



## **MULTIPLAN ACQUIRES 58,000 SQ. M OF LAND IN SÃO CAETANO, SÃO PAULO STATE**

### **Transaction Details**

Multiplan Empreendimentos Imobiliários (Bovespa: **MULT3**) hereby announces that on April 18, 2008 signed with Risa Refratários e Isolantes Ltda., inscribed in the Roll of Corporate Taxpayers (CNPJ/MF) under the number 19.791.334/0001-59, a Intent protocol for the acquisition of 2 areas totalizing 57,835.74 square meters. These areas are part of a number of lots called "Espaço Cerâmica" located in the city of São Caetano in São Paulo state, and will be used to build a shopping mall and integrated buildings. The total amount of the acquisition was R\$81,000,000.00, to be paid in a period of up to 51 months from the date on which the architectural design for the site is approved.

### **Acquisition Rationale**

#### **São Caetano has a per-capita GDP approximately fourfold the national average**

- According to the latest data from the IBGE statistics institute, from 5,564 cities in Brazil, São Caetano is the 35<sup>th</sup> largest in terms of economic output, with a per-capita GDP of R\$55,250, fourfold the national average and threefold the average of São Paulo state, Brazil's economic powerhouse.
- São Caetano is part of the Greater ABC Paulista region, which accounts for 2.44% of Brazil's GDP. Furthermore, according to the IBGE, the city registered an economic growth of 93.91% over the last years which the study was conducted<sup>1</sup>.
- ABC Paulista was one of the regions that most benefitted from the growth in Brazil's automobile industry, having the lowest unemployment rates over the past ten years<sup>2</sup>.



Aerial view of the property and Multiplan's lots

<sup>1</sup> IBGE Report

<sup>2</sup> Folha de São Paulo/Fundação Seade



**Low competition despite the high demand for services**

- The Primary and secondary areas are currently under development, with many commercial and residential projects being built and launched over the next five years. The A and B income groups account for 58% of the population<sup>3</sup>.
- Despite the high concentration of manufacturers and service companies in São Caetano, the city does not have a large shopping mall. The nearest large mall is located in the city of Santo André.



Design of the project, with Multiplan's areas highlighted



Aerial view of the property and primary areas

**The acquisition is aligned with our growth strategy, prioritizing the development of new real estate projects in highly-valued areas in Brazil's major urban centers.**

<sup>3</sup> Municipal Government/*Revista Exame*