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This document may contain forward-looking statements, which are subject to risks and uncertainties as they are based on the good faith expectations and beliefs of the Company's management, as well as information available on the date it was issued. The Company undertakes no obligation to update or revise such statements.

The words "anticipate", "desire", "expect", "foresee", "intend", "plan", "aim", "project", "estimate", "seek", and similar words or the negative meaning of these expressions, are intended to identify such statements of a forward-looking nature.

The Company clarifies that it does not disclose projections and/or estimates under the terms of article 21 of CVM Resolution 80/22 and, therefore, eventual forward-looking statements do not represent any guidance or promise of future performance.

Forward-looking statements or information refer to future events that may or may not occur, and many of the factors and values underlying these considerations are beyond the Company's control or expectations and involve known and unknown risks. Our future financial situation, operating results, market share and competitive positioning may differ materially from those inferred or suggested in such assessments. The reader/investor is solely and exclusively responsible for any investment, business or action decision taken based on the information contained in this document. The reader/investor should not rely exclusively on the information contained in this document to make such decisions.

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In this document, the Company has chosen to present the consolidated data from a managerial perspective, in line with the accounting practices excluding the CPC 19 (R2). In this sense, the managerial figures presented may differ from those contained in our financial statements.

Non-accounting measures contained, if any, in this document are used by the Company as additional indicators of the performance of its operations. Such indicators are not measures recognized by BR GAAP or IFRS, do not have a standard meaning and may not be comparable to measures with similar titles provided by other companies, and, therefore, should not be considered in isolation or as a substitute for other financial metrics disclosed in accordance with BR GAAP or IFRS. For more detailed information, please check our Financial Statements, Reference Form (Formulário de Referência) and other relevant information on our investor relations website ir.multiplan.com.br. This document does not constitute an offer to sell or a solicitation to

#### Unsponsored Depositary Receipt Programs

buy any security.

To the best of the Company's knowledge, there are foreign banks that have launched or intend to launch unsponsored depositary receipt programs, in the USA or in other countries, based on shares of the Company (the "Unsponsored Programs"), taking advantage of the fact that the Company's reports are usually published in English.

The Company, however, (i) is not involved in the Unsponsored Programs, (ii) ignores the terms and conditions of the Unsponsored Programs, (iii) has no relationship with potential investors in connection with the Unsponsored Programs, (iv) has not consented to the Unsponsored Programs in any way and assumes no responsibility in connection therewith. Moreover, the Company alerts that its financial statements are translated and also published in English solely in order to comply with Brazilian regulations, notably the requirement contained in item 6.2 of the Level 2 Corporate Governance Listing Rules of B3 S.A. - Brasil, Bolsa, Balcão, which is the market listing segment where the shares of the Company are listed and traded. It is reiterated that the Company has no liability for any losses, damages or obligations arising from the trading of securities under such Unsponsored Programs.

Although published in English, the Company's financial statements are prepared in accordance with Brazilian legislation, following Brazilian Generally Accepted Accounting Principles (BR GAAP), which may differ to the generally accepted accounting principles adopted in other countries.

Finally, the Company draws the attention of potential investors to article 51 of its bylaws, which expressly provides, in summary, that any dispute or controversy which may arise amongst the Company, its shareholders, board members, officers and members of the Fiscal Council (Conselho Fiscal) related to matters contemplated in such provision must be submitted to arbitration before the Câmara de Arbitragem do Mercado, in Brazil.

Therefore, in choosing to invest in any Unsponsored Program, the investor does so at its own risk and will also be subject to the provisions of article 51 of the Company's bylaws.





# Message from the CEO

**Eduardo K. Peres** 

In 2024, Multiplan celebrated half a century with financial and operational records, renovated malls and two new expansions. In 2025, we remain steadfast in building the next 50 years of the Company.





# Increasing our market share and results

We have been growing steadily, driven by a long-term strategy that leads to increased market share



# The effect of active management on results

We actively manage our portfolio by anticipating trends, valuing assets, delighting customers and making our management decisive for results



# Growth through GLA and real estate expansion

We expand our malls and integrate them into mixed-use projects, reaping several benefits from this strategy



Develooment.

Perations



# Governance & socio-environmental responsibility

We believe that solid governance and socio-environmental responsibility generate sustainable and long-term value, which is why we have been expanding our initiatives





# Increasing our market share and results

Armando d'Almeida Neto

Multiplan has been steadily increasing its share of sales in Brazil, due to a long-term strategy, focused on building a leading portfolio in the main growth vectors of cities.

Our strategy & portfolio

Market share gain in Brazil

The importance of growth vectors

1Q25 Results

# Leading portfolio



20 shopping centers

2 corporate office complexes

residential condominium Golden Lake



940,699 sq.m of properties total GLA<sup>1</sup>

RS

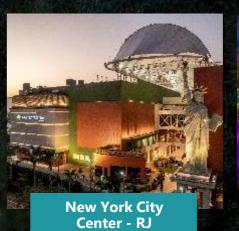


190 million visits/year, 520,000 per day<sup>2</sup>



























More than

6,000

operations



















Developed since the IPO<sup>1</sup>:

9 malls

12 corporate and residential towers

**20 expansions** delivered

**Developer DNA** 

Focus on the long term

Properties in the growth **vectors** of cities

Investing in the malls surroundings

Developing mixed-used complexes

**Renovations** to anticipate trends in

society

Mix aligned with consumer desire

Multi app provides customer convenience



Multiplan's

Strategy

Active management in malls

**Experienced management** 

Reference shareholder is a pioneer in the sector

**Executive Board with solid** track record in the sector

**Reference** in the real estate and mall sector

# Company structured to generate growth with stability and predictability

### **Human Resources**

**Experience:** A company with a 50-year history

Track record: Executive Board with extensive experience in the sector

**Governance:** founder as a reference shareholder and Chairman of the Board

#### Strategy

Long term: investment in the growth vectors of cities

Management: 100% of malls managed by Multiplan, >=50% stake in 19 out of 20 malls

Systems: 100% of the malls, headquarters and branches operating in the same ERP1

### Clients / Tenants

Target audience: capitals and large cities, with 83% of the public from classes A/B<sup>2</sup>

Diversification: 20 assets, 5 segments, 77 activities, >1,500 brands and >6,000 stores<sup>3</sup>

**Long term:** average annual turnover of 5.5%<sup>4</sup>, equivalent to a term of 18 years

#### Results

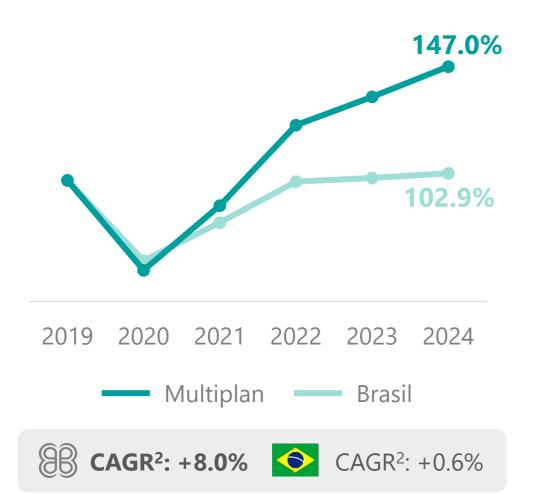
High margins: NOI of 92.7% and EBITDA of 72.9% in the last twelve months

Indexation: base rent is equivalent to >90% of rental revenue, linked to the IGP-DI<sup>3</sup>

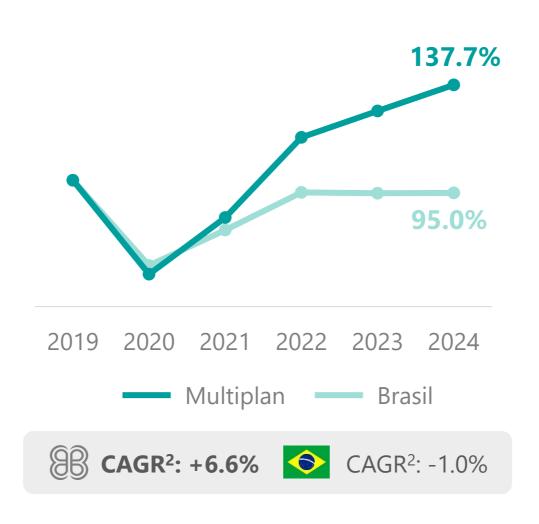
Rating: brAAA - S&P, AAA (bra) - Fitch3

# Leading malls increasing sales efficiency and expanding market share 1

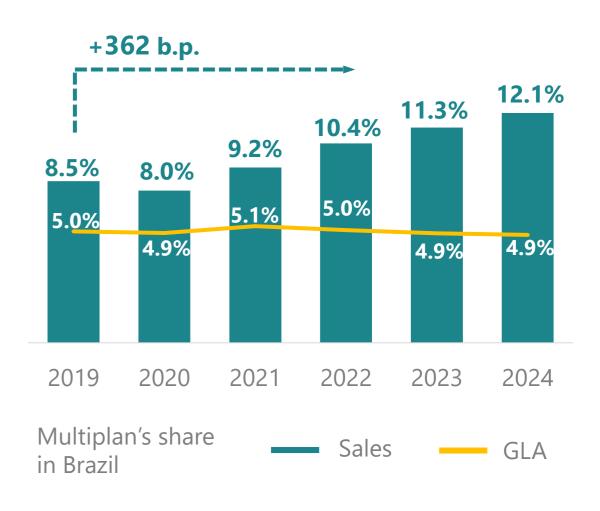




Sales/sq.m (Base 100)

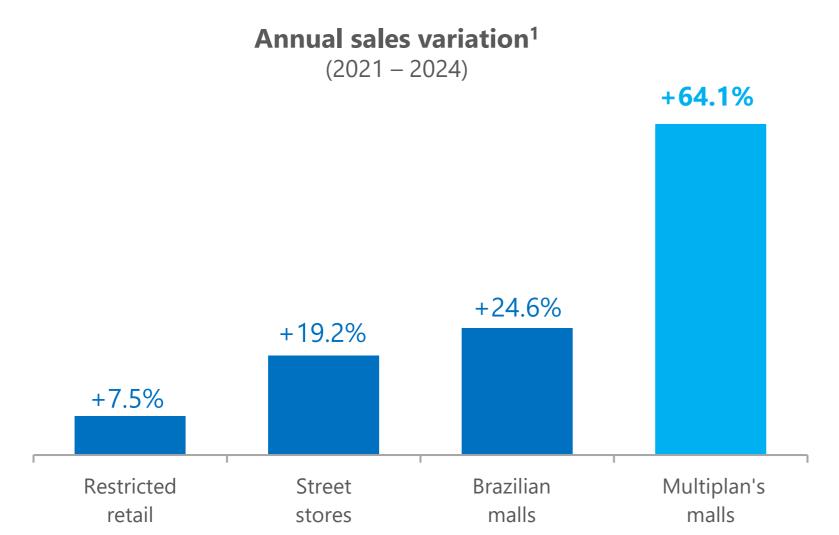


### Multiplan's share in Brazil Sales and GLA<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Source: Abrasce – Brazilian Census of Shopping Centers (Brazilian Association of Shopping Centers). Refers exclusively to the Gross Leasable Area (GLA) of malls. Multiplan's numbers divided by Brazil's average numbers available in Abrasce's census. <sup>2</sup> CAGR refers to Compound Annual Growth Rate.



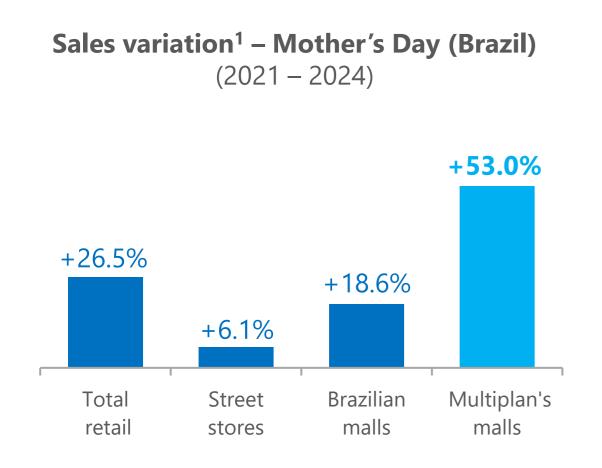


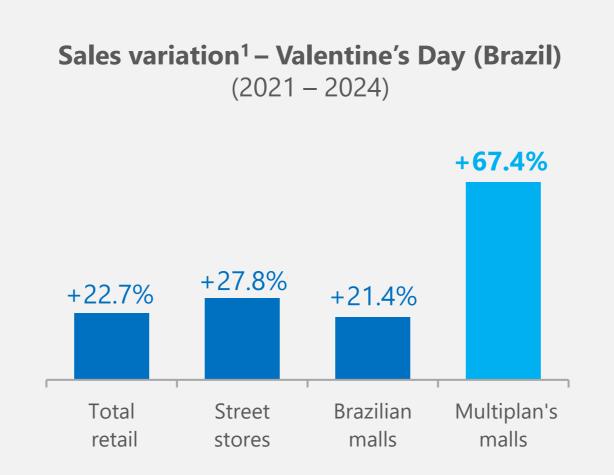


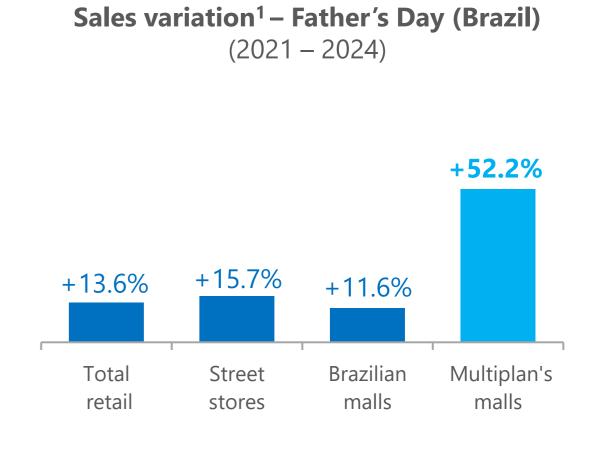


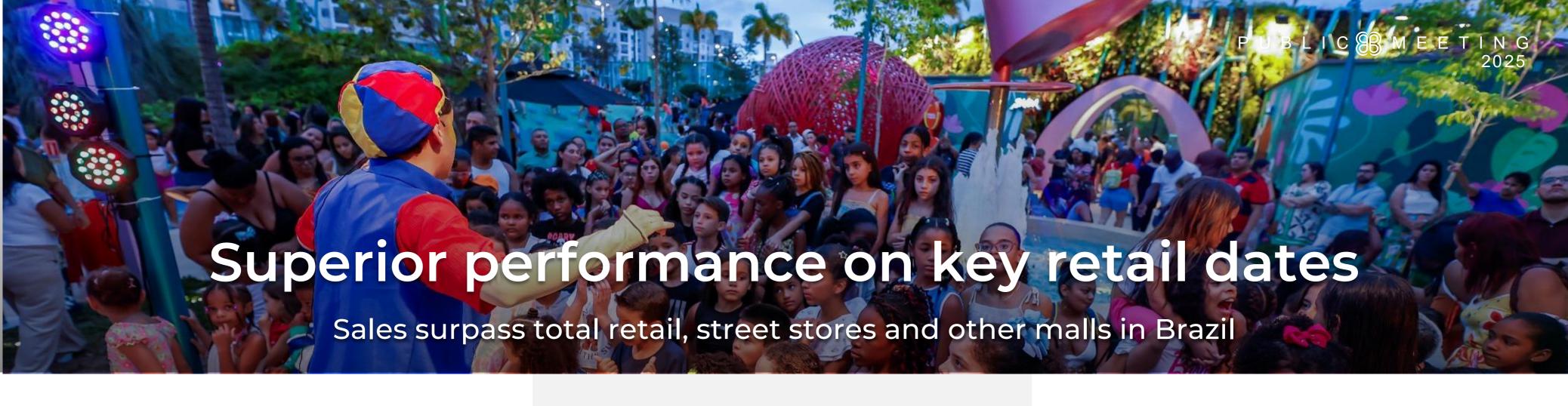


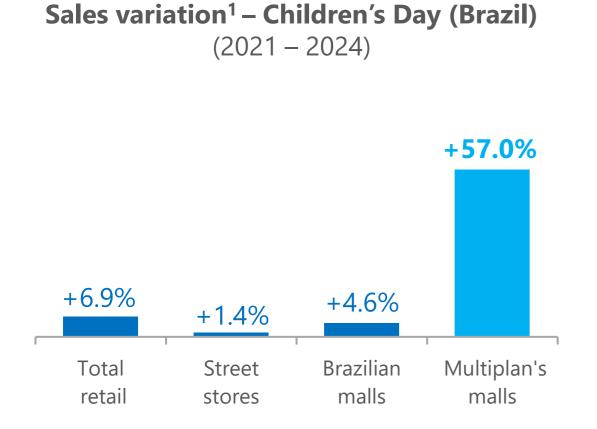


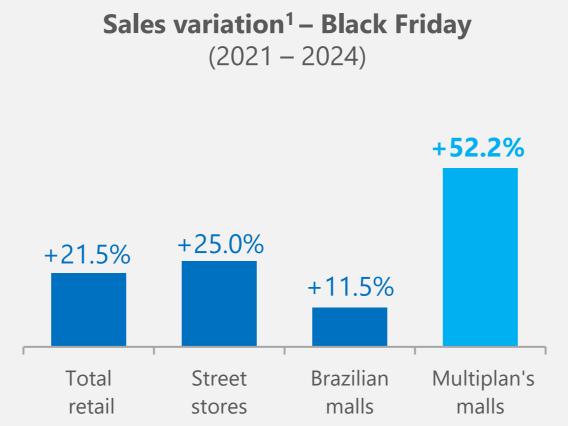


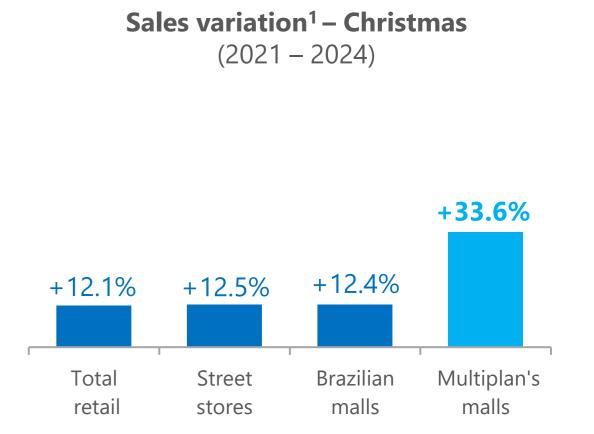




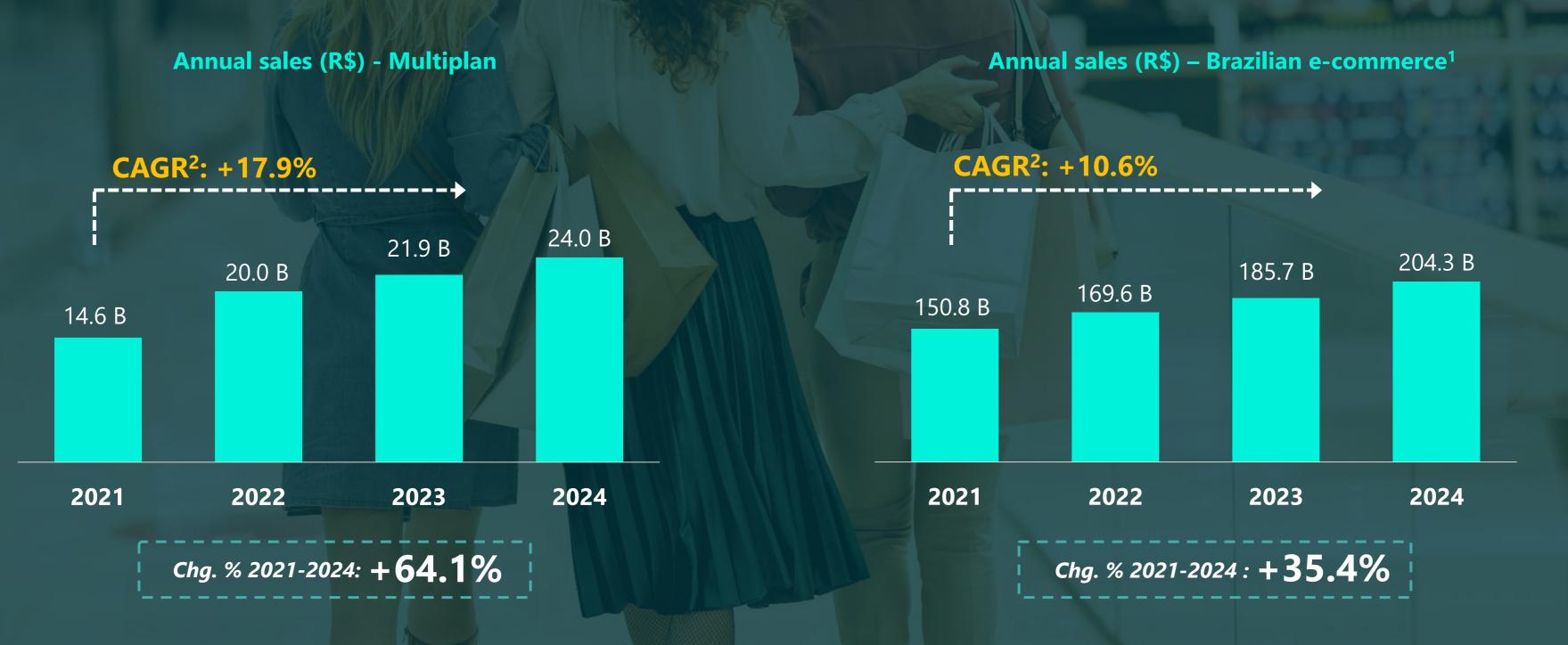








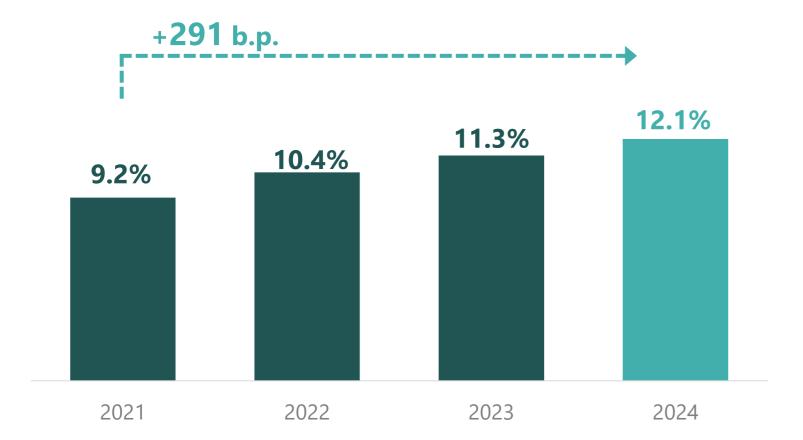
# Multiplan's post-pandemic sales growth surpasses Brazilian e-commerce performance...



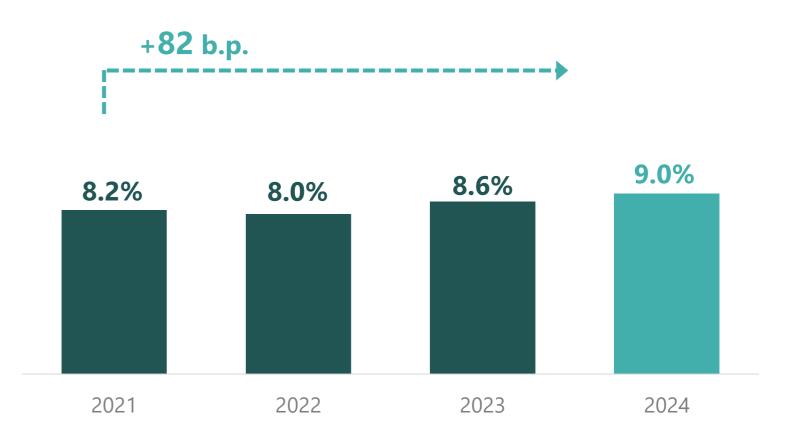
<sup>&</sup>lt;sup>1</sup> Source: Brazilian Association of Electronic Commerce (ABCOMM-link). <sup>2</sup> CAGR refers to Compound Annual Growth Rate.



### Multiplan's participation in Brazil<sup>1</sup> sales



### E-commerce participation in traditional retail<sup>2</sup> in Brazil



<sup>&</sup>lt;sup>1</sup> Multiplan's numbers divided by Brazil's average numbers available in Abrasce's census (Brazilian Association of Shopping Centers). <sup>2</sup> Source: Brazilian Association of Electronic Commerce (ABCOMM - <u>link</u>).

# Anticipating future development

Focus on growth vectors

### **Strategy**

Identification of growth vectors

**Development** of **regions** 

Acquisition of **land** in the **surroundings** 

Location in capitals

Easy access

### **Benefits**

Constant growth in the long term

**Enhancement** of the region and public

**Expansions and synergies** between **mixed-use** projects

More **diversified** economy, with a larger and more resilient customer base

Greater **people flow** and power of **attraction** 





# The surroundings of our malls have grown, on average, more than their municipalities and have a high per capita income<sup>1</sup>

Population change<sup>2</sup> (2010 x 2022)

Per capita household income<sup>1</sup> (average)

Municipal Human

Development Index (MHDI)<sup>3</sup>

(average)

**88** 

Multiplan's malls

(Neighborhoods and metropolitan regions)

+7.0%

+6.5%

+58 b.p.

R\$991

R\$724

0.796

0.766

Between 2010 and 2022, the population of the neighborhoods of our malls grew, on average, 553 b.p. above that of their respective municipalities

<sup>&</sup>lt;sup>1</sup> The calculation of per capita household income is done by adding the income of all residents and dividing it by the number of people living in the municipality. Data from 2021. Source: United Nations Development Program (UNDP) (<u>link</u>). The metropolitan regions considered for Multiplan's malls are São Paulo, Rio de Janeiro, Rio Grande do Sul, Paraná, Minas Gerais, Alagoas. For the Federal District, the administrative regions were considered. <sup>3</sup> The Municipal Human Development Index is a measure composed of indicators from three dimensions: longevity, education, and income. Data from 2021. Source: United Nations Development Program (UNDP) (<u>link</u>). The metropolitan regions considered for Multiplan's malls are São Paulo, Rio de Janeiro, Porto Alegre, Curitiba, Belo Horizonte, Maceió. For the Federal District Unit was considered.

Russia and

Ukraine

conflict

Chinese

real estate

crisis

**Truckers** 

## Resilient growth amid crises...



financial

crisis

crisis

Barings

Bank

collapse

Mexican Peso

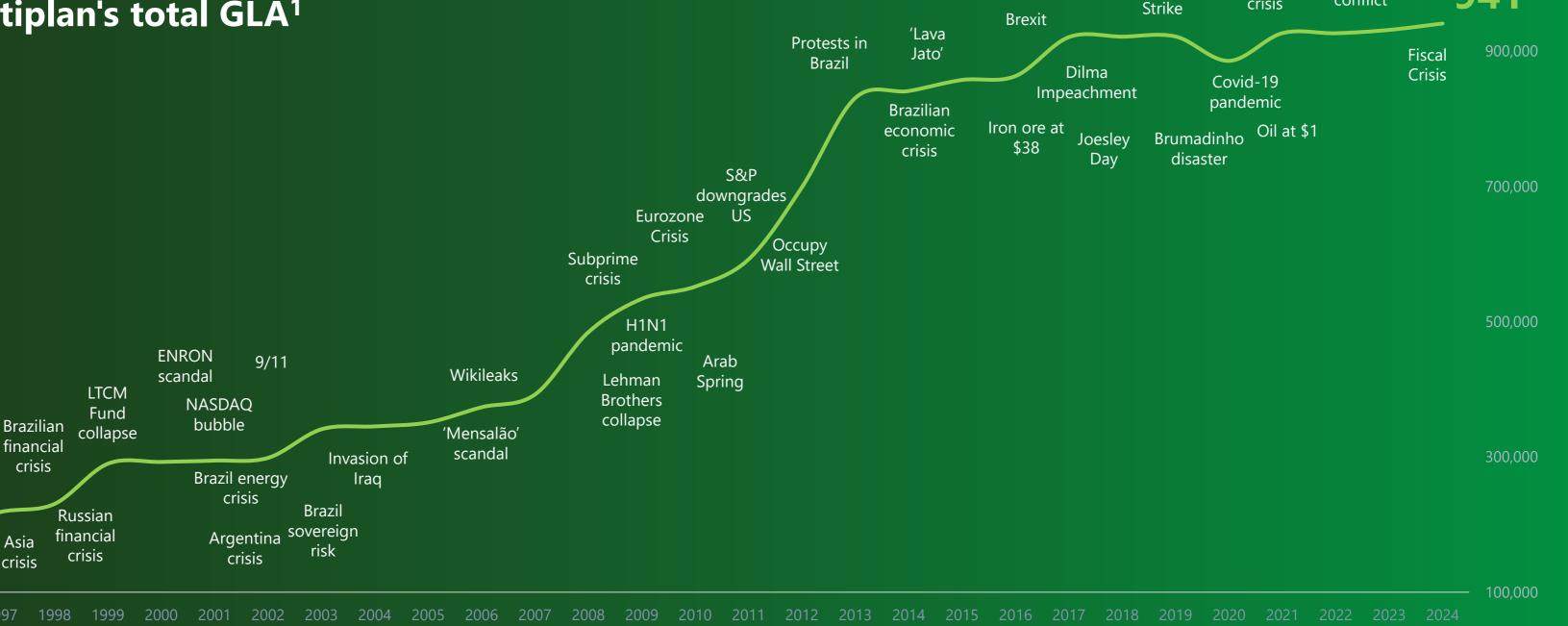
crisis

Multiplan's total GLA<sup>1</sup> ('000 sq.m)

Plan

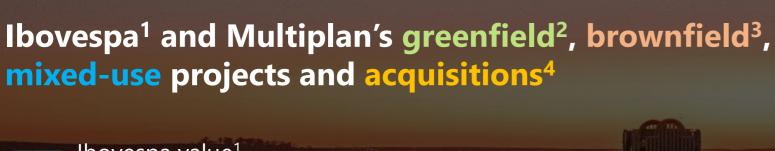
'Collor'

Impeachment



<sup>&</sup>lt;sup>1</sup> Considers malls and corporate towers. In 3Q20, Multiplan sold the Diamond Tower, in São Paulo, with 36,918 sq.m of GLA.

# ...and fluctuations in the Ibovespa

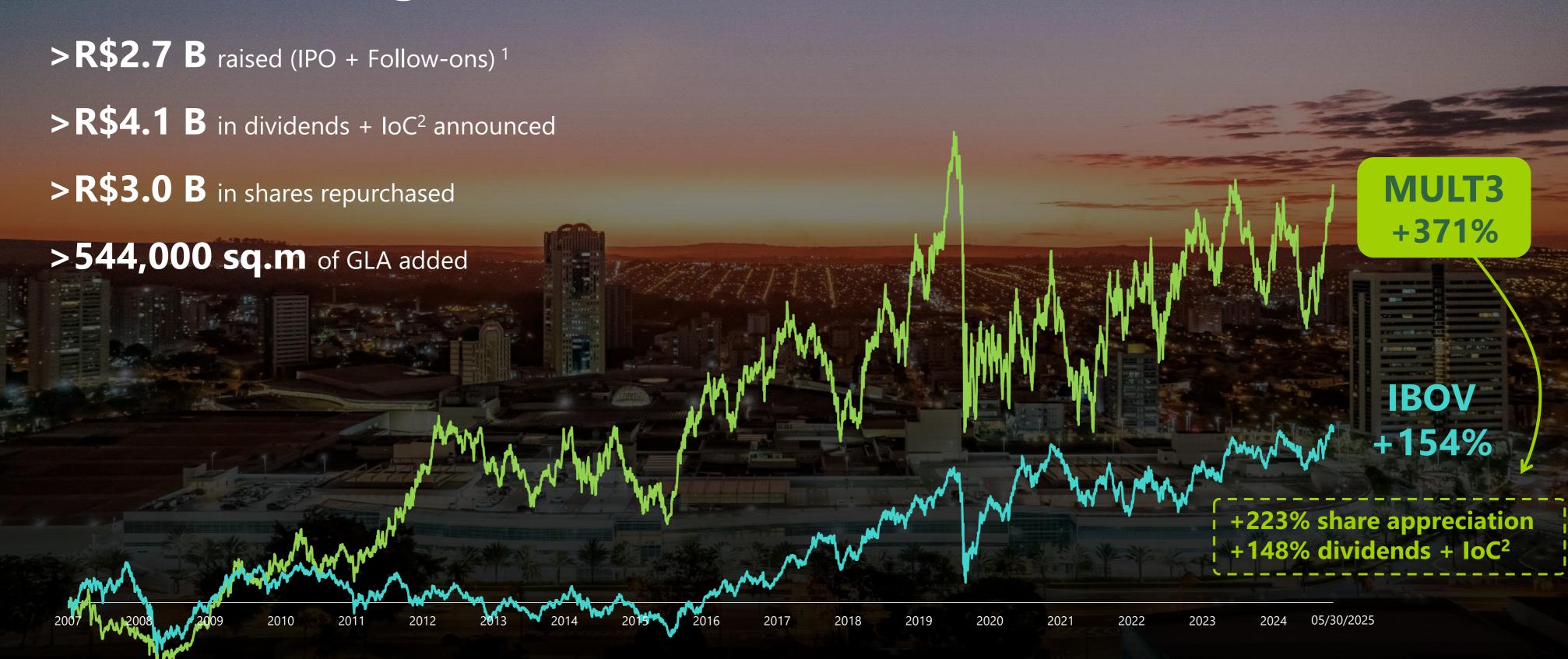




RibeirãoShopping **Expansion VI** 

<sup>&</sup>lt;sup>1</sup> Source of Ibovespa data: Bloomberg. <sup>2</sup> Projects started from scratch, on land without pre-existing malls. <sup>4</sup> Percentages in parentheses indicate the fraction of the asset acquired. Only acquisitions that occurred after the IPO (Jul-07) were indicated

# Accelerating since the IPO1:



# Strengthening our assets and building long-term value

Active management in 2024:



renovated malls



1,278

events in the



61.7%

of the mix focused on experience and convenience<sup>2</sup>



expansions opened



47,878 sq.m of turnover



phase of Golden Lake announced



expansions launched



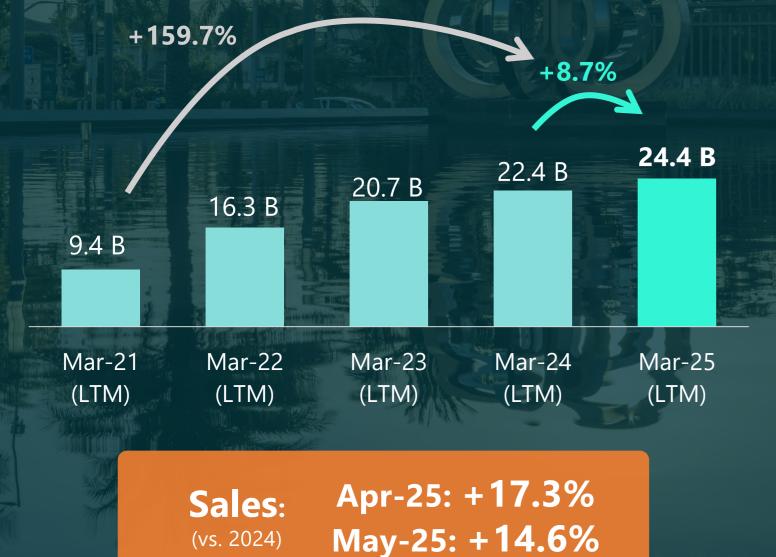
>8.5 M Multi app downloads<sup>1</sup>



land plots sold for the development of mixed-use projects

# Solid operational performance in malls



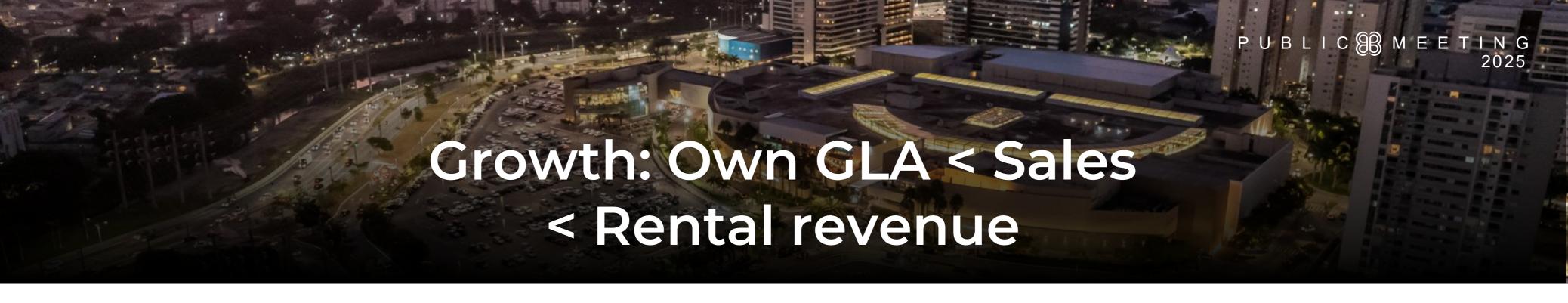


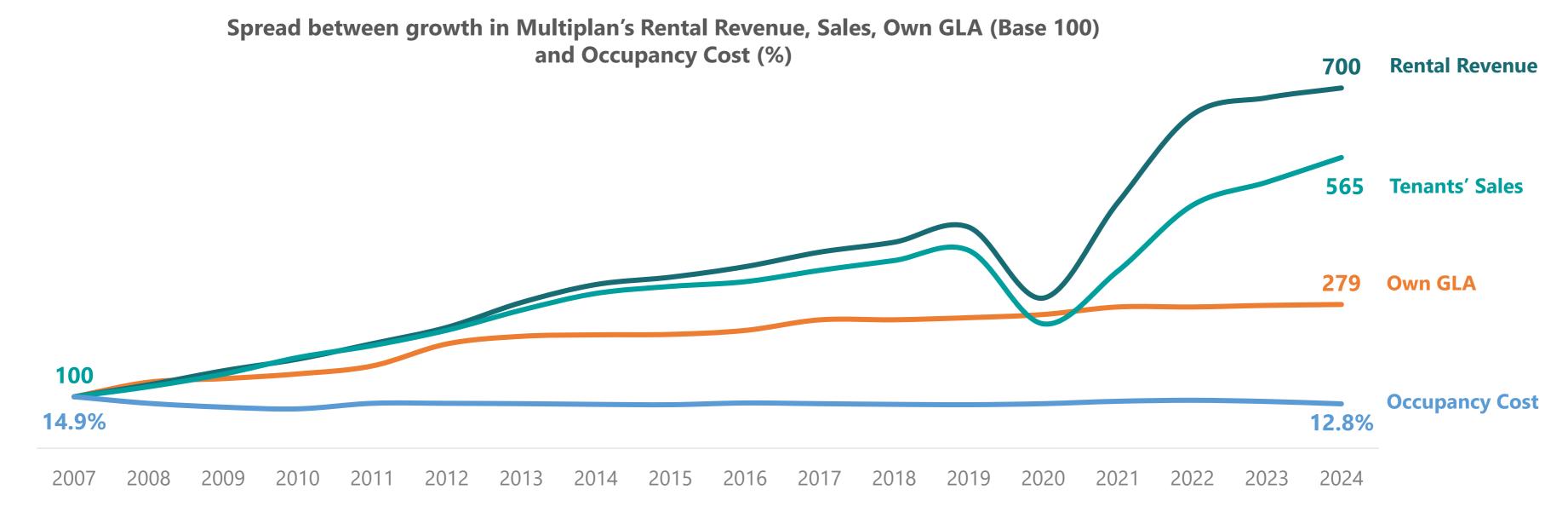
### **Shopping center average occupancy rate**



### **Net delinquency rate**



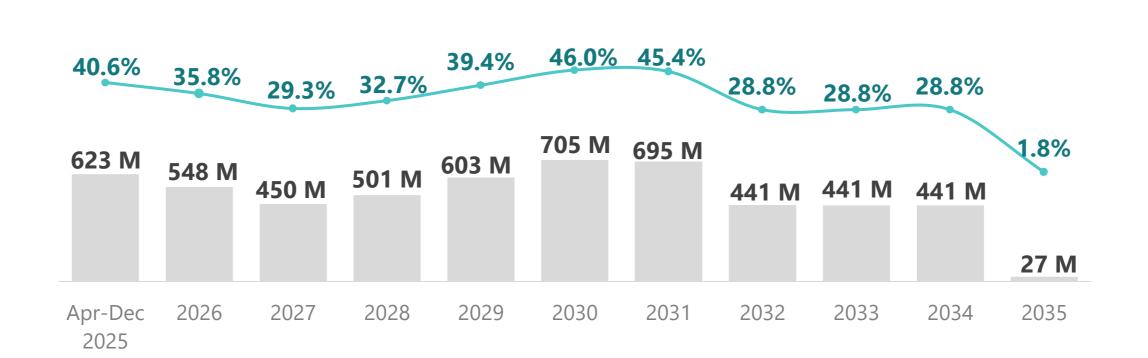




Cash and cash generation (R\$)



Gross debt amortization schedule (R\$) and debt amortization as a % of Mar-25 LTM FFO<sup>1</sup> (%)



**Net Debt/EBITDA** 

**Current (Mar-25): 2.28x** 

10-year average<sup>2</sup>: 2.10x

**Lowest covenant:** 4.00x

Gross debt average cost

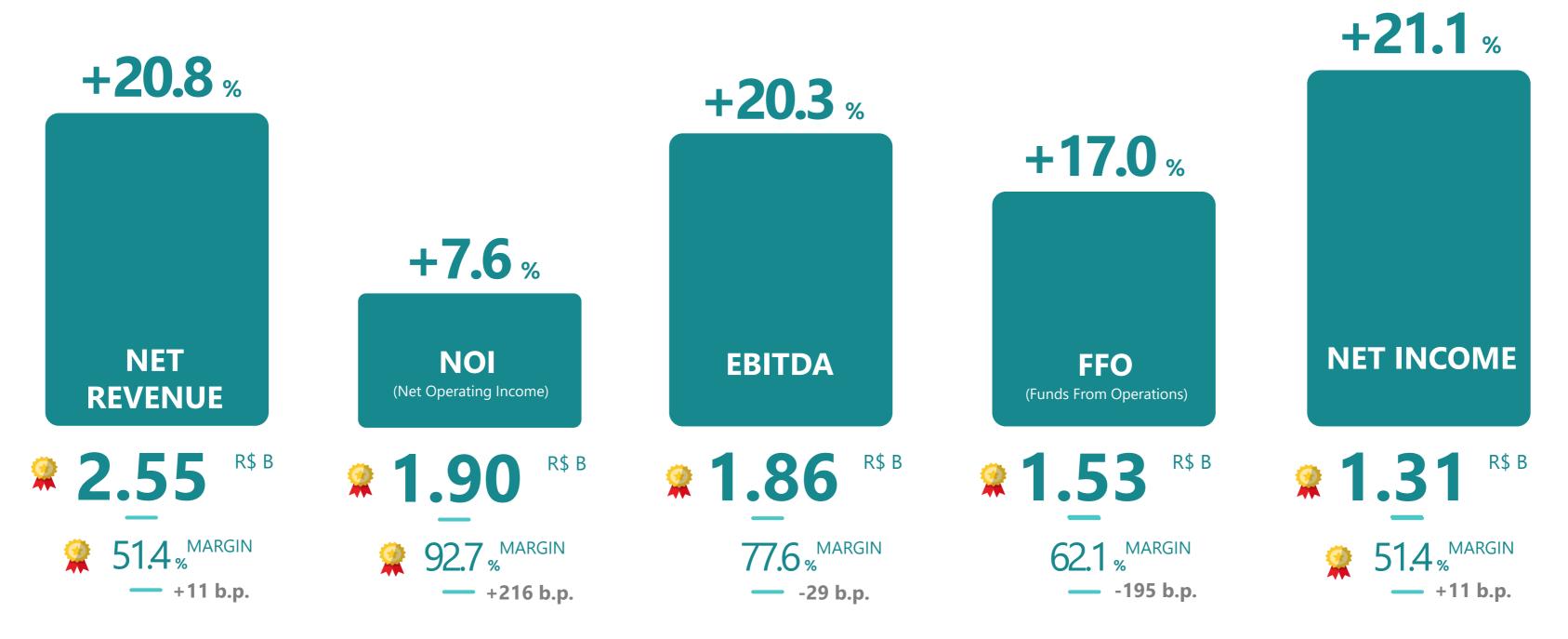
14.81% p.a.

debt amortization as a % of Mar-25 LTM FFO<sup>1</sup>

## Record financial results

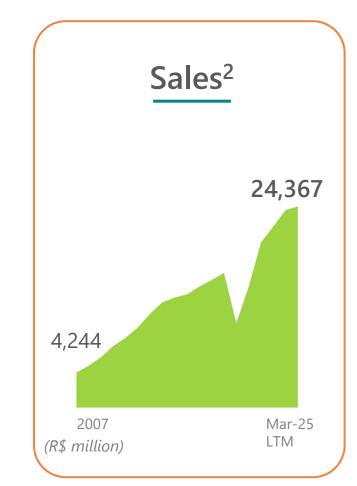


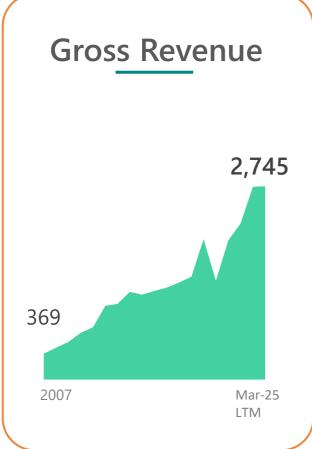
(Mar-24 LTM compared to Mar-25 LTM)

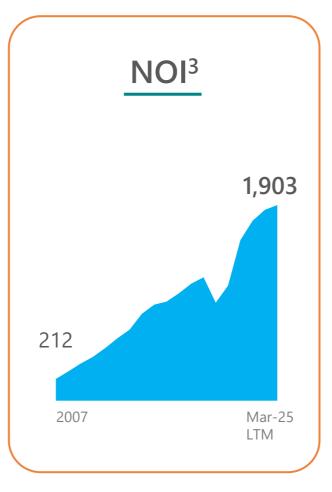


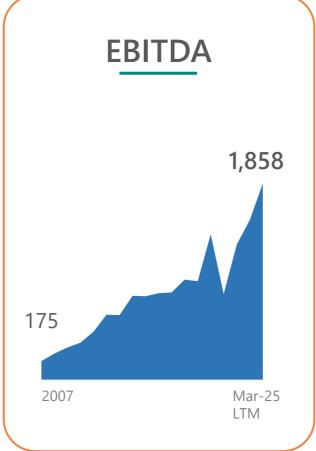


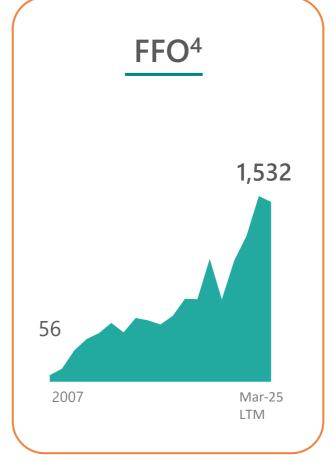
(CAGR<sup>1</sup> 2007 until Mar-25 LTM)

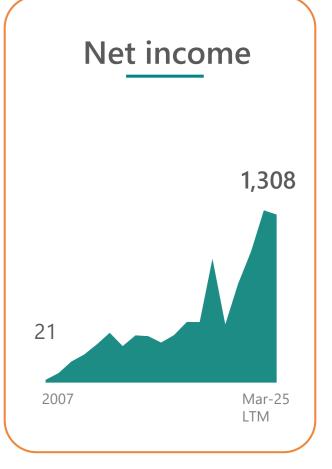












+10.7%

+12.3%

<sup>+13.6%</sup> 

<sup>+14.7%</sup> 

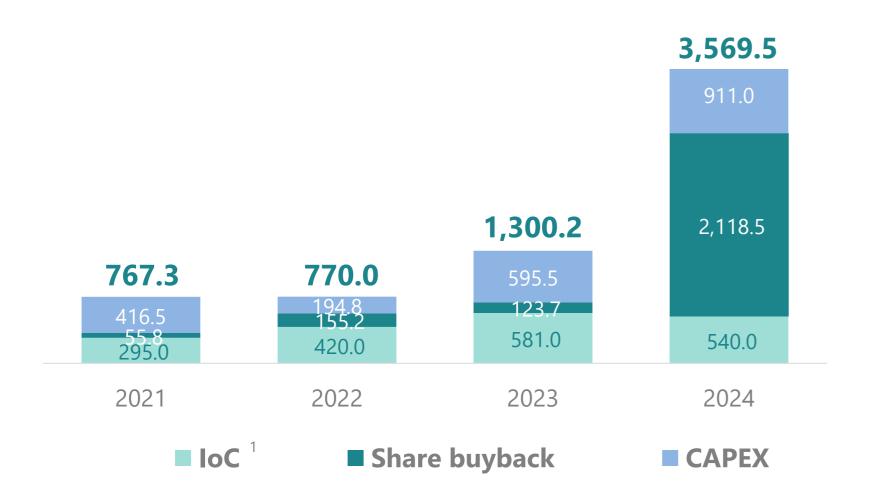
<sup>+21.1%</sup> 

<sup>+27.0%</sup> 

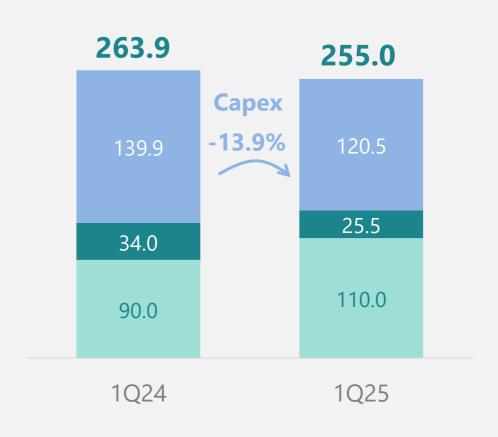
<sup>&</sup>lt;sup>1</sup> CAGR stands for Compound Annual Growth Rate. <sup>2</sup> Total tenants' sales at a 100% basis and not at Multiplan's stake. <sup>3</sup> NOI refers to Net Operating Income. <sup>4</sup> FFO refers to Funds from Operations.



#### Capital allocation 2021-2024 (R\$ M)



#### Capital allocation 1Q25 (R\$ M)



Renovation Capex<sup>2</sup> in 1Q25 represents 5.5% of NOI

# Buying back our portfolio at a cap rate of 11.9%

MULT3 cap rate<sup>1</sup>

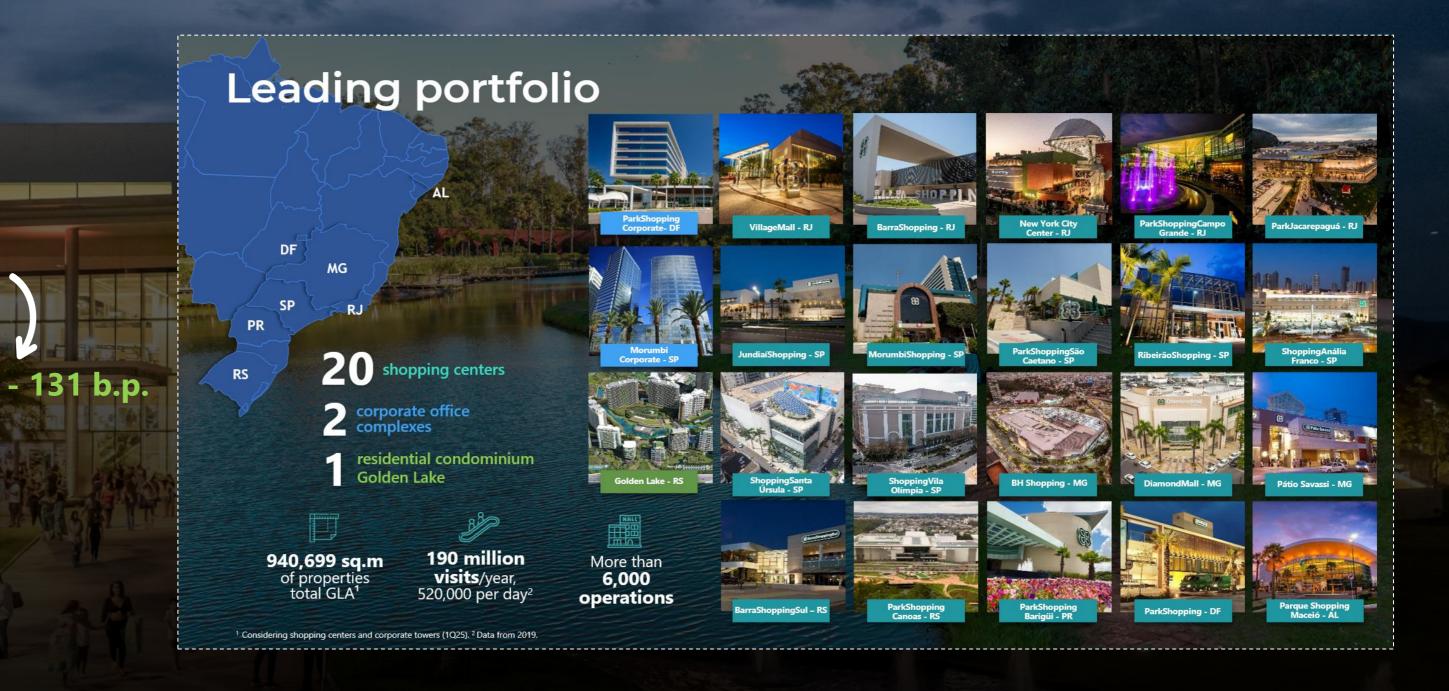
Pre-repurchase<sup>2</sup> 11.9%

May-25 <sup>3</sup> (05/30/2025)

10.6%

Average since IPO<sup>4</sup> (3Q07 – 1Q25)

7.8%



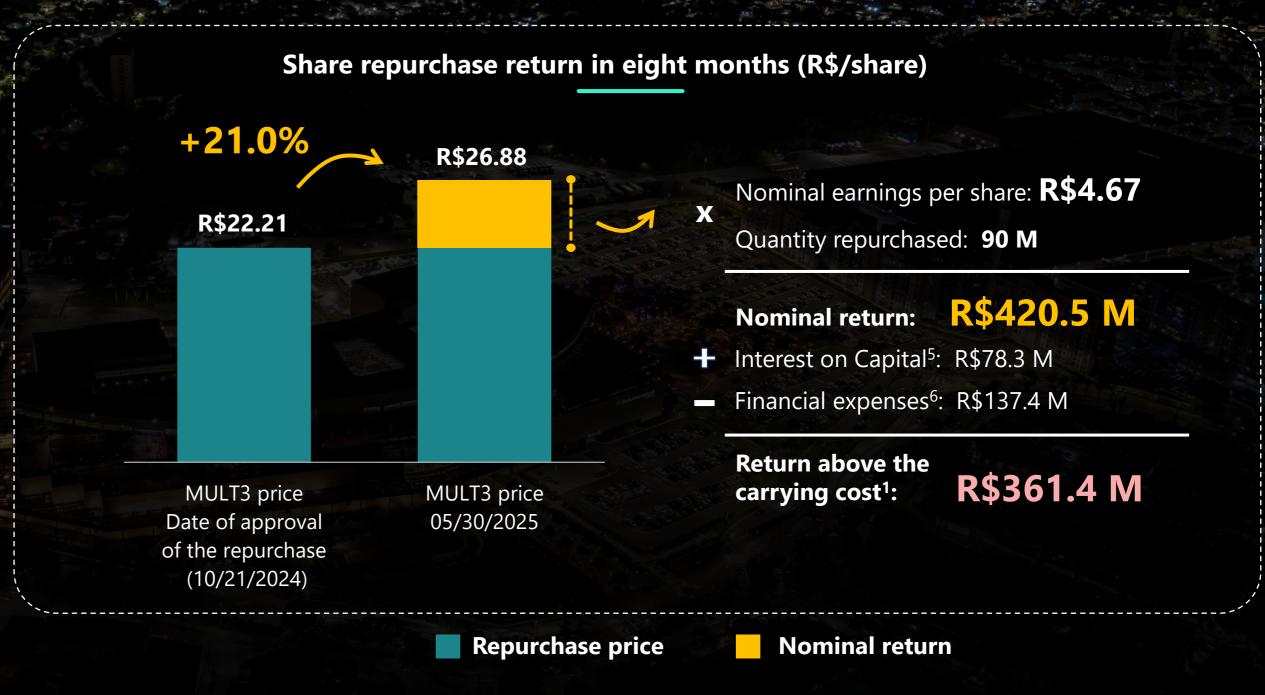
<sup>1</sup> Cap Rate: NOI (LTM)/(Market Cap + Net Debt). <sup>2</sup> Cap rate on 9/18/24 refers to the period prior to the share repurchase carried out in October and November 2024 in the amount of R\$2.0 billion. Considers Jun-24 (LTM) NOI and the share price at the repurchase (R\$22.21). <sup>3</sup> Cap rate on 5/30/25 calculated with the Mar-25 (LTM) NOI and the share price on 05/30/2025 (R\$26.88). <sup>4</sup> Multiplan's IPO (initial public offering) was carried out in Jul-07. The average cap rate since the IPO is quarterly.

# Share repurchase of R\$2.0 billion exceeds financial carrying cost<sup>1</sup> by R\$361 million in eight months

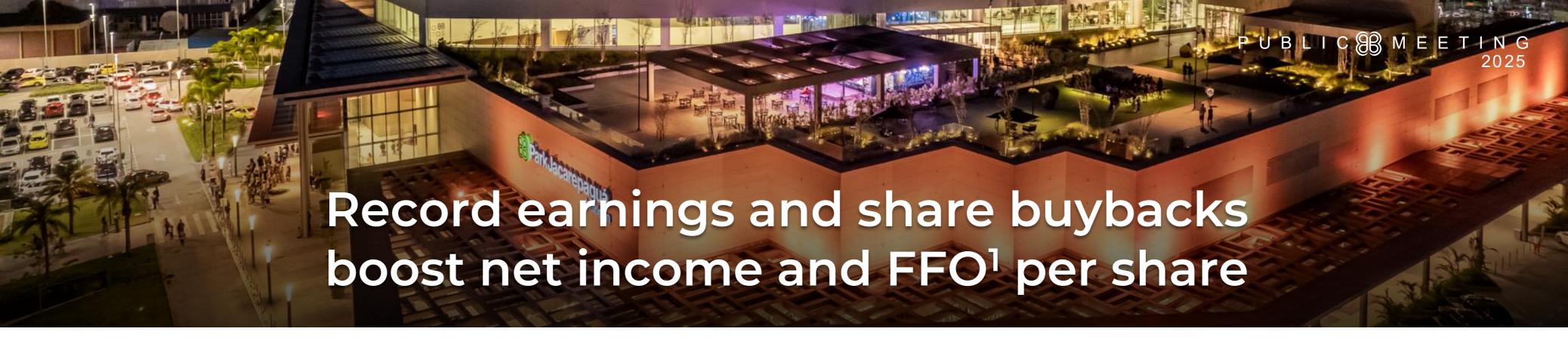
Share repurchase submitted to the EGM<sup>2</sup> (10/21/2024)

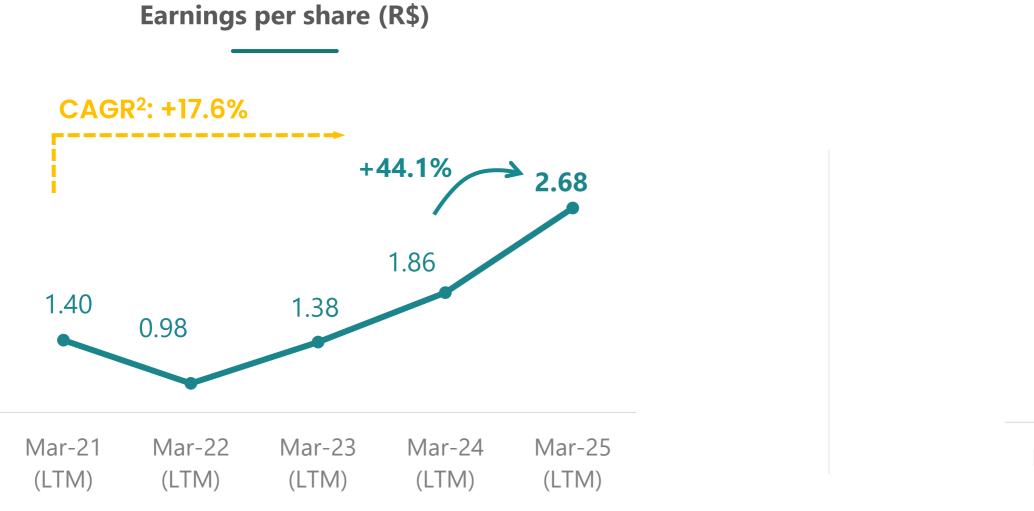
#### **Summary:**

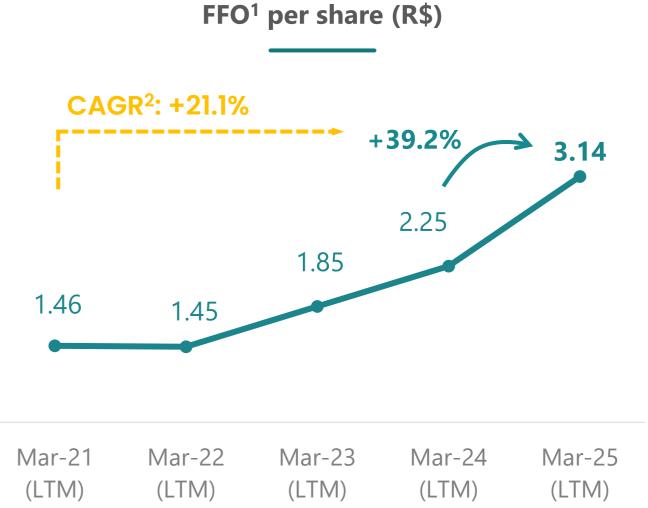
- Price of R\$22.21/share reflected one of the highest cap rates<sup>3</sup> since the IPO;



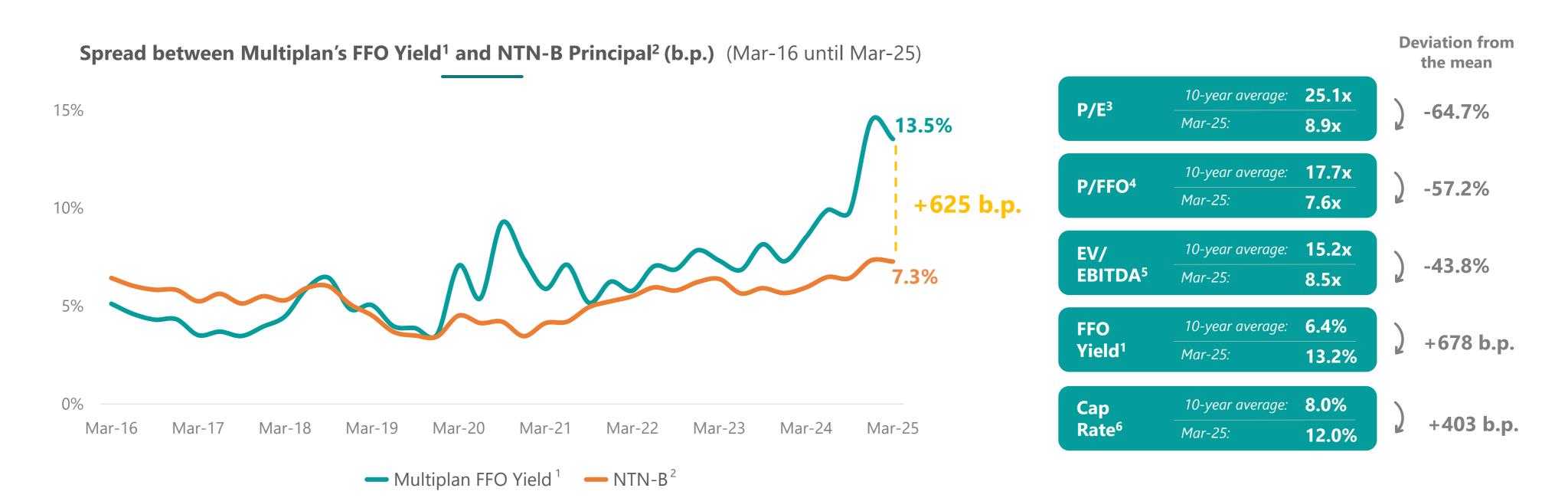
<sup>&</sup>lt;sup>1</sup> The repurchase return was calculated based on shares acquired at an average price of R\$22.21, which reached R\$26.88 on 05/30/25 (closing price). The return was determined by subtracting the closing price from financial expenses incurred between Nov-24 and May-25, along with Interest on Capital deliberated since the transaction's completion. <sup>2</sup> EGM refers to Extraordinary General Meeting. More details on the transaction are in the presentation of the conference call to shareholders prior to the EGM (link). <sup>3</sup> Cap Rate: NOI (LTM)/(Market Cap + Net Debt). <sup>4</sup> According to the EGM minutes (link). Considers the total number of votes cast (therefore, discounting abstentions). <sup>5</sup> Interest on Capital deliberated since the approval of the repurchase (09/30/24, 12/23/24, 03/26/25), which totaled R\$0.87, multiplied by the 90 million shares repurchased. <sup>6</sup> The financial expenses of the repurchase were estimated considering the monthly cost of the Company's debt between Nov-24, the first month after the approval of the repurchase, and May-25.







# Despite solid results, the spread between FFO Yield and NTN-B<sup>2</sup> remains above the historical average



Slide data refers to quarterly market price closings since Mar-16. 10-year period: Mar-16 until Mar-25. FFO Yield: FFO (LTM)/Market Cap. NTN-B is the inflation indexed Brazilian Government bond. The longest duration bond on the given date was considered: maturities in 2035, 2045 and 2050, calculated by the average daily buying and selling rate. NTN-B source: National Treasury of Brazil. P/FFO Ratio (Price to Earnings): Market Cap/FFO (LTM). P/FFO Ratio (Price to Earnings): Market Cap/FFO (LTM). Cap Rate: NOI (LTM)/(Market Cap + Net Debt).



# The effect of active management on results

#### **Marcelo Martins**

Active management gives the Company the ability to quickly adapt to new trends, making Multiplan's assets constantly improve and deliver results well above the Brazilian average.

Renovation vs. maintenance: main differences

First impressions in renovated malls

The impact of events on communities and results

Mix management: BarraShopping expansion VII case study

Multi: the main axis of Multiplan's digital strategy



#### Renovations

19 malls renovated<sup>1</sup>

Make malls more attractive and aligned with changes in society, consumer habits and architectural trends

#### **Events**

1,278 events in malls<sup>1</sup>

Bring benefits to the community, boost results, serve as anchoring and promote dynamism

### Mix management

Turnover<sup>1</sup> of 47,878 sq.m or 490 stores

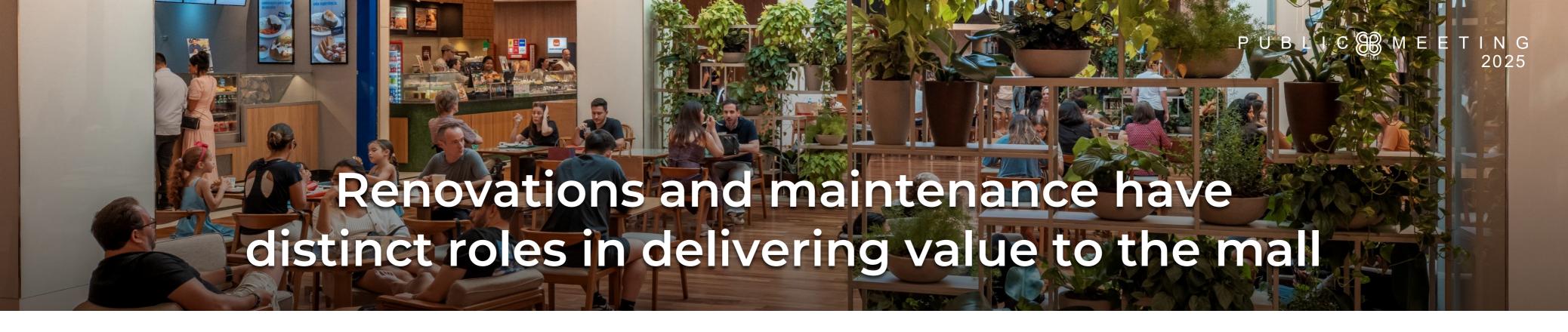
Allows the Company to meet the desires of new and future visitors

### Multi superapp

>8.5 million cumulative downloads<sup>2</sup>

Provides convenience for customers, sales for tenants', efficiency for malls and data and revenue for Multiplan

<sup>1</sup> In 2024. <sup>2</sup> As of 03/31/2025.





Responsible for the resources



Potential benefits

#### **Renovations**

- ✓ Multiplan and its partners (capex)
- ✓ Increase public interest and traffic;
- ✓ Attract more tenants;
- ✓ Increase long-term rental;
- ✓ Bring new technologies that generate efficiency;
- ✓ Adapt the mall to new trends;
- ✓ Increase consumer spending;
- ✓ Increase the asset's valuation.

#### **Maintenance**

- ✓ Tenants (condominium expenses)
- ✓ Promote well-being and cleanliness;
- ✓ Exchange or replace equipment;
- ✓ Ensure strong security;
- Extend useful life;
- Preserve the asset's appearance;
- ✓ Maintain the mall's valuation.

Since 2023, 19 of the 20 malls have undergone renovations and experienced significant changes









# We surveyed visitors at five of them: What did they think?













"The **changes** in the mall after the renovation **were very noticeable**"

**63.1%** totally agree

25.2% partially agree

**88.3%** agree

8.5% neutral

"How do you rate the **quality**of the selection of stores offered
after the renovation?"

27.4% think it's much better

45.2% think it's better

72.6% think it's improved

25.0% indifferent

"I feel more like coming to the mall after the renovation"

32.0% totally agree

27.3% partially agree

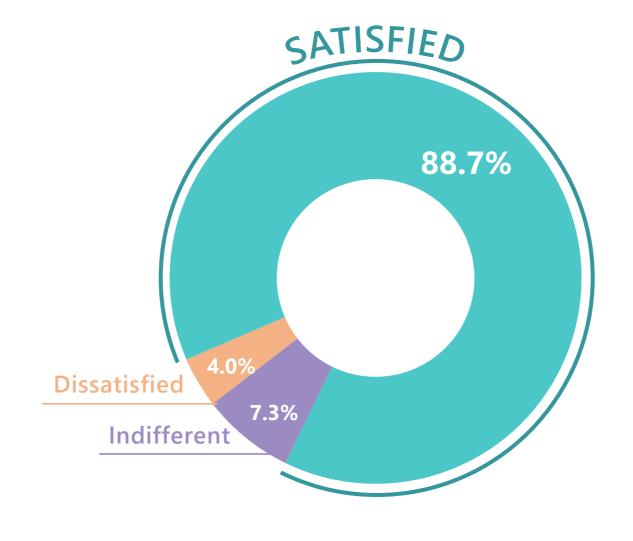
**59.2%** agree

33.5% neutral

<sup>&</sup>lt;sup>1</sup> Survey conducted between 02/25/2025 and 03/06/2025 through an online form sent by e-mail to customers of New York City Center, BarraShopping arigüi, DiamondMall and Pátio Savassi. Customers who, in the previous 90 days (02/20/2025), paid for parking using the Multi app or opened the app inside the mall were considered, ensuring that all customers visited the malls after the renovations.

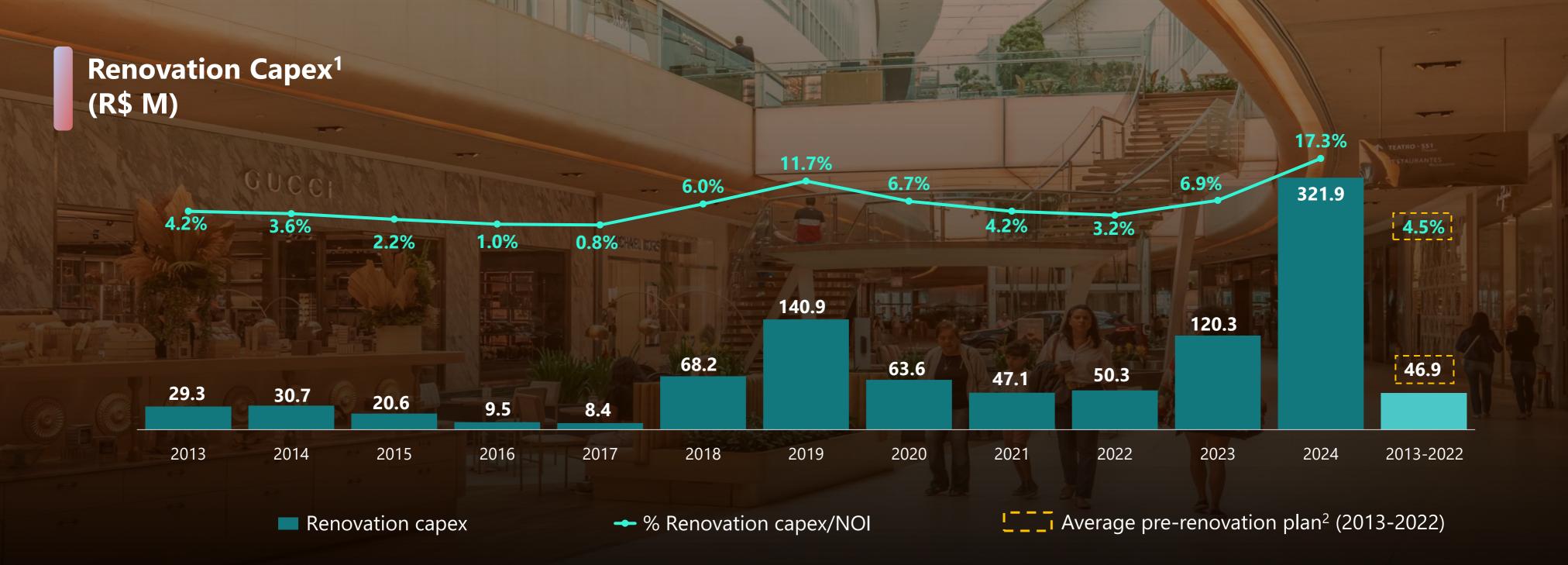
### Renovations = more satisfaction for visitors

# How satisfied were you with your visit to the mall?<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Survey conducted between 02/25/2025 and 03/06/2025 through an online form sent by e-mail to customers of New York City Center, BarraShopping, ParkShoppingBarigüi, DiamondMall and Pátio Savassi. Customers who, in the previous 90 days (02/20/2025), paid for parking using the Multi app or opened the app inside the mall were considered, ensuring that all customers visited the malls after the renovations.

# In the 10 years prior to 2023, renovations amounted to, on average, 4.5% of the NOI



<sup>&</sup>lt;sup>1</sup> Renovation Capex excluding capitalized interest. <sup>2</sup> Renovation plan scheduled to be implemented in three years (2023, 2024 and 2025).



### Case: BarraShopping renovation (ongoing)

Accelerating a giant











Lighting



Landscaping and decoration

**Renovation Completion in 2025** 

Mar-25 (LTM) vs. 2022

Real rental growth<sup>1</sup>: +R\$5.7 M

Renovation Capex: R\$40.0 M

Real rental yield<sup>2</sup>: +14.1%

▶ 1Q25 vs. 1Q22

Sales: +38.8%



Sales growth could further boost revenue in the future!







<sup>&</sup>lt;sup>1</sup> Real rental growth at BarraShopping in Mar-25 (LTM) vs. 2022. <sup>2</sup> Real rental yield Mar-25 (LTM) vs. 2022: real annual rental growth (R\$17.2 million excluding the IGP-DI adjustment effect) divided by the investment made in the renovations (R\$40.0 million) at BarraShopping.



**Case: DiamondMall renovation** (completed)



**Renovation of the air conditioning** system (2024)



- + efficiency
- condominium expenses

Capex: **R\$8.9 M** 

Cost savings¹ achieved in 1Q25: **39%** → **R\$0.2 M/quarter** 

Project yield<sup>2</sup>: +9.7%

DiamondMall's new air conditioning system

<sup>&</sup>lt;sup>1</sup>Savings in 1Q25 vs. energy consumption in 1Q24. For comparison purposes, a 20% increase in energy consumption in 2024 was considered, due to the increase in thermal load related to the mall expansion delivered in Nov-24. <sup>2</sup> Yield: estimated annual savings for 2025 divided by the investment made.



## Active measures bring energy efficiency



Raising awareness among employees and tenants



Improving facilities and infrastructure



Using new technologies

#### But we do much more...



- High-performance glass;
- Automation;
- Process reviews;
- Self-generation;
- Free-market energy

### Malls total electricity consumption (GJ) / Total GLA



Note: The calculation excludes ParkShopping Canoas and ParkJacarepaguá, opened in 2017 and 2021, respectively, and Parque Shopping Maceió, managed by the Company since 2023, with no previous consumption data. GJ (gigajoule) is a unit of energy equivalent to approximately 278 kWh (kilowatt-hour).

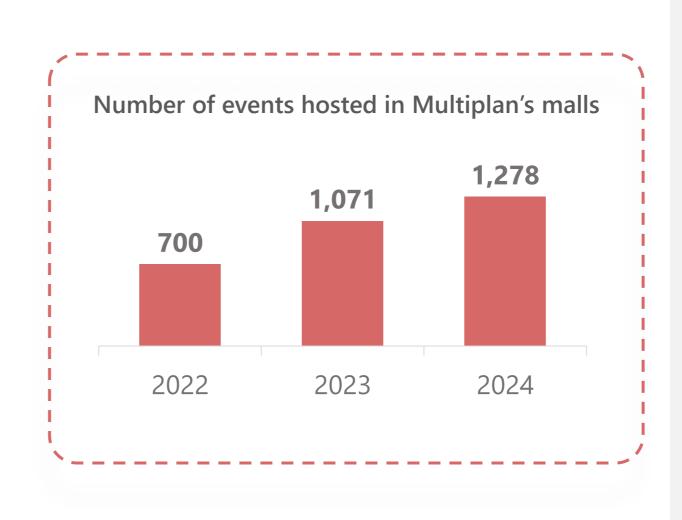


### **Events as a strategy**

#### Positive impacts:

- **☑** Boost sales;
- ✓ Increase car flow ;
- Anchor the mall without the use of GLA;
- Promote social responsibility;

- Provide fun and culture;
- Enhance the mall's image, creating memories;
- Facilitate and encourage inclusion in society;
- Keep the mall aligned with short/medium-term trends.

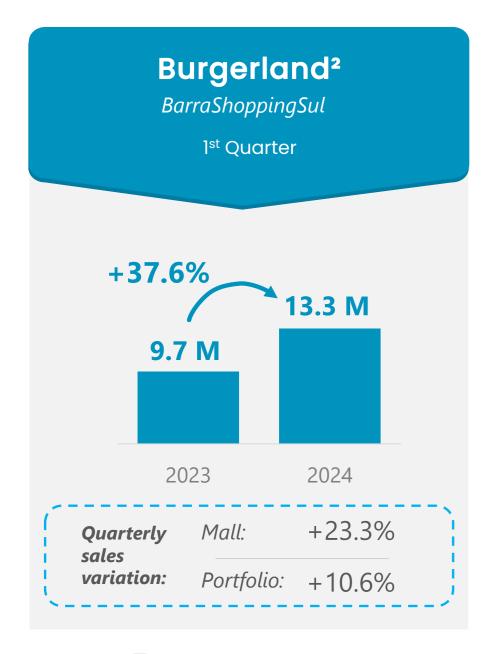


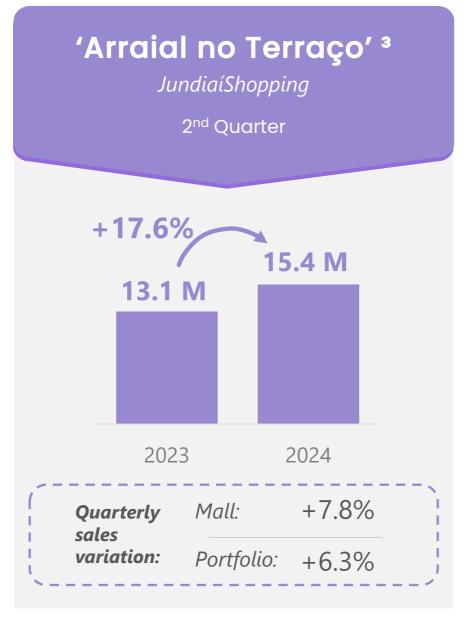




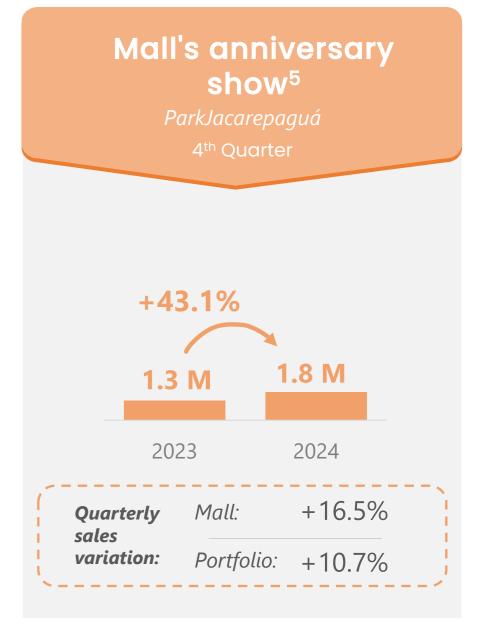
### Events drive sales all year round

### Examples of sales results (R\$) on event days (2024 vs. 2023)<sup>1</sup>









Car flow: +16.1%

Car flow: +10.8%

Car flow: +12.1%

**Car flow:** +48.1%

# Beyond the results: unforgettable attractions create lifelong experiences

<sup>1</sup> Tickets sold. Record at the time of the event.





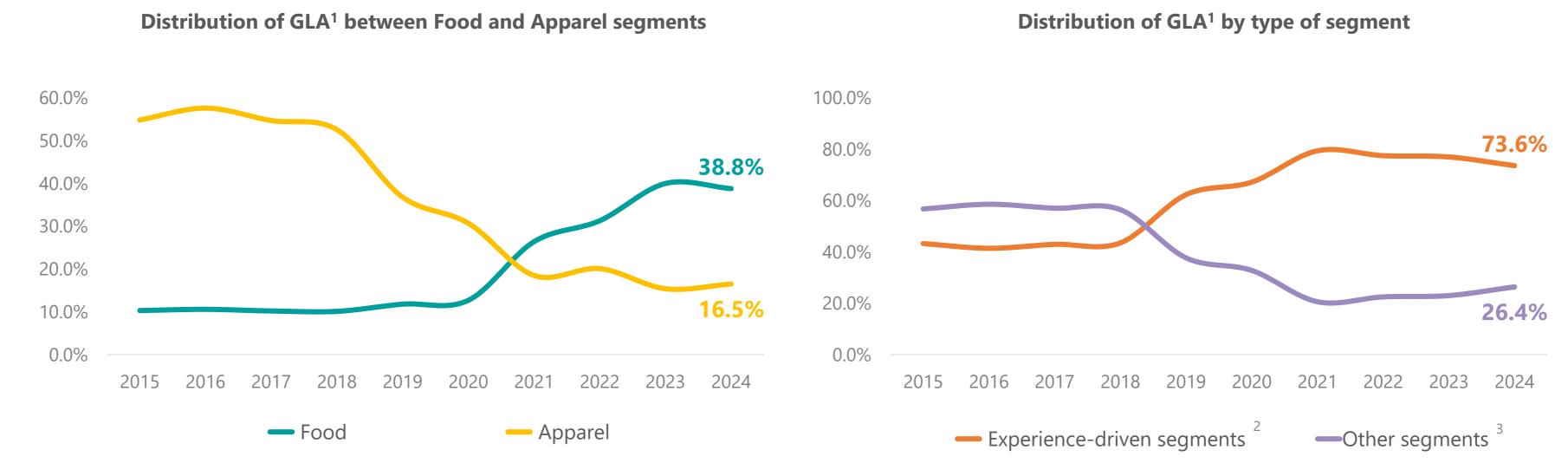
Christmas Tree - BarraShopping (2024)

>105,000 visits



### BarraShopping Expansion VII (opened in 2014)

2014 -> 2024 To meet a demand that grew post-pandemic, more restaurants were added to the expansion mix

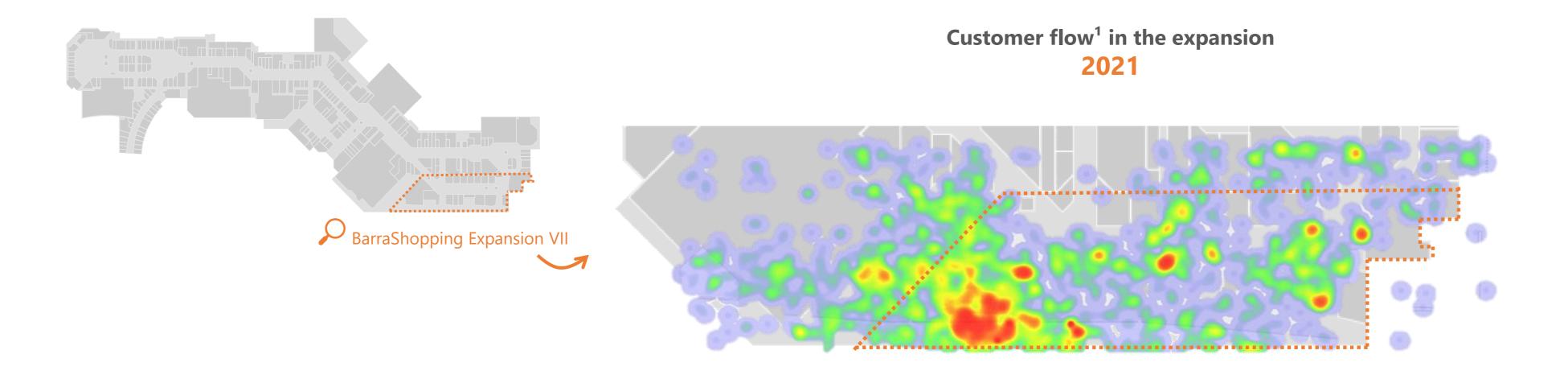


<sup>&</sup>lt;sup>1</sup>GLA (Gross Leasable Area) at the end of December of each year. The year 2015 was used as the first full year of operation of the expansion. <sup>2</sup> Includes "Services", "Food Court & Gourmet Area" and "Miscellaneous" segments. <sup>3</sup> Includes "Apparel" and "Home & Office" segments.

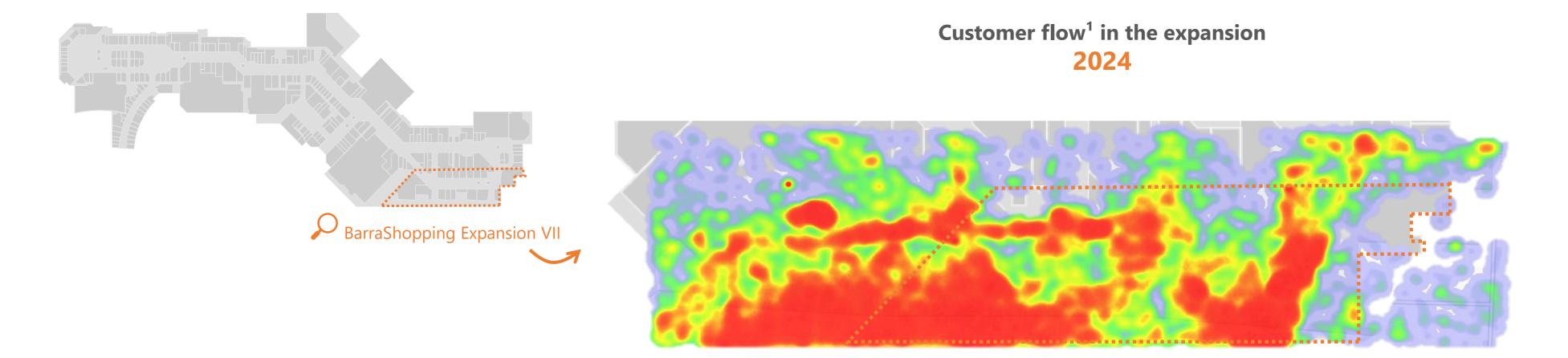
# The mix change significantly increased customer flow in the expansion corridor



# The mix change significantly increased customer flow in the expansion corridor



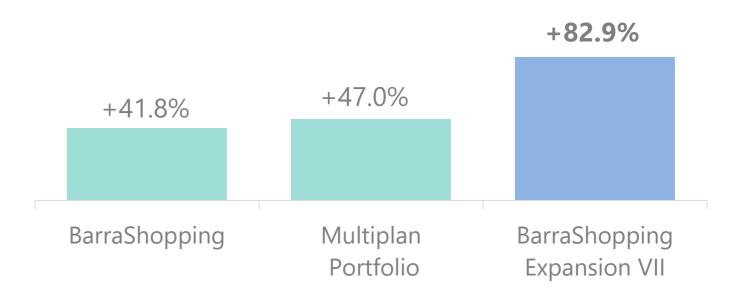




<sup>&</sup>lt;sup>1</sup> Heat map of customers connected to the Multi app in December for each year indicated. Warmer colors (red and orange) indicate a greater presence of customers. The map includes two floors of BarraShopping in the expansion VII region (surrounded in orange).

# Result in Expansion VII: growth in sales and rent BarraShopping Expansion VII

#### Sales evolution (2019-2024)



### **Rental revenue evolution** (2019-2024)



# Multi: main axis of Multiplan's digital strategy, improving the customer experience in malls

#### **Pillars**

**1.** Establishing a channel with the customer



- **8th place**<sup>1</sup> in the "Shopping" category in the app store
- >8.5 million cumulative downloads<sup>2</sup>
- 28 million accesses in the app in 2024
- Loyalty program with >2,300 benefits in >600 stores<sup>2</sup>
- >1.5 million vehicles registered by
  >1.2 million customers in the
  automatic parking payment
  solution<sup>2</sup>

### 2. Various functionalities increase relationships, engagement and data



Online parking payment

directory

Stores and restaurants

Movie and theater

tickets availability

"Lápis Vermelho"

Access to events

**Amenities** 

(+) Stories

Offers and promotions



Medical Center directory



Shopping discount coupons



Restaurant reservations



Access to Wi-Fi



Prize draws



Loyalty program



Direct WhatsApp contact between customers and tenants



Mall map

#### Data bringing results to the Company



<sup>&</sup>lt;sup>1</sup> Position registered on 12/23/2024, at 09:06, on the App Store™.<sup>2</sup> As of 03/31/2025.

### Multi, the super app

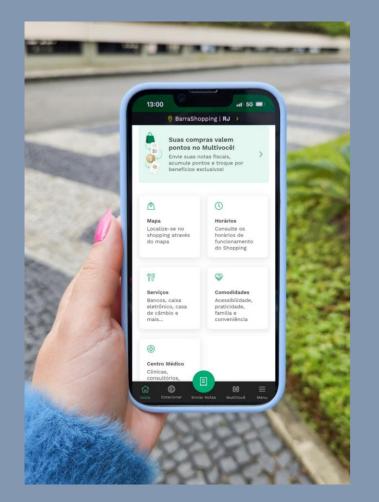
The four value creating strategies of Multi app

- 1. Convenience for clients
- 2. Sales for our tenants

- 3. Efficiency for our malls
- 4. Data for Multiplan

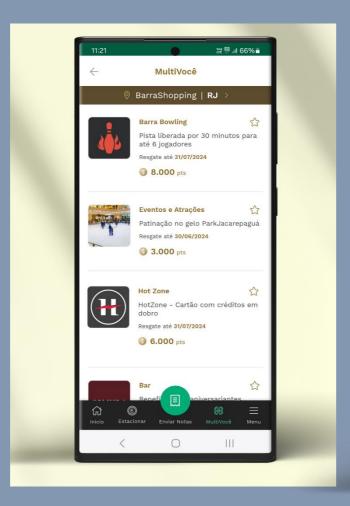
5. Revenues

### 1. Convenience for our clients



Different functionalities inside the Multi app

2. Sales for our tenants



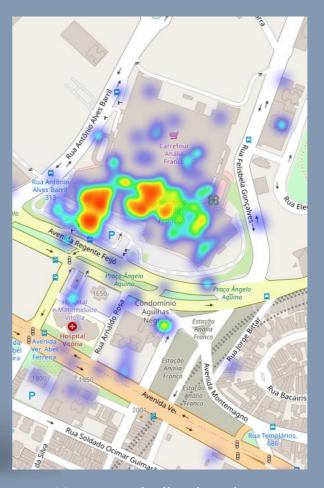
Coupons available at MultiVocê loyalty program

3. Efficiency for our malls



Registration of sales slips in the Multi app

4. Data for Multiplan



Heat map indicating the concentration of customers using a Multi coupon

### **5.** Revenues



Free flow lanes at BarraShopping

# Since 2020, Multi's invoice registration has brought more convenience to customers and efficiency to malls

Case: MorumbiShopping's Christmas promotion



### BEFORE Invoices registered at the counter

- High cost of software and hardware;
- ☑ Demand for physical space.



AFTER
Invoices submitted via Multi

- Sign up anywhere;
- ≤ 100% digital process;
- ☑ No queues to register;
- ☑ Data richness.

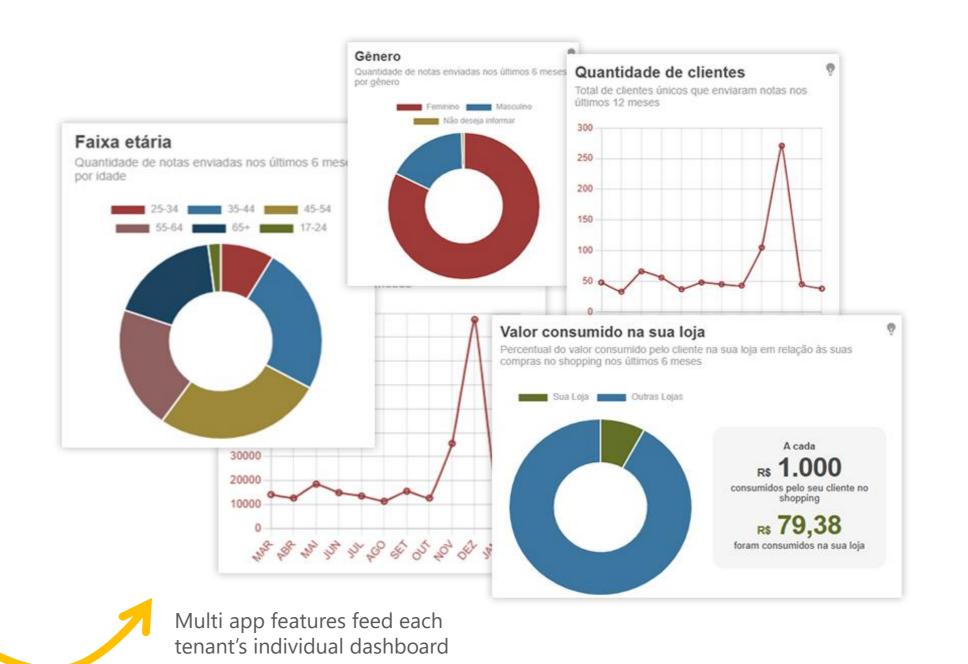




# "Know your customer": new feature shares Multi data with tenants

- "Know your customer" section on the Retail Channel launched in Apr-25;
- Data on consumption, tenant participation in customer visits and purchasing profile;
- Tool to **boost tenants' sales**, a Multiplan's competitive edge;
- Access to heat map coming soon







# Growth through GLA and real estate expansion

**Marcello Barnes** 

Multiplan continually invests in the expansion of its malls, strengthening their long-term performance. In addition, integrated mixed-use projects generate synergies and add value to the entire complex.

Benefits of expansions

Status of mall expansions

Golden Lake: Porto Alegre's first private neighborhood



# Multiplan's track record

Decisionmaking

### **Stake acquisitions**

✓ Two malls (Pátio Savassi and ShoppingSantaÚrsula) and 19 minority stakes since the IPO¹

**Opportunistic,** depends on factors such as cap rate, size, synergy, governance, leverage, etc.

#### **Greenfields**

✓ 18 of the 20 malls developed by Multiplan

✓ **Longer-term planning,** assessing the macroeconomic scenario and region

### **Expansions**

✓ **50 expansions developed, 20 of** which since the IPO¹

✓ Medium/long-term planning, considering the benefit for the existing mall

### **Expansions strengthen** and leverage results

### Impact of expansions:

- Increase the malls' attractiveness;
- Allow the entry of new tenants;
- Improve the mix, adapt and complement;
- Dilute condominium expenses;
- Integrate areas, corridors and properties;
- Bring new uses, such as Medical Centers;;
- Increase GLA, with lower commercial risk;
- Reinforce competitiveness in the region;
- **Bring new technologies that generate efficiency.**

















## **Expansions opened in Nov-24 already boost sales and parking revenue**

- **☑ DiamondMall Expansion II** (Nov-24)
- **☑ ParkShoppingBarigüi Expansion III** (Nov-24)

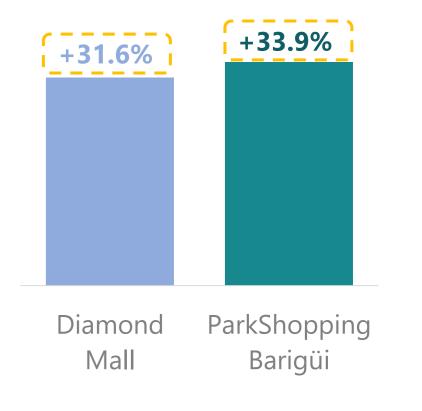
#### **Sales variation**

(Nov-24 to Apr-25 vs. the previous year)



#### **Parking revenue variation**

(Nov-24 to Apr-25 vs. the previous year)

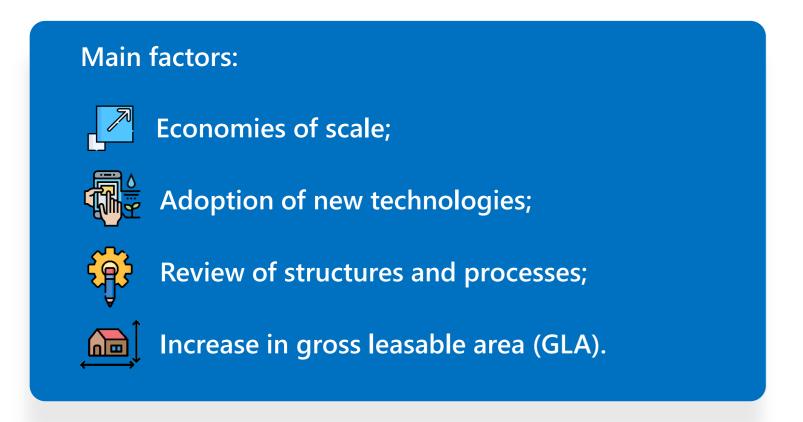




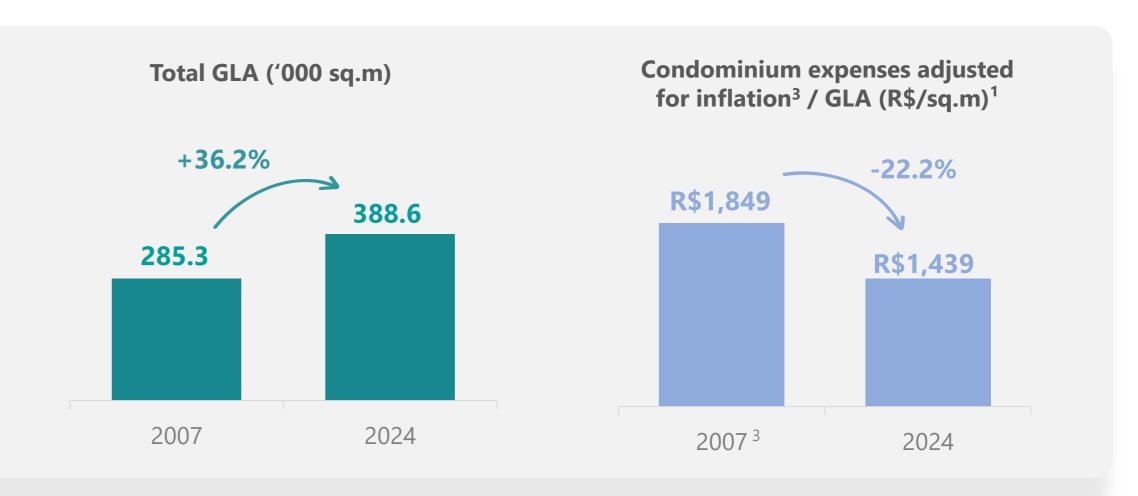
Biggest increase<sup>1</sup> since 2011



Real drop of 22.2% in condominium expenses since the IPO<sup>1,2</sup>



Multiplan malls present at the time of the IPO<sup>1,2</sup> that underwent expansions



<sup>&</sup>lt;sup>1</sup> Comparison of condominium expenses (marketing fund and common costs) adjusted by the occupancy rate in 2007 and 2024, divided by the gross leasable area (GLA) leased by Multiplan's malls existing at the time of the IPO and which have undergone expansions since then: BH Shopping, RibeirãoShopping, BarraShopping, ParkShopping, DiamondMall, ShoppingAnáliaFranco and ParkShoppingBarigüi. <sup>2</sup> The Company's IPO (Initial Public Offering) took place in Jul-07. <sup>3</sup> 2007 figure adjusted for inflation (IPCA) until 2024. IPCA is the benchmark inflation index in Brazil. Source: IBGE.

BarraShopping

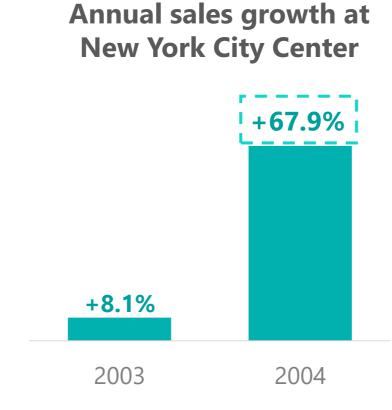
**New York City Center** 

# Expansions integrate areas, corridors and properties

BarraShopping's expansion led to the highest percentage increase in sales in New York City Center's historical series<sup>1</sup>

#### **BarraShopping Expansion (Dec-2003)**

- BarraShopping and New York City Center were disconnected;
- 1,400 sq.m GLA expansion connected the malls with 27 added stores<sup>2</sup>;
- New York City Center sales: +67.9% in the year following its opening (BarraShopping's sales grew 16.0%)





<sup>&</sup>lt;sup>1</sup> The historical series began in 2001. <sup>2</sup> GLA and store numbers on 03/31/2025.

### Expansions integrate areas, corridors and properties

Parque Shopping Maceió expansion further integrates the food court, service alley and mixed-use projects



Morumbi Shopping expansion will reinforce its integration with Morumbi Corporate towers



### Expansions integrate areas, corridors and properties

ParkShopping expansion will further integrate the mall with corporate towers and >400 covered parking spaces





## **Expansion of ParkShoppingBarigüi reinforces mix** focused on convenience and experiences<sup>1</sup>

Leisure and convenience

- 13 new restaurants;
- Medical Center with 25 specialties;
- ☑ Viva Barigui (outdoor park) with 46,637 sq.m;

Mix focused on experiences

Distribution of GLA by segment	Before expansion <sup>3</sup>	After expansion <sup>4</sup>	Variation (b.p.)
Experiences <sup>1</sup>	51.8%	59.8%	+806
Other segments <sup>2</sup>	48.2%	40.2%	-806

<sup>&</sup>lt;sup>1</sup> Includes "Services", "Food Court & Gourmet Area" and "Miscellaneous" segments. <sup>2</sup> Includes "Home & Office" and "Apparel" segments; <sup>3</sup> Refers to Jan-24;







<sup>&</sup>lt;sup>4</sup> Refers to Dec-24;

## ParkShoppingBarigüi expansion

Opened in Nov-24

Third and largest expansion of the mall

+14,300 sq.m of GLA new

100 operations



















# DiamondMall expansion



Opened in Nov-24

New floor bringing new brands to Belo Horizonte

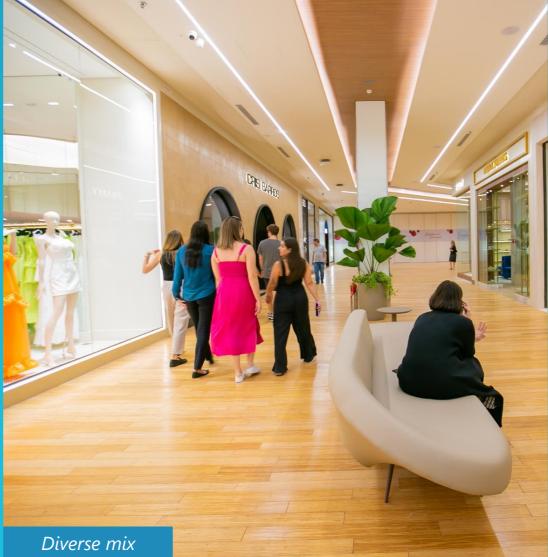
**+5,100** sq.m of GLA

26 new stores





















# Expansions under construction: +27,000 sq.m of GLA





Illustration of the expansion of Parque Shopping Maceió









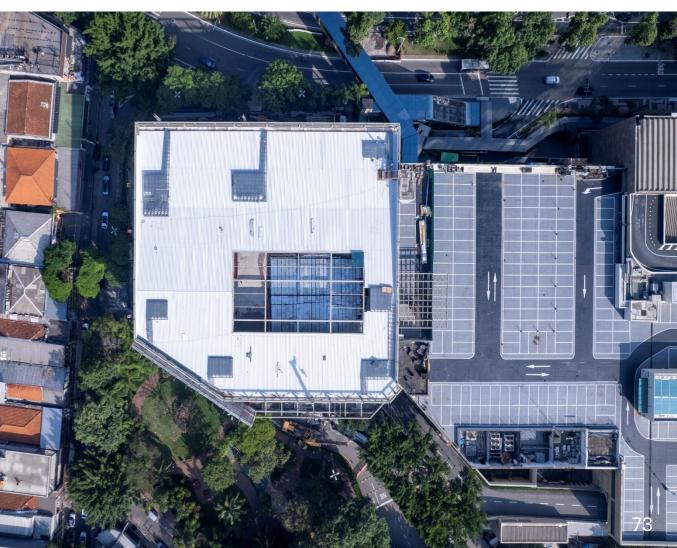




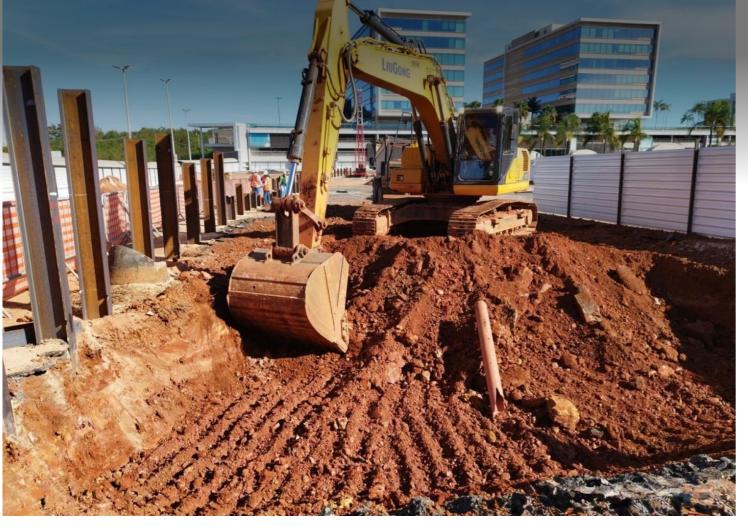










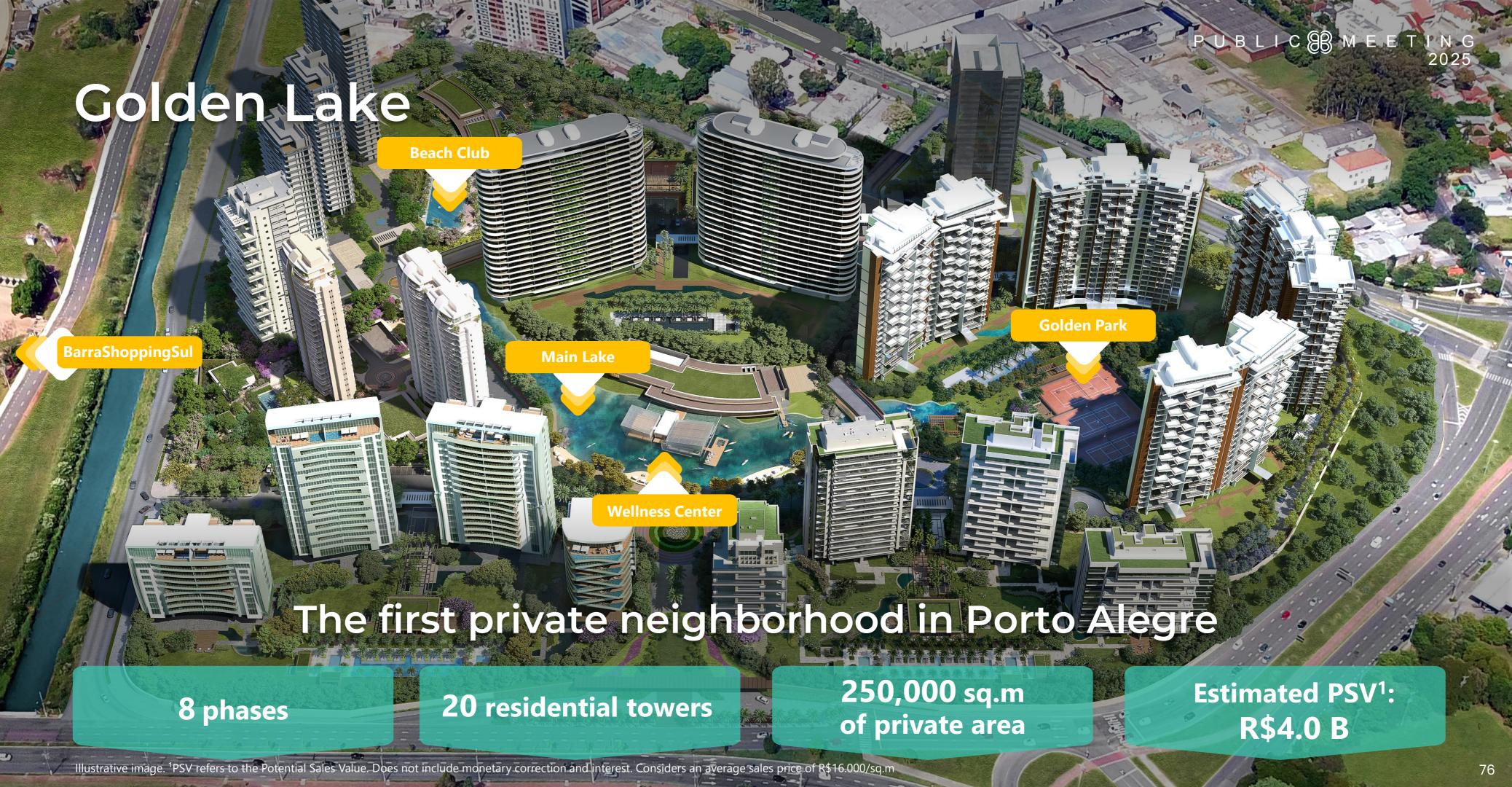












## BarraShoppingSul Complex

Generating synergies between everyday life, work and leisure

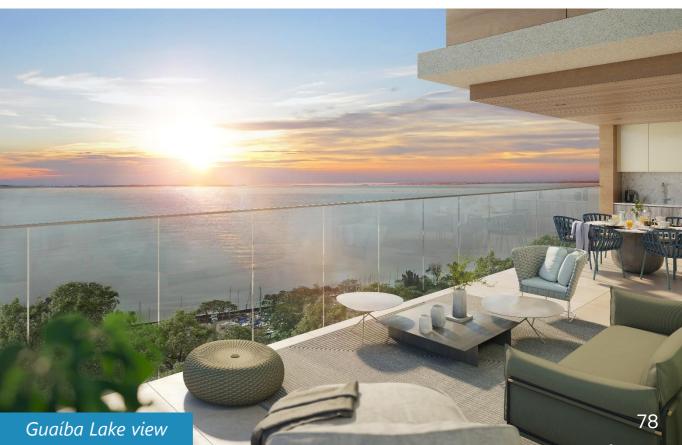


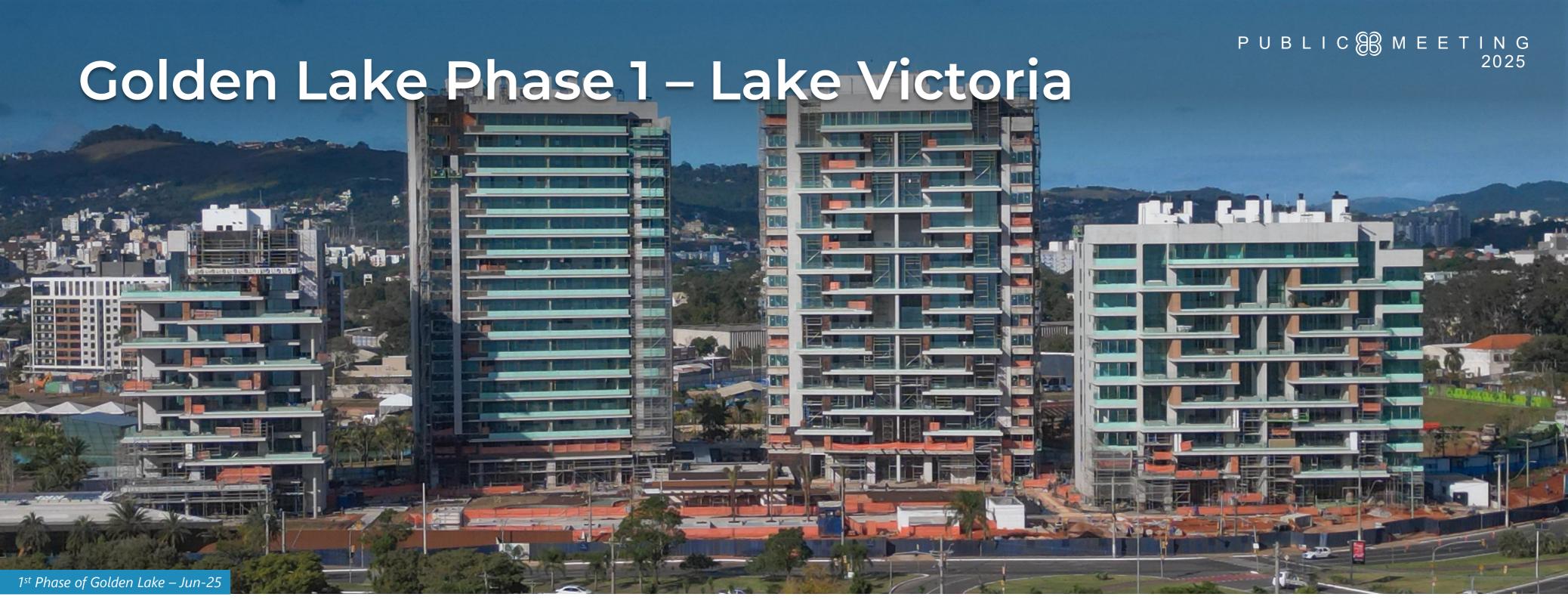












Launch: Oct-21

Sales: 72.3% of units<sup>1</sup> equivalent to R\$400.2 M of PSV<sup>2</sup>

1st phase with 4 towers
94 units | 34,000 sq.m

R\$560 million PSV<sup>2</sup>



Launch<sup>1</sup>: Sep-24

**Start of construction: May-25** 

**Estimated delivery: Mar-28** 

Sales: 55.1% of units<sup>2</sup> equivalent to R\$192.1 M of PSV<sup>3</sup>

2<sup>nd</sup> phase with 2 towers
127 units | 19,600 sq.m

PSV<sup>3</sup> of R\$350 M



# Governance & Social and Environmental Responsibility

#### **Vander Giordano**

All of Multiplan's projects are planned with a longterm focus. Therefore, solid governance and socioenvironmental responsibility are essential pillars for generating sustainable value.

Sustainability as a long-term value

**Environmental responsibility** 

Social responsibility

Differentiated governance

**B** Multiplan **Properties** 

Act as...

Community development catalysts Helping to..

Promote the quality of life of current and future generations, while generating value for shareholders!

INNOVATIVE DESIGN INDEPENDENCE ON THE BOARD OF DIRECTORS 80 THOUSAND JOBS SOLAR PLANTS RECYCLING HIGH SCHOOLING COURSE COMPOSTING ENERGY EFFICIENCY PERFORMANCE **REVERSE LOGISTICS OF WASTE GLASSES** SALA DO BEM SMART AIR CONDITIONING EFFLUENT TREATMENT Sec **ELECTRIC CAR CHARGING** +1,200 events vaccination campaigns

CO<sub>2</sub> EMISSION REDUCTION LEED CERTIFICATION SENSORY ROOM ESPAÇO MULHER LIGHT AND WATER SENSORS PARKS FOR THE POPULATION PARCÃO

ORDERLY GROWTH OF REGIONS

**HELP WITH URBAN MOBILITY** 



Projects are planned over decades and investments are calculated based on long-term returns



Long-term

Sustainability



Corporate governance and socioenvironmental responsibility are efficient sources of long-term value generation for Multiplan





100% of malls with adequate waste management



Water: rainwater harvesting, treatment, reuse and consumption reduction



559,000 sq.m of green areas maintained by the Company, equivalent to 10 MorumbiShopping<sup>1</sup> malls



100% of the energy in malls comes from renewable sources



18,000 tons of CO<sub>2</sub> emissions avoided due to clean energy

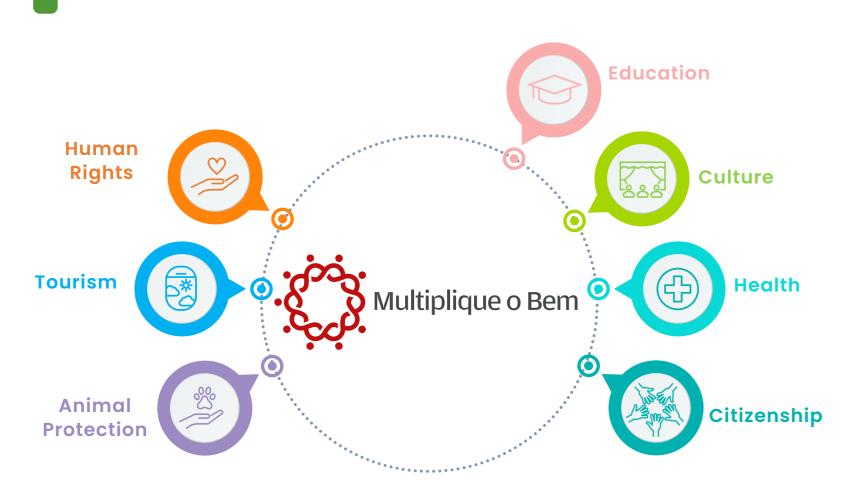


VillageMall and headquarters fully powered with solar energy, along with 4 partially powered malls by own solar panels





## Mall: agent of community transformation<sup>1</sup>



## > 235 initiatives

carried out under the 'Multiplique o Bem' seal

## 532,000 people

directly benefited by Multiplan social projects

#### **Donations**

Food	151T
Clothing   Hygiene   Toys	323,000

#### Vaccines

Shots administered	59,459
Events	
Total	1,278

#### Pet adoption

Cats and dogs	705
Since 2016:	2,965

#### **Blood donations**

Blood bags	4,137
Lives saved	16,548
Total blood bags since 2016:	30,072
Total lives since 2016:	120,288

<sup>1</sup> 2024 figures, except for the 532,000 people benefiting from social projects (2023).



## Good governance reduces risk and can improve returns

#### **Code of Conduct**



Sets standards of behavior for everyone

Compliance week



Lectures with experts on the topic

## "Multipliers" Program



Volunteers who promote a culture of compliance

### **Integrity Games**



Activities based on the Code of Conduct



## Strong oversight mechanisms



Highly experienced **Board of Directors** with **4 external**members<sup>1</sup>, **3** of which are **independent** 



Fully independent Fiscal Council



**Internal audit area,** to verify compliance with internal laws and regulations



Ethics Channel and 'Fale com RH' (Talk to HR)
Channel



Internal Audit
Committee, to approve
the results of the Internal
Audit area



>60% of shares in **free** float<sup>2</sup>



Reference shareholder, founder of the Company and Chairman of the Board of Directors



Ombudsman Channels in malls

