



## 2Q14 EARNINGS RELEASE

August 14, 2014

## High quality and diversified Portfolio

- ✓ 19 shopping malls in operation
- ✓ 446.1 thousand sqm of owned GLA – 43.1% with less than 5 years of operation
- ✓ 32 shopping malls under management and planning
- ✓ Presence in all regions

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



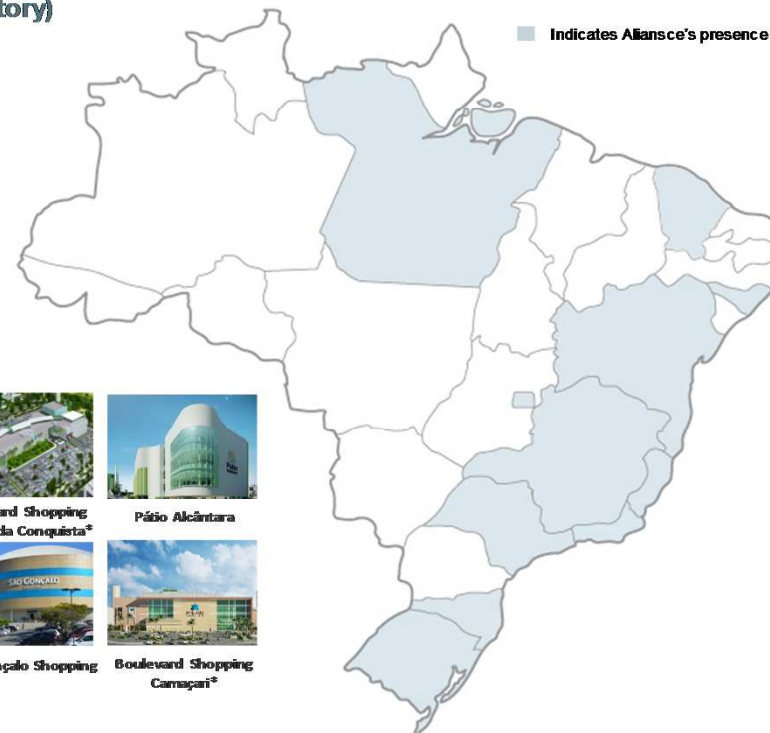
### New Generation Assets (Malls with less than 5 years of operating history)



### Third Party Malls (Managed by Aliansce)

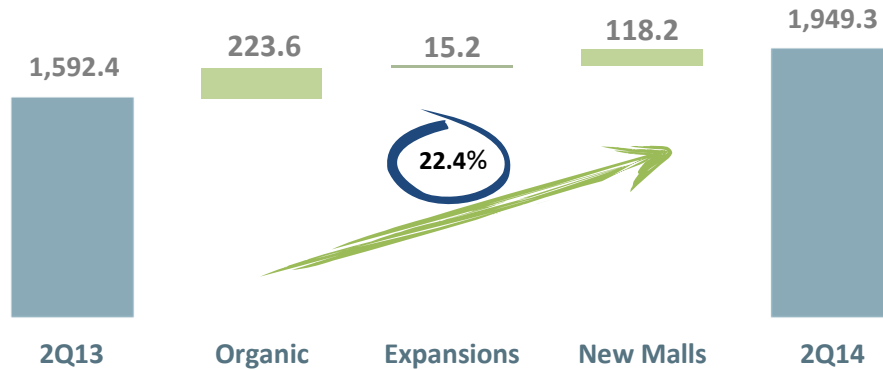


\* Under Development

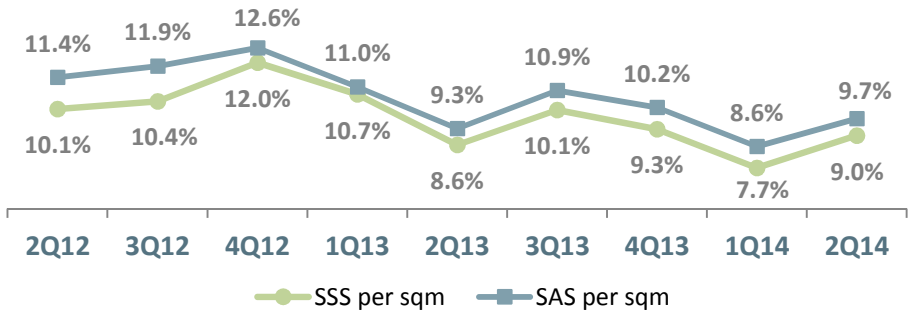


## Operating Highlights

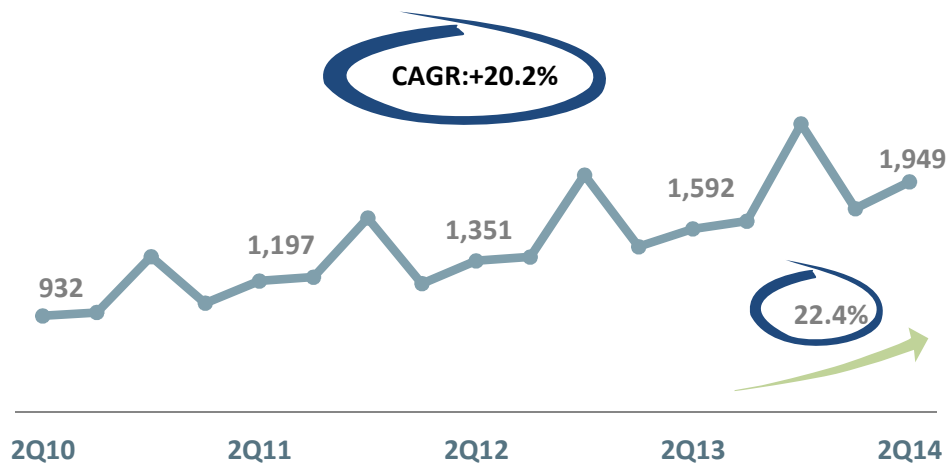
Sales Evolution (R\$ millions)



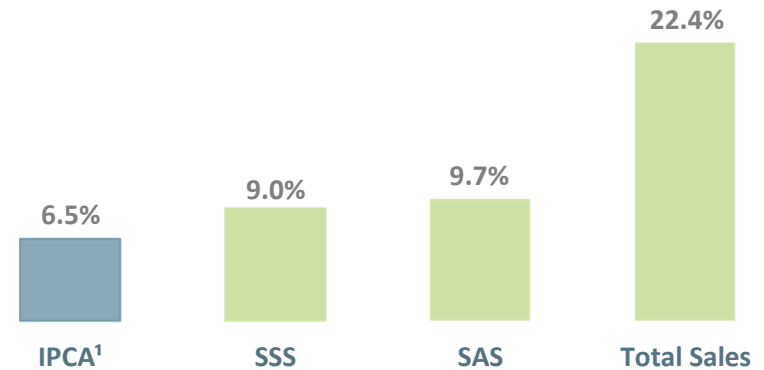
SSS and SAS Growth – (YoY%)



Sales (R\$ millions)



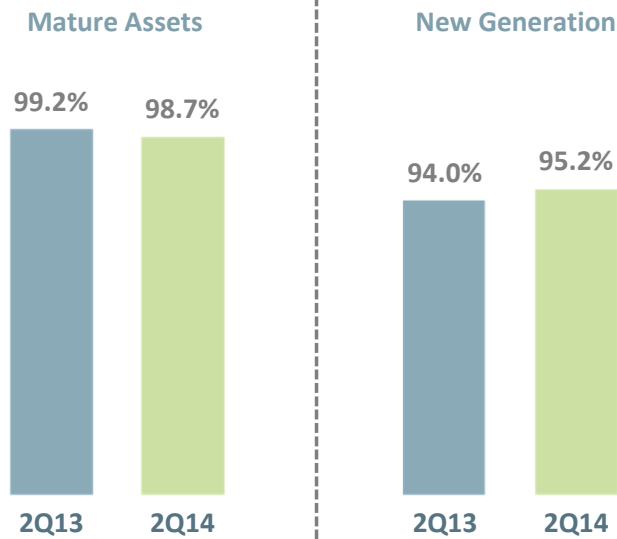
Sales Growth 2Q14/2Q13



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

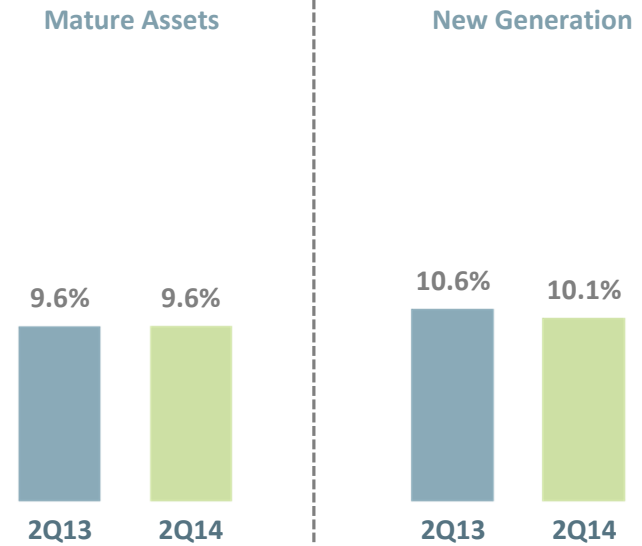
## Operating Highlights

Occupancy Rate (%)



Occupancy Rate of 97.1% in 2Q14

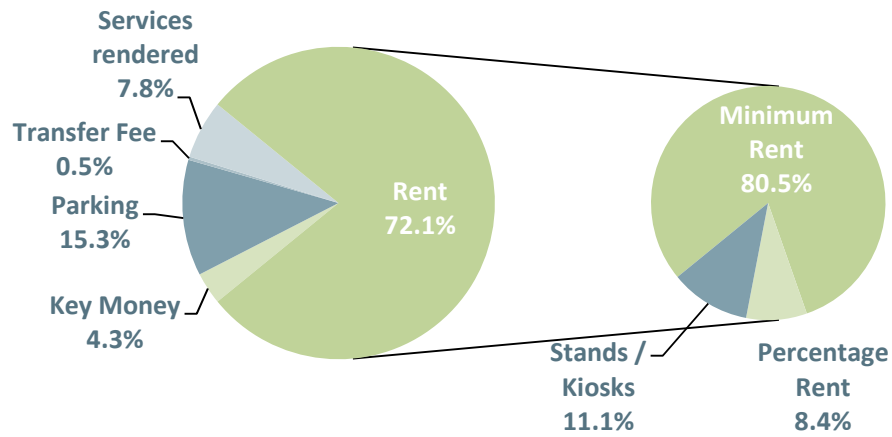
Occupancy Cost (% of sales)



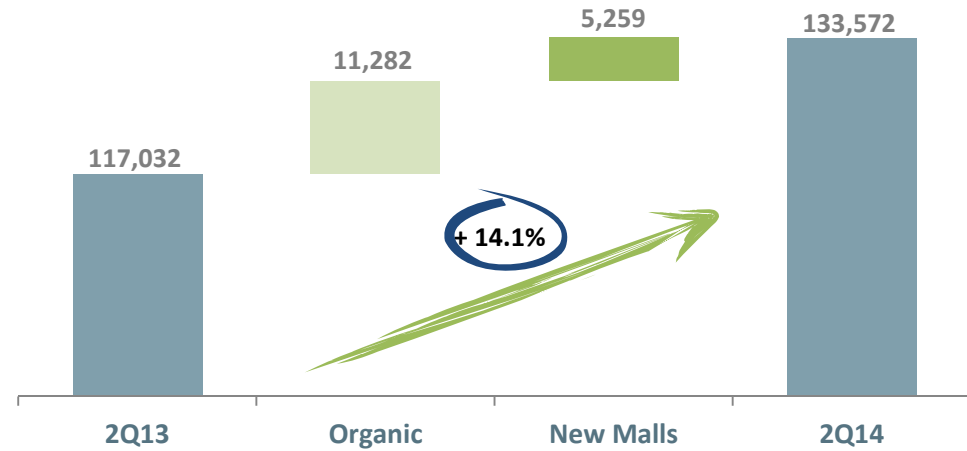
Occupancy Cost of 9.8% in 2Q14

## Financial Highlights

Gross Revenues Breakdown - 2Q14

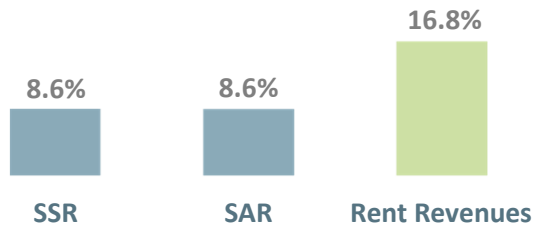


Gross Revenues (R\$ thousands)

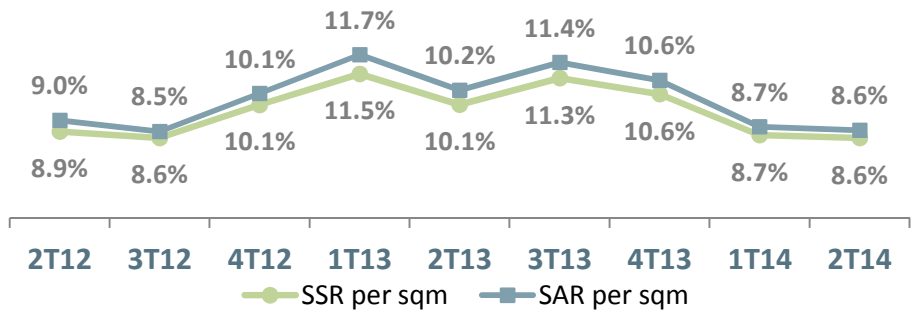


## Financial Highlights

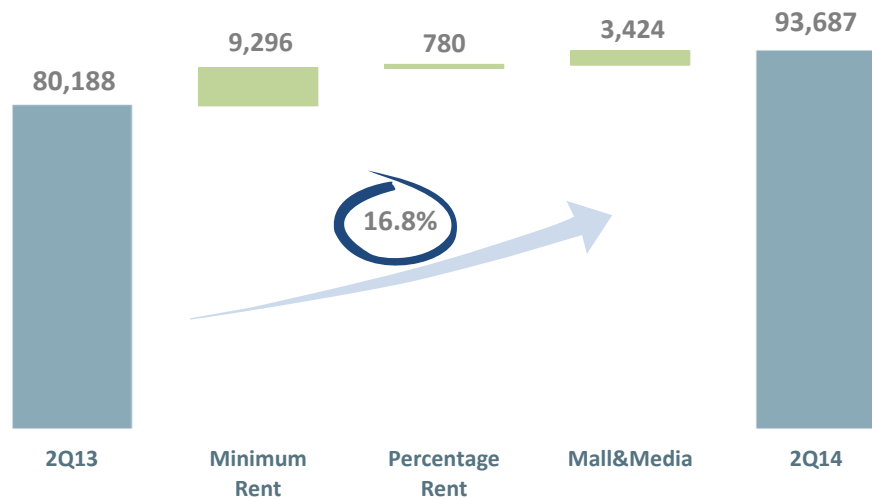
Rent Revenues - 2Q14/2Q13



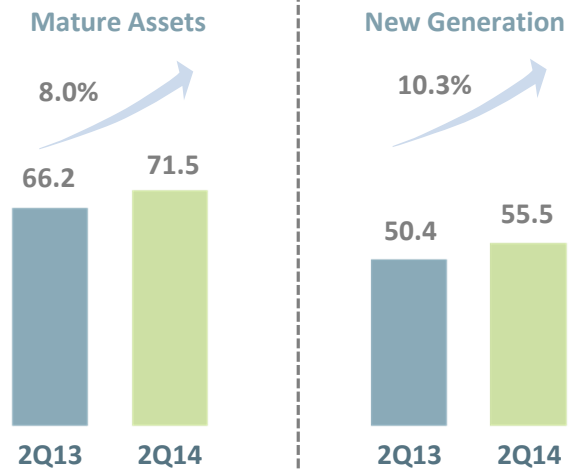
SSR and SAR Growth – (YoY%)



Rent Revenues Evolution (R\$ thousands)



SSR (R\$/sqm)\*

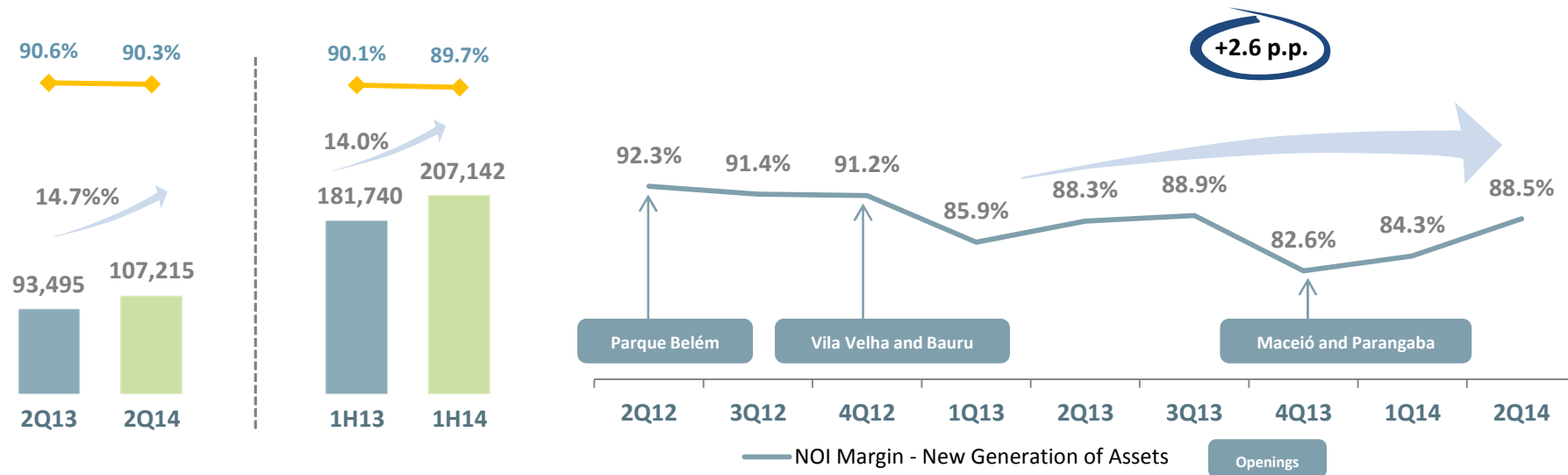


\* Monthly average

## Financial Highlights

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

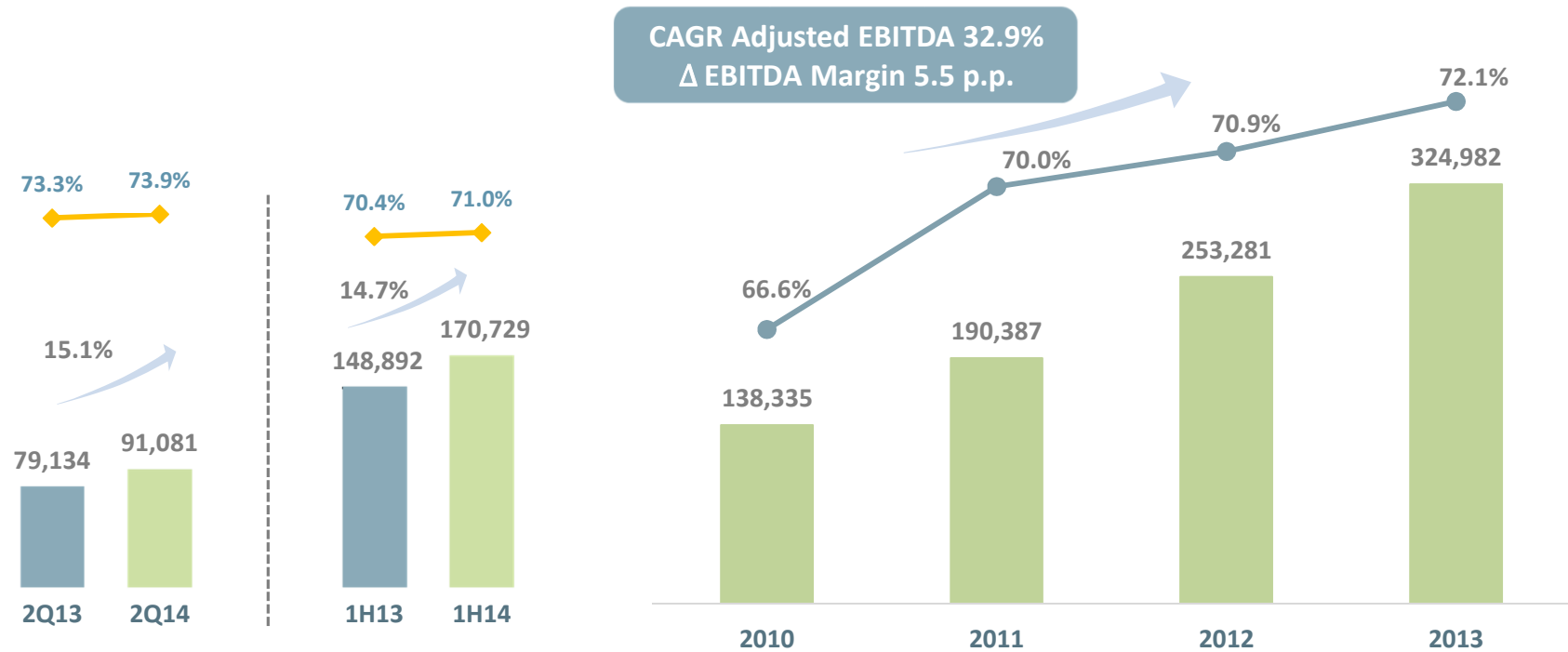
- NOI Growth of 14.7% in 2Q14 and 14.0% in 1H14
- Same mall NOI Growth of 9.4% in 2Q14 and 9.1% in 1H14
- New Generation NOI margin grew 2.6 p.p. since 1Q13 as a result of maturation process of 5 malls opened by the Company in the last 2 years.



## Financial Highlights

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

- Adjusted EBITDA of R\$91,1 million in 2Q14, 15.1% growth compared to 2Q13
- CAGR 2010-2013 of 32.9%, an increase of 5.5 p.p. in margin

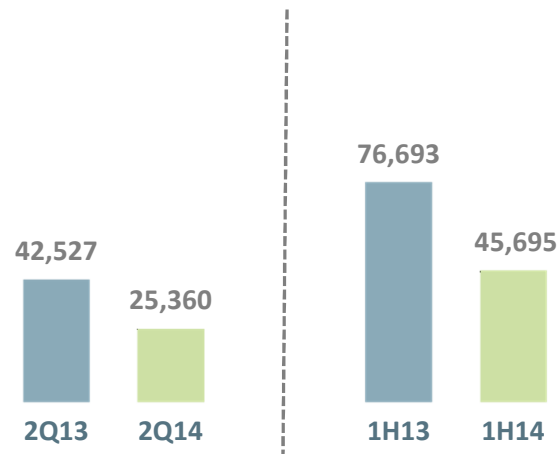


<sup>1</sup> Adjusted by non-recurring items

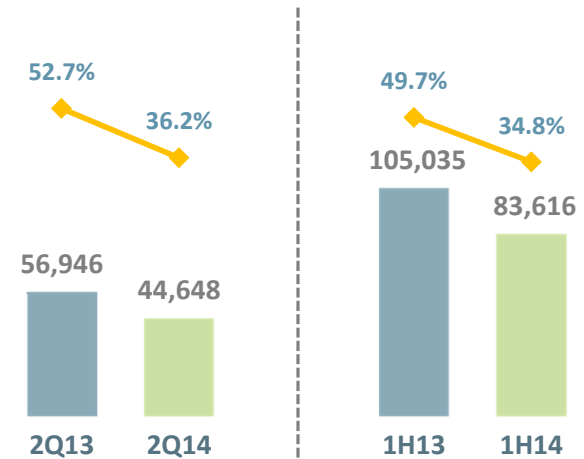


## Financial Highlights

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	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	4Q14	9,200	100.0%	9,200	64.8	1.4	7.6	8.8	18.1%
Caxias Shopping I	RJ	1Q15	7,672	89.0%	6,828	35.6	0.3	3.9	4.8	17.2%
Shopping Nações Bauru	SP	2Q15	7,375	100.0%	7,375	4.5	2.6	3.3	4.4	NA
<b>Total</b>			<b>28,238</b>		<b>27,394</b>	<b>138.6</b>	<b>5.9</b>	<b>20.1</b>	<b>24.2</b>	

Future Expansions	State	Opening	GLA (sqm)	% Aliansce	Owned GLA (sqm)
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>15,318</b>		<b>9,770</b>

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

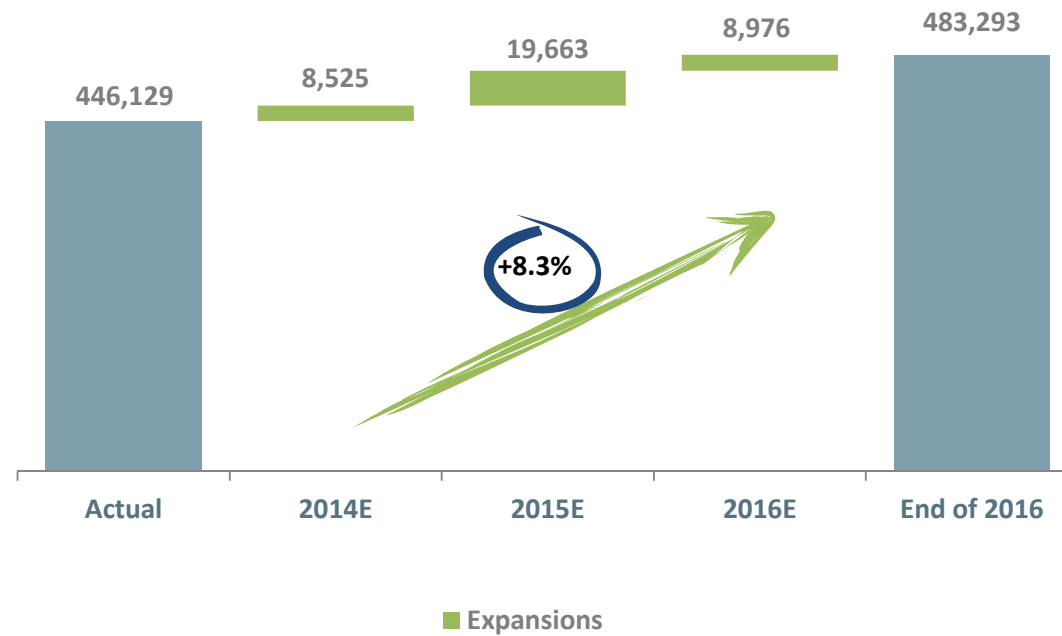
<sup>1</sup> Real and unleveraged IRR

<sup>2</sup> Total CAPEX does not consider the swap for construction potential. Considering the capex to be performed by the third party, the Company's investment will be R\$26.7 million and the estimated 3rd year cap rate is 32.7%.

## Growth Drivers

Owned GLA growth until the end of 2016 (sqm)

- ✓ 7 expansions in malls with an average occupancy rate of 97.9%
- ✓ Net Capex to be invested of R\$160.6 million

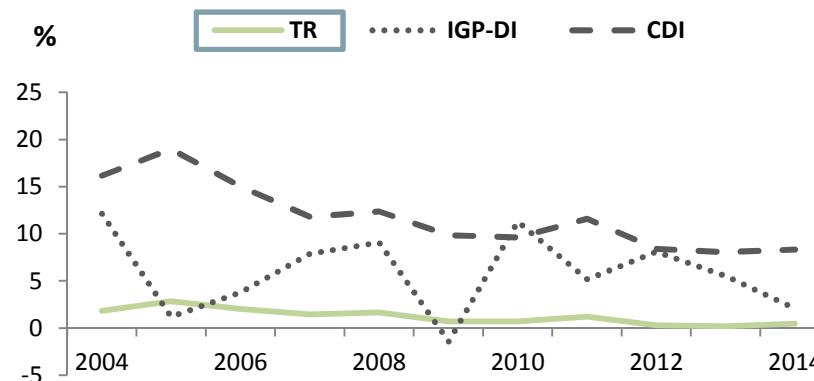


## Indebtedness & Cash and Cash Equivalents

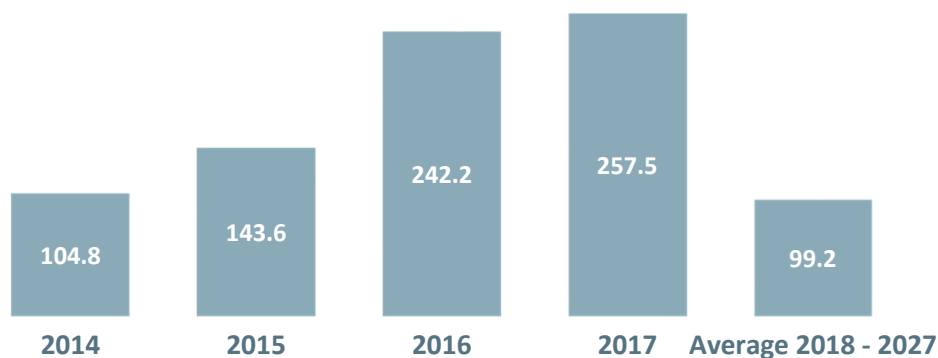
### Indebtedness 2Q14

Debt breakdown 1Q14	Short-Term	Long-Term	Total Debt
<i>(Amounts in thousands of Reais)</i>			
<b>TOTAL DEBT</b>	<b>195,163</b>	<b>1,701,487</b>	<b>1,896,651</b>
<b>TOTAL AVAILABLE</b>	<b>(273,658)</b>	<b>-</b>	<b>(273,658)</b>
<b>NET DEBT</b>	<b>(78,494)</b>	<b>1,701,487</b>	<b>1,622,993</b>

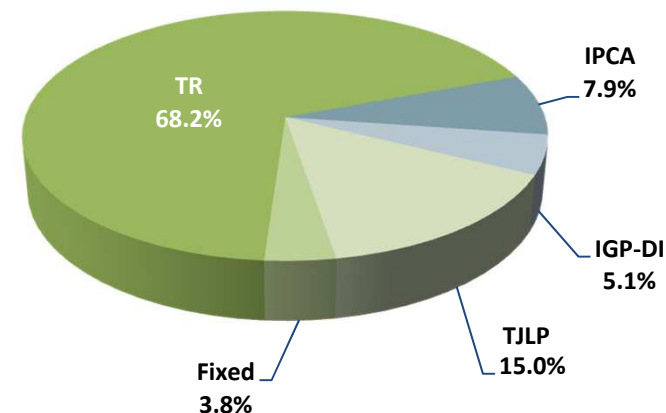
### Last 10 years - Low volatility of TR



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



### Breakdown Debt Indexes (%)



<sup>1</sup>Includes the proceeds from the Boulevard Corporate Tower sale that is subject to contractual clauses

## Main Performance and Financial Indicators

Main indicators	2Q14	2Q13	2Q14/2Q13 Δ%	1H14	1H13	1H14/1H13 Δ%
<b>Financial Performance - Managerial Information</b>						
<i>(Amounts in thousands of Reais, except percentages)</i>						
Gross revenue	133,572	117,032	14.1%	261,221	229,342	13.9%
Net revenue	123,169	107,962	14.1%	240,434	211,544	13.7%
NOI	107,215	93,495	14.7%	207,142	181,740	14.0%
Margin %	90.3%	90.6%	-0.3 p.p.	89.7%	90.1%	-0.5 p.p.
Adjusted EBITDA <sup>1</sup>	91,081	79,134	15.1%	170,729	148,892	14.7%
Margin %	73.9%	73.3%	0.6 p.p.	71.0%	70.4%	0.6 p.p.
Net Income	25,080	17,562	42.8%	28,332	23,644	19.8%
Margin %	20.4%	16.3%	4.1 p.p.	11.8%	11.2%	0.6 p.p.
Adjusted FFO <sup>1</sup>	44,648	56,946	-21.6%	83,616	105,035	-20.4%
Margin %	36.2%	52.7%	-16.5 p.p.	34.8%	49.7%	-14.9 p.p.
<b>Operating Performance - Managerial Information</b>						
Sales	1,949,312	1,592,355	22.4%	3,712,189	3,050,158	21.7%
Sales/sqm <sup>2</sup>	1,139.1	1,060.9	7.4%	1,085.3	1,017.7	6.6%
Same Mall Sales/sqm <sup>2</sup>	1,171.9	1,060.9	10.5%	1,115.4	1,017.7	9.6%
Total rent/sqm <sup>2</sup>	73.7	70.2	5.0%	71.3	67.4	5.8%
Same Mall Rent/sqm <sup>2</sup>	74.8	70.2	6.7%	72.2	67.4	7.2%
SAS/sqm (same area sales) <sup>2</sup>	1,173.0	1,069.2	9.7%	1,118.5	1,024.7	9.2%
SAR/sqm (same area rent) <sup>2</sup>	66.8	61.5	8.6%	66.1	60.8	8.6%
SSS/sqm (same store sales) <sup>2</sup>	1,164.6	1,068.9	9.0%	1,111.1	1,025.4	8.4%
SSR/sqm (same store rent) <sup>2</sup>	65.8	60.6	8.6%	65.1	59.9	8.7%
Same Mall NOI/sqm (in thousands of reais)	102,255	93,495	9.4%	198,233	181,740	9.1%
Occupancy costs (% of sales)	9.8%	9.9%	-0.1 p.p.	10.2%	10.3%	-0.1 p.p.
Net Late Payments	3.4%	2.4%	1.0 p.p.	3.8%	2.5%	1.3 p.p.
Occupancy Rate	97.1%	97.2%	0.0 p.p.	97.1%	97.2%	0.0 p.p.
Total GLA (sqm)	675,717	598,758	12.9%	675,717	598,758	12.9%
Owned GLA (sqm)	446,129	403,118	10.7%	446,129	403,118	10.7%
GLA reported sales (average - sqm)	391,680	345,168	13.5%	391,118	345,195	13.3%

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

<sup>2</sup> Monthly average.



## Investor relations

Renato Rique - President

Henrique Cordeiro Guerra - Executive Director

Renato Botelho - CFO

Eduardo Prado - IR Superintendent

Samantha Senna - IR Specialist

Yan Oliveira - IR Analyst



Phone.: +55 (21) 2176-7272

E-mail: [ri@aliansce.com.br](mailto:ri@aliansce.com.br)

Website: [www.aliansce.com.br/ri](http://www.aliansce.com.br/ri)