



2Q19 MATERIAL
FOR DISCUSSION
VERSION 1



MALLS' SALES ACCELERATE IN 2Q19

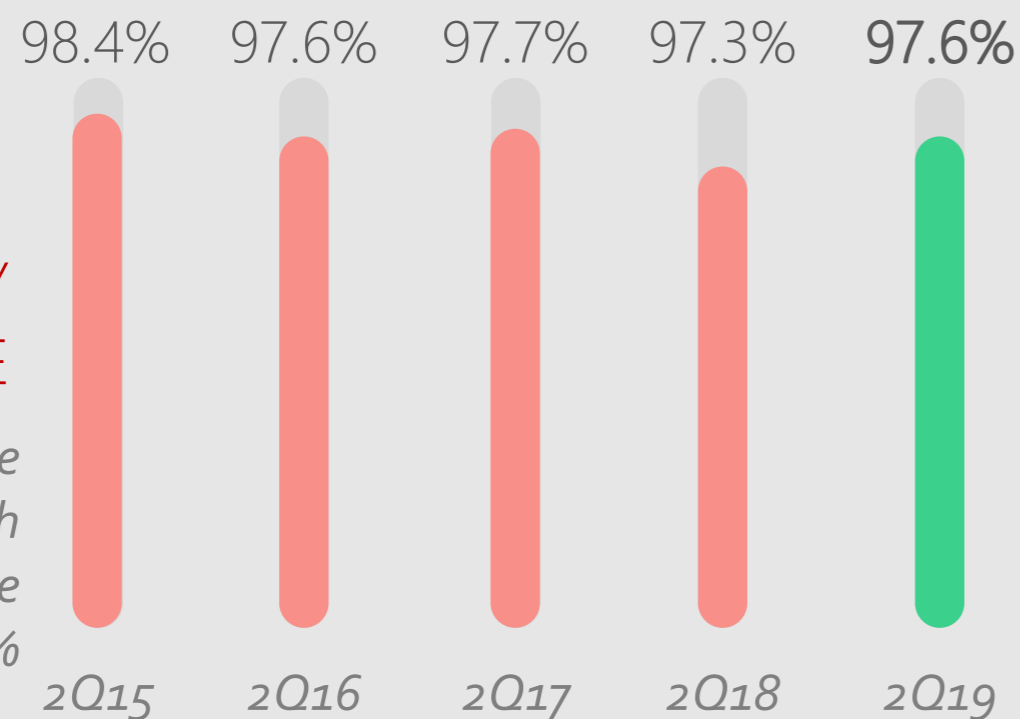
TENANTS' SALES

Stores' turnover and new assets' consolidation improved sales. New malls¹ grew sales by 13.9% in the quarter



OCCUPANCY RATE

Over half of the shopping centers with occupancy rate above 98%



SAME STORE SALES PER SEGMENT

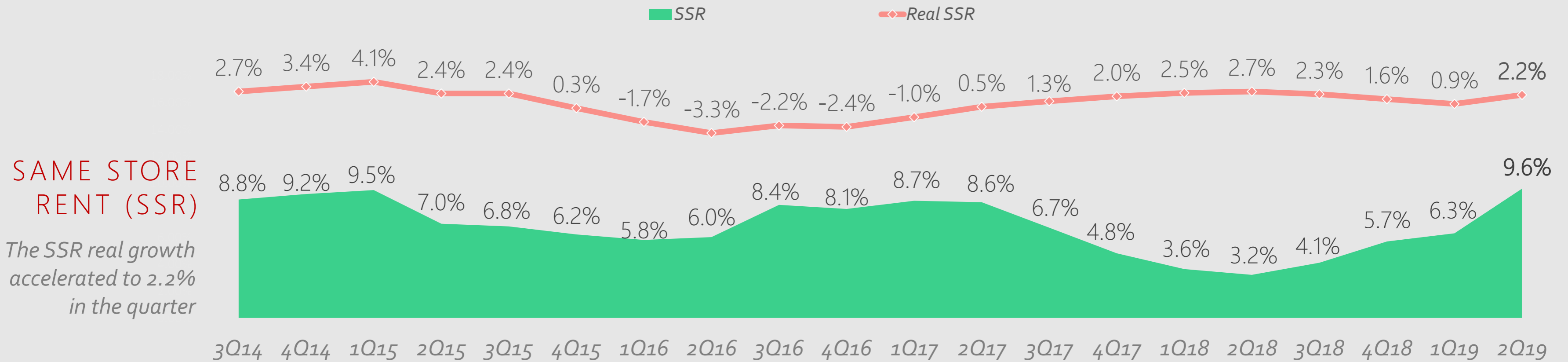
Effects from Easter, movies' releases, as well as the FIFA World Cup and the truck drivers' strike in 2018 influenced the quarters' comparison

Same Store Sales	2Q19 x 2Q18			1H19 x 1H18		
	Anchor	Satellite	Total	Anchor	Satellite	Total
🍷 Food Court & Gourmet Area	-	12.3%	12.3%	-	6.6%	6.6%
👗 Apparel	7.8%	2.8%	4.4%	6.3%	2.1%	3.4%
🏠 Home & Office	-18.2%	1.9%	-4.7%	-12.0%	2.4%	-2.2%
🛒 Miscellaneous	2.5%	7.5%	6.1%	0.1%	4.9%	3.5%
👥 Services	28.5%	20.2%	22.2%	12.4%	12.4%	13.6%
🛍️ Total	4.2%	7.6%	6.7%	2.4%	4.9%	4.3%

¹ Comprised of Jundiaí Shopping, ParkShopping Campo Grande, Village Mall, Parque Shopping Maceió, and ParkShopping Canoas.



HIGHEST SAME STORE RENT IN FIVE YEARS



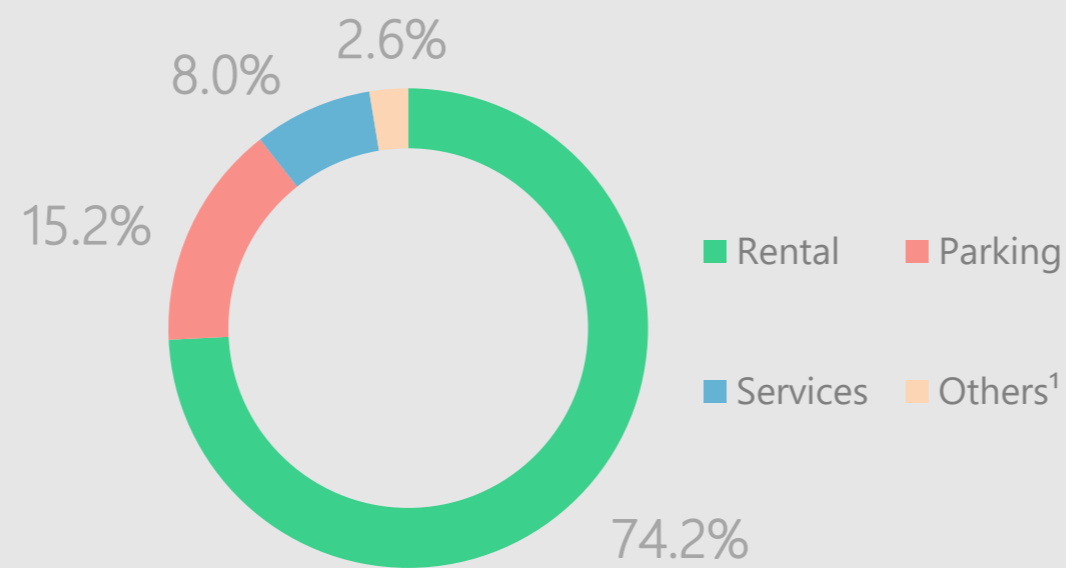
SAME STORE RENT (SSR)

The SSR real growth accelerated to 2.2% in the quarter



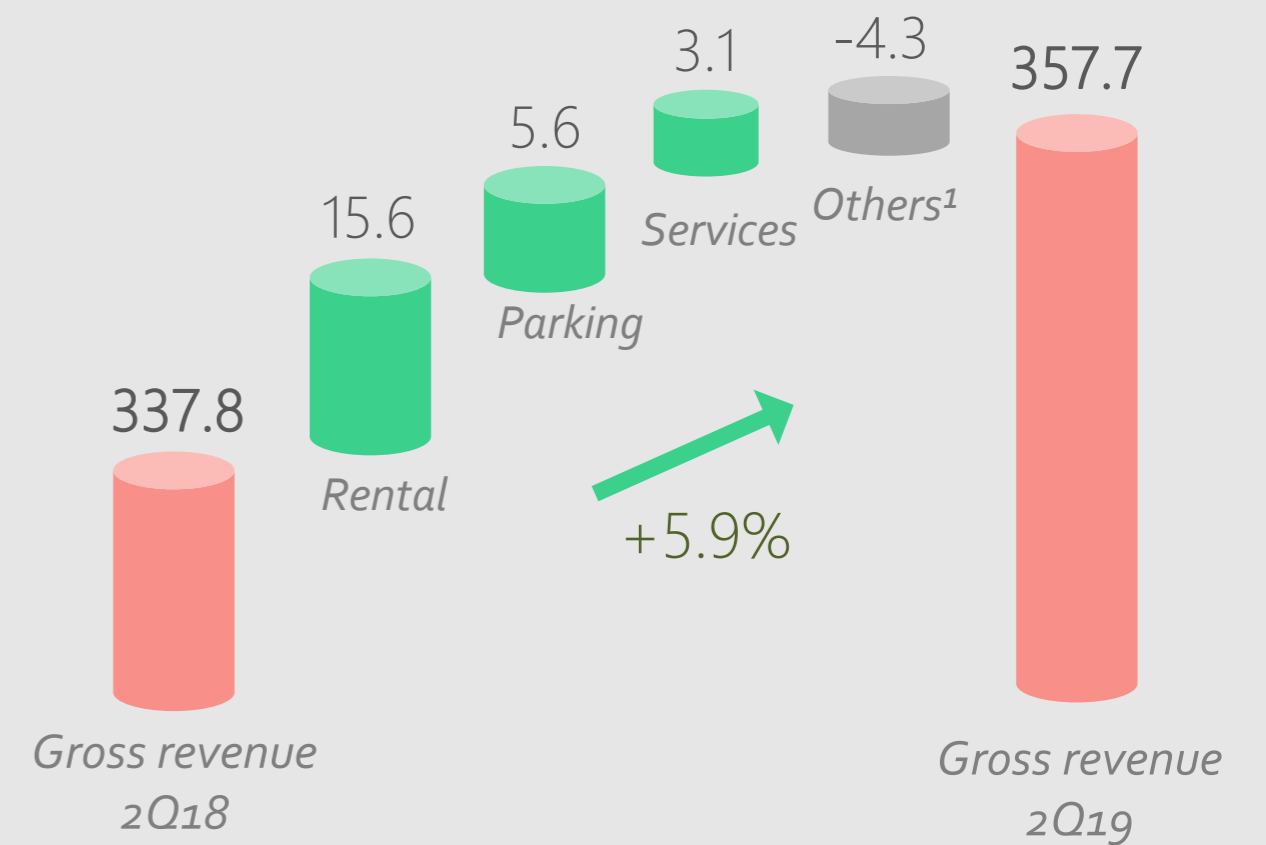
GROSS REVENUE EXPANDS 5.9% IN 2Q19

Gross revenue breakdown in 2Q19



Gross revenue growth in 2Q19 (R\$ M)

vs. 2Q18: +6.2% +11.4% +12.1% -31.4%



¹ "Others" includes key money, straight-line effect, real estate for sale and other revenues.



2Q19 FINANCIAL RESULTS

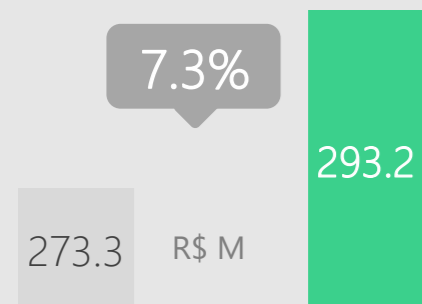
Strong results, despite the mark-to-market effect on the Phantom Stock Option Plans, which generated significant accounting differences in the variation of EBITDA, FFO, and Net Income, between 2Q18 and 2Q19

NOI
(Net Operating Income)

293 R\$ M

88.7% MARGIN

+7.3% vs. 2Q18



2Q18 2Q19

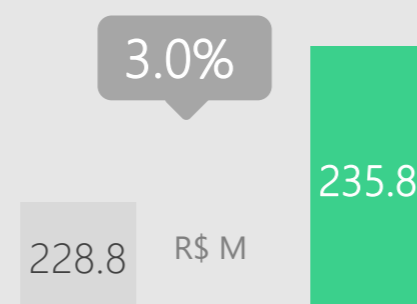
EBITDA

214 R\$ M

65.9% MARGIN

-16.8% vs. 2Q18

ADJUSTED¹



2Q18 2Q19

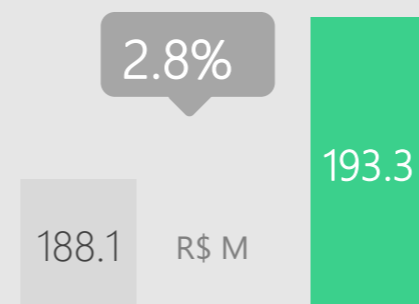
FFO
(Funds From Operations)

172 R\$ M

52.8% MARGIN

-20.8% vs. 2Q18

ADJUSTED¹



2Q18 2Q19

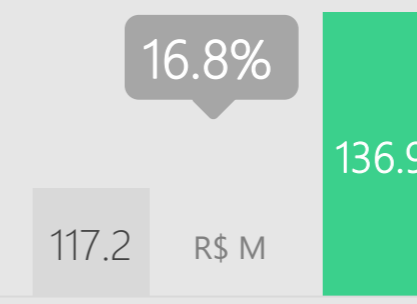
NET INCOME

115 R\$ M

35.5% MARGIN

-20.9% vs. 2Q18

ADJUSTED¹



2Q18 2Q19



¹ Does not consider share-based compensations expenses account.



INVESTMENTS ACCELERATE IN 2019

INVESTMENTS

2018

R\$304 M



+57.2%

FIRST HALF 2019

R\$478 M



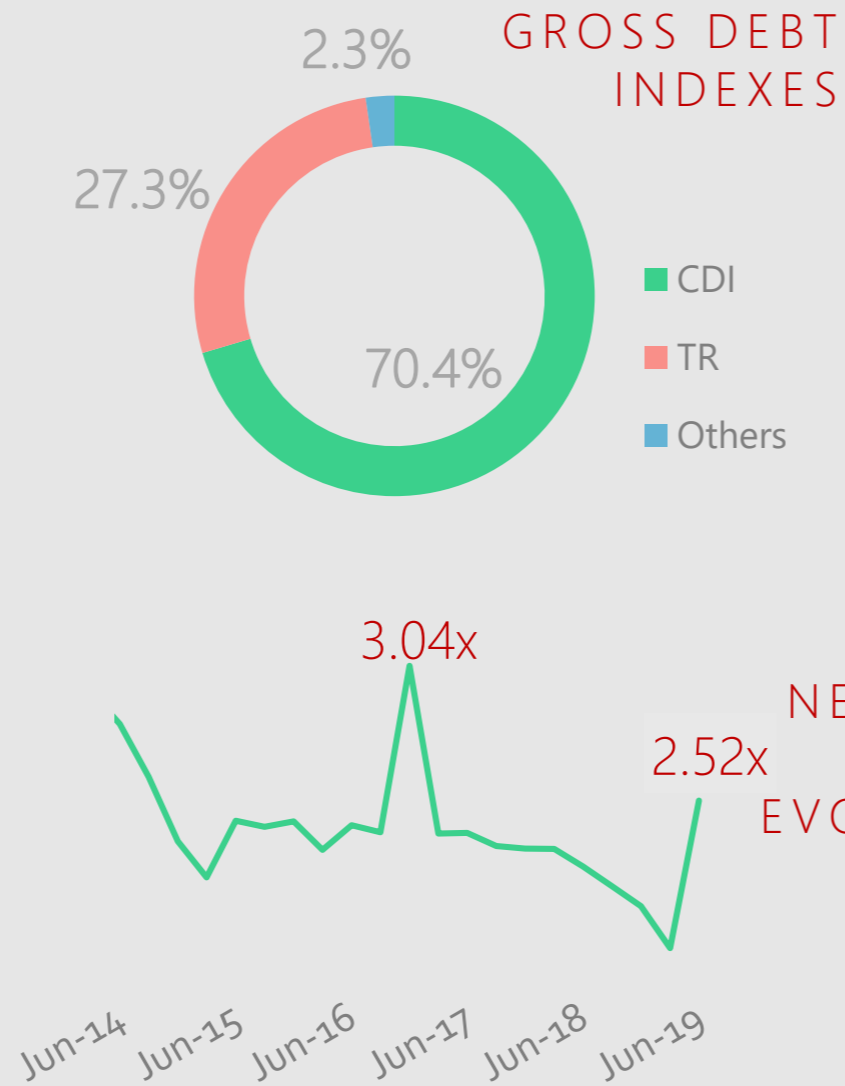
In addition to investments in the minority stake acquisition at BH Shopping, mall renovations, and the construction of Park Jacarepaguá, Multiplan paid R\$129.6 million in Interest on Capital (IoC) in 2Q19, and announced a new IoC provision of R\$ 110.0 million to be paid until 2020.



CAPITAL STRUCTURE

PREPARED FOR GROWTH

- > Gross Debt: **R\$3,193 M**
- > Average cost p.a.: 7.48%
- > Net Debt: **R\$2,271 M**
- > Net Debt / EBITDA: 2.52x
- > Fair Value of Properties¹: **R\$22,156 M**
- > Net Debt / Fair Value: 10.2%



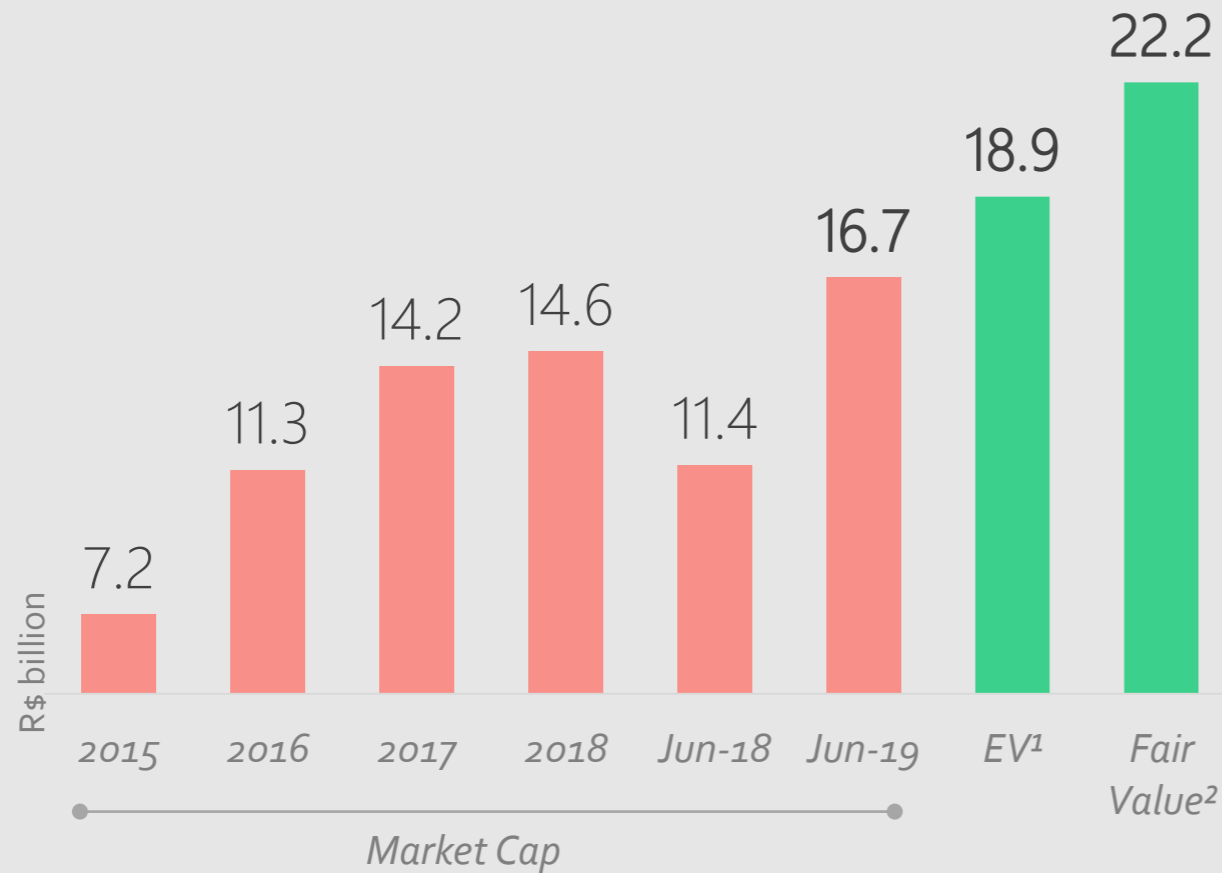
¹ Fair Value of properties calculated according to the methodology detailed in the 2Q19 Earnings Release and in the Financial Statements of June 30, 2019.



MULTIPLAN'S MARKET VALUE AND STOCK LIQUIDITY

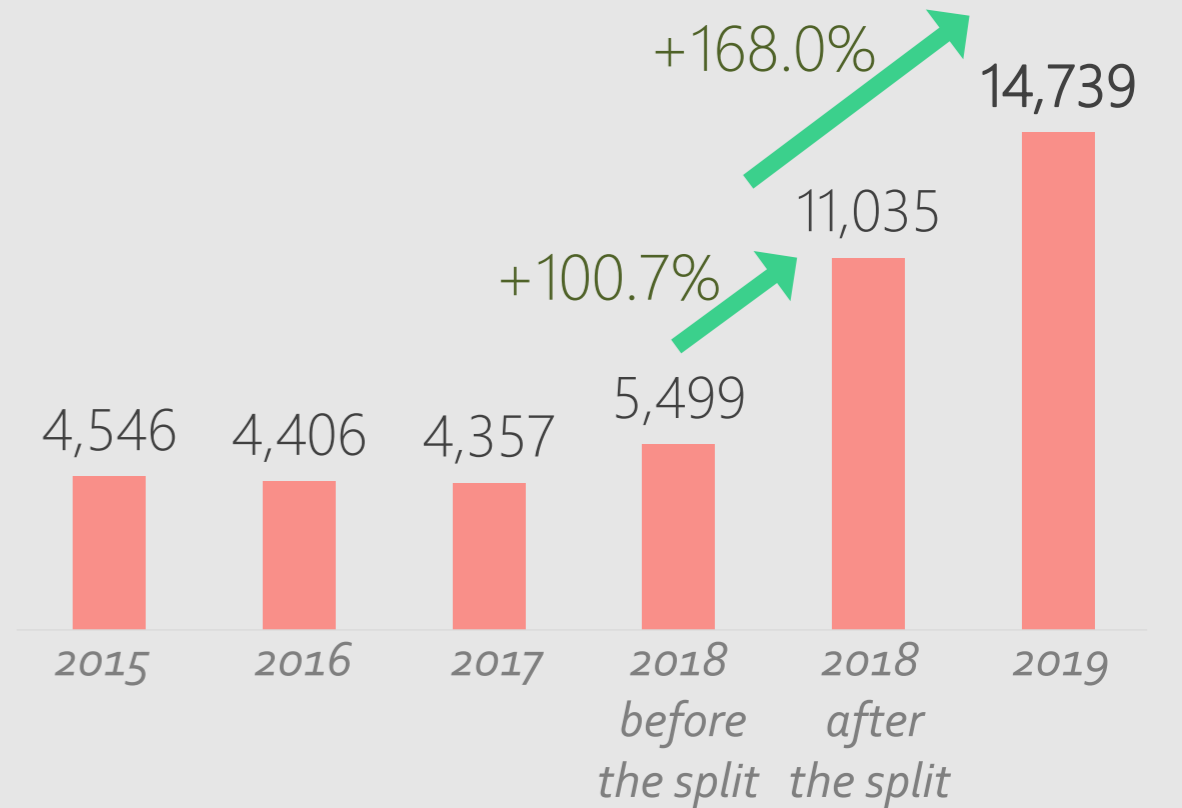
MULTIPLAN'S VALUE

Strong appreciation
of Company's value
over the years



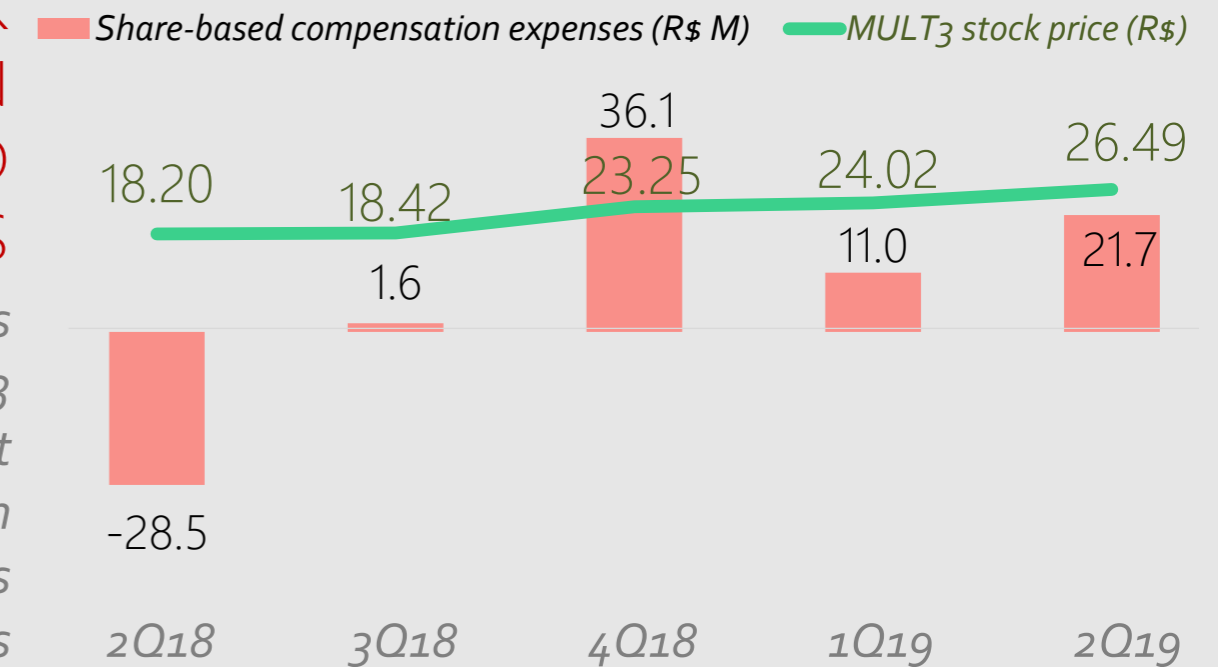
MULT3 STOCK'S AVERAGE DAILY NUMBER OF TRADES

Number of trades
increase nearly three-
fold after the stock
split in July 2018



EFFECTS OF STOCK APPRECIATION ON SHARE-BASED COMPENSATIONS

In 12 months Multiplan's
market cap increased R\$5.3
billion generating an indirect
R\$70.4 million effect on
share-based compensations
expenses



¹ Enterprise Value: market cap + net debt.

² Fair Value of Properties calculated according to the methodology detailed in the 2Q19 Earnings Release and Financial Statements as of June 30.

³ Price according to the average market price calculated by the weighted average of financial volume and number of shares from the 20 last trading days prior to the end of each period. This average is also used to mark-to-market each Phantom Stock Option Plan balance.



MANAGEMENT & INNOVATION

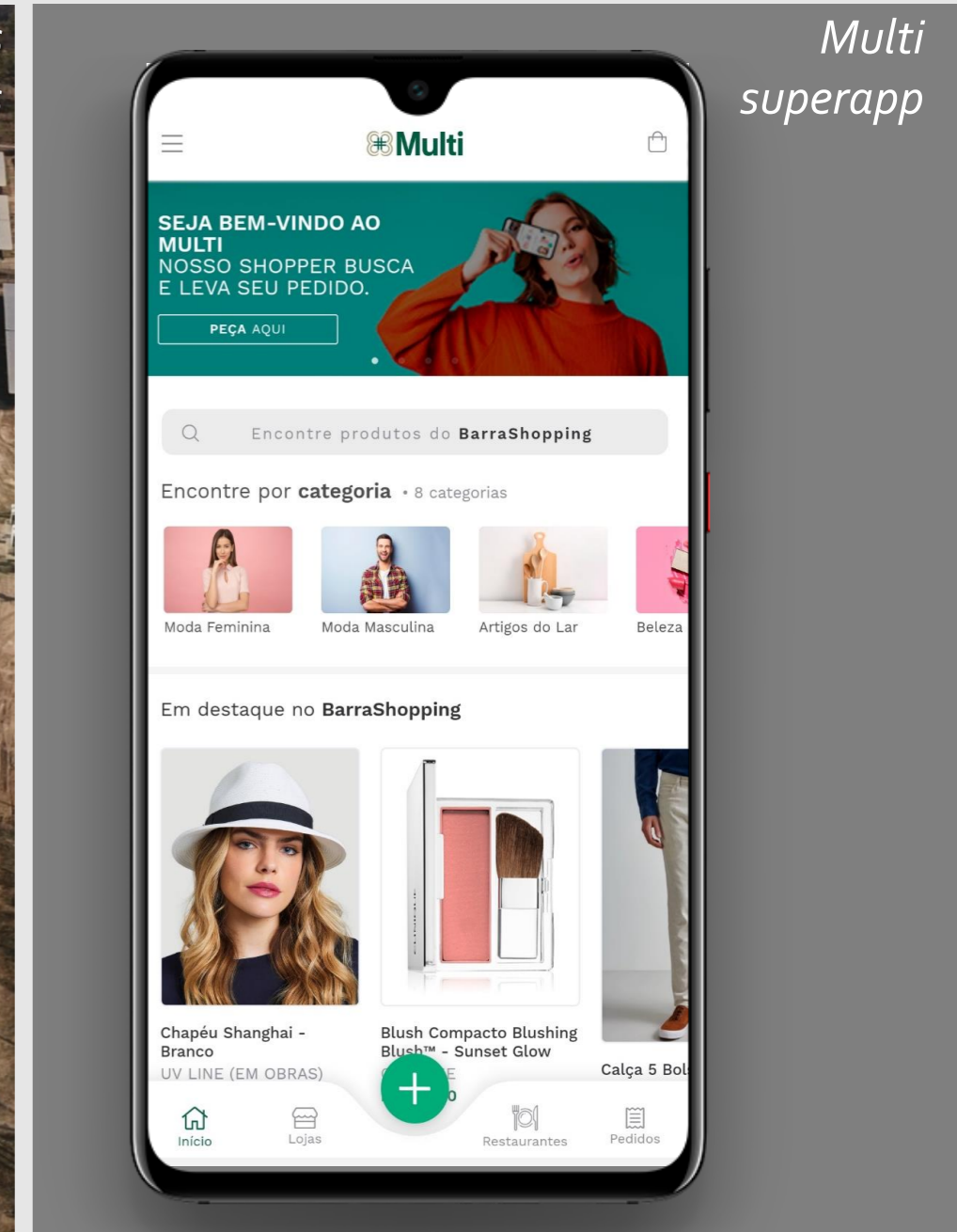
*Always focused on clients
and bringing new attractions*



*Reducing expenses in a
sustainable way*



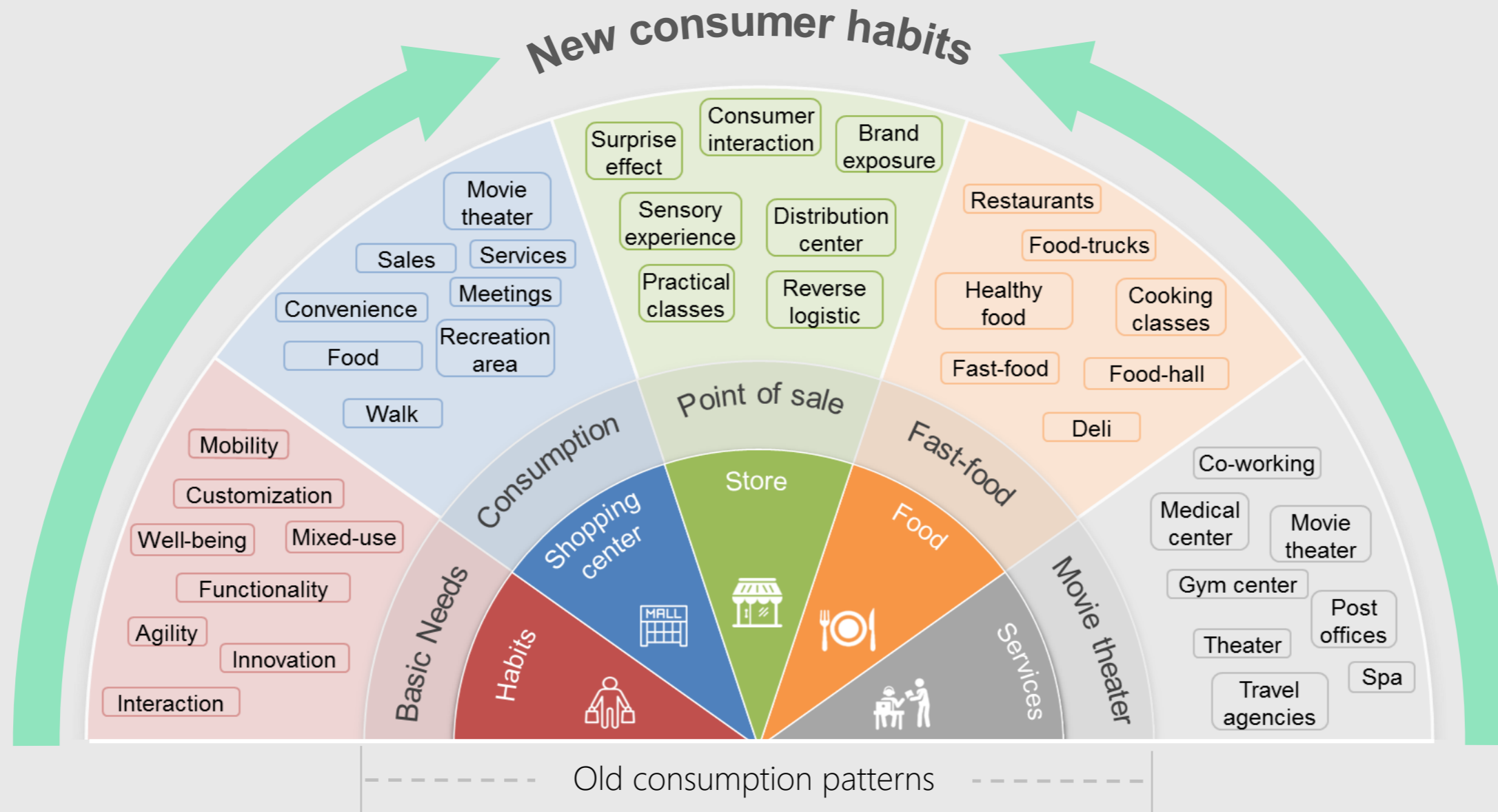
*Integrating physical and digital
experiences*





LONG-TERM VIEW IS KEY TO GROW

Stores' true value is more than its sales





MALL INDUSTRY IN BRAZIL HAS COME A LONG WAY, BUT STILL HAS A LONG WAY TO ~~GO~~ GROW

> INDUSTRY SIZE



GLA per 1,000 inhabitants

2,174 sq.m

79 sq.m

Number of malls

115,869

563

Malls¹ with more than 20,000 sq.m.

3,475

360

When considering Brazil's largest cities, penetration ratio increases to ~200/300 sq.m. per 1,000 inhabitants, still considerably lower (10x) than USA, and far from USA largest cities



MALL INDUSTRY IN BRAZIL HAS COME A LONG WAY, BUT STILL HAS A LONG WAY TO ~~GO~~ GROW

> PROFILE OF THE AVERAGE MALL



Location

Suburban areas

Central areas

Development of mixed-use projects

Recent/Seeks to
create demand

Historical/Meets
existing demands

Relationship with e-commerce

Competition

Partnership

Even though the e-commerce could produce changes to the mall industry in the future, the top assets in Brazil will benefit from quality locations, strong people flow, and diverse mix of operations, acting as an experience/interaction hub and a valuable piece of the logistics/omnichannel chain of retailers.



MALL INDUSTRY IN BRAZIL HAS COME A LONG WAY, BUT STILL HAS A LONG WAY TO ~~GO~~ GROW

> MALL MIX & CONSUMPTION HABITS



Most popular operations

Big traditional chains

Local specialty stores

Largest store operators

Department stores

Entertainment areas

What drives clients

Consumption

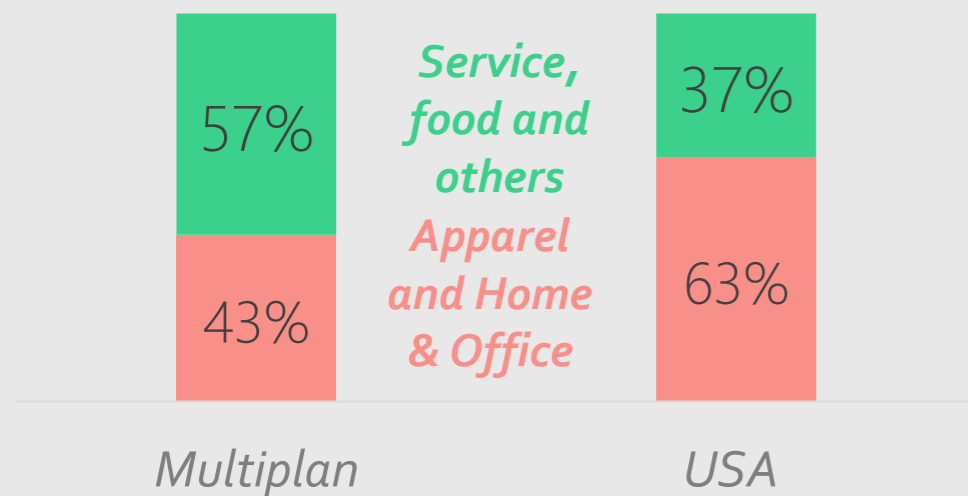
Experience

Services/entertainment stores produce rents as high as most "consumption driven" operations

NOT TO BE FORGOTTEN...

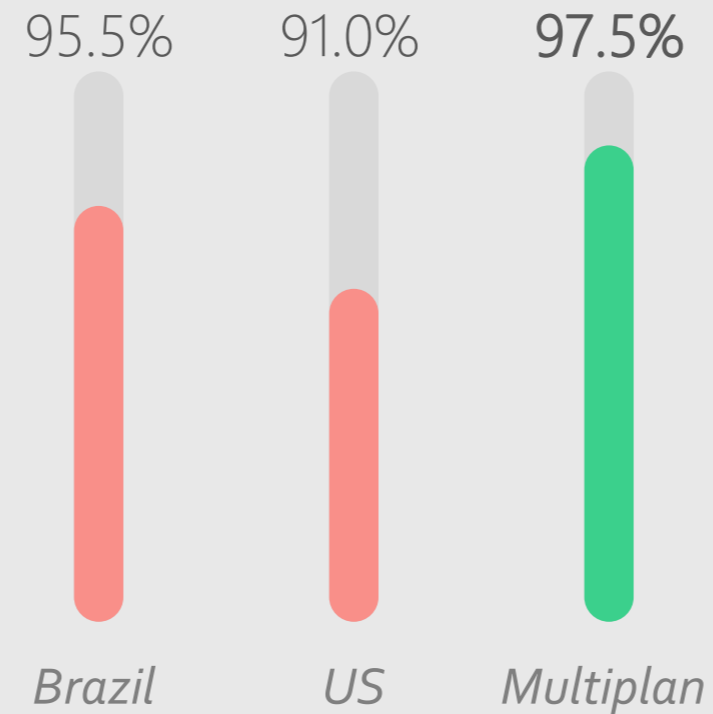
72%¹ of visitors go to malls in Brazil for experiences beyond shopping

STORE SEGMENT GLA DISTRIBUTION²



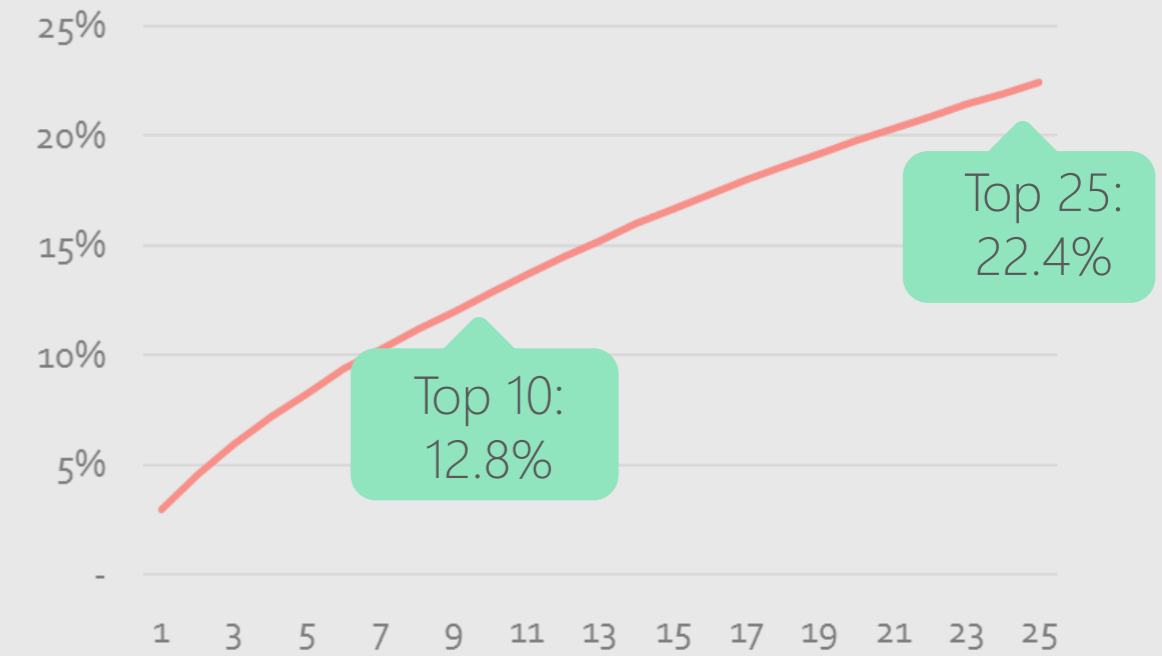
Brazil needs more well located quality malls

OCCUPANCY RATE³



Diversified tenants = Less risk

TOP RETAIL CHAINS – 2018



1. Abrasce (2016).

2. Multiplan (2018) and USA (ICSC - 2017). "Others" includes services, food court & gourmet area and miscellaneous.

3. Multiplan – 2018; Abrasce – December 2018 Market Monitoring and ICSC – December 2018 - U.S., Operations Benchmarks, Occupancy Rates, Total Malls

NOT TO BE FORGOTTEN...



*Landbank is
our oxygen*

-  **820,519 sq.m** of private area to be developed
-  **150,000 sq.m.** of potential in GLA for expansions
-  **New greenfield** – Park Jacarepaguá – under construction



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