



## 3Q14 EARNINGS RELEASE

November 12, 2014

## High quality and diversified Portfolio

- ✓ 19 shopping malls in operation
- ✓ 446.2 thousand sqm of owned GLA – 41.1% with less than 5 years of operation
- ✓ 32 malls under management and planning
- ✓ Presence in all regions

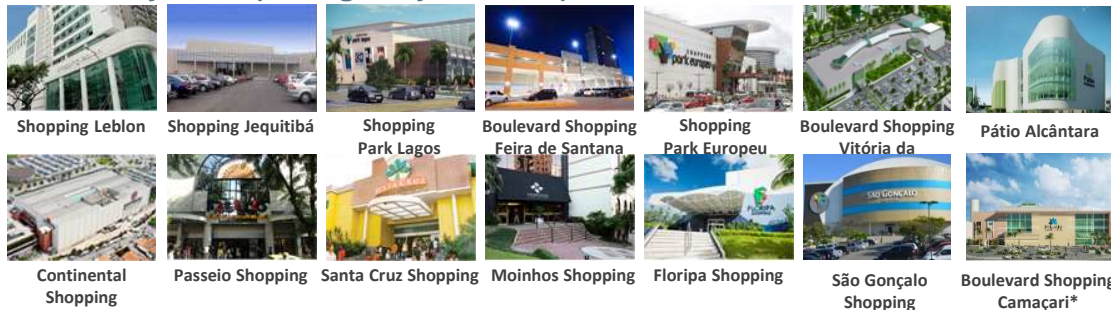
### Mature Assets (Malls with more than 5 years of operating history)



### New Generation Assets (Malls with less than 5 years of operating history)



### Third Party Malls (Managed by Aliansce)

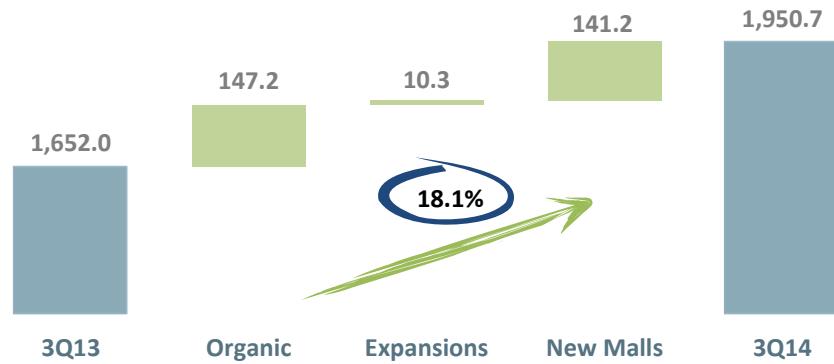


\*Under Development



## Operating Highlights

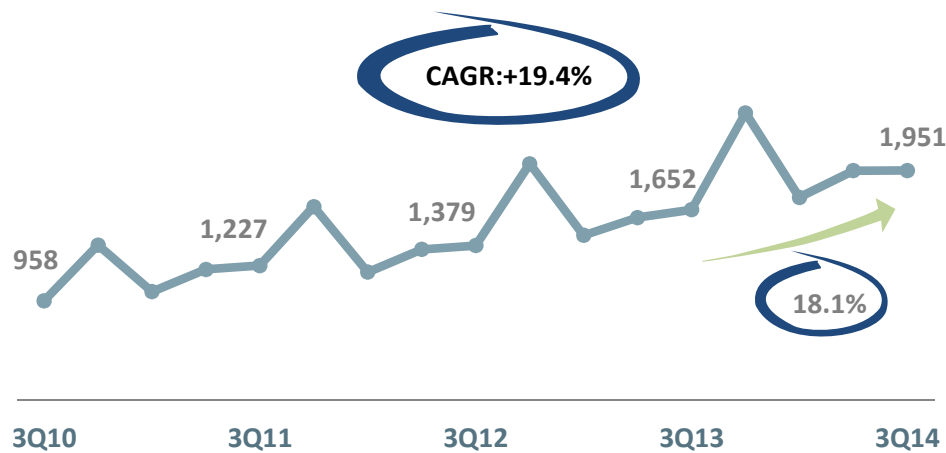
Sales Evolution (R\$ millions)



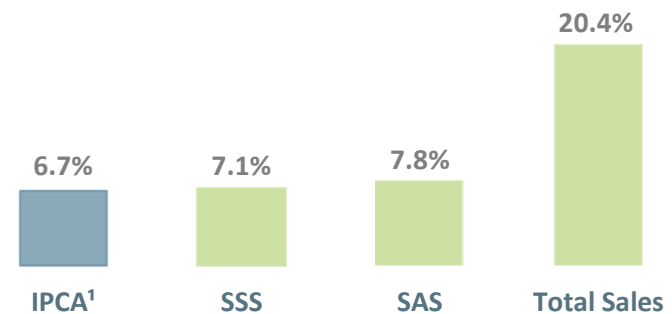
SSS and SAS Growth – (YoY%)

Indicators	3Q14	3Q14 Ex-Via Parque	3Q14 Ex-July
SAS	5.3%	6.6%	7.3%
SSS	4.7%	6.0%	4.7%

Sales (R\$ millions)



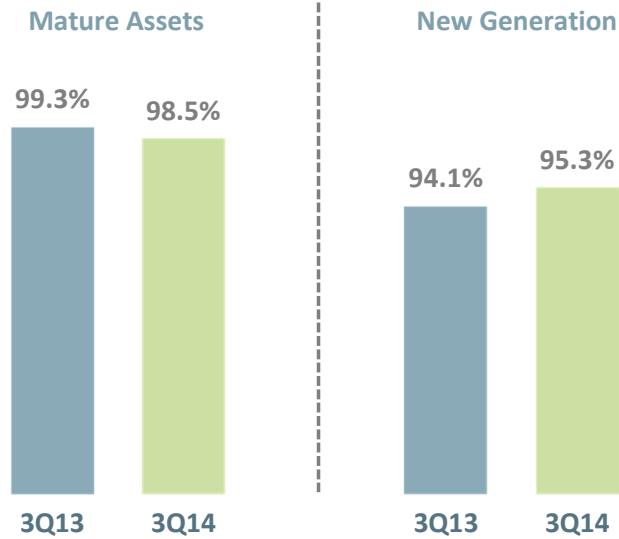
Sales Growth 9M14/9M13



<sup>1</sup>Source: <http://www.portalbrasil.net/ipca.htm>

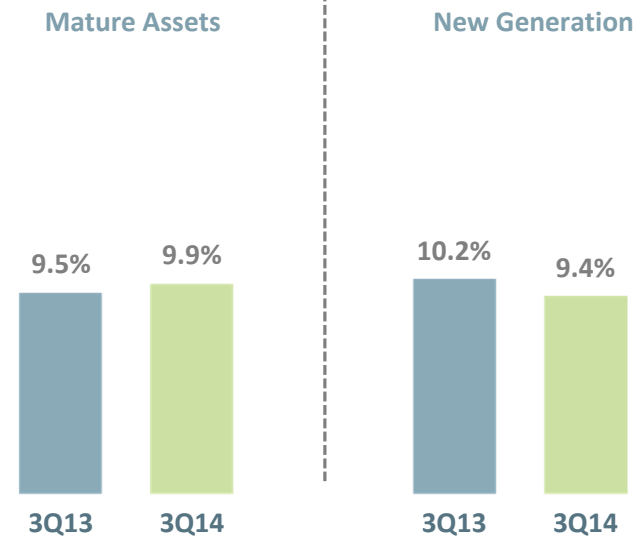
## Operating Highlights

Occupancy Rate (%)



Occupancy Rate of 97.2% in 3Q14

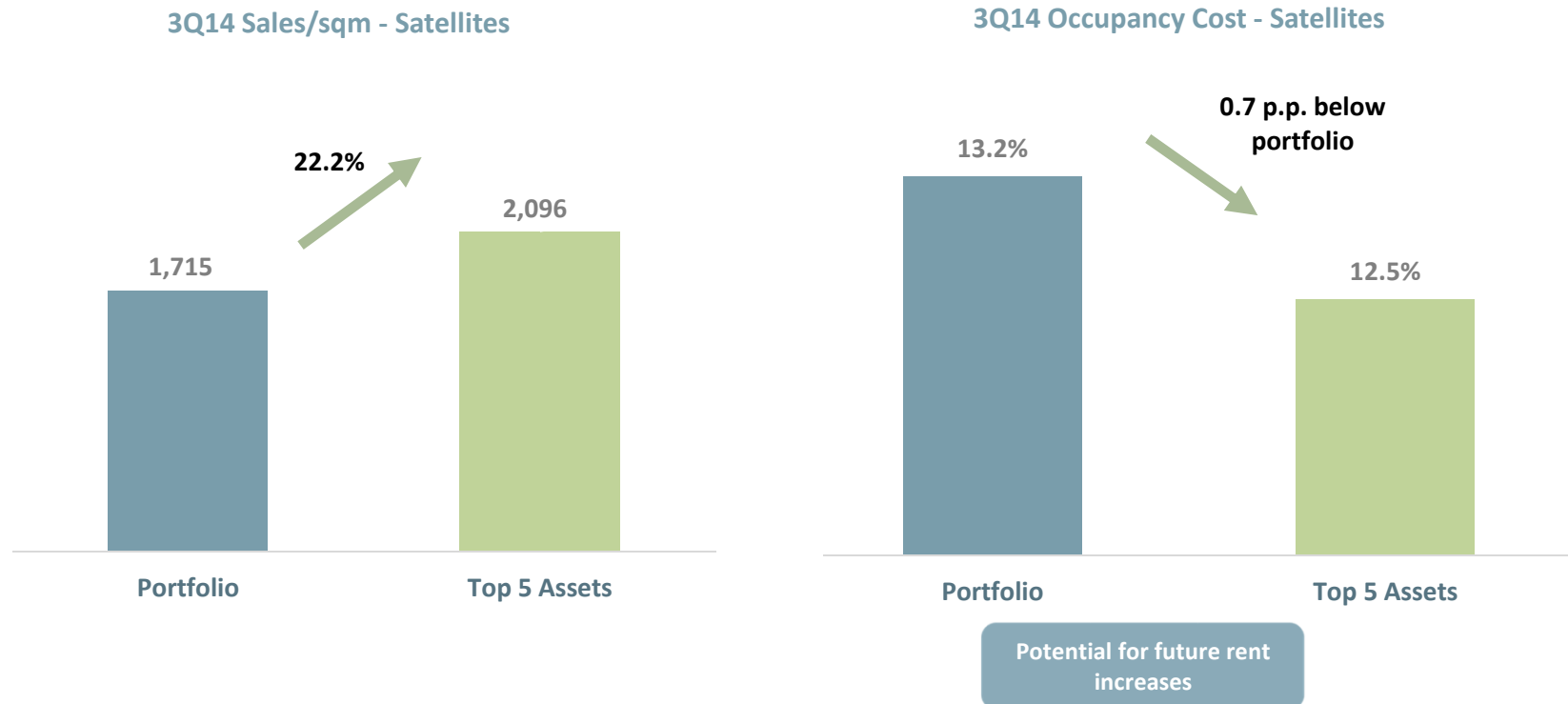
Occupancy Cost (% of sales)



Occupancy Cost of 9.8% in 3Q14

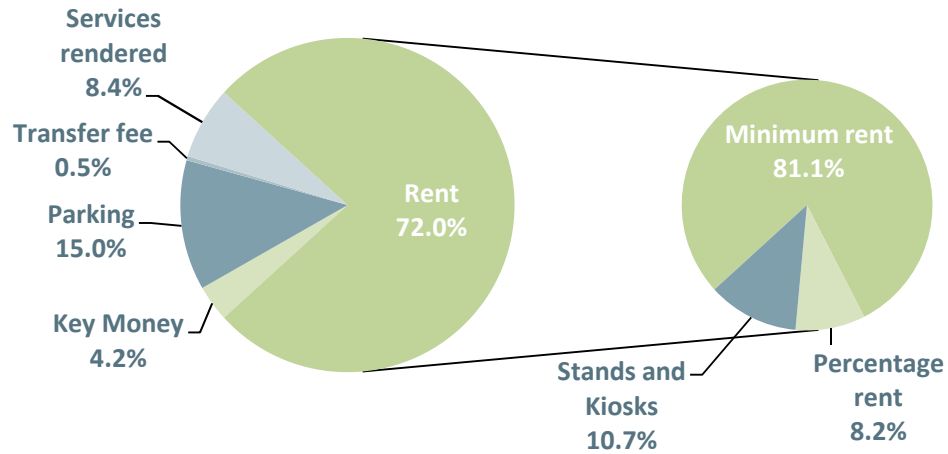
**Five assets representing 60% of Aliansce’s 3Q14 NOI**

- Iguatemi Salvador, Boulevard Belém, Bangu Shopping, Boulevard Belo Horizonte and Shopping Taboão
- Satellites Sales per sqm of R\$ 2,096
- Mature assets – average age of 14 years
- Satellites Occupancy Cost of 12.5%, 0.7 pp below the average for the portfolio

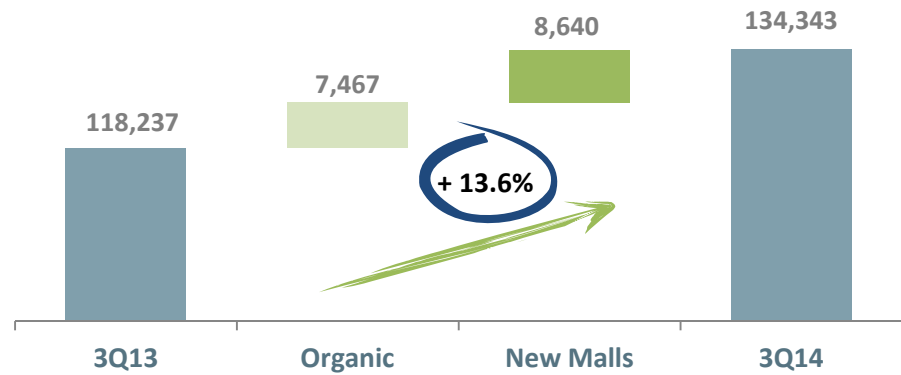


## Financial Highlights

Gross Revenues Breakdown - 3Q14

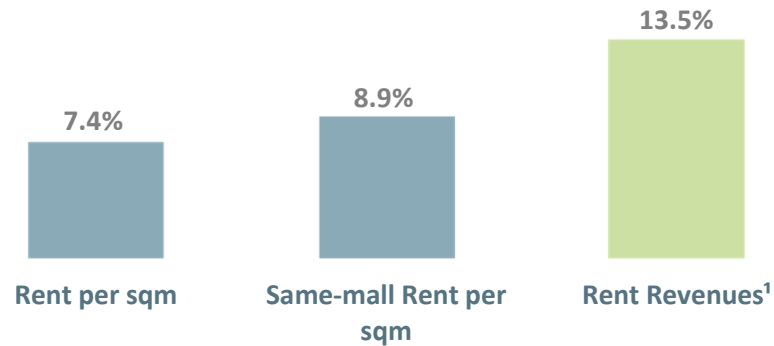


Gross Revenues (R\$ thousands)



## Financial Highlights

Rent Revenues – 3Q14/3Q13

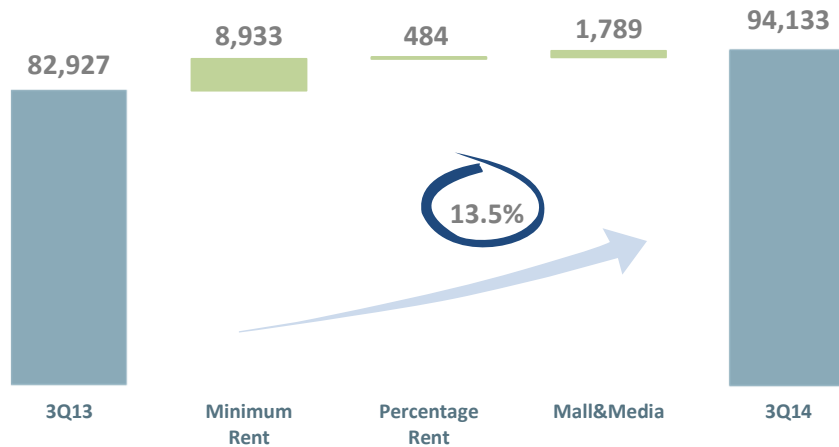


¹Excludes straight line rent adjustment

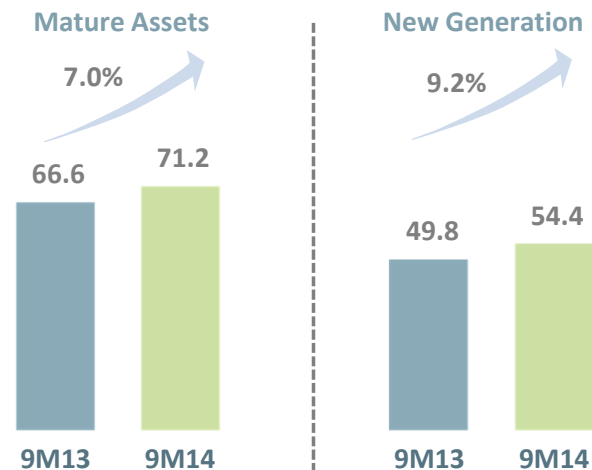
SSR and SAR Growth – (YoY%)

Indicators	3Q14	3Q14 Ex-Via Parque	3Q14 Ex-July
SAR	6.0%	6.3%	6.9%
SSR	5.7%	5.9%	6.7%

Rent Revenues Evolution (R\$ thousands)



SSR (R\$/sqm)\*

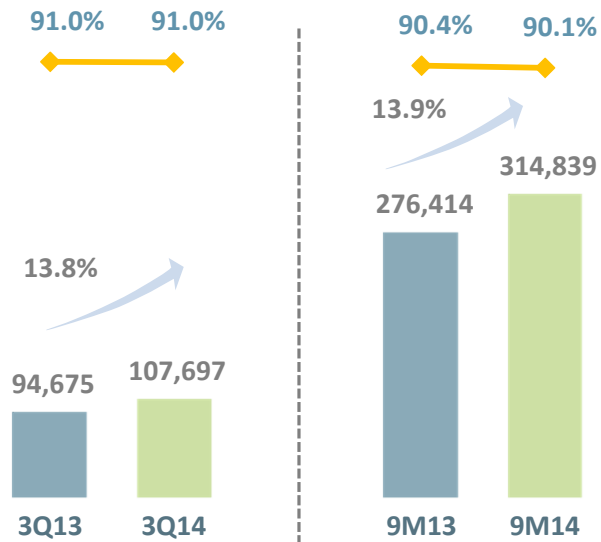


\* Monthly average

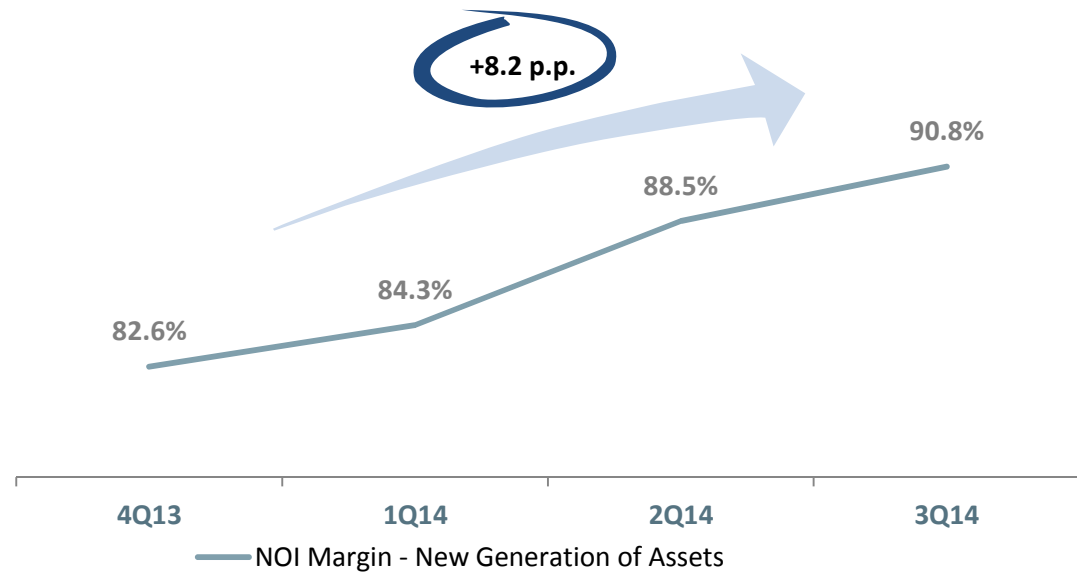
## Financial Highlights

NOI (R\$ thousands) and NOI Margin (%)

- NOI growth of 13.8% in 3Q14 and 13.9% in 9M14
- Same mall NOI growth of 8.3% in 3Q14 and 8.8% in 9M14
- New Generation NOI margin grew 8.2 p.p. since 4Q13



NOI Margin - New Generation of Assets

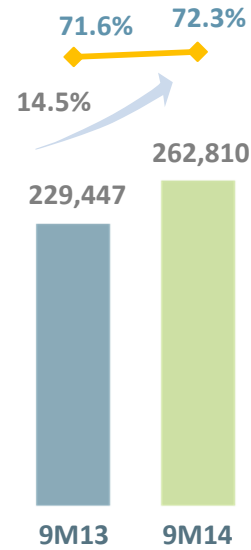
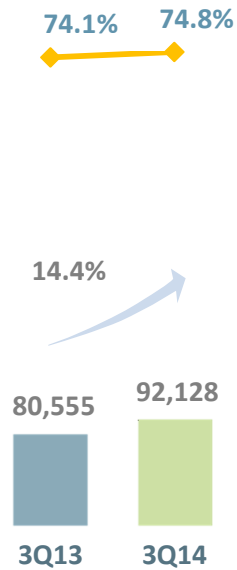




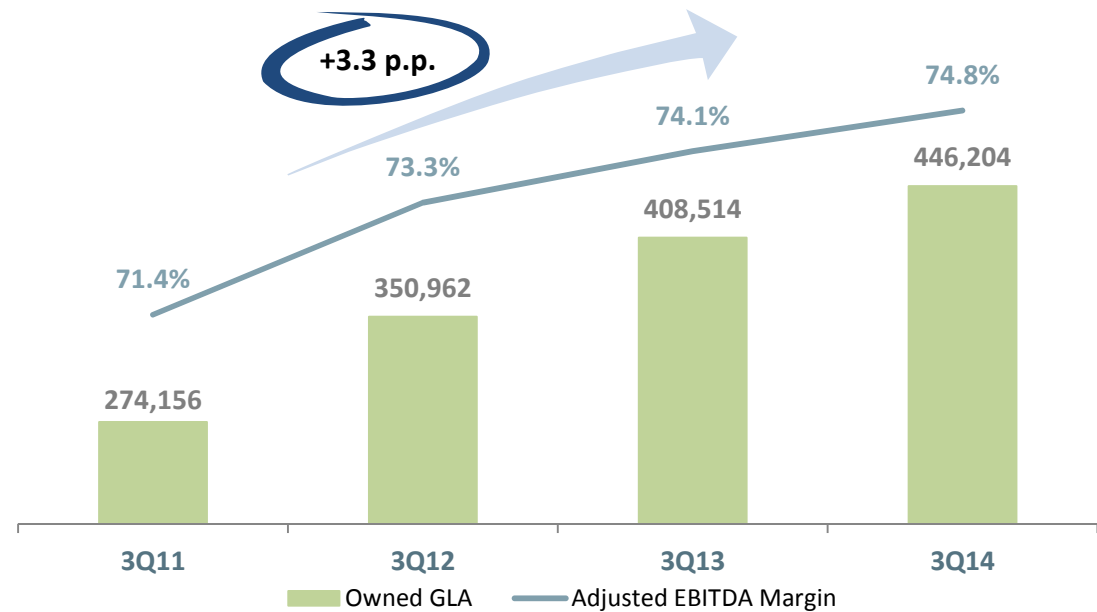
## Financial Highlights

### Adjusted EBITDA (R\$ thousands) and EBITDA Margin<sup>1</sup> (%)

- Adjusted EBITDA of R\$92.1 million in 3Q14, 14.4% growth compared to 3Q13
- Adjusted EBITDA margin was 74.8% in 3Q14, an all time high figure
- EBITDA margin increased 3.3 p.p. in the last 3 years



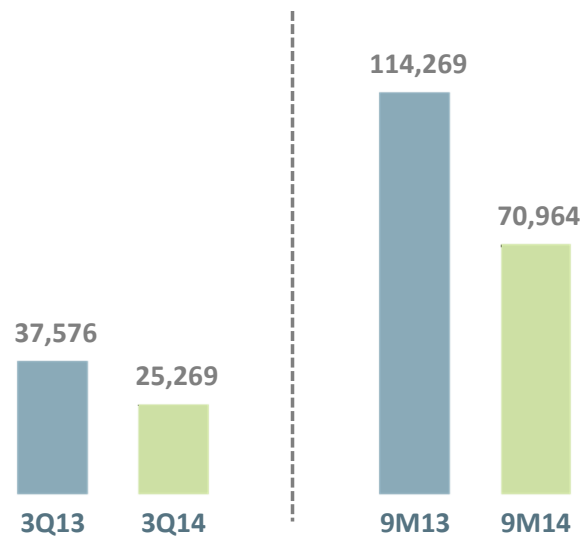
EBITDA Margin and Owned GLA - Last 3 years



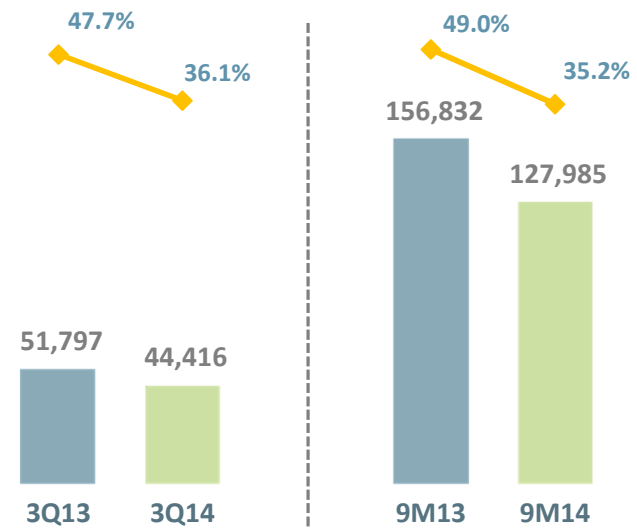
<sup>1</sup> Adjusted by non-recurring items

## Financial Highlights

Adjusted Net Income<sup>1</sup> (R\$ thousands)



Adjusted FFO (R\$ thousands) and FFO Margin<sup>1</sup> (%)



<sup>1</sup> Adjusted by non-recurring and non-cash items

## Expansions

Ongoing Projects	State	Opening	GLA (sqm)	% Aliansce	Owned GLA (sqm)	% Aliansce (R\$ millions)					IRR <sup>1</sup> (p.a.)
						Total CAPEX	Net Key Money	Land Swap	NOI 1st year	NOI 3rd year	
Bangu Shopping	RJ	1Q14-2Q15	3,991	100.0%	3,991	33.6	1.7	-	5.3	6.2	24.5%
Carioca Shopping <sup>2</sup>	RJ	2Q15	9,200	100.0%	9,200	60.5	1.8	36.7	7.2	8.4	17.5%
Shopping Nações Bauru	RJ	2Q15	7,375	100.0%	7,375	4.5	2.6	-	3.3	4.4	NA
<b>Total</b>			<b>20,566</b>		<b>20,566</b>	<b>98.6</b>	<b>6.0</b>	<b>36.7</b>	<b>15.7</b>	<b>19.0</b>	

Future Expansions	State	Opening	GLA (sqm)	% Aliansce	Owned GLA (sqm)
Caxias Shopping I	RJ	4Q15	7,672	89.00%	6,828
Shopping West Plaza	SP	4Q15	3,175	25.00%	794
Caxias Shopping II	RJ	2Q16	2,143	89.00%	1,907
Iguatemi Salvador	BA	4Q16	10,000	70.69%	7,069
<b>Total</b>			<b>22,990</b>		<b>16,598</b>

36.3 thousand sqm of owned GLA with expected opening until the end of 2016

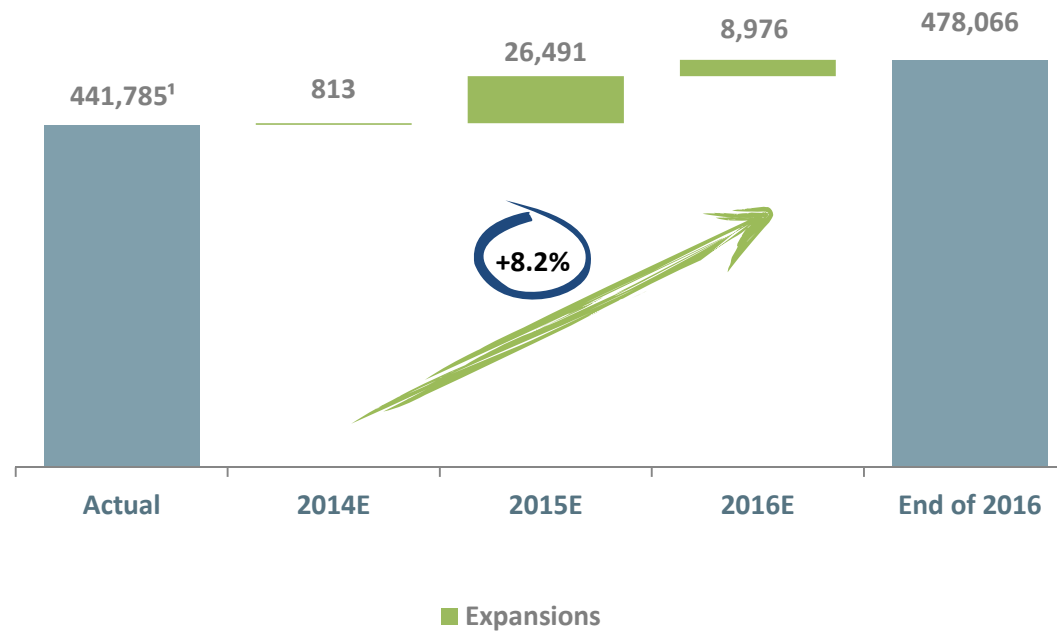
<sup>1</sup> Real and unleveraged IRR

<sup>2</sup> The IRR does not consider land swap for construction potential. Considering the land swap, the stabilized cap rate is 38.0%.

## Growth Drivers

Owned GLA growth until the end of 2016 (sqm)

- ✓ 7 expansions in malls with an average occupancy rate of 98.0%
- ✓ Net Capex to be invested of R\$141.7 million



<sup>1</sup>Includes the sale of stake in Santana Parque Shopping concluded in 4Q14

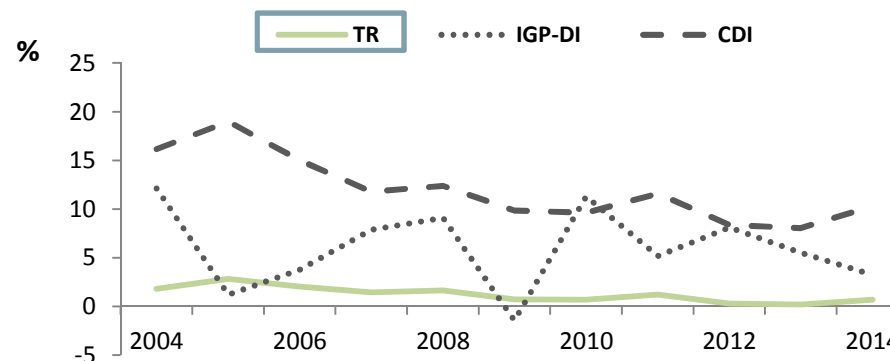
## Indebtedness & Cash and Cash Equivalents

### Indebtedness 3Q14

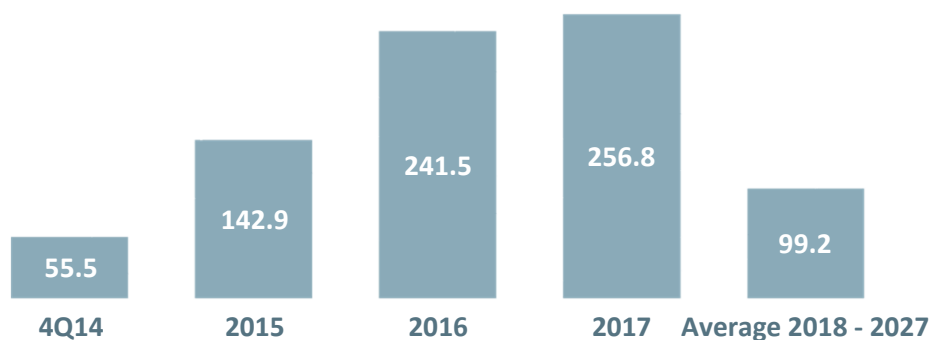
Debt breakdown	Short-Term	Long-Term	Total Debt
<i>(Amounts in thousands of Reais)</i>			
<b>TOTAL DEBT</b>	<b>176,029</b>	<b>1,767,211</b>	<b>1,943,240</b>
<b>TOTAL AVAILABLE<sup>1</sup></b>	<b>(362,610)</b>	<b>-</b>	<b>(362,610)</b>
<b>NET DEBT</b>	<b>(186,581)</b>	<b>1,767,211</b>	<b>1,580,630</b>

<sup>1</sup>Amount received in October 2014 related to sale of stake in Santana Parque Shopping

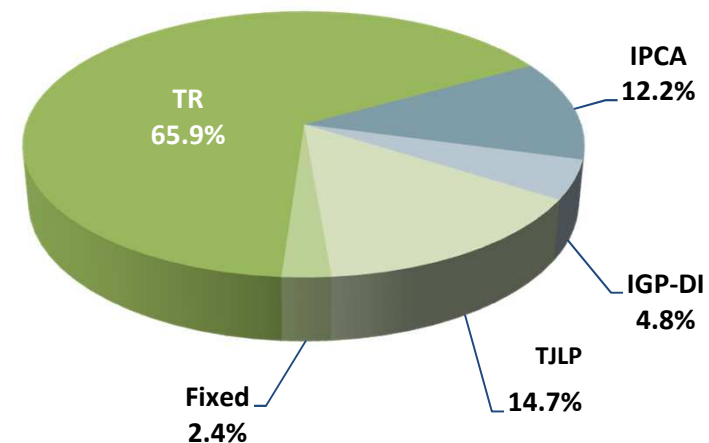
### Last 10 years - Low volatility of TR



### Principal Amortization Schedule (R\$ million)



### Breakdown Debt Indexes (%)



## Main Performance and Financial Indicators

Main indicators	3Q14	3Q13	3Q14/3Q13 Δ%	9M14	9M13	9M14/9M13 Δ%
<b>Financial Performance - Managerial Information</b>						
<i>(Amounts in thousands of Reais, except percentages)</i>						
Gross revenue	134,343	118,237	13.6%	395,564	347,579	13.8%
Net revenue	123,200	108,698	13.3%	363,635	320,242	13.5%
NOI	107,697	94,675	13.8%	314,839	276,414	13.9%
Margin %	91.0%	91.0%	-0.1 p.p.	90.1%	90.4%	-0.3 p.p.
Adjusted EBITDA <sup>1</sup>	92,128	80,555	14.4%	262,810	229,447	14.5%
Margin %	74.8%	74.1%	0.7 p.p.	72.3%	71.6%	0.6 p.p.
Net Income	99,275	14,551	582.3%	127,607	38,195	234.1%
Margin %	80.6%	13.4%	67.2 p.p.	35.1%	11.9%	23.2 p.p.
Adjusted Net Income <sup>1</sup>	25,269	37,576	-32.8%	70,964	114,269	-37.9%
Margin %	20.5%	34.6%	-14.1 p.p.	19.5%	35.7%	-16.2 p.p.
Adjusted FFO <sup>1</sup>	44,416	51,797	-14.2%	127,985	156,832	-18.4%
Margin %	36.1%	47.7%	-11.6 p.p.	35.2%	49.0%	-13.8 p.p.
<b>Operating Performance - Managerial Information</b>						
Sales	1,950,673	1,652,025	18.1%	5,662,862	4,702,183	20.4%
Sales/sqm <sup>2</sup>	1,128.8	1,086.3	3.9%	1,099.9	1,040.9	5.7%
Same Mall Sales/sqm <sup>2</sup>	1,156.2	1,086.3	6.4%	1,129.0	1,040.9	8.5%
Total rent/sqm <sup>2</sup>	73.8	68.7	7.4%	72.9	67.3	8.4%
Same Mall Rent/sqm <sup>2</sup>	74.8	68.7	8.9%	73.8	67.3	9.8%
SAS/sqm (same area sales) <sup>2</sup>	1,160.3	1,102.4	5.3%	1,132.5	1,050.6	7.8%
SAR/sqm (same area rent) <sup>2</sup>	66.4	62.6	6.0%	66.2	61.4	7.7%
SSS/sqm (same store sales) <sup>2</sup>	1,141.0	1,090.0	4.7%	1,121.2	1,047.2	7.1%
SSR/sqm (same store rent) <sup>2</sup>	65.0	61.6	5.7%	65.1	60.5	7.6%
Same Mall NOI	102,317	94,512	8.3%	300,549	276,252	8.8%
Occupancy costs (% of sales)	9.8%	9.7%	0.1 p.p.	10.0%	10.1%	0.0 p.p.
Net Late Payments	2.5%	1.9%	0.6 p.p.	3.4%	2.8%	0.6 p.p.
Occupancy Rate	97.2%	97.3%	-0.1 p.p.	97.2%	97.3%	-0.1 p.p.
Total GLA (sqm)	675,656	602,074	12.2%	675,656	602,074	12.2%
Owned GLA (sqm)	446,204	408,514	9.2%	446,204	408,514	9.2%
GLA tha reported sales (average - sqm)	394,163	352,532	11.8%	392,133	347,641	12.8%

<sup>1</sup>Adjusted by Non-recurring effects and Non-disbursed financial expenses

<sup>2</sup> Monthly average



## Investor relations

Renato Rique - President

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