

# ALLOS

## 3Q24

### RESULTS PRESENTATION







## SHOPPING CAMPO GRANDE EXPANSION

**+ 12.2 thousand m<sup>2</sup>** of added GLA

**11.5 thousand m<sup>2</sup>** of redeveloped GLA

**150** new operations

**+ Loyalty Program**

**+ 3 corporate towers**

**+ 4 residential towers**

**+ 1 hotel**

Shopping Campo Grande reaffirms its position as the region's **premier shopping and entertainment** destination, offering an **even more diverse store mix and enhanced amenities** for consumers.





TOP SALES

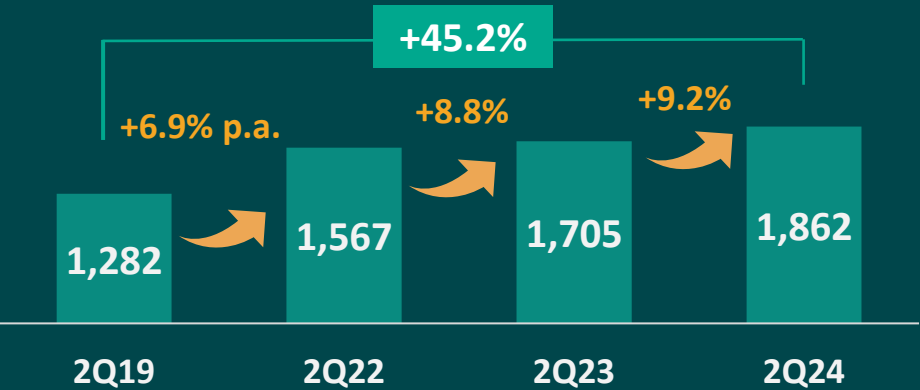
3Q24 Total Sales  
ALLOS

R\$9.5 billion  
+8.0%  
(3Q24 x 3Q23)

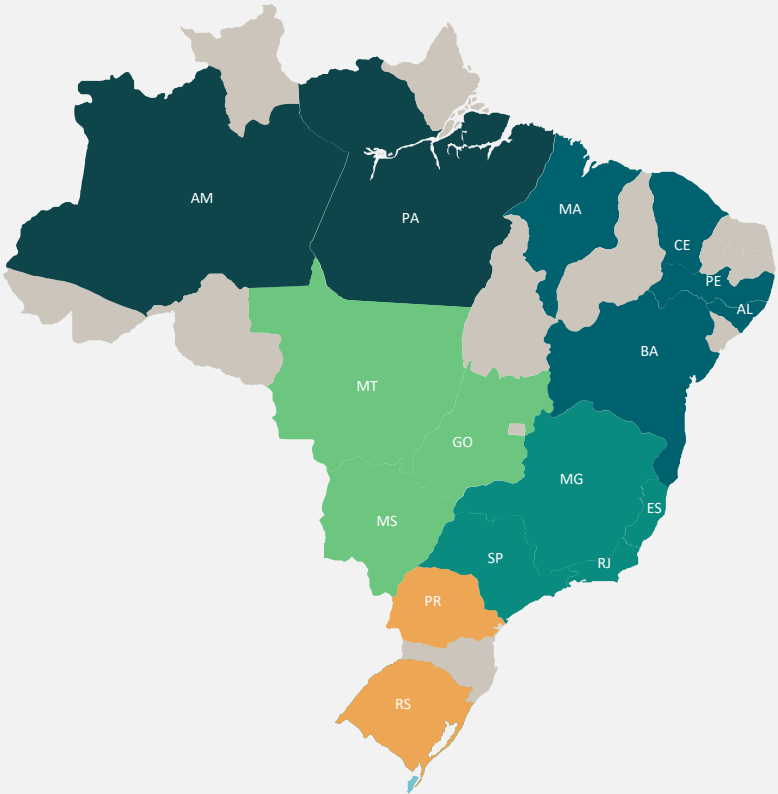


SHOPPING CAMPO LIMPO  
(+29.1%)

Sales/sqm  
ALLOS  
R\$

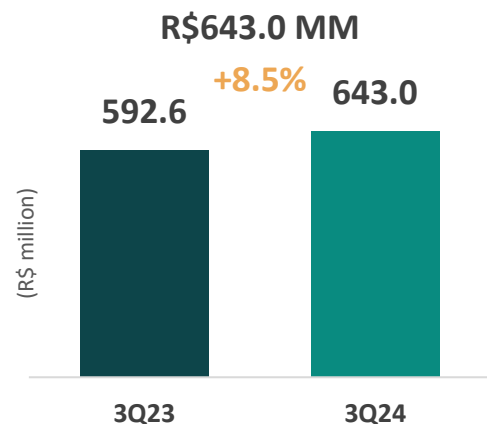


Sales growth per region  
3Q24 x 3Q23

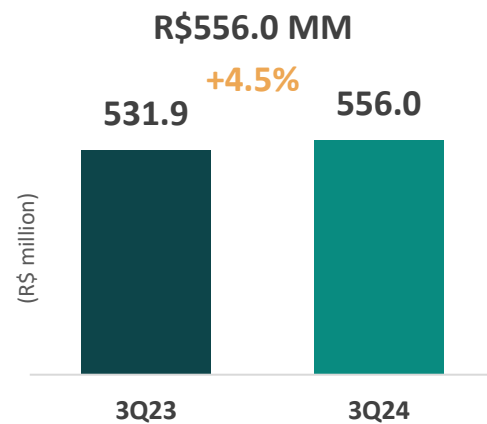




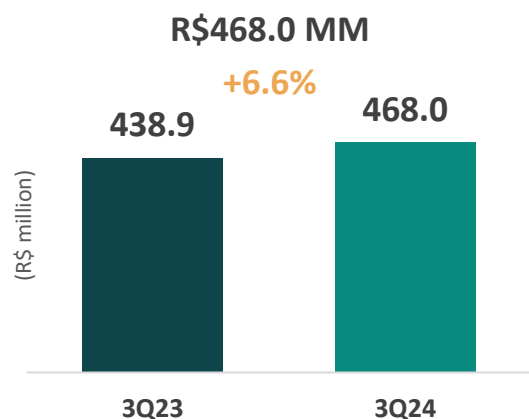
## NET REVENUE



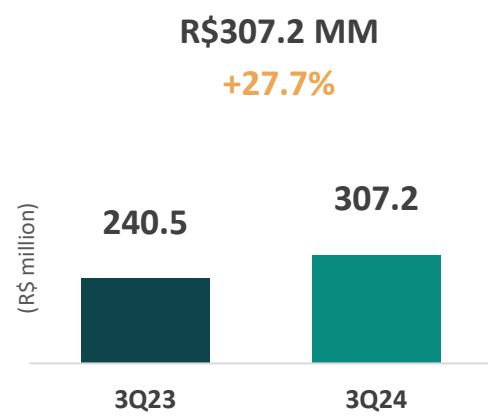
## NOI



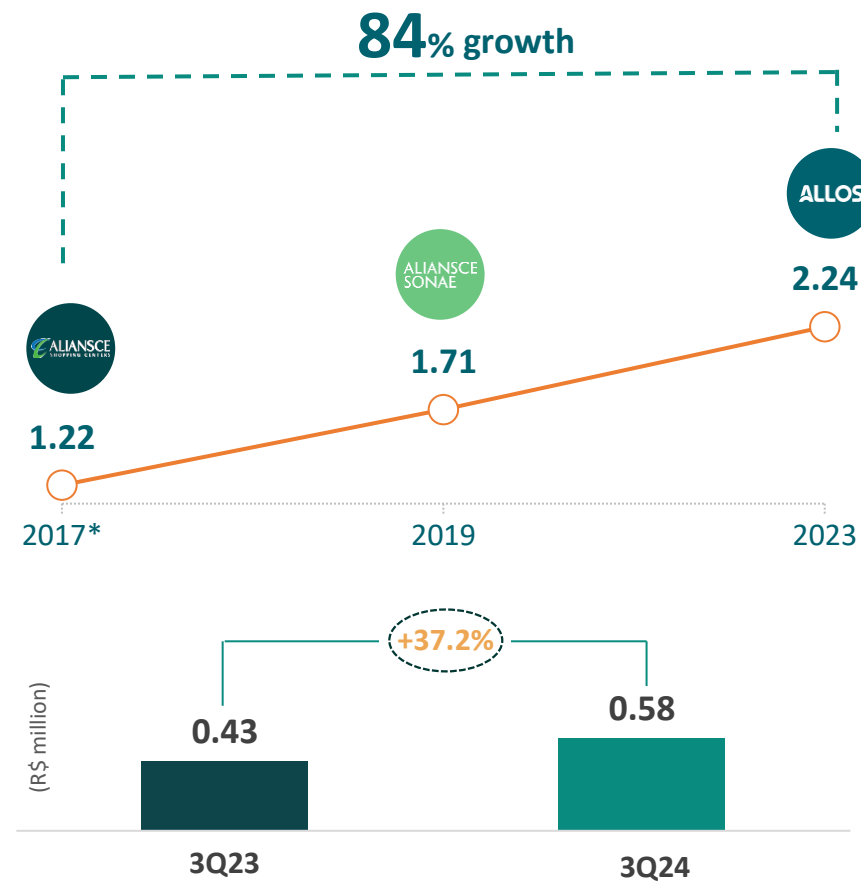
## AJ. EBITDA



## FFO



## FFO PER SHARE EVOLUTION



Indicators ex-straight line rent. Ref. date: Δ%: 3Q24 vs. 3Q23 Proforma

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

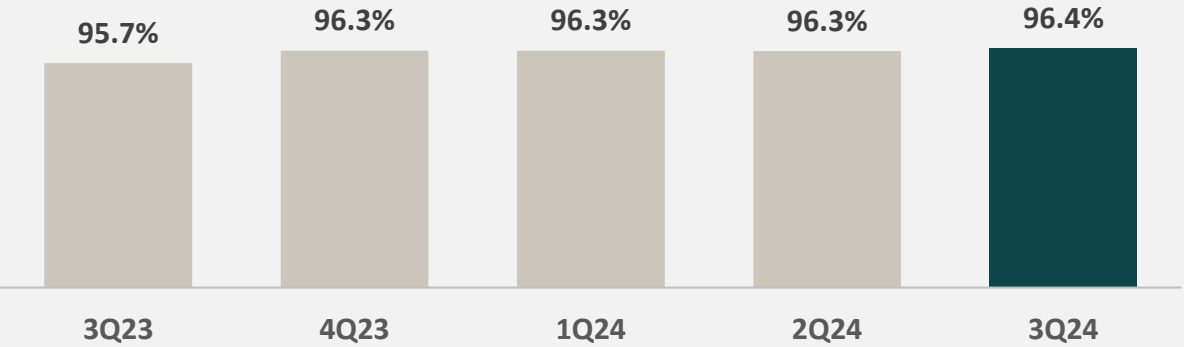
# LEASING HIGHLIGHTS

96.4%  
Occupancy  
Rate

253  
Signed  
Contract

40'500 sqm  
Leased  
GLA

## OCCUPANCY RATE



## RECENT OPENINGS



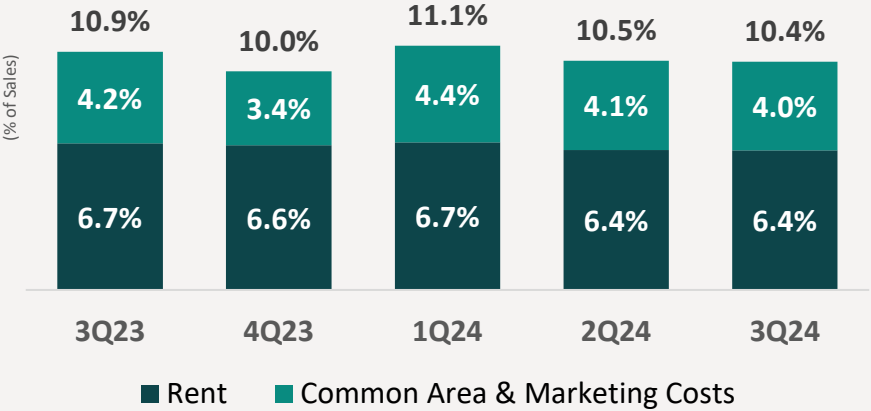
**COCO BAMBU**  
Carioca Shopping



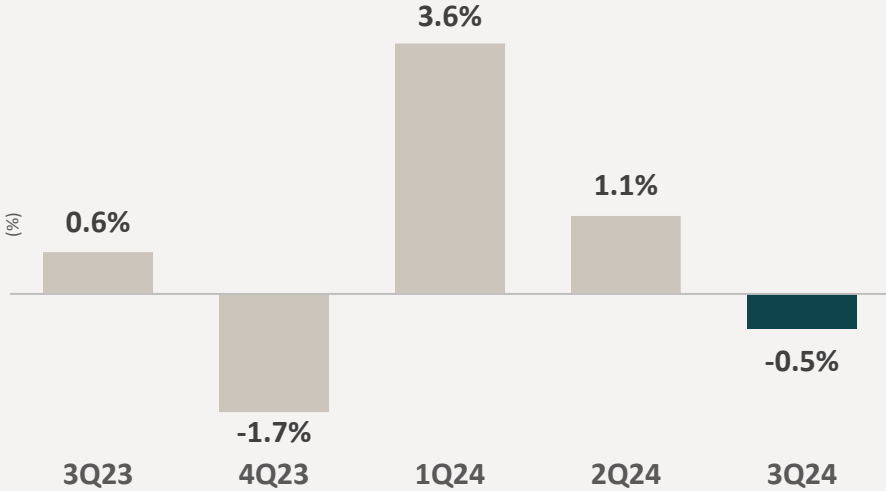
**SEPHORA**  
Center Shopping Uberlândia



OCCUPANCY COST



NET DELIQUENCY<sup>1</sup>

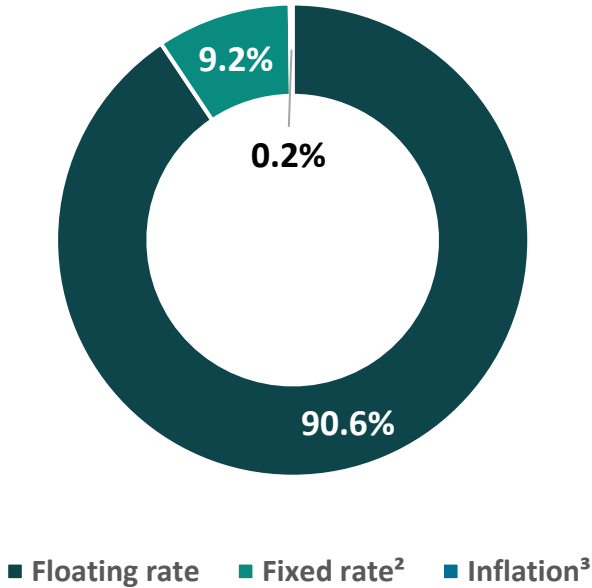


<sup>1</sup>Net delinquency refers to the ratio between the total billed amount in the period (rent, excluding discounts and cancellations) and the total received amount over the same period.

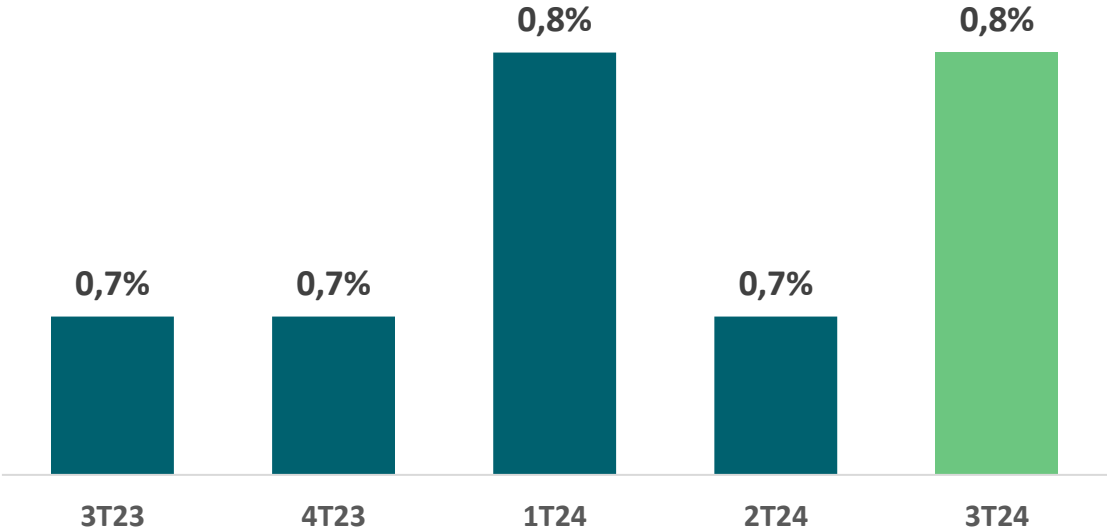


LEVERAGE **1.7x**  
Net Debt / EBITDA

DEBT BREAKDOWN<sup>1</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

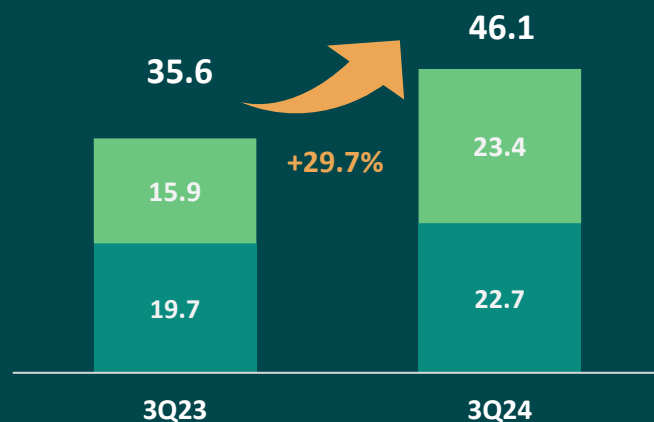


# MEDIA REVENUE PROGRESS



## Media Gross Revenue

(R\$ MM)



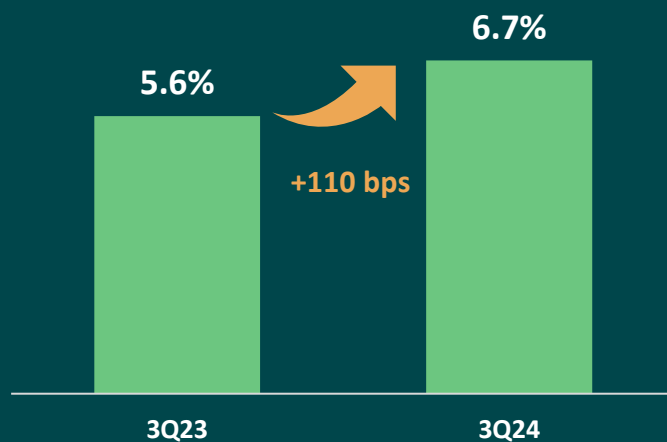
**R\$46.1 MM**

Revenues in 3Q24

**29.7%**

Of growth 3Q24x3Q23

Media as a % of Gross Revenue



**6.7%**

Of the Company's  
gross revenue

**+110 bps**

Growth as a percentage  
of gross revenue

**helloo,**

## Malls

**+11** shopping malls in  
the portfolio in 3Q24

## Residential

**+ 800** digital screens in  
residential buildings, in  
3Q24

## Retail

**Media**

**+ Precision**

**+ Customization**

**+38%** growth versus  
3Q23







## Expansão do programa de Loyalty

**+ 2** shopping malls with loyalty program

Shopping Campo Grande and Parque Dom Pedro

**+ 20%** of the total tenant base

At Shopping Campo Grande and Parque Dom Pedro

## 3Q24 VS 3Q23

**+ 8.9%** of absolute GMV compared to 3Q23

**+ 85%** of benefit redemption

**By 2025** rollout of the loyalty program for all of the Company's malls

## Whats new in the app

Indoor  
Map

Online  
Queue

Digital  
Menu

Table  
Reservations

## Restaurantes

[Ver todos >](#)



Reservar Mesa



Fila Online



Cardápio Digital

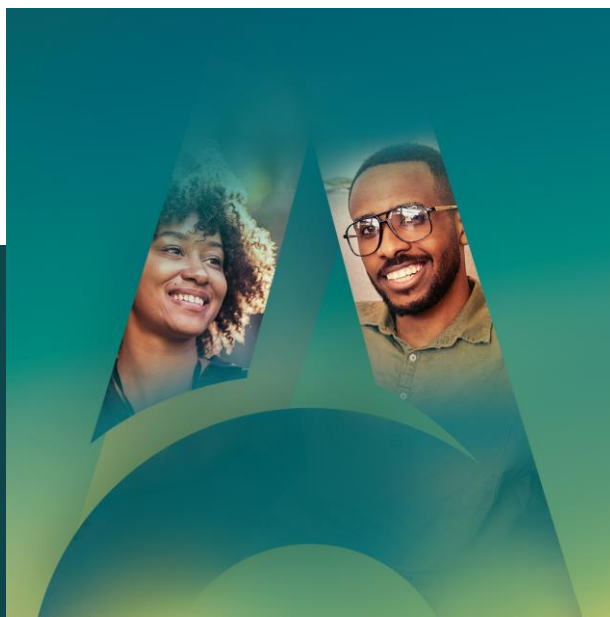


Explore o mapa e encontre sua loja favorita

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## NEW RACIAL GOAL



## GOLDEN BADGE GHG PROTOCOL



## *DESAFIO NAS ESCOLAS*



# THANK YOU

INVESTOR RELATIONS

**ALLOS**