



Arena BSB Mall

Discussion Material

2021

fator investment
banking



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Arena BSB Mall

Project Informations



Opportunity in the Real Estate Sector - Brasília

32.000 m² GLA property in an upscale area of Brasilia (Capital of Brazil), next to the Mané Garrincha Stadium

Overview

- Arena BSB is the concessionaire of Brasília's Sports Centre (Arenaplex), which includes:
 - Mané Garrincha National Stadium
 - Nilson Nelson Gymnasium
 - Cláudio Coutinho Aquatic Complex
- Agência de Desenvolvimento do Distrito Federal (Terracap) granted the complex to Arena BSB on July 2019
- Arena BSB was also granted rights to develop and operate a 120,000 m² area on the central region, next to the stadium

Main Aspects

Project Purpose:
Construction of a
Shopping Center

- ▶ Shopping mall focused on leisure and entertainment
- ▶ Along with a movie theater complex, restaurants and bars

High Constructive
Potential

- ▶ Brasília has the highest per capita GDP among Brazilian cities (BRL 2,460 - in 2018)
- ▶ Two times bigger than the national average and BRL 562 above 2nd place (São Paulo)

Exceptional
Localization

- ▶ Upscale area of Brasília
- ▶ Near by the main avenue of the region, bus and metro station

No Hour's
Limitation

- ▶ Pent-up demand for leisure and entertainment alternatives
- ▶ There is no hour's limitation, because the property will not have any residential usage

First Class
Anchor Store

- ▶ MoU signed with: (i) supermarket (one of the largest in the Midwest region), (ii) movie theater chain (top 5 largest in the world) e (iii) parking lot

Arena BSB Mall - Location



Source: Company

Project Informations

Project with an estimated construction term of 24 months and basic construction cost of approximately BRL 228 million

Built Area and Construction Deadline

- The Gross Floor Area (GFA) of 64.673m² and the Gross Leasable Area (GLA) of 42.889 m² and 213 stores, as shown below
- The estimated construction time is 24 months

Construction Cost

- Total Basic Construction Cost: BRL 228.831.00
- Construction Cost: BRL 5,335 per GLA m² built



Legenda

- | | |
|---------------------------------------|--|
| 5 Anchors (9.176m ²) | 133 Satellites (10.522 m ²) |
| 13 Restaurants (4.640m ²) | 13 Fast Food (909 m ²) |
| 1 Gym (1,550 m ²) | 1 Gourmet Market (6,155 m ²) |
| 1 Games (1,200 m ²) | 12 Mega Stores (4.875 m ²) |
| 1 Cinema (3.350 m ²) | 33 Kiosks (512 m ²) |

Source: Company

Operation Informations

General Informations

- Open mall concept - open air shopping malls
- Boulevard designed to be a leisure landmark in the city
- Modern, high-end infrastructure with easy access to most of the population
- The condominium will be operated by a specialized company that will charge its services directly from tenants
- The parking lot of the Boulevard:
 - It will be operated by a specialized company, remunerated in proportion to the revenue
 - In addition to the current parking spaces of the arenas, new exclusive parking lots with higher rates will be built



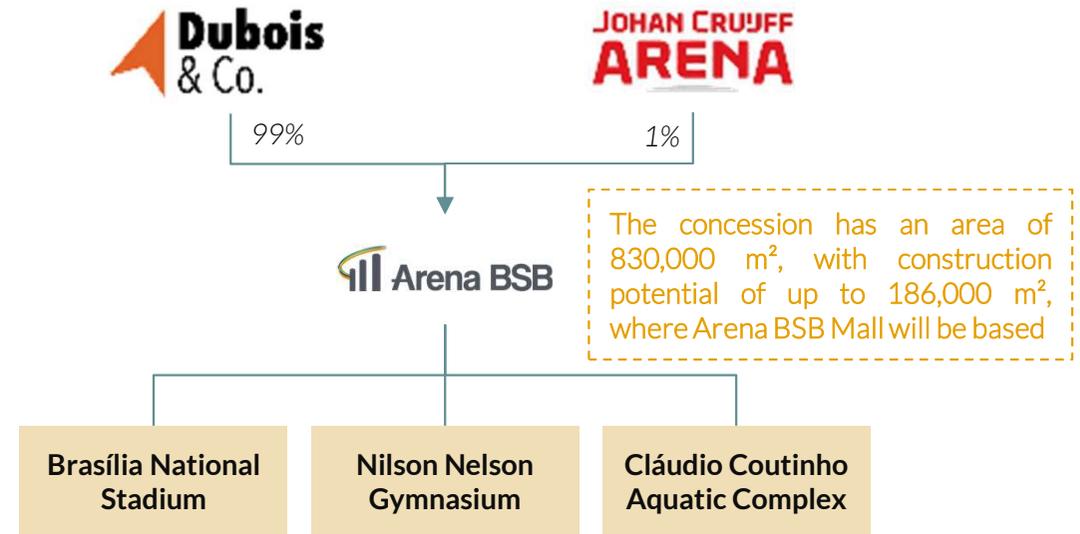
Source: Company

Arena BSB – Concession Agreement

Highlights

- **Type:** Lowest consideration
- **Object:** Concession of Public Good, by the Grantor, for management, maintenance, modernization and operation of Brasília's Sports Centre
- **Concession Term:** 35 years
- **Fixed Amount:** BRL 5.05 MM
- **Economic Gain Sharing:** 5% of the net revenue that surpasses the net operating revenue estimated on the business plan

Shareholder Structure



Project's Main Guidelines

Management

- Use of public good, which should be developed aiming to offer infrastructure capable of hosting sporting and cultural events, leisure, recreation and entertainment activities

Infrastructure Operation/Development

- Coordinate and execute all necessary actions for its adequate financing

Modernization

- Improve operations and offer new activities that may become available during the concession period



Arena BSB Mall

Illustratives Pictures

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Illustrative Pictures (1/7)



Source: Company
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Illustrative Pictures (2/7)



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Illustrative Pictures (3/7)



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Illustrative Pictures (4/7)



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Illustrative Pictures (5/7)



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Illustrative Pictures (6/7)



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Illustrative Pictures (7/7)



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