



CASE STUDY

Shopping Pátio Savassi

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Owning 96.5% of a mall...

On July 22, 2010, Multiplan exercised an option to acquire an additional 16.5% stake in Pátio Savassi, resulting in a total ownership of 96.5%. The option was signed with MK Empreendimentos e Participações Ltda. The company paid R\$51.8 million for this stake and another R\$4.2 million for assets and land for future expansions in the surrounding area. The acquisition of this stake will further increase Multiplan's control over the shopping center and benefit from its expected future growth.

..with three expansions to come

Multiplan plans to develop three expansions in the mall. The first of the three should open by November 2010, adding 1,109m² of total GLA to the shopping center's third floor, and is already under construction. Furthermore, the company expects to develop two expansions in the acquired land plots, adding another 3,000 m² of GLA and bringing a 25% increase to the shopping center's current GLA.

View of Future Expansion



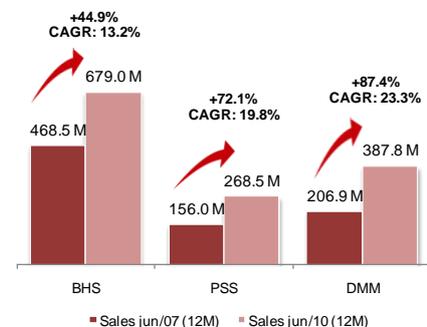
Growing the pie

As already reported in the past, the operation had not only a financial purpose, but also a strategic one for Multiplan. With the acquisition of the mall, the company owns three shopping centers in the south part of Belo Horizonte, Minas Gerais, which are three of the best malls in the city. Each shopping center has a distinct consumer segment target in the region, and the combined tenant sales increased by 60.6% over the last three years. This also had an impact in Pátio Savassi's results, which lead to exceeding the company's expected first year cap rate.

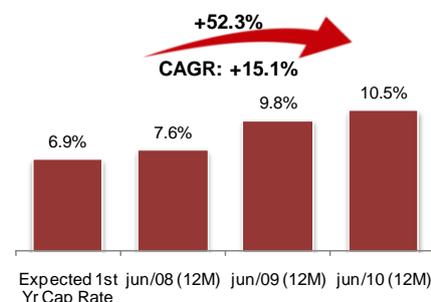
Exceeding expectations year after year

While acquiring its first two stakes in the mall in 2007, the company expected a first year cap-rate of 6.9%. However, due to the company's effort to review its tenant mix, the shopping center has outperformed this figure leading to a first year cap-rate of 7.6%.

In 2010, using the same price for the last 12 months performance, Pátio Savassi's cap rate would have been 10.5%, as a result of its strong 66.5% increase in NOI, the result of the successful segmentation strategy applied to it in the last 3 years. It is worth mentioning



Increase in sales of the shopping centers in the state of Minas Gerais in the last 3 Years



Development of the Cap-rate for the first two acquisitions over initial expectation

that its GLA has not suffered any meaningful change throughout this period.

IRR boosted by expansion

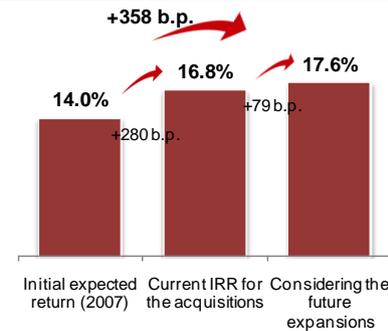
The current expected IRR is nearly 300 b.p. higher than initially planned, reaching 16.8%. If future expansions are considered, the return is expected to reach 17.6%.

Good perspectives to continue to grow

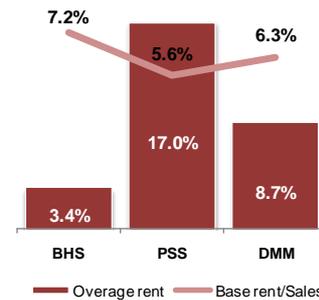
Even with all this growth, the two Multiplan shopping centers in the region, BH Shopping and DiamondMall, still had a base rent/m² of 43.8% and 23.5% respectively, higher than Pátio Savassi in the last 12 months, given that the company has not yet completed its strategy to align rental contracts at this shopping center. Two ratios that show the potential for future growth in Shopping Pátio Savassi are:

1. Base Rent/Sales; lower than in BH Shopping and DiamondMall.
2. Overage/Base Rent; higher than the other two Multiplan malls in Belo Horizonte, which indicates that a percentage of the overage rent could be transferred to base rent in future contracts.

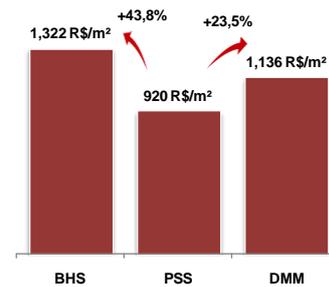
The region also shows a potential upside, due to possible infrastructure investments in the surrounding areas of the mall. This could benefit even further the shopping center's power of attraction and support its strong growth, and exceed Multiplan current expectations.



Real and unleveraged IRR for Pátio Savassi acquisitions



Percentage of overage over base rent and base Rent/sales in the LTM since June 2010



Annual base rent/m² in the LTM since Jun/10