



# Arena BSB Mall

Discussion Material

2021

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banking



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# Arena BSB Mall

## Project Informations





# Opportunity in the Real Estate Sector - Brasília

32.000 m<sup>2</sup> 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 m<sup>2</sup> area on the central region, next to the stadium

## Arena BSB Mall - Location



## Main Aspects

Project Purpose: Construction of a Shopping Center	<ul style="list-style-type: none"> <li>▶ Shopping mall focused on leisure and entertainment</li> <li>▶ Along with a movie theater complex, restaurants and bars</li> </ul>
High Constructive Potential	<ul style="list-style-type: none"> <li>▶ Brasília has the highest per capita GDP among Brazilian cities (BRL 2,460 - in 2018)</li> <li>▶ Two times bigger than the national average and BRL 562 above 2nd place (São Paulo)</li> </ul>
Exceptional Localization	<ul style="list-style-type: none"> <li>▶ Upscale area of Brasília</li> <li>▶ Near by the main avenue of the region, bus and metro station</li> </ul>
No Hour's Limitation	<ul style="list-style-type: none"> <li>▶ Pent-up demand for leisure and entertainment alternatives</li> <li>▶ There is no hour's limitation, because the property will not have any residential usage</li> </ul>
First Class Anchor Store	<ul style="list-style-type: none"> <li>▶ 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</li> </ul>

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 64.673m<sup>2</sup> and the Gross Leasable Area (GLA) of 42.889 m<sup>2</sup> 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 m<sup>2</sup> built



## Legenda

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

Source: Company

# Operation Informations

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## General Informations

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- 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



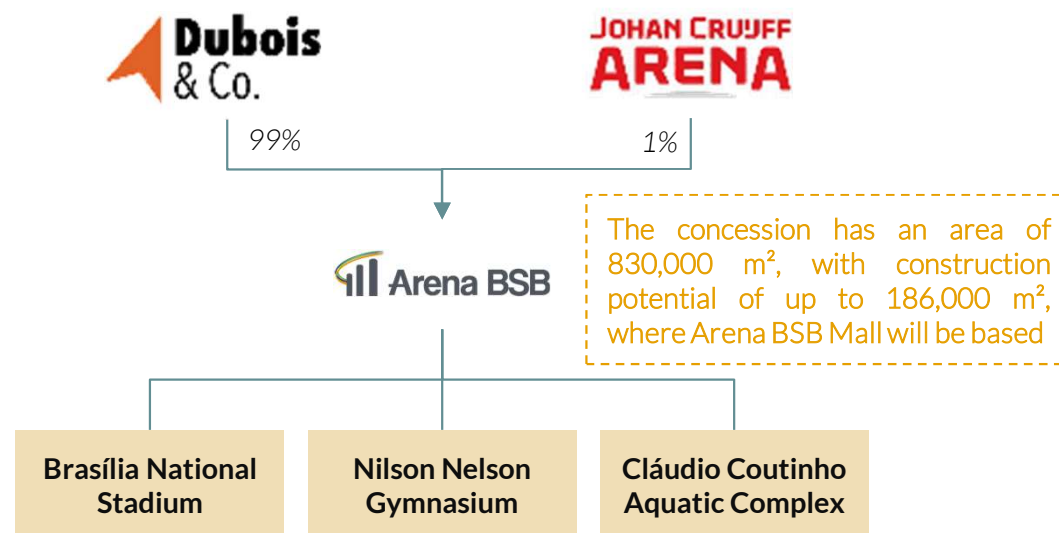
Source: Company

# 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  
Pictures shown are for illustration purpose only



# Illustrative Pictures (2/7)



Source: Company  
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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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