SONAE + brMalls

PATAMAR DE
VENDAS



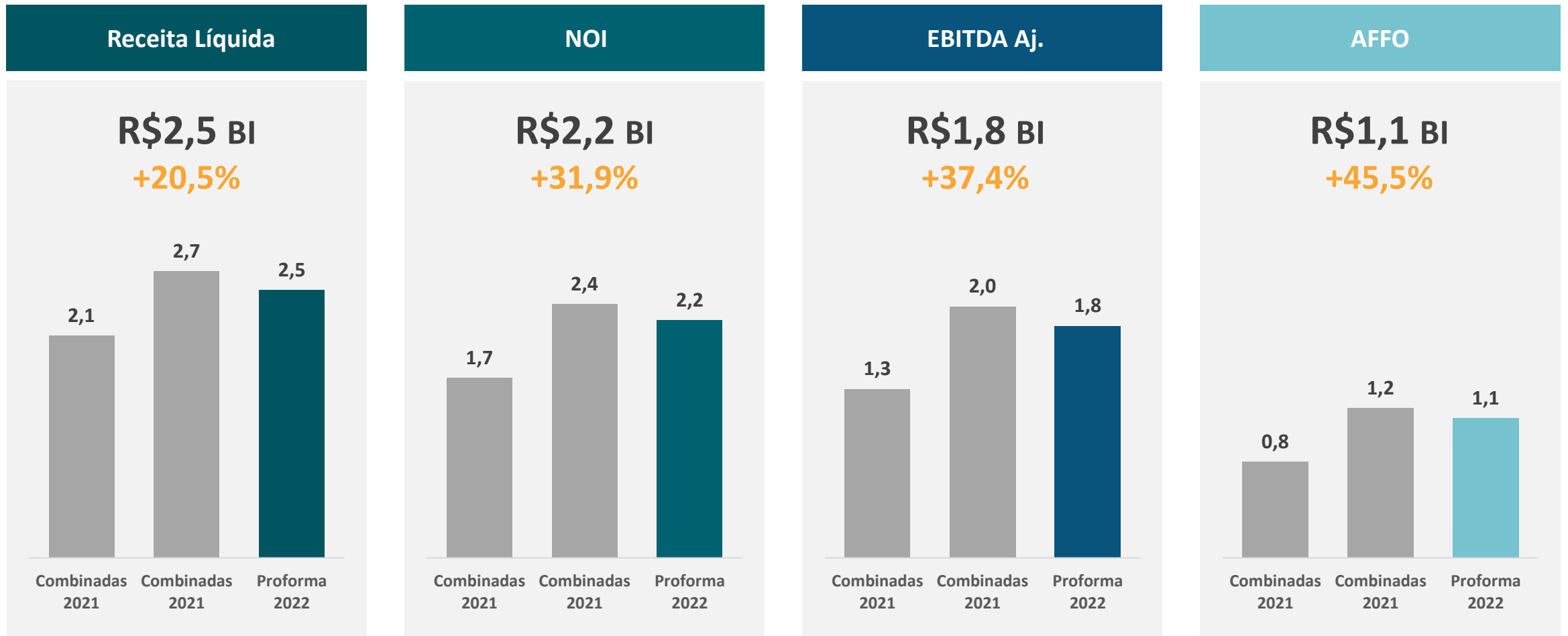
R\$40 bilhões

VENDAS TOTAIS ANO
PORTFÓLIO

#10 Shoppings

+ R\$1 BILHÃO
VENDAS TOTAIS 2022

SNAPSHOT DO RESULTADO Aliansce Sonae + brMalls



Indicadores ex-ajuste aluguel linear líquido de impostos. Data ref. Δ%: Proforma 2022 x 2021

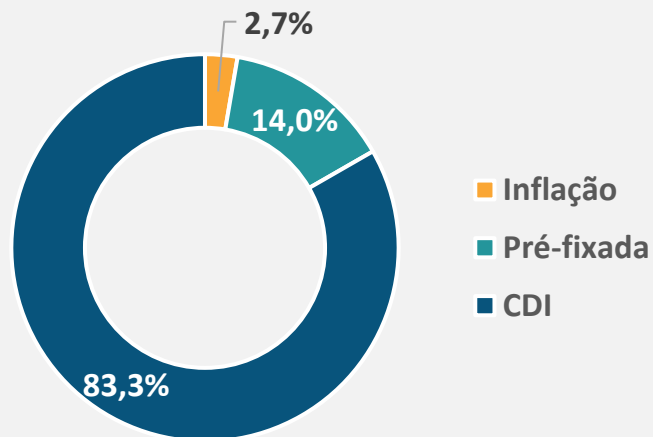
PERFIL DE DÍVIDA COMBINADO

CUSTO DE DÍVIDA

2022 PROFORMA

CDI + 0,87%

COMPOSIÇÃO DA DÍVIDA



EMIÇÃO DA 7ª DEBÊNTURE SIMPLES

Aliansce Sonae + brMalls
Março 2023

R\$612 milhões
Captação

1ª SÉRIE

CDI + 1,00%
Taxa

5 anos
Vencimento

2ª SÉRIE

CDI + 1,20%
Taxa

7 anos
Vencimento

EMIÇÃO DA 10ª DEBÊNTURE SIMPLES

brMalls
Outubro 2022

R\$900 milhões
Captação

SÉRIE ÚNICA

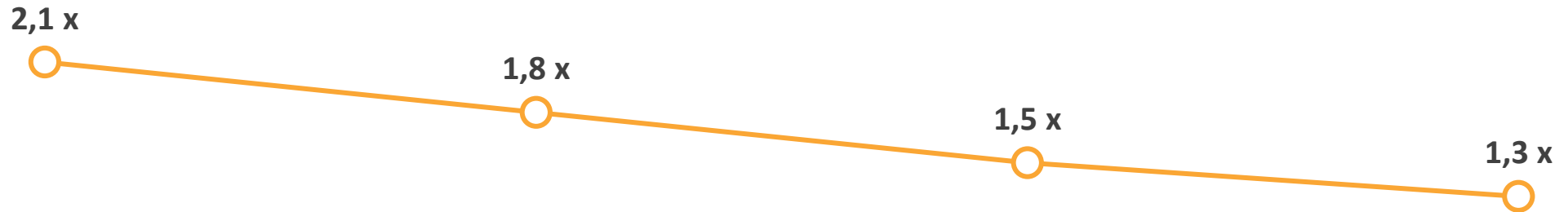
CDI + 1,30%
Taxa

5 anos
Vencimento

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

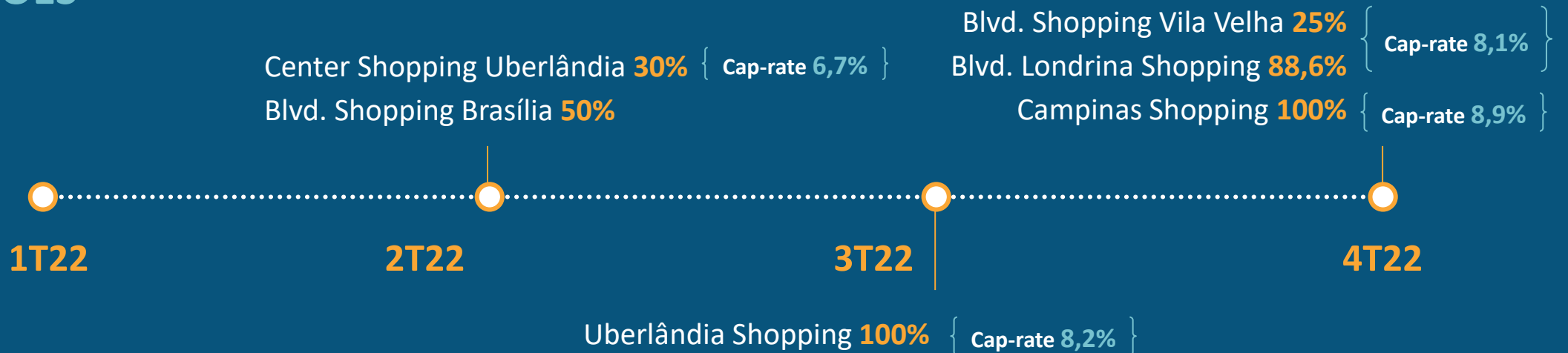
TRANSAÇÕES RECENTES

ALIANSC
SONAE + brMalls



ALAVANCAGEM

TRANSAÇÕES DE M&A



SINERGIAS

R\$56 milhões

Sinergias Anuais
Capturadas

R\$34 milhões

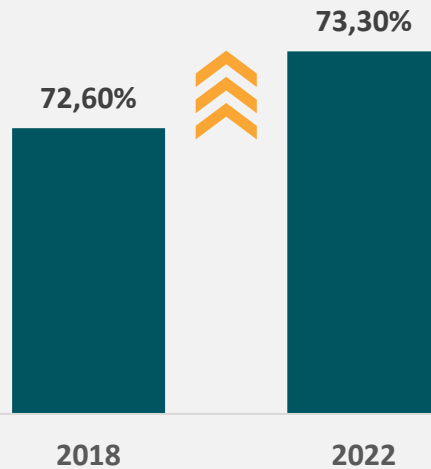
Custos e Despesas

R\$22 milhões

Receitas

SINERGIAS ALIANSC SONAE

Margem EBITDA



SINERGIAS ALIANSC SONAE + BRMALLS

R\$180-210 milhões

Sinergias Operacionais
Esperadas até 2028



SINERGIAS

CRESCIMENTOS DE NOI 2022 x 2018

51%
TOP 10
CRESCIMENTOS

127%
SHOPPINGS
VENDIDOS¹

Passeio das Águas Shopping



Parque Shopping Belém



Boulevard Shopping Belo Horizonte



Franca Shopping



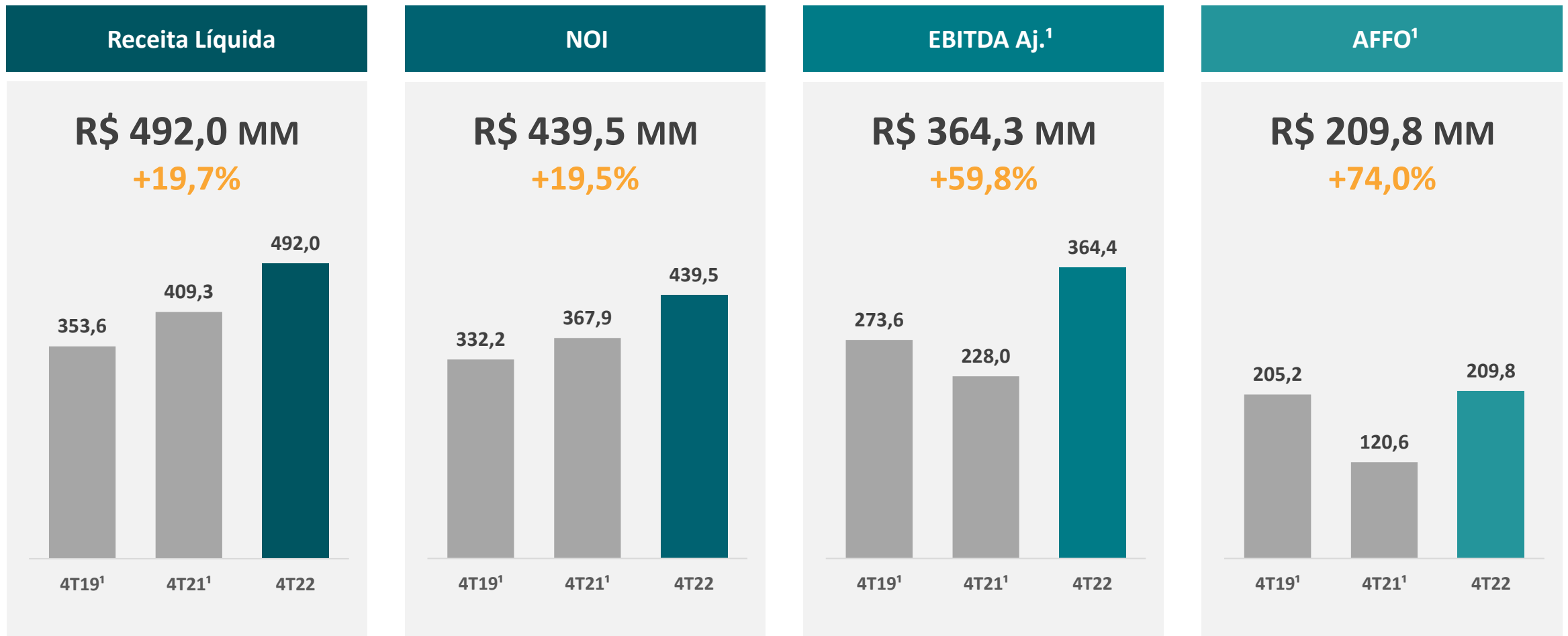
¹ Shoppings Vendidos: Boulevard Shopping Brasília, Uberlândia Shopping, Boulevard Shopping Vila Velha, Boulevard Londrina Shopping

ALIANSCA
SONAE

4T22
ANEXO



SNAPSHOT DO RESULTADO 4T22 **brMalls**

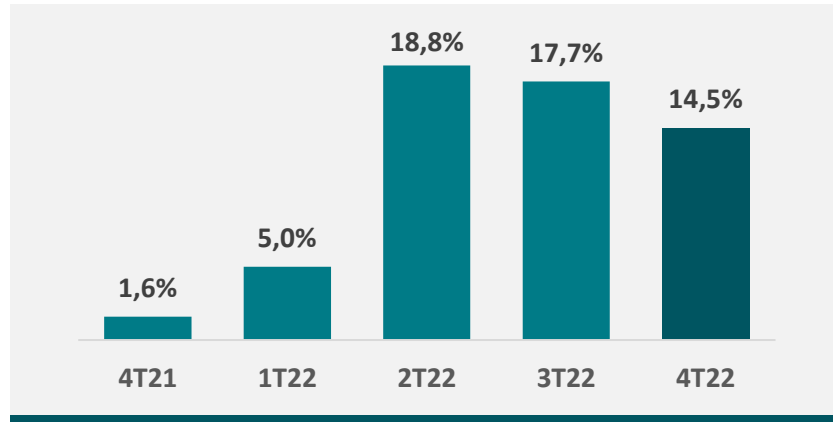


Indicadores ex-ajuste aluguel linear líquido de impostos. Data ref. Δ%: 4T22 vs. 4T21

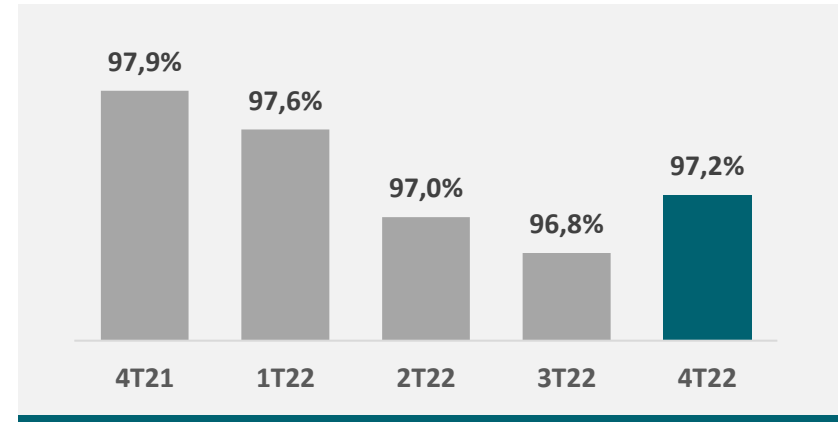
¹ Expurga resultados não recorrentes que incorporam alienação de ativos, custos e despesas referentes à Combinação de Negócios com Aliansce Sonae

INDICADORES OPERACIONAIS **brMalls**

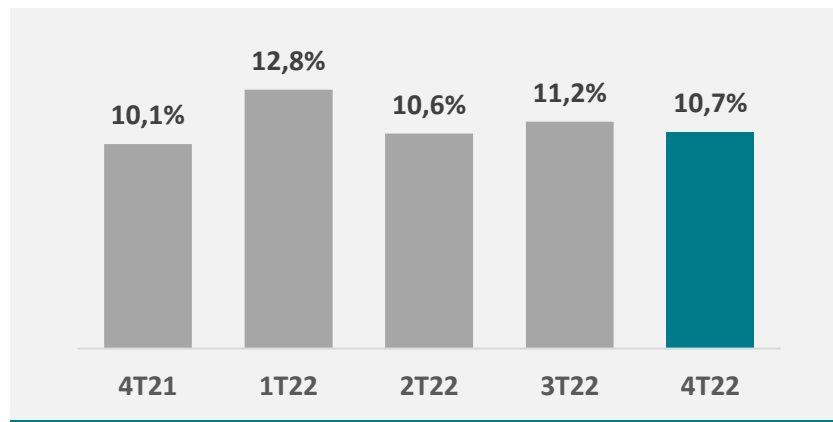
VENDAS TOTAIS (% de 2019)



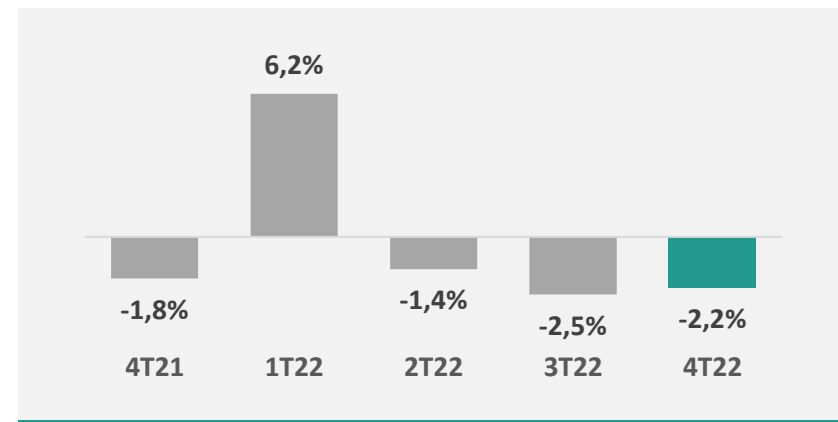
TAXA DE OCUPAÇÃO



CUSTO DE OCUPAÇÃO



INADIMPLÊNCIA LÍQUIDA



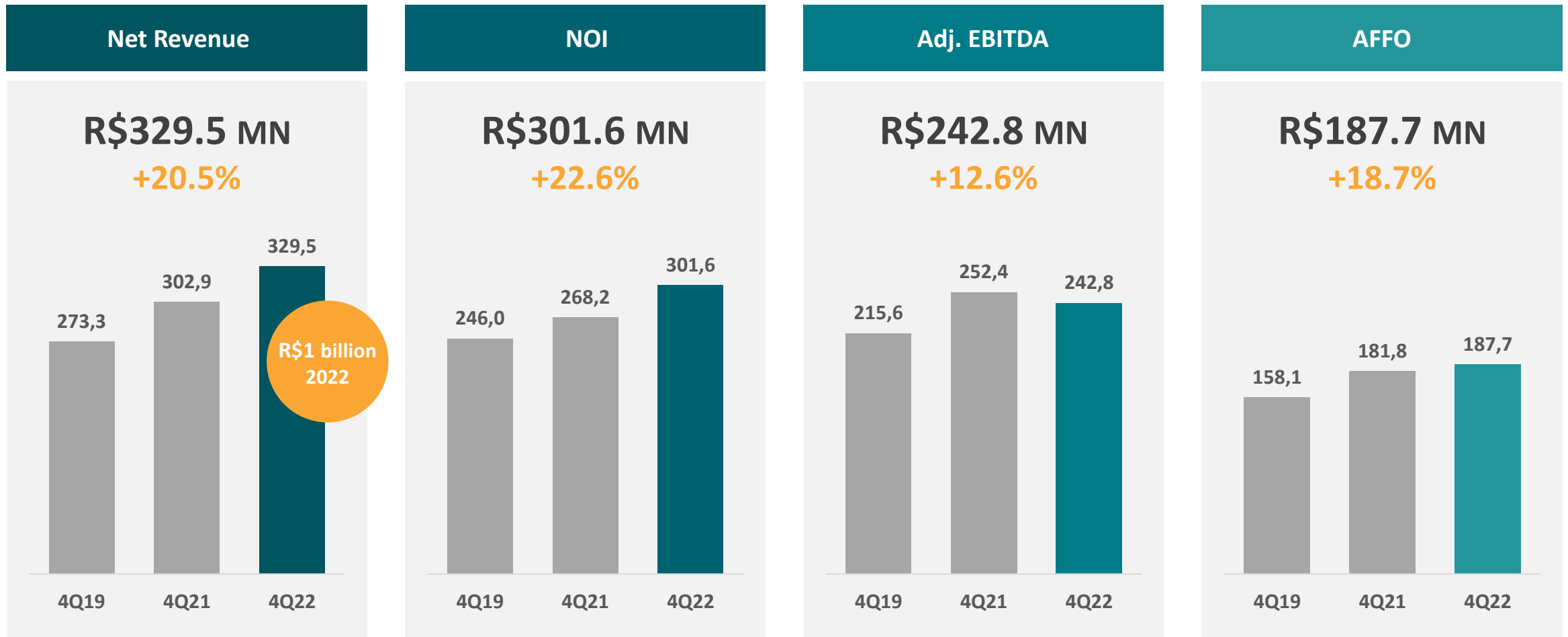
ALIANSCA
SONAE

4Q22

RESULTS
PRESENTATION



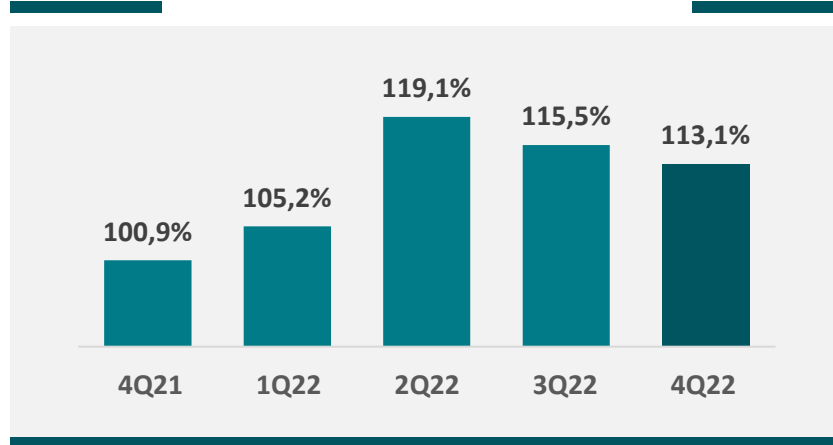
4Q22 RESULTS SNAPSHOT Aliansce Sonae



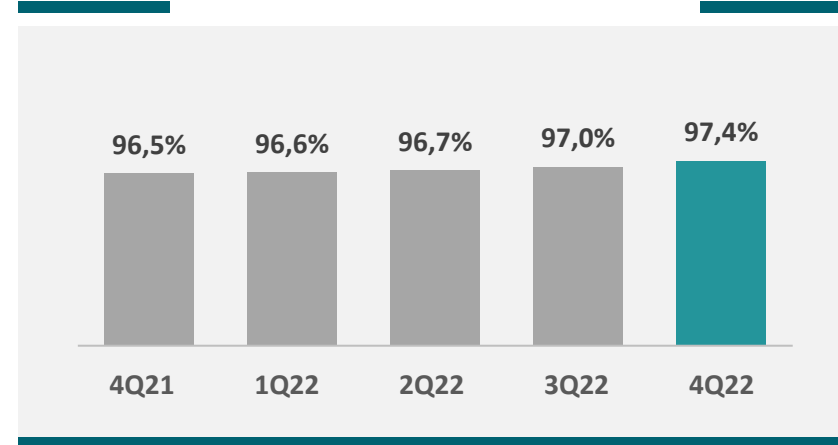
Indicators ex-straight-line rent adjustments net of taxes. Data ref. Δ%: 4Q22 vs. 4Q19

OPERATIONAL INDICATORS Aliansce Sonae

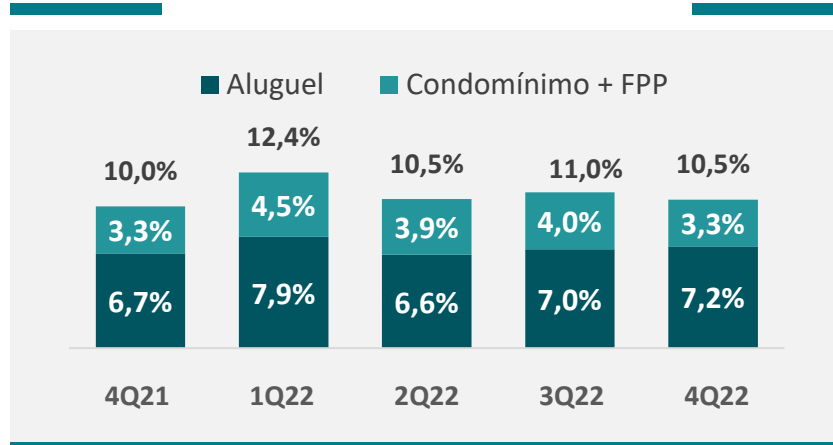
TOTAL SALES (% of 2019)



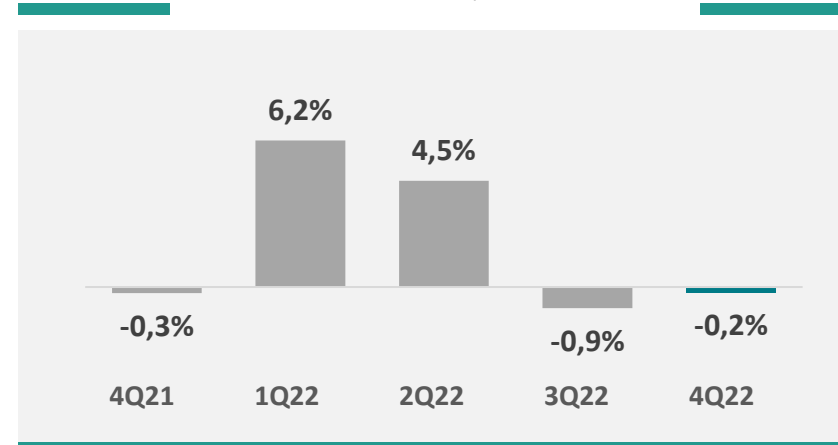
OCCUPANCY RATE



OCCUPANCY COST



NET DELINQUENCY¹



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.

ALIANSCESONAE 2022 ACHIEVEMENTS



SAP S/4HANA IMPLEMENTATION

Go Live: April, 2022

2-year project

800 people involved



ISE B3 SELECTION

Selected to compose the 18th portfolio of the Brazilian Stock Exchange Corporate Sustainability Index, ISE B3

The first and only Company in the mall sector to be part of the index



DEVELOPMENT PROJECTS

Expansion, Renovation and Redevelopment



Shopping Leblon



Carioca Shopping



Franca Shopping



Parque D. Pedro Shopping

ALIANSC
SONAE

+ brMalls

SERVING AND DELIGHTING
CUSTOMERS

EVERYDAY

NATIONAL REACH

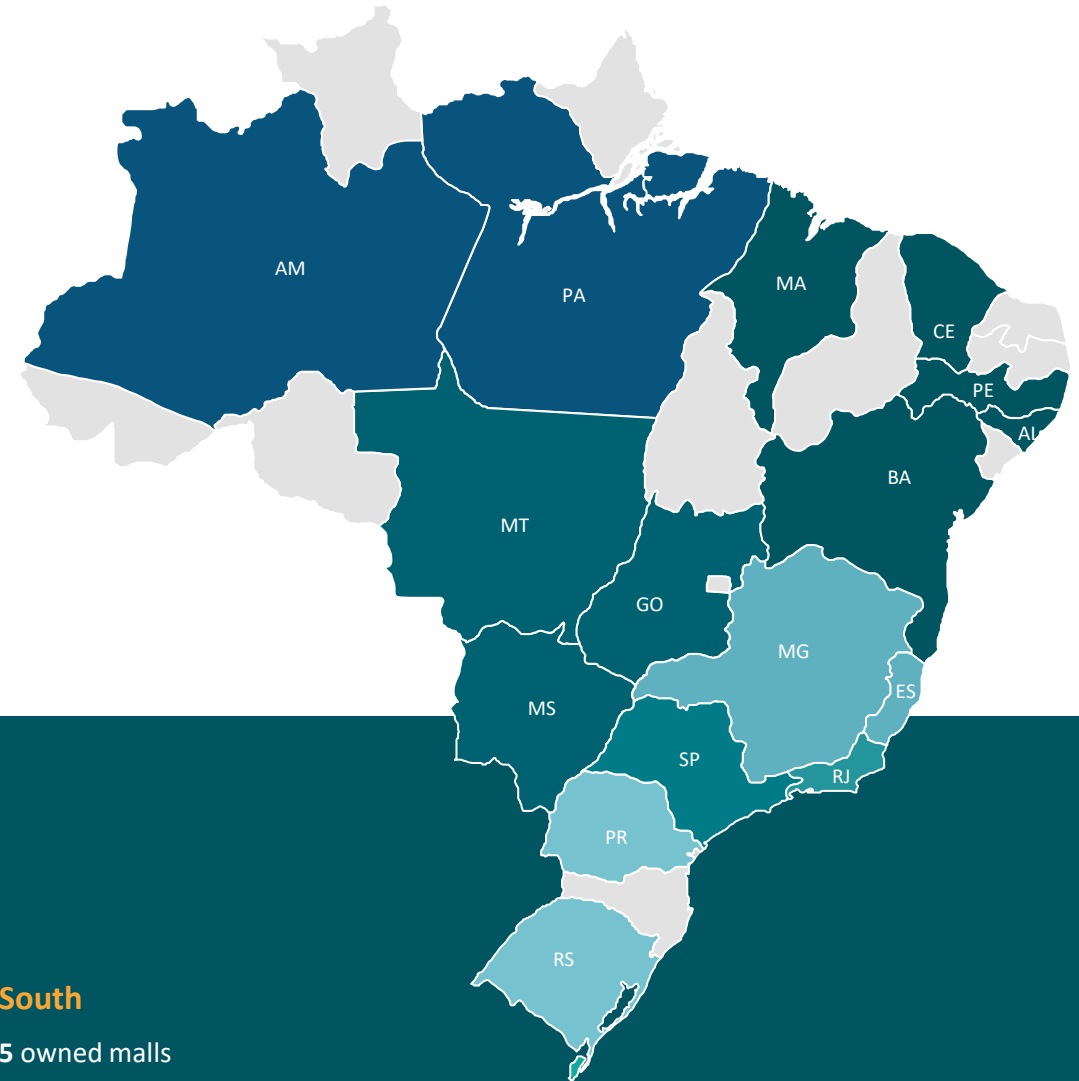
Relevant presence in the Brazilian territory, with CAPILLARITY

62
MALLS¹

2.5 million sqm
TOTAL GLA¹

+11 thousand
STORES

+60 million
VISITORS MONTH



Mid-West

5 owned malls
- managed malls

North East

6 owned malls
3 managed malls

North

4 owned malls
- managed malls

RJ

11 owned malls
2 managed malls

SP

16 owned malls
2 managed malls

South East²

6 shoppings próprios
1 managed malls

South

5 owned malls
1 managed malls

¹Owened malls and managed third-party malls

²Southeast Region excluding the states of Rio de Janeiro and São Paulo

COMMERCIAL RELEVANCE

BRAZILIAN RETAIL EXPOSURE

GROUP	ALIANSCCE SONAE + brMalls	OTHER PUBLICLY TRADED MALL COMPANIES
AREZZO & CO	145	137
GRUPO DE MODA +soma	133	93
RENNER	119	60
<i>Kopenhagen</i>	84	61
VIVARA	70	48
CENTAURO	50	22
RCHLO RIACHUELO	50	28

ALIANSCCE
SONAE + brMalls

SALES
LEVEL



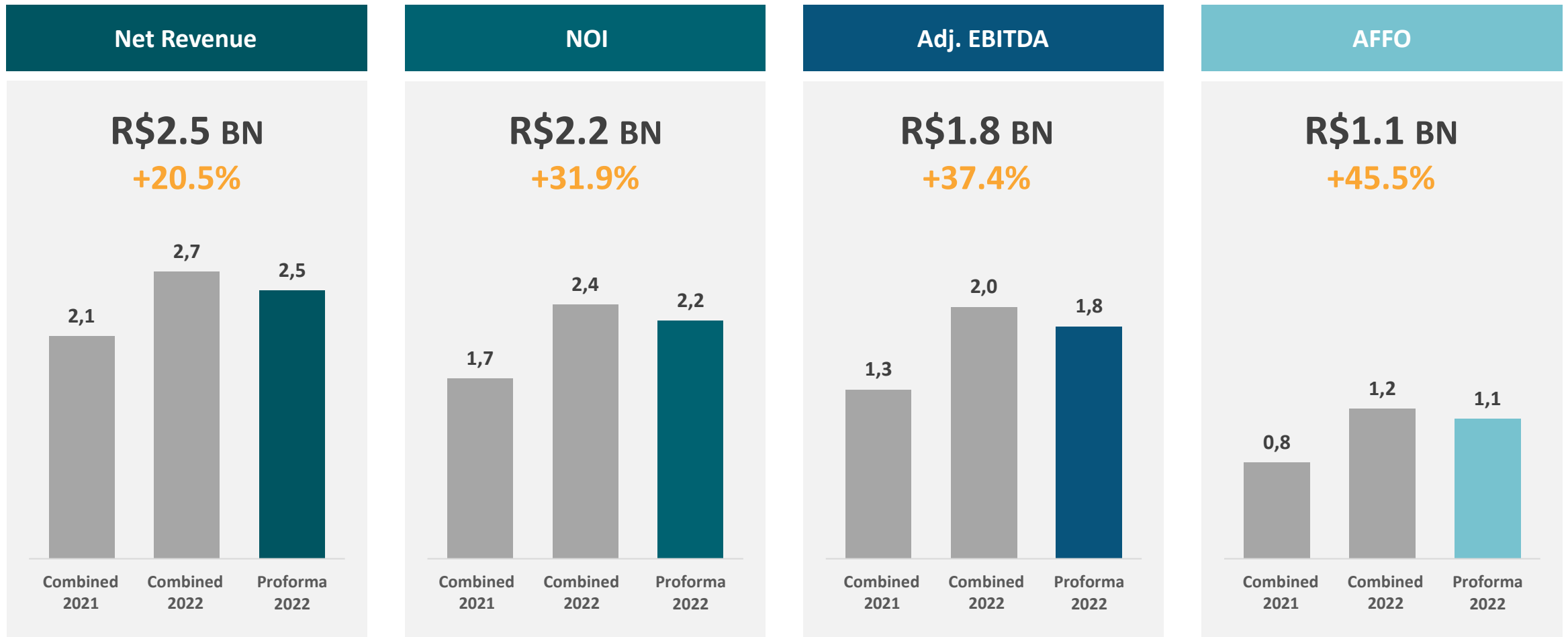
R\$40 billion

TOTAL SALES / YEAR
PORTFOLIO

#10 Malls

+ R\$1 BILLION
2022 TOTAL SALES

4Q22 RESULTS SNAPSHOT Aliansce Sonae + brMalls

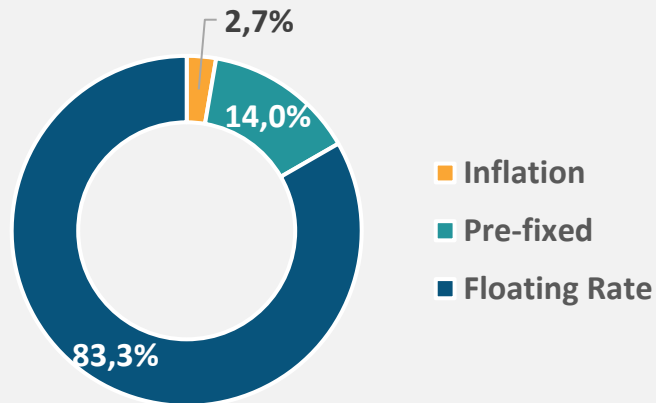


Indicators ex-straight-line rent adjustments net of taxes. Data ref. Δ%: Proforma 2022 x 2021

COMBINED DEBT PROFILE

COST OF DEBT
2022 PROFORMA
CDI + 0.87%

DEBT PROFILE



7th ISSUANCE OF DEBENTURES

Aliansca Sonae + brMalls
March 2023

R\$612 million
Raised

1st SERIES

CDI + 1.00%
Yield

5 years
Maturity

2nd SERIES

CDI + 1.20%
Yield

7 years
Maturity

10th ISSUANCE OF SIMPLE DEBENTURE

brMalls
October 2022

R\$900 million
Raised

ONE SERIE

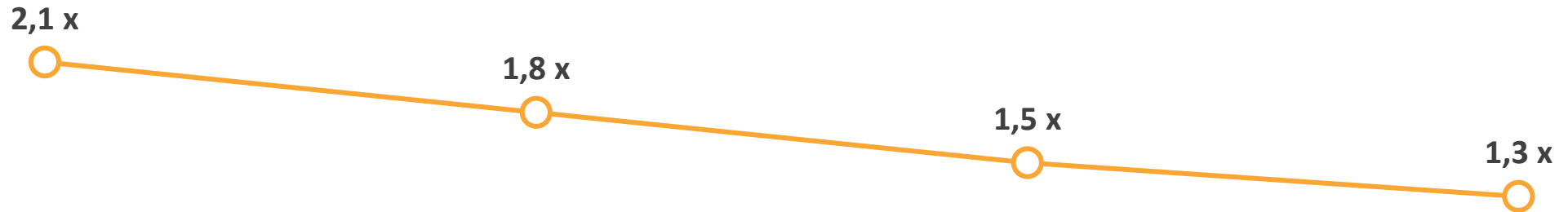
CDI + 1.30%
Yield

5 years
Maturity

¹For the calculation, the 7th Debenture Issuance was considered

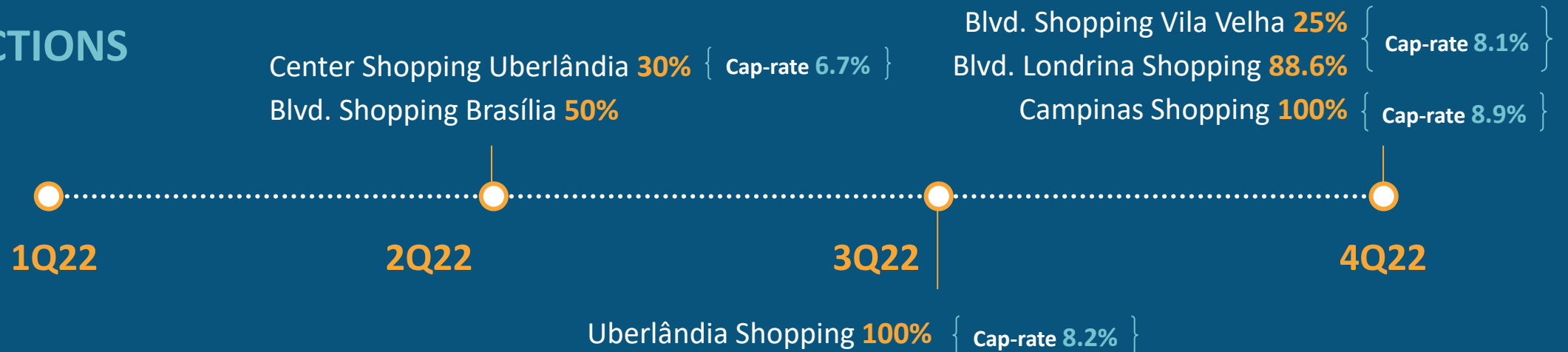
RECENT TRANSACTIONS

ALIANSCA SONAE + brMalls



LEVERAGE

M&A TRANSACTIONS



SYNERGIES

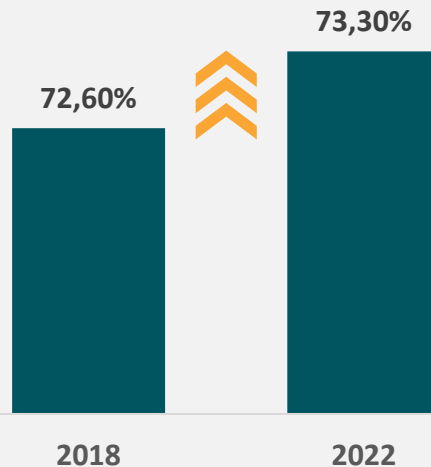
R\$56 millions
Annual synergies captured

R\$34 millions
Costs and Expenses

R\$22 millions
Revenue

SYNERGIES ALIANSCCE SONAE

Margin EBITDA



SYNERGIES ALIANSCCE SONAE + BRMALLS

R\$180-210 millions

Operational Synergies
Expected until 2028

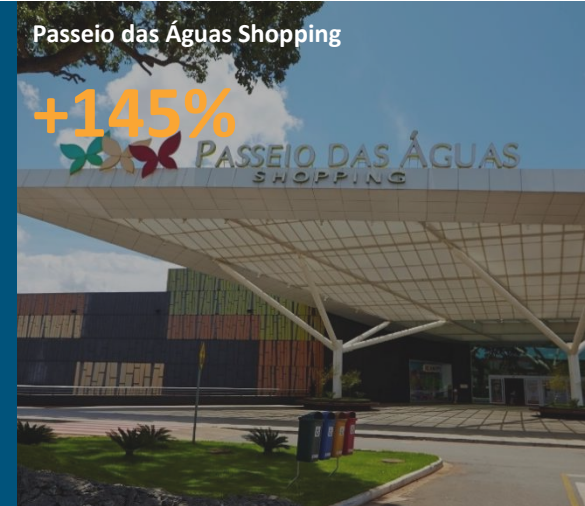


SYNERGIES

NOI GROWTH
2022 x 2018

51%
TOP 10
GROWTH

127%
DIVESTED
MALLS¹



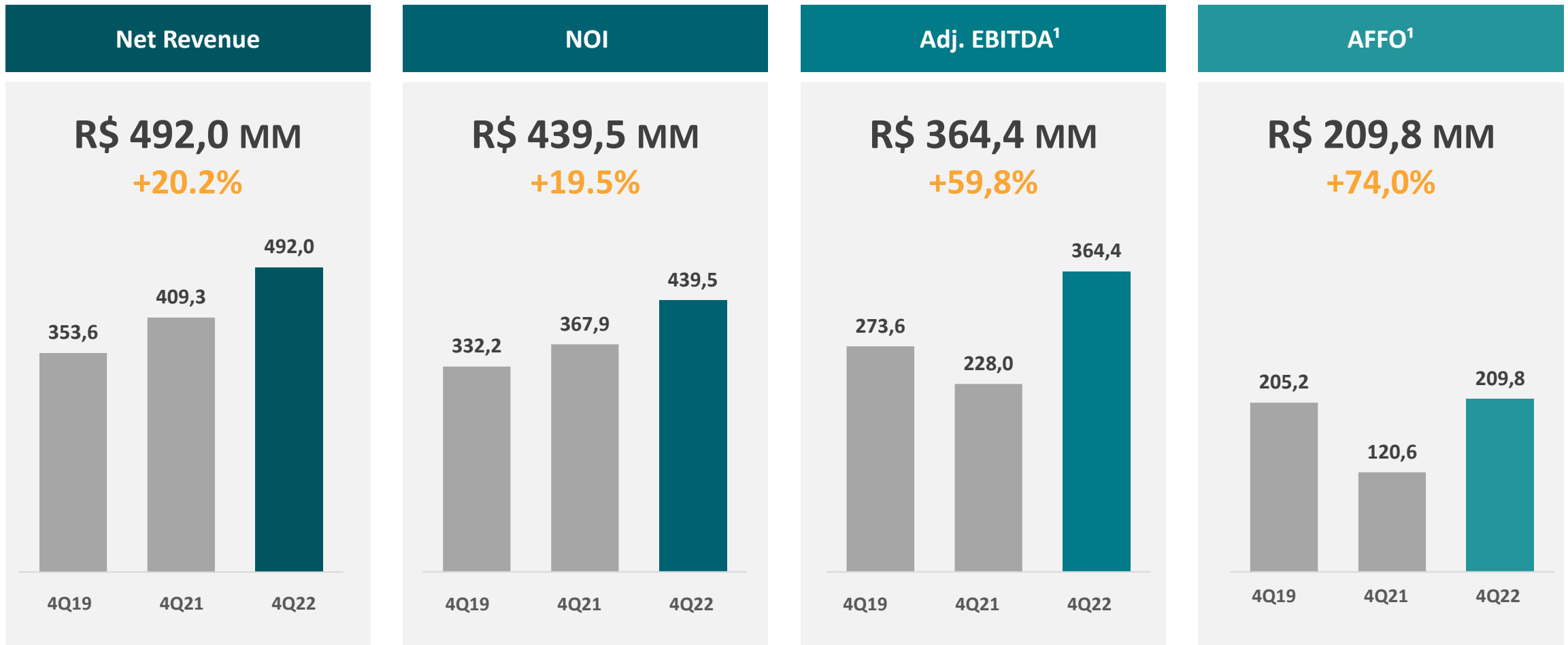
¹ Divested malls: Boulevard Shopping Brasília, Uberlândia Shopping, Boulevard Shopping Vila Velha, Boulevard Londrina Shopping

ALIANSCA
SONAE

4Q22
ANNEX



4Q22 RESULTS SNAPSHOT brMalls

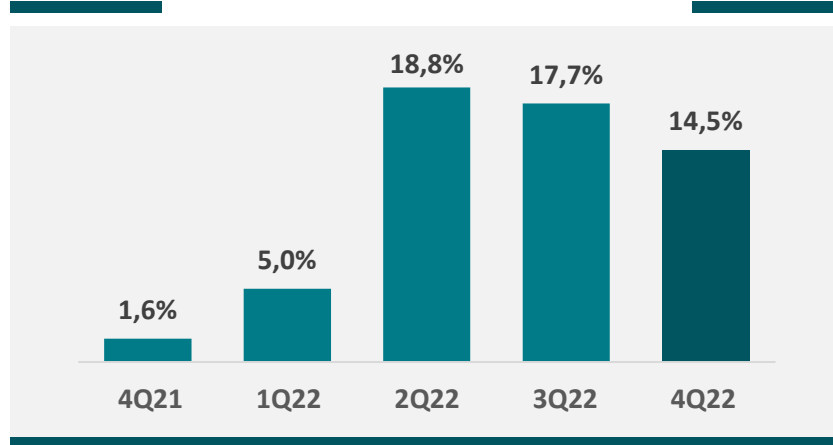


Indicator ex-straight-line rent adjustments net of taxes. Data ref. Δ%: 4Q22 vs. 4Q21

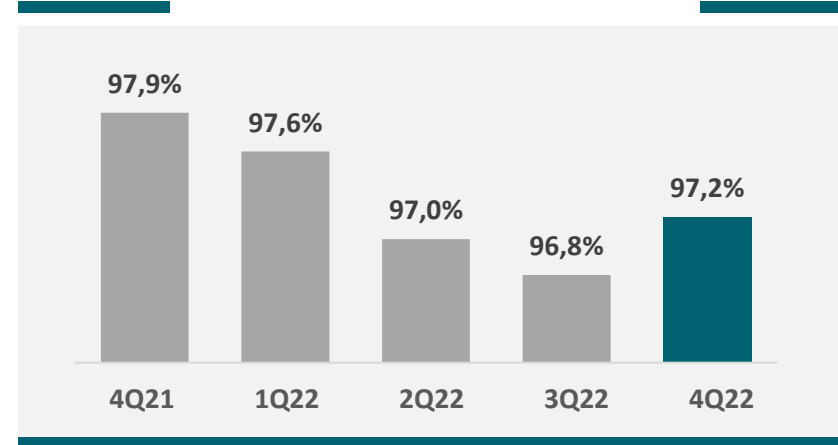
¹ Excludes non-recurring results that incorporate divestments of assets, costs and expenses related to the Business Combination with ALSO.

OPERATIONAL INDICATORS **brMalls**

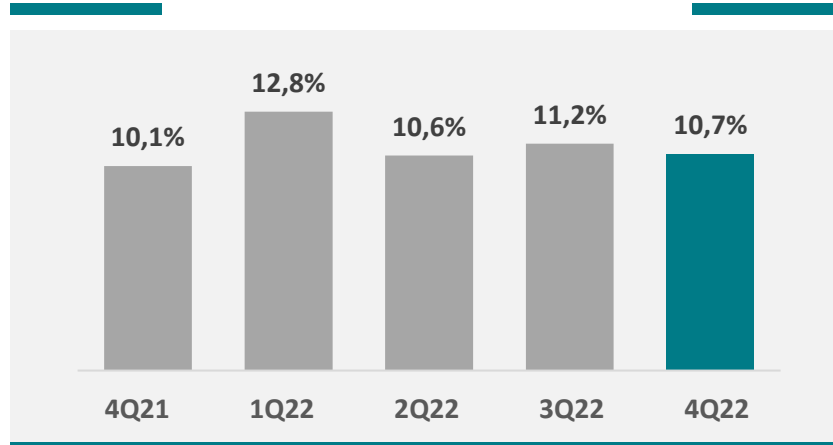
TOTAL SALES (% of 2019)



OCCUPANCY RATE



OCCUPANCY COST



NET DELINQUENCY

