

# ALLOS

## 2T24

### APRESENTAÇÃO DE RESULTADOS





## REVITALIZAÇÃO E REDESENVOLVIMENTO



PARQUE DOM PEDRO



SHOPPING DEL REY



SHOPPING DA BAHIA



GOIÂNIA SHOPPING



SHOPPING VILLA LOBOS



SHOPPING LEBLON

## EXPANSÃO SHOPPING TIJUCA

### Taste Lab

+ 2.165 m<sup>2</sup> de ABL

22 novas operações

Início das obras em **2025**

+ Parque Infantil

+ Palco para Shows

+ Gastronomia

Experiências **memoráveis**, com produtos de **qualidade**, **conforto** e **inovação** constante



TOP VENDAS

2T24

Vendas Totais ALLOS

R\$9,4 bilhões

+5,8%

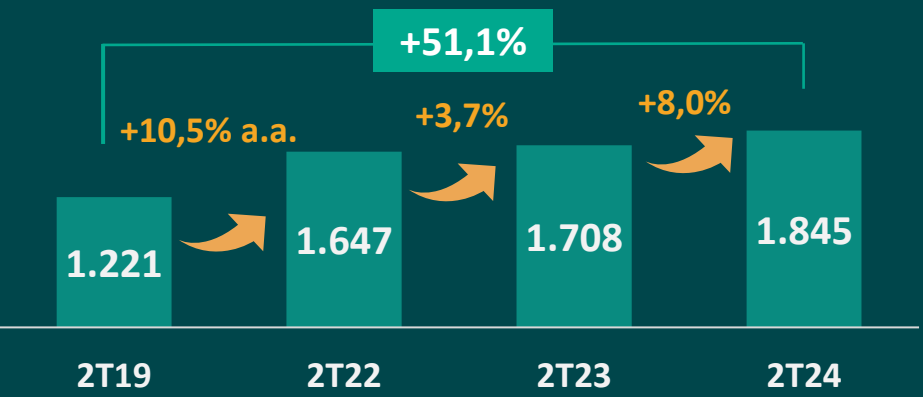
(2T24 x 2T23)



SHOPPING CAMPO LIMPO (+19,6%)

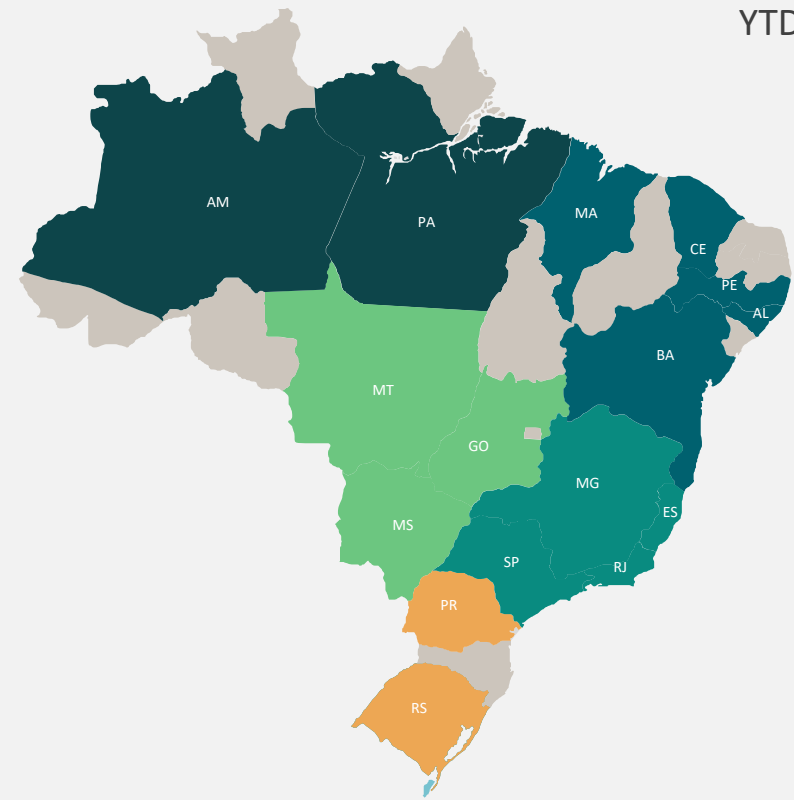
Vendas/m<sup>2</sup>

ALLOS R\$



Crescimento de vendas por Região

YTD% | Junho 2024



9,2%

SUDESTE

9,0%

SUL

7,9%

NORDESTE

7,4%

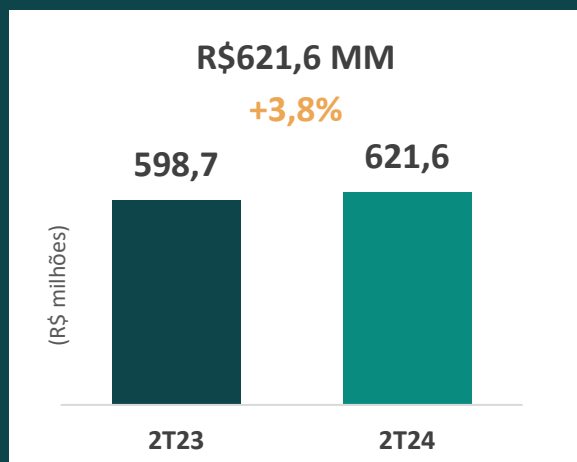
NORTE

5,7%

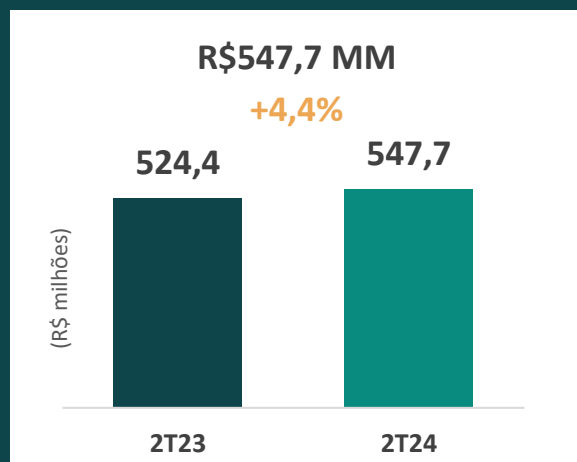
CENTRO-OESTE



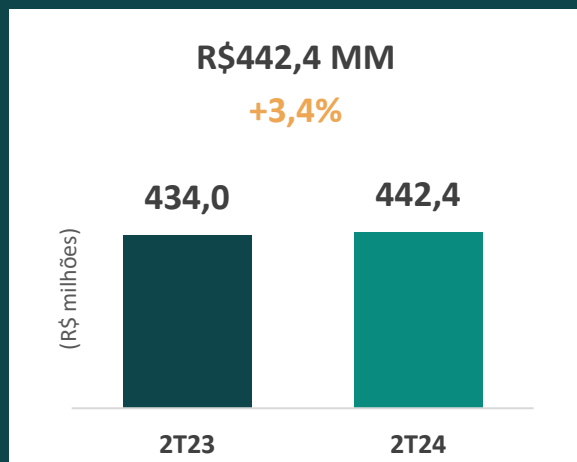
## RECEITA LÍQUIDA



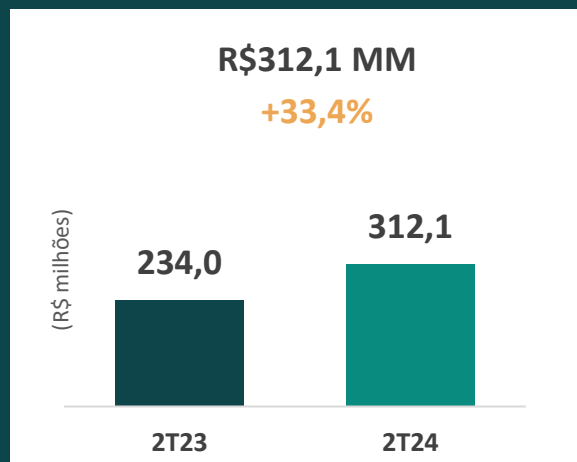
## NOI



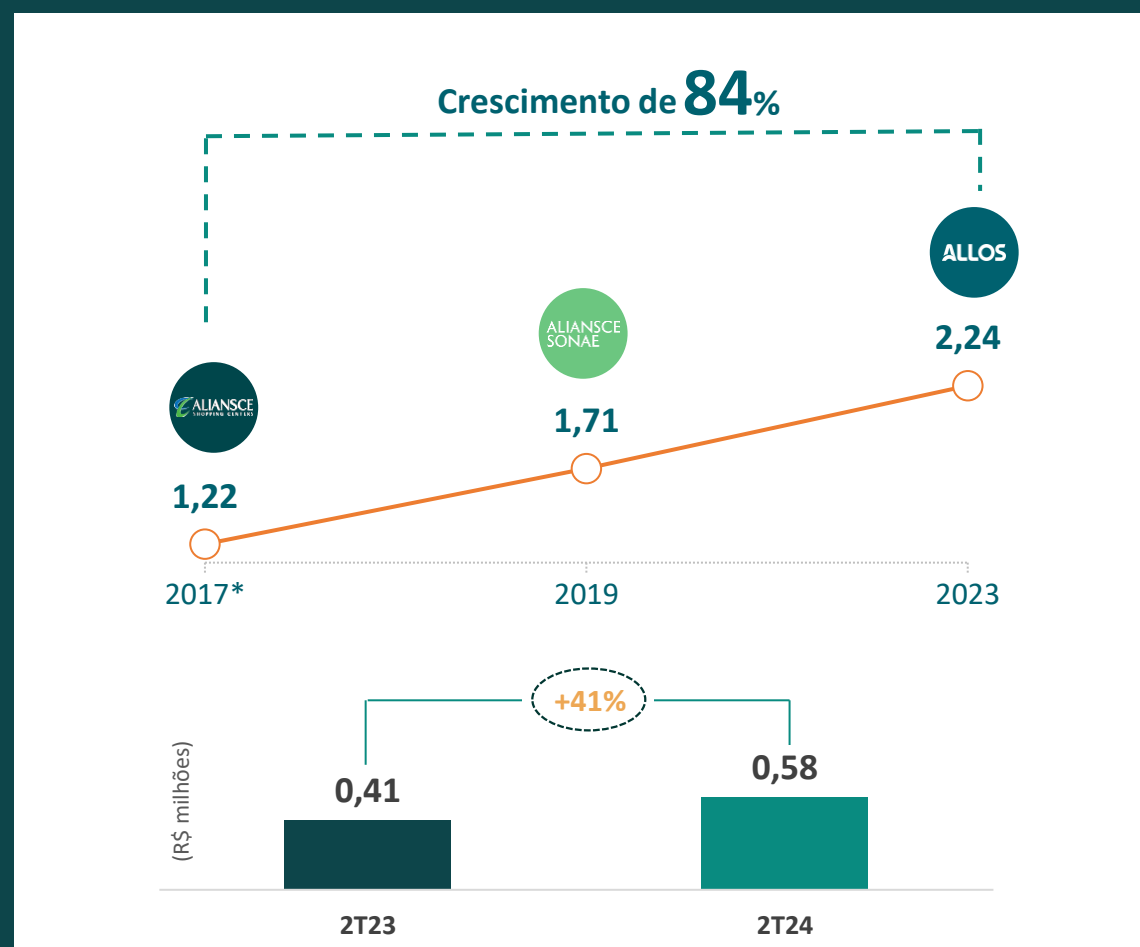
## EBITDA AJ.



## FFO



## EVOLUÇÃO DO FFO POR AÇÃO



Indicadores ex-ajuste aluguel linear. Data ref. Δ%: 2T24 vs. 2T23 Proforma

\*2017 calculado considerando a proporção de ações da fusão ALSO

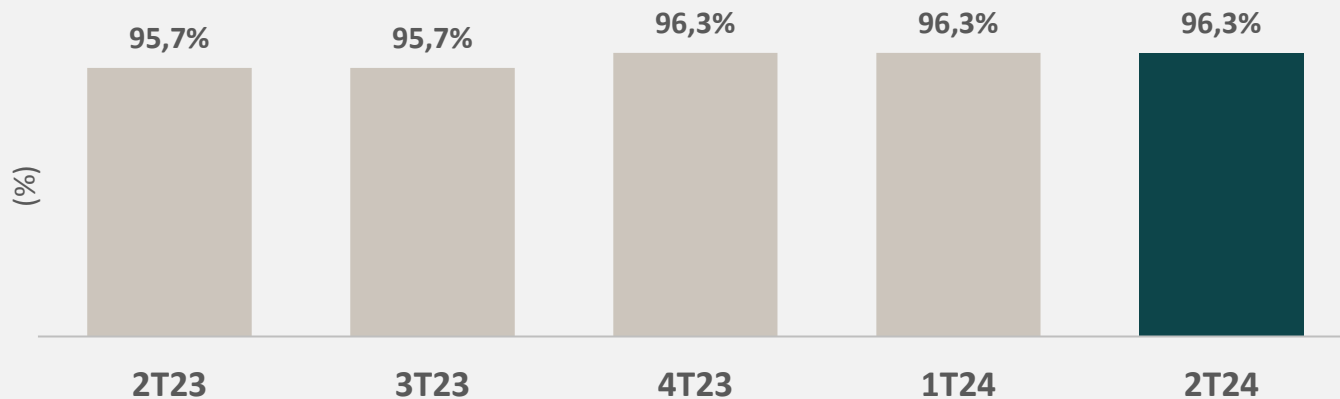
# DESTAQUES COMERCIAIS

**96,3%**  
Taxa de Ocupação

**191**  
Contratos Assinados

**27,6 mil m<sup>2</sup>**  
ABL Contratada

Taxa de Ocupação



## INAUGURAÇÕES RECENTES

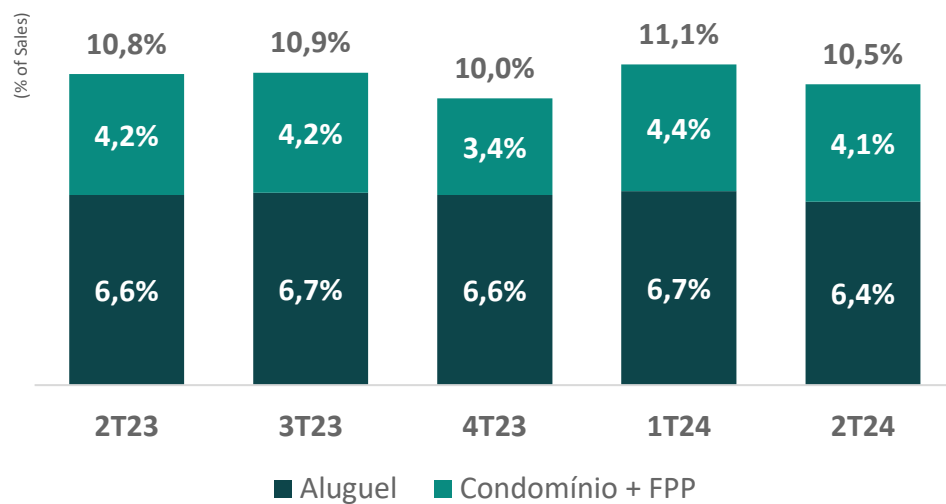


**SEPHORA**  
Shopping Catuaí Londrina

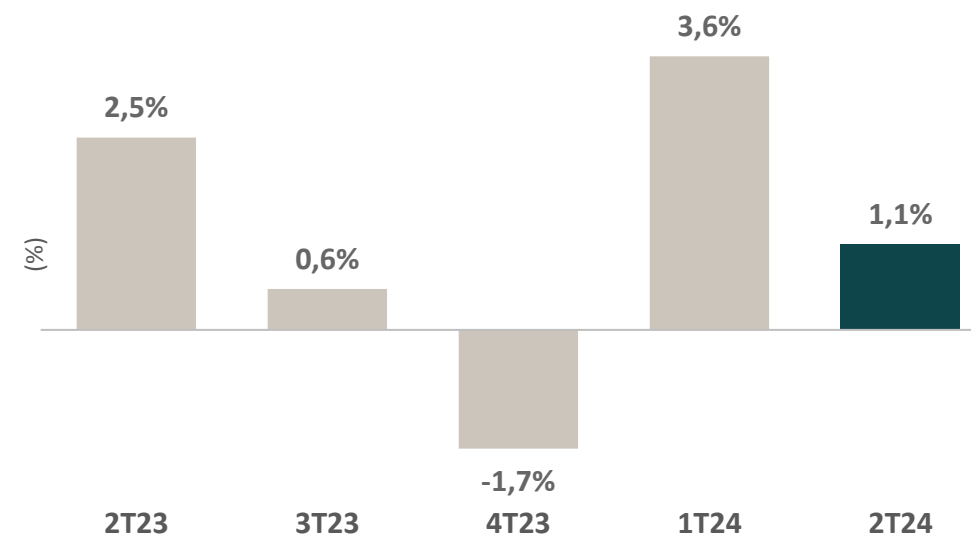


**ADIDAS**  
Parque Dom Pedro

## Custo de Ocupação



## Inadimplência Líquida<sup>1</sup>



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

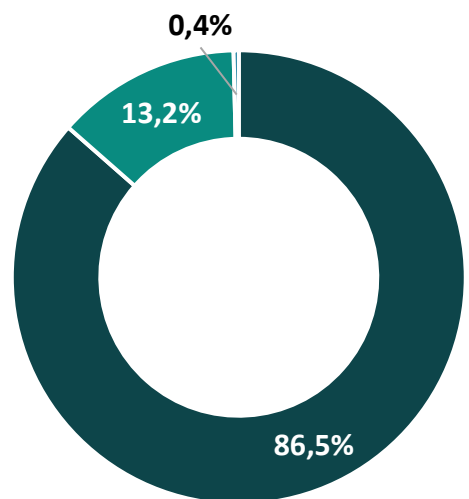


## ALAVANCAGEM

**1,5x**

Dívida Líquida / EBITDA

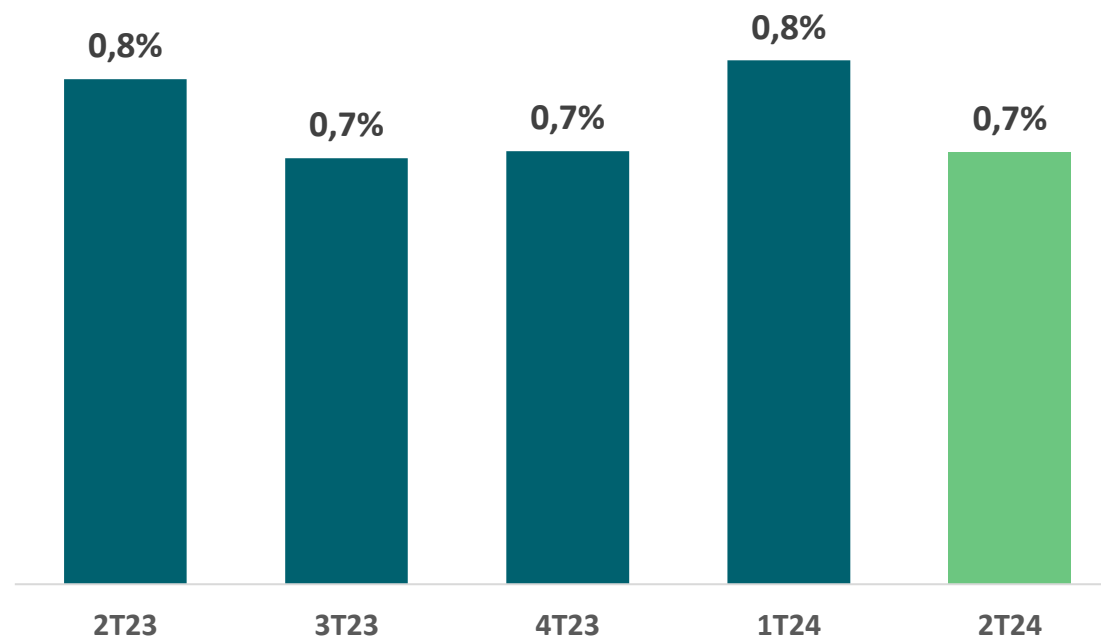
## COMPOSIÇÃO DA DÍVIDA<sup>1</sup>



■ CDI ■ Pré-fixado<sup>2</sup> ■ Inflação<sup>3</sup>

## CUSTO MÉDIO DA DÍVIDA

(CDI + Spread)

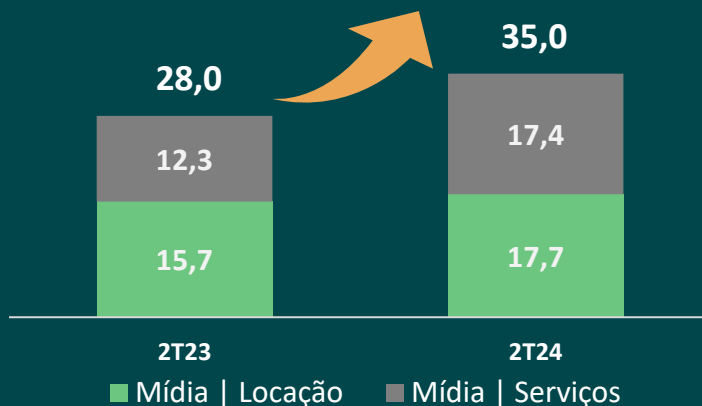


<sup>1</sup> Considera dívida ao final do período, excluindo obrigações por compra de ativos.

<sup>2</sup> Índices pré-fixados incluem TR; <sup>3</sup> Índices de inflação incluem IPCA e IGP-DI.

# EVOLUÇÃO DAS RECEITAS DE MÍDIA

Faturamento de Mídia  
(R\$ MM)



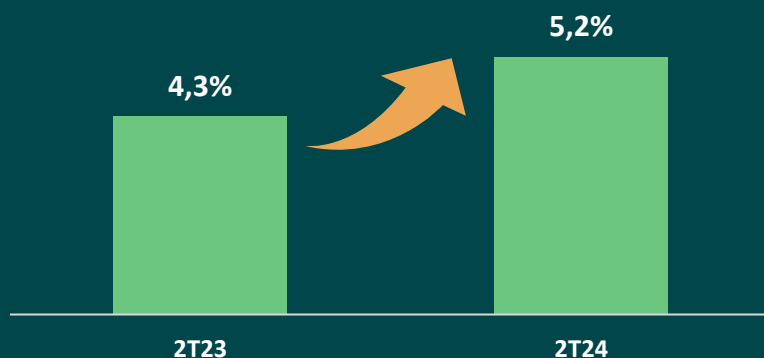
**R\$35,0 MM**

De faturamento no 2T24

**25,1%**

De crescimento 2T24 x 2T23

Mídia como % da Receita Bruta



**5,2%**

Do total da receita bruta da Companhia

**+90 bps**

De avanço como percentual da receita bruta da Companhia

**helloo,**

**Shopping**

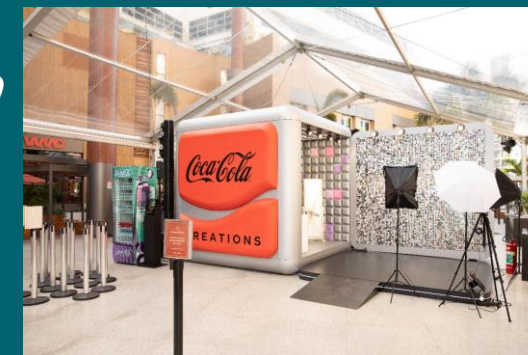
**+100** shoppings no portfólio, presentes em 49 municípios

**Residencial**

**+ 12,7 mil** telas digitais, presentes em edifícios

Instalação de **+860** novas telas no 2T24

**helloo,**  
**live** experiência | conexão | inovação



Foco em

**Brand Experience**

Lançamento do novo sabor da Coca-Cola no NorteShopping



## EXPANSÃO DO PROGRAMA DE *LOYALTY*

**+ 2,2 milhões** usuários frequentes de  
nossos Apps

**+ 2,5 mil** benefícios disponíveis

**+ 55%** de acessos em relação ao 2T23

**+ 91%** de lojistas que disponibilizam benefícios  
em relação ao 2T23

**Até 2025** rollout do programa de *Loyalty* para  
todos os shopping da Companhia

## SOLAR SHOPPING LEBLON

Lançamento do novo programa de *Loyalty* do Shopping Leblon



**+452%**  
DE BENEFÍCIOS  
RESGATADOS  
2T24 VS 2T23

**+73%**  
DE ENVIO DE NOTAS  
FISCAIS  
2T24 VS 2T23

**+350**  
DE BENEFÍCIOS  
DISPONÍVEIS PARA  
RESGATE

**+59%**  
GMV Capturado  
2T24 VS 2T23

## SOS RIO GRANDE DO SUL



## ABRIL AZUL



## ARRAIÁ SOLIDÁRIO GOIÂNIA SHOPPING





# INSTITUTIONAL INVESTOR



## *Most Honored Company*

Melhor CEO | 1º lugar

Melhor CFO | 1º lugar

Melhor Board | 1º lugar

Melhor Programa de RI | 1º lugar

Melhor Programa ESG | 1º lugar

Melhor Investor Day | 1º lugar

Melhor Profissional de RI | 3º lugar

Melhor Time de RI | 3º lugar

*Sólido histórico de Top 3 nos últimos 5 anos*

# OBRIGADO

RELAÇÕES COM INVESTIDORES

**ALLOS**

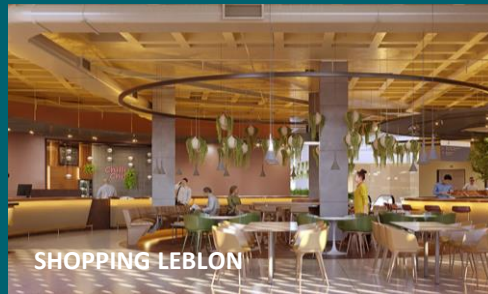
# ALLOS

# 2Q24

## RESULTS PRESENTATION



## RENOVATION AND REDEVELOPMENT



## SHOPPING TIJUCA'S EXPANSION

### Taste Lab

+ 2,165 sqm of GLA

22 new operations

Construction work begins in 2025

+ Playground

+ Show Stage

+ Gastronomy

### Memorable

experiences, with  
**quality** products,  
**comfort** and constant  
**innovation**



## 2Q24

**Total Sales**  
ALLOS

TOP SALES

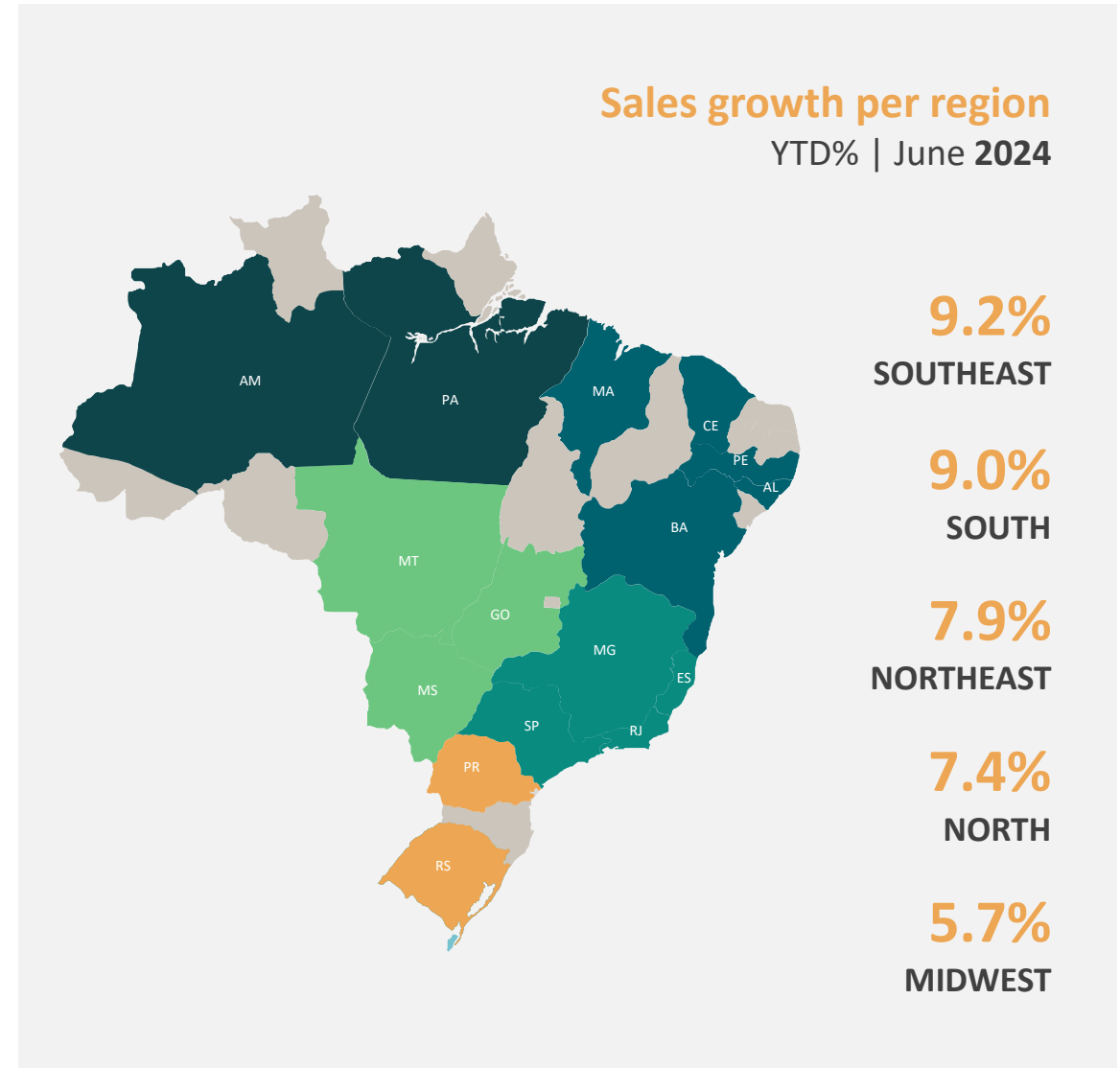
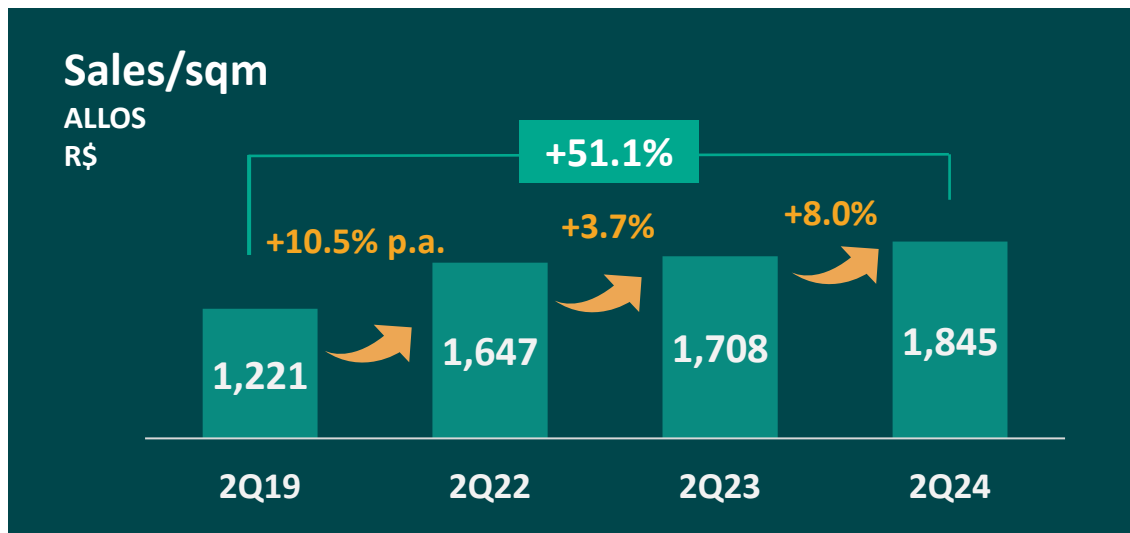


# R\$9.4 billion

## +5.8%

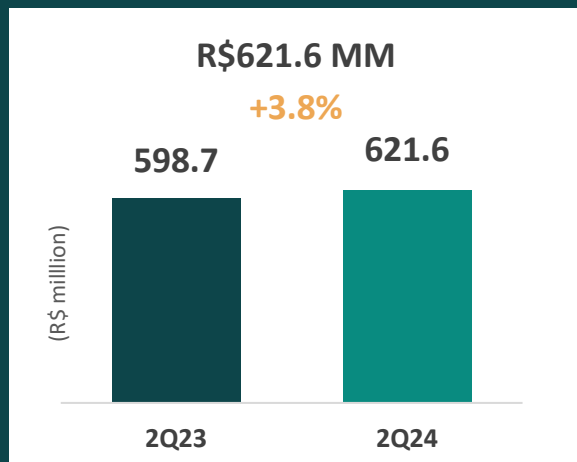
(2Q24 x 2Q23)

**SHOPPING CAMPO LIMPO**  
(+19.6%)

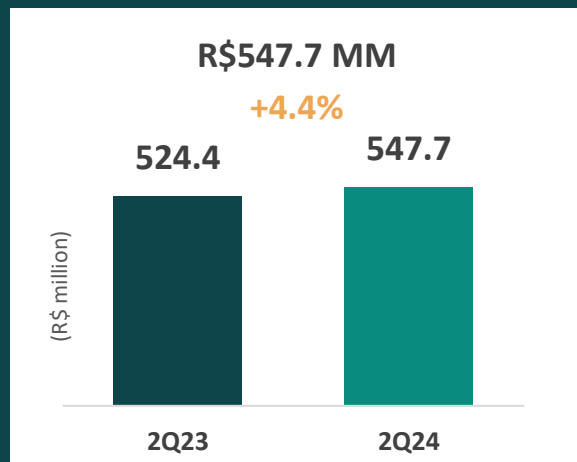




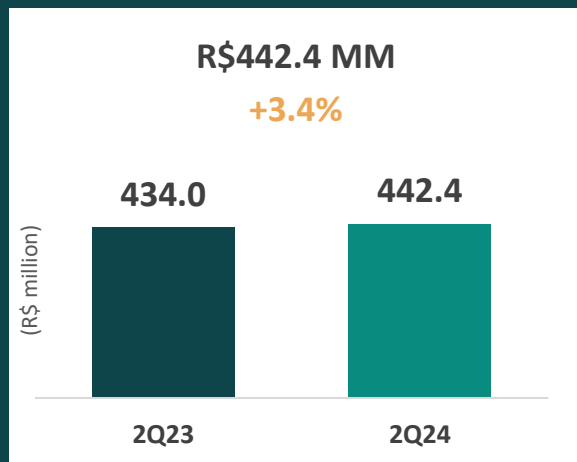
## NET REVENUES



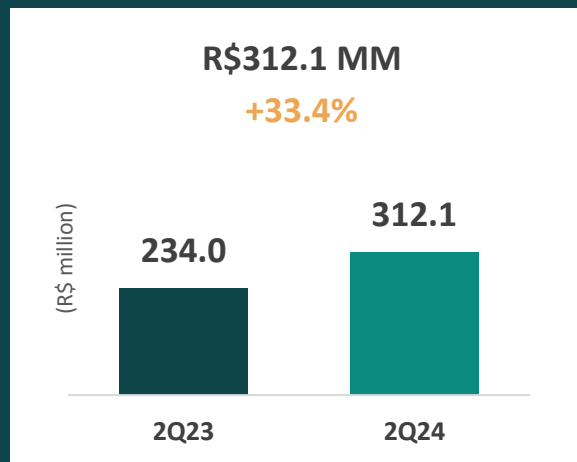
## NOI



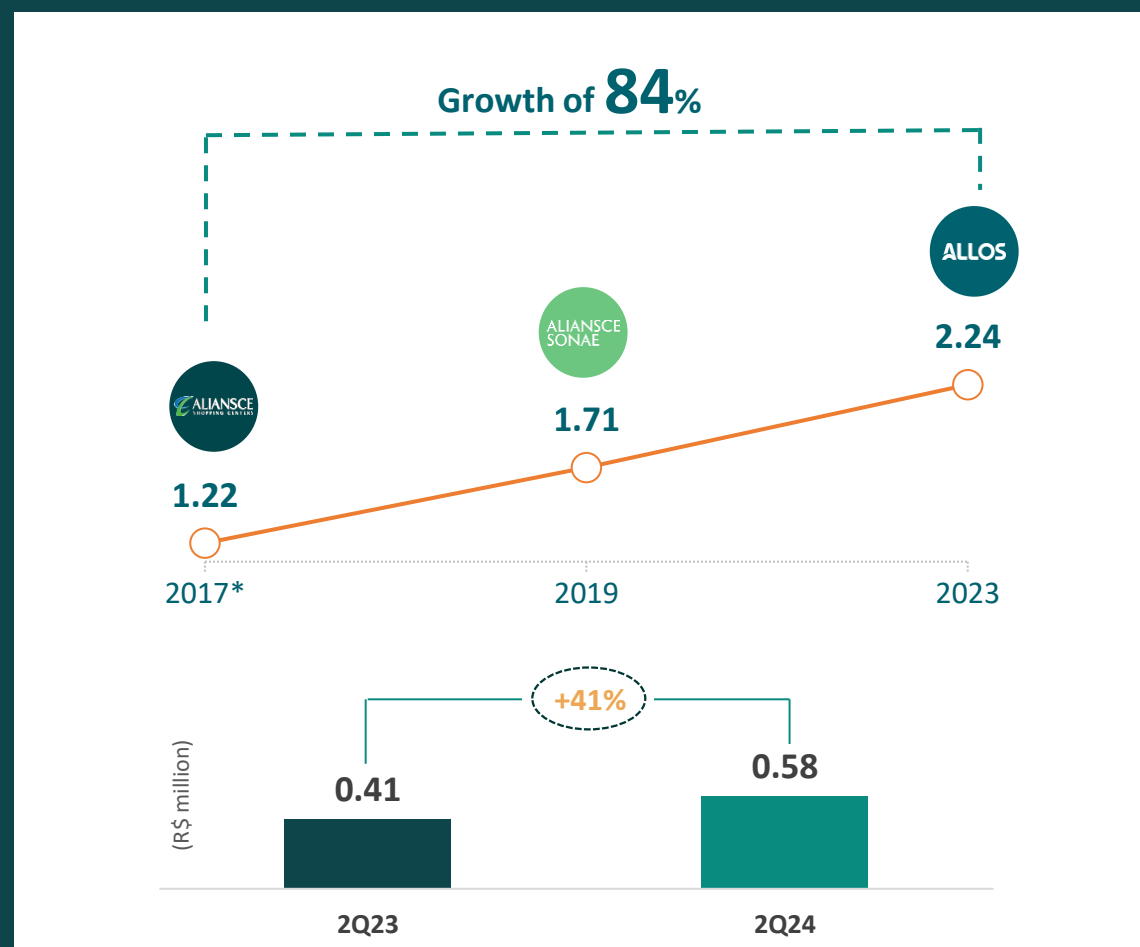
## ADJ. EBITDA



## FFO



## FFO PER SHARE



Indicators ex-straight line rent. Ref. date: Δ%: 2Q24 vs. 2Q23 Proforma

\*2017 calculated considering the share exchange ratio of the ALSO Merger.



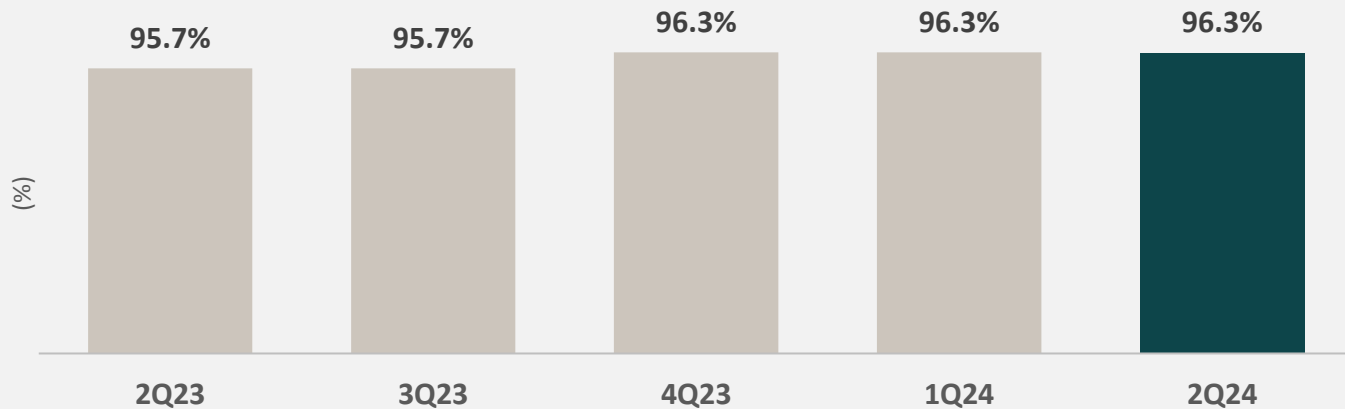
# LEASING HIGHLIGHTS

**96.3%**  
Occupancy  
Rate

**191**  
Signed  
Contract

**28'000 sqm**  
Leased  
GLA

## OCCUPANCY RATE



## RECENT OPENINGS

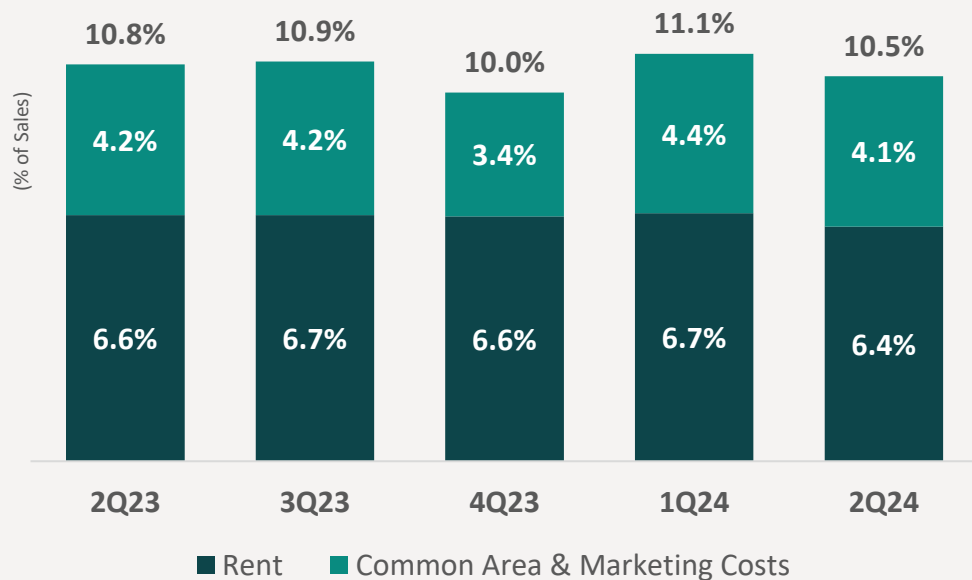


**SEPHORA**  
Shopping Catuaí Londrina

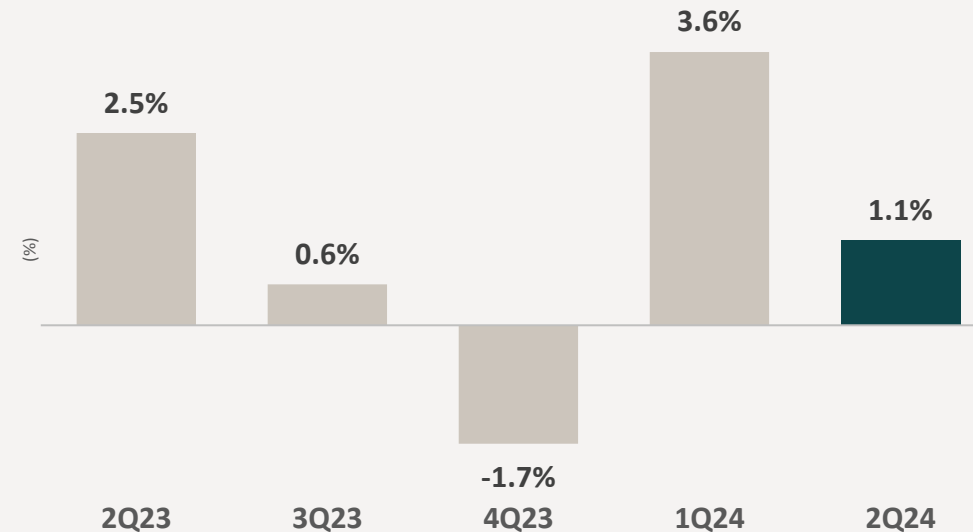


**ADIDAS**  
Parque Dom Pedro

## OCCUPANCY COST



## NET DELIQUENCY<sup>1</sup>



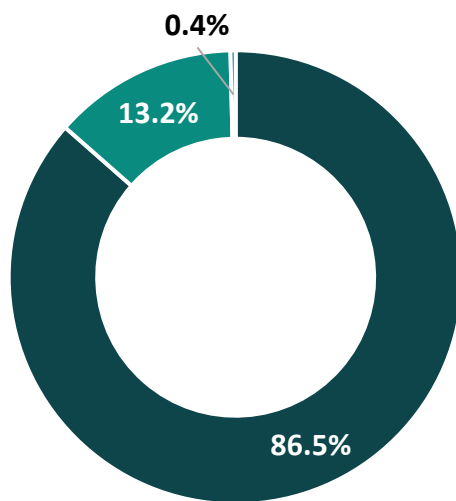
<sup>1</sup>Net delinquency refers to the ratio between the total billed amount in the period (rent, excluding discounts and cancellations) and the total received amount over the same period.



## LEVERAGE

**1.5x**  
Net Debt / EBITDA

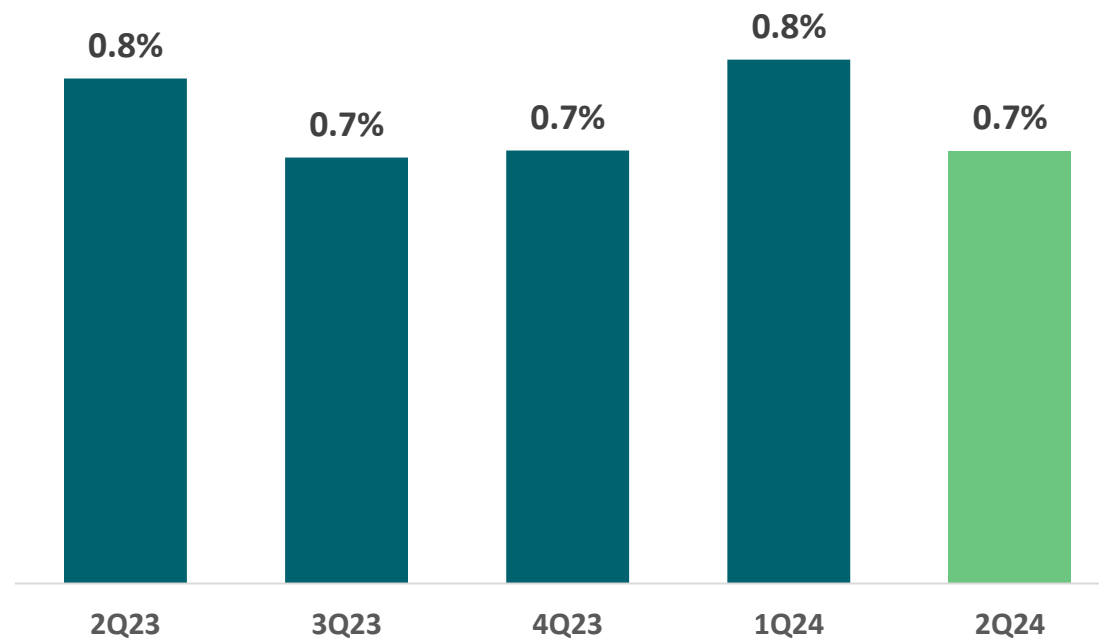
## DEBT BREAKDOWN<sup>1</sup>



■ Floating rate ■ Fixed rate<sup>2</sup> ■ Inflation<sup>3</sup>

## AVERAGE COST OF DEBT

(CDI + Spread)

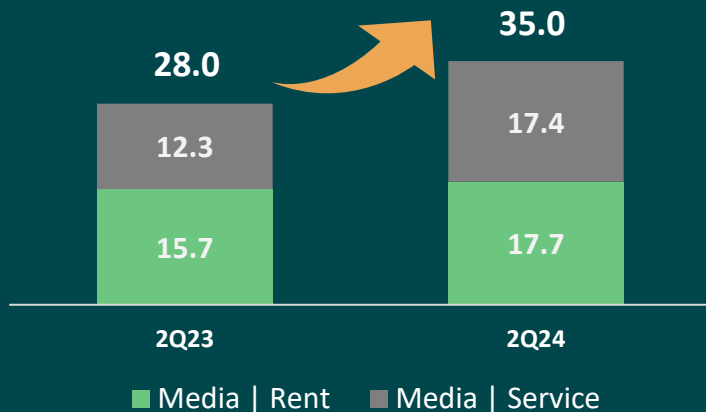


<sup>1</sup> Considers debt at the end of the period, excluding obligations for the purchase of assets

<sup>2</sup> Pre-fixed rates include TR; <sup>3</sup> Inflation indices include IPCA and IGP-DI

## Media Gross Revenue

(R\$ MM)



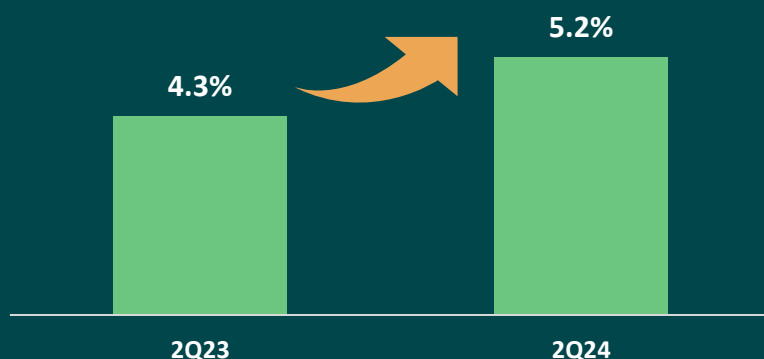
# R\$35.0 MM

Revenues in 2Q24

# 25.1%

Of growth 2Q24x2Q23

## Media as a % of Gross Revenue



# 5.2%

Of the Company's gross revenue

# +90 bps

Growth as a percentage of gross revenue

# helloo,

## Malls

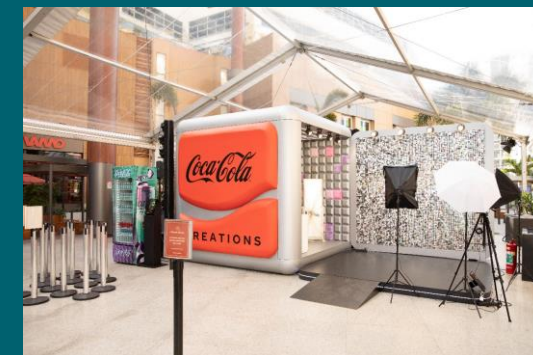
**+100** shopping malls in the portfolio across 49 cities

## Residencial

**+12.7 thousand** digital screens  
**+860** new digital screens installed in 2Q24

# helloo,

**live** experiência | conexão | inovação



Launch of the new Coca-Cola flavor at NorteShopping

Focus on

# Brand Experience

## LOYALTY PROGRAM EXPANSION

**+ 2.2 million** Frequent app users

**+ 2.5'000** available benefits

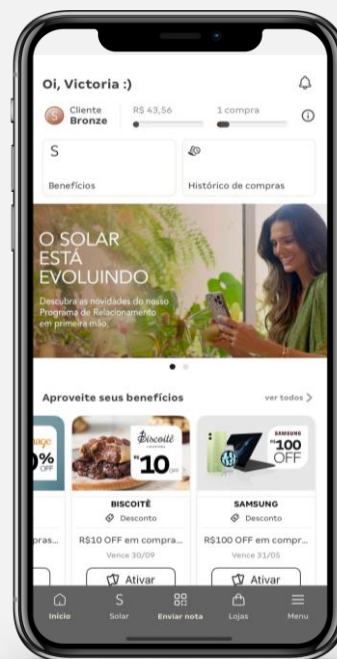
**+ 55%** access compared to 2Q23

**+ 91%** tenants offering benefits compared to 2Q23

**until 2025** Loyalty Program's rollout to all of the Company's malls

## SOLAR SHOPPING LEBLON

Launch of the new Shopping Leblon's Loyalty Program



**+452%**  
REDEEMED  
BENEFITS  
2Q24 VS 2Q23

**+73%**  
INVOICES  
SENT  
2Q24 VS 2Q23

**+350**  
BENEFITS  
AVAILABLE

**+59%**  
CAPTURED GMV  
2Q24 VS 2Q23

## SOS RIO GRANDE DO SUL



## BLUE APRIL



## CHARITY EVENT | ARRAIÁ GOIÂNIA SHOPPING



# INSTITUTIONAL INVESTOR



## *Most Honored Company*

Best CEO | 1<sup>st</sup> place

Best CFO | 1<sup>st</sup> place

Best Board | 1<sup>st</sup> place

Best IR Program | 1<sup>st</sup> place

Best ESG Program | 1<sup>st</sup> place

Best Investor Day | 1<sup>st</sup> place

Best IR Professional | 3<sup>rd</sup> place

Best IR Team | 3<sup>rd</sup> place

*Solid Track Record | Top 3 ranking in the past 5 years*

**THANK YOU**

**INVESTOR RELATIONS**

**ALLOS**