International Conference Call
Iguatemi S/A (IGTI11)
Earnings Results 2Q26
August 5th, 2026

Operator: Good morning and thank you for holding. Welcome to the Iguatemi S/A earnings conference call to discuss the results for the **2Q26**.

Present with us today are Mr. Ciro Neto, the Chief Executive Officer, and Mr. Guido Oliveira, Vice-President of Finance and Investor Relations Officer.

We would like to inform you that this event is being recorded, and all participants will be in listen-only mode during the Iguatemi's presentation. Ensuing this, will then begin a question-and-answer session, when further instructions will be provided. The presentation is available for download at ri.iguatemi.com.br.

Before proceeding, we would like to clarify that any statements that may be made during this conference call regarding Iguatemi's business prospects, projections and operational and financial targets are the belief and assumptions of the Company's management and based on currently available information. Forward-looking statements are no guarantees of performance; they involve risks and certainties and assumptions as they refer to future events and depend on circumstances that may or may not occur.

Investors should understand that overall economic conditions, industry conditions, and other operating factors may affect Iguatemi's future performance and lead to results that differ materially from those expressed in the forward-looking statements.

We will now turn the floor over to Mr. Ciro Neto, who will begin the presentation today. You may proceed.

Ciro Neto:

Good morning everybody. It's wonderful to be with you once again to speak about our 2Q results.

We reached sales of R$ 6.6 billion, a growth of 4.6% vis-à-vis the same period last year, a performance that reaffirms the strength of our assets, the quality of our mix and the ability that Iguatemi has of continuing with growth in a challenging environment.

And with the FIFA World Cup, we had more games this year, an attractive period, a very family event. Many of our customers traveled, but despite this, we did attain a growth of 4.6%. It's also worth highlighting that the growth of sales per square meter was of more than 13%, robust growth, reflecting our strategy of allocating capital in assets with greater productivity. After the FIFA World Cup, we had sales returning to their formal level and the flow of vehicles in the malls also returned to the levels before the World Cup.

Now if we look at our rentals we have a very balanced operation, same-area rent reaching 2.2%, the participation of Iguatemi rental per square meter was 11.8%, reflecting the strategy of investing in assets with greater productivity. Occupancy rate at a level 10.8%, preserving the operation of our tenants. We ended the quarter looking at the occupancy rate rising to 96.9%, a result that reinforces how attractive our ventures are.

We had the arrival of H&M at RIOSUL as well as other malls, a full success, the arrival of Zara, Carolina Herrera and Birkenstock signing a contract in Iguatemi Campinas, and Ara Vartanian, and also Maison Dior reaching JK, one of the main luxury brands, showing the confidence of the brand in the potential of our assets. We also inaugurated H&M in the RIOSUL mall, absolute success in Rio de Janeiro. We changed operations that were selling a certain amount and were selling sixfold in that space presently, concentrating the sales in Rio de Janeiro. This is the first H&M store in Rio de Janeiro, a door of entry to other international and domestic brands.

International brands continue to have that desire to come to Brazil, expanding with us. This is their greatest challenge, and we deliver a performance above average for that segment, so this reinforces that Iguatemi is the door of entry for relevant brands in the markets where we are active.

Now let's speak about capital recycling, comparing the 2Q25 with 2Q26, we had stake changes in 9 assets; an active management of our portfolio. We had an increase of stake and strategic assets, relocating capital to projects with higher productivity. We have Pátio Higienópolis, Pátio Paulista, RIOSUL, raising the quality of our portfolio and strengthening our ability to obtain good results in the long-term. I said this in the 1Q, when we think of the main 15 malls in terms of revenue, we have 6 of those, Iguatemi is in the first place, we have

Iguatemi São Paulo and JK. Iguatemi is double the third runner, so our capital allocation has been ever more intelligent, and once again, we invest in projects with higher productivity, obtaining higher productivity in our rentals.

Let's look at our consequences; the results of this strategy. Adjusted EBITDA reached R$ 1.78 billion since 2022 with a CAGR of more than 18%, reflecting the evolution of our rentals and the greater efficiency of our assets.

The graph that I show you here on slide 6, I would like to show you the status of development of our expansion projects. We continue to move forward in our main initiatives. We have the Rooftop of Iguatemi São Paulo and Iguatemi Brasília, incredible projects with real estate development that is very strong. Here we see Iguatemi Campinas, where we began the works of our Iguatemi Tower, and the first phase of infrastructure of the Figueira neighborhood. We will be delivering this work at the end of the year. These developments continue to evolve. We have Tower A and the advance of expansions, and we will invest continuously in the advance of our assets.

On slide number 8, let's look at our experiences, culture and ESG commitment. Events are an important differential of Iguatemi when it comes to our customers. We have new initiatives reinforcing that our assets are the center of experiences and culture. We held the first Iguatemi Talks Wellness with both national and international experts debating quality of life. This had a huge repercussion; we had more than two million people. We also launched Brasil Contemporâneo in Iguatemi Theater with Fernando Schüler to speak about challenges and opportunities of Brazil vis-à-vis global changes. This was sold out in all of the editions, several people seeking us out to be able to participate to speak about the future of our country.

We're strengthening our calendar of proprietary events, for example, Cine Vista in JK, Arraial Shopping RIOSUL, Pátio Gourmet with the help of Bradesco Principal. So every year we create very attractive proprietary events that are attractive, not only for customers, but for the public at large. They're important in our results, and we will continue offering these differentiated experiences to our customers, a very unified portfolio, but also generating proprietary revenues and bringing this closer to our customers.

In ESG, the main highlight is the publication of the fourth edition of Sustainability Report. Among the highlights, we have moved forward in our decarbonizing effort. We're using 100% renewable energy in our operations, we're still in the ISE B3, Grade B in CDP and 94.3% approval of the Board of Directors.

I will now turn the floor over to Guido,, but we ended the quarter with an ever more qualified portfolio, discipline in capital allocation, reinforcing our value in the long-term. I will turn the floor over to Guido and will join you in the questions and answers.

Guido Oliveira:

Well, good morning, everybody. It's a pleasure to be with you in the 2Q26.

In this table, you'll see a reduction of our own GLA. We had a sale that took place in the 1Q26, we sold some assets with minority participations. This was disseminated in March of the 1Q. In March, we acquired 3% of the patio Paulista as well, this led to a reduction of 2.8% in our own GLA to 426,000 vis-à-vis 489,000. Our malls have 17 in total number. The total sales reaches R$ 6.5 billion, as mentioned before, 4.6% above the 2Q25, and in the 6M, R$ 12.2 billion, growing 8.2%.

The same-area sales at about 5% in the first 6M and same-area sales for the 2Q, 4.2%. Throughout the quarter, several malls have same-area sales above 10%, especially Iguatemi São Paulo and JK, and sales of 10% for Iguatemi, 10.5% for JK, and 11% for others.

Now, besides the impact of the mismatch of Easter in March, we also had the impact of the FIFA World Cup that we highlighted. We had an impact on sales; they were 32% lower when compared with the day of the matches in Brazil in the previous year. We compared the day of the matches of Brazil with other days, and we had that drop of 32%. Were it not for this, our sales would have been 7% for June. Even if we consider that we had the effect of the traveling of our customers, as this was a much larger World Cup, different from other World Cups, with a larger number of games, and the last World Cup was in Qatar, and this one, of course, held in the United States, closer for our customers.

As Ciro mentioned, as of 15 of June, our sales returned to the levels pre-World Cup, and traffic flow as well with a large entertainment event with films, such as Spider-Man and others, which are truly very successful at our movie theaters.

If we look at same-store rent, same-area rent, 2.7%, 2.5%, above the IGPM. Now, even with lower sales, we show you the occupancy rate at 97% and the occupancy cost of 10.8%, net delinquency rate of 0.1%, and discount of 1% on rentals, one of the lowest discounts in the last few years, if we think about 15 years ago. This shows you how healthy our portfolio is.

Now, the best of the worlds for us is the rent per square meter. Our stake grew 13% in the 2Q26 vis-a-vis the 2Q25, and 12% in the six months vis-à-vis 2025, showing you the portfolio moves that we carry down in assets with better performance and productivity.

Going on to the next page, we show you the effects of the financial effects adjusted by Proforma. In the release and in the table that Ciro presented, since 2024, we had movements in 10 assets. Since last year, 9 assets, we have Smart Place, Galleria, Marketplace per se, and the movements of Iguatemi Alphaville, Praia de Belas, Ribeirão Preto, and others.

Besides what we had done last year of removing from our results, the results of our partners, because of the financial instrument that we used to purchase São Paulo, the CRI that was purchased in April 2025, we paid off that CRI on 20th of June, delivering the results to those partners. So our results were above EBITDA, and they came out in the financial results as interest for the CRI.

Our recurring net revenue was R$ 396 million. If we take away the Proforma events, we got to R$ 354 million. When compared with the 2Q26, the growth is 11.6% in net revenue and EBITDA growth of 11% in net income 21% and in FFO 22%. Now in this table that we have included, we show you the conciliation of recurring and Proforma results. We went from the 2Q 5 adjusted to the capital gain of Marketplace, Galleria, and the result of our partners; we went from 445 of EBITDA to 448. And between sales and purchases, we lost R$ 26 million in EBITDA. Between the EBITDA of 270 and 290 of the 2Q26 to the Proforma EBITDA, we had a growth of 10.8%.

If we look at our metrics for minimum rentals percentage of rentals, temporary rentals, parking rates, all with a growth of above 10%. I highlight the retail market with excellent figures in the 2Q in same-store, growing 15% and growing 25.8% in total sales with a strong impact of Birkenstock and Polo Ralph Lauren with very good performance in the 2Q. For the semester, the same effect with growth revenue net revenue above 11% when we carry out adjustments for Proforma adjustment.

Now to go on to our balance, we get to a net debt of R$ 2.138 billion, an increase compared to March. In March, we carried out our sales. In the 2Q, we paid the parcel for RIOSUL. We paid out dividends and our leverage without taking into account capital gain goes back to being 1.8x.

We began these purchase and sale of asset operations in April, and we end this cycle with the sales of the 1Q with the same leverage somewhat lower perhaps in the 2Q, with leverage standing at 1.8. So we have preserved leverage between 1.6 and 1.8x in these last two years. Now the growth that we carried out by focusing on our main assets, our trophy assets, allows us to have a take rate of 8.38 on sales for the last 12 months.

We had lower sales this quarter, but we maintain the same take rate losing a bit of overage because we had less sales from the international part because of the traveling of our customers to the World Cup. But we have a healthy level of 8.3% growth. Sales per square meter reaching R$ 2,600 and some per square meter. This is the highest figure for the sector and rentals reaching R$ 227 per square meter, the highest once again for the entire sector.

With this, I would now open the floor for questions and answers.

Question and Answer Session

Operator: Thank you. We will now go on to the answer and question session only for investors and analysts.

Fanny Oreng, Santander: Well, good morning, everybody. I have two questions at my end. A first question referring to sales. When you open up, you have a breakdown by category. What draws attention are home products and bookstores. Perhaps you could share with us what happened in that part specifically, if that refers to the World Cup or is this a specific problem of a retailer. Perhaps you can share this with us.

The second question, have you begun the process of rentals for your expansions of Rooftop São Paulo, Rooftop Brasília? And how do you look upon the issue of allowances? How will they evolve? We see some investors somewhat concerned because of the Multiplan application that showed more allowances. So how do you consider this trend of the retailers? Are retailers more concerned with the economic scenario? I don't know if the demand is for the opening of new stores. Thank you very much.

Ciro Neto: Thank you, Fanny, for the question. If we look at home products, what we have seen in the market is a reduction in the size of those areas. If we look at Casas Bahia, for example, but in our case, for example, we have always had a more premium brand, such as Fast Shop, there is a slowdown because of the problems you have all followed up on. There's an issue of inventory in those operations at this point, but we do believe in a reduction that opens up an opportunity for reduction ourselves and opening up the GLA in those spaces, as we did in RIOSUL.

Guido Oliveira: In RIOSUL, we had the operation of a home appliance store and now we're selling 6x more than that because of H&M. Yes, we did focus on those operations, but as a next step, there is a reduction of spaces geared to those operators, offering us the opportunity for spaces with higher profitability.

Well, we closed several operations, retail operations in terms of GLA. I give you the example of RIOSUL. They closed Casas Bahia. We opened up H&M and are selling sixfold more.

Now to go back to your second question, the issue of expansion, we're doing well in the negotiations of the Rooftop in the fourth floor of Iguatemi São Paulo and the expansion of Iguatemi Brasília, and we have allowances and the sale of points.

Throughout this year, we had a movement that was somewhat lower in terms of sales points vis-à-vis last year – you can see this in other revenues –, but we will recover this in the second half of the year. Several negotiations are ongoing. In July, we just sold an important point in Iguatemi São Paulo for Sisley, therefore, we see the metric of sales point sales doing very well and we will have important figures in the 3Q and 4Qs.

Now regarding the allowances for new expansions, if we consider Brasília and Iguatemi São Paulo, the negotiations are to resell the point and really not for allowances. So, we're at the same level we have always had. There are no increases or concerns, sudden concerns. It's more of the same shopping malls that are weaker. H&M, for example, we negotiated five stores. We paid in only one mall. In the others, this was a sales point resale.

It depends on the negotiation, but there's nothing out of normal in terms of our commercial negotiation.

Ciro Neto: We have had a very balanced situation offset by resale, so we try to net that too. There is a greater pressure in the market. Other operators who attempt to improve their portfolio are investing more to bring in these operations in Iguatemi. These brands have to partner with us, and this reinforces our positioning. We charge for the sales point and don't offer allowances to all brands.

Fanny Oreng: Thank you. That was very clear. If I could follow up on your sales, are there any retailers that have drawn attention bringing the same store sales down in different product categories?

Guido Oliveira: I believe this was the impact of the World Cup. We sold less in June because of the FIFA World Cup.

Fanny Oreng: Yes, everybody traveled and bought outside of Brazil?

Guido Oliveira: I don't know if they bought, but they were traveling.

Ciro Neto: Well, they were watching the matches, the World Cup matches. We had an acceleration in international sales, and I always said this was a structural moment because international brands are investing in Brazil. We are a door of entry into Brazil. We're working with Maison Dior. These companies want to expand their spaces with us. Most of the brands in the last conversations I have had, when we compare Americas (United States, Canada, Mexico, and South America), our stores in Iguatemi and JK have the 5 best stores in performance in dollar.

So, the calendar effect was very different compared to that of the previous World Cup. This was more of a family event where you would take the entire family. For high income customers, they do travel a lot. So, we saw that our customer was making the most of this family moment abroad. As soon as the World Cup ended, our sales sped up again in the last fortnight of June, and this allows us the tranquility to know that we will go back to the same figures we have in terms of sales growth.

Fanny Oreng: Thank you, Ciro. Thank you very much. Thank you, Guido.

Mário Simplicio, Morgan Stanley: Good morning, everybody. Thank you for taking my question. First of all, which is your view of leasing spreads this year? If you could give us more color, if one asset is performing better than others.

The second question, the improvement after the World Cup, what is happening to your sales in July? Perhaps you could give us more color and speak about trends.

Guido Oliveira: We have a lease spread above 10% for renewals. We're doing very well with spreads in the last six months. We held high occupancy. Last month, we ended at 97.2 and for the quarter, 96.7. We had a higher churn in some satellites, but we have been recovering this in the 2Q with the hiring that we have already closed.

The second question, if you could refresh me in that. July sales, exactly! We saw a first fortnight suffering because of the World Cup. Well, in the last match of Brazil, we had the same impact that we saw in the first weeks of June, and if we look at the vehicle flow, which is a sign, we recovered practically all the negative flow of the first fortnight in the second fortnight and the sales that dropped in the first fortnight, we recovered fully in the second fortnight, sales came back strongly. The sales of July are positive, not high, but if we look at the thermometer of the second fortnight, we see that the sales are normal vis-à-vis what happened before the World Cup. We have sales of 9 to 10%.

Mário Simplicio: Thank you. Thank you very much.

João Pedro Rodrigues, XP: Good morning, everybody. Thank you for taking my questions. I have two questions at my end. First of all, I would like to discuss with you the square meter. We look at the three states here, and we see that recently you have moved away from the main player in terms of revenues per square meter. I would like to gain an understanding of how you justify these changes. Is this the result of the investments that you made, the new investments you made? Are there factors such as mixed management that you carried out during the quarter that will justify this change?

And in the new assets in RIOSUL and Pátios, do you still have square meters where you can continue to maintain this leadership? That's the first question.

My second question refers to the tax reform. Well, it's been some time since you have a framework to incorporate the clauses of the contract following the new tax reform. Well, it's a view of a half-empty cup from the commercial viewpoint the impact this could have on negotiations. So how are your conversations going with tenants? Are the conversations getting better? And as 2027 comes closer, if you observe any pressure to offer discounts perhaps because of default or any other problem. Thank you.

João Pedro Rodrigues: Thank you. Now, if we look at the results of our revenue, there are some important factors. The first factor is our portfolio qualification, it has allowed us to speed up our performance per square meter, we have captured this and we have increased this significantly, in the last quarters, the growth of overage has been quite strong. It's an expressive growth, it comes from that qualification, the performance of our assets.

The second point is our diligence in seeking additional revenue in square meter in same-store rent stores. For several quarters, we have been offering higher figures in the renovations that we carry out. We analyze contract by contract. We have a smart table so that we can increase the lease spreads. And an important factor is allocation of capital in our trophy assets, dominant assets when it comes to square meter.

What I said at the beginning, we have 6 malls among the most productive malls and sales. And sales is a consequence of the rentals that you are able to charge, increasing your revenue through time. So this is what we have been doing in the last two years, consolidating these assets. Two of these assets are in that ranking of the 15 malls. It's a sum of all of these factors, doing new things, creating an ecosystem where we could bring in additional revenues, media-sponsored events, our lounges that are up for rentals, Casa Higienópolis, we have residences, the apartments in JK, for example, that have significant demand and important revenues in our deliveries. So it's a blend.

If we look at the second part of your question, if you look at the assets we have acquired, we still have great opportunities for growth and revenue in those malls. In Higienópolis, 30-some square meters of GLA, it delivers NOI. RIOSUL has the same NOI among the last three that we acquired. So we have opportunities for growth in all 3 of these malls, and it begins with the movements we did before. We have H&M in RIOSUL, Birkenstock, already showing growth. This will enable us to seek better rentals.

We have signed more than 20 contracts in RIOSUL in the last six months, for example. So those malls are part of our process, and we see significant opportunities for growth there.

Guido Oliveira: And I would like to underscore the international part that is trying to enhance their footprint in Brazil. We see this in the negotiations of the Rooftop and the expansion of Brasília. Several international brands that do not operate in the country so far, many spoke about the Zara group. The greatest Zara player is in Iguatemi between the Zara stores and Zara Home. We expanded Zara in Iguatemi Campinas, and Brasília as well. We have a significant agenda with Zara for the coming months, and you will receive the news once they are newsworthy.

Now the tax reform. We have been preparing for that since 2019. We review this quarter on quarter. We have a base of contracts of 80% with a clause where it states that rent is price. Additionally to that, throughout the discussions of the tax reform and the PEC that created the complementary law for the tax reform, article 255, which is complementary law 214, 218, states that the CBS is on gross rent. So legislation in this case shelters us, protects us.

If we are able to pass this through to tenants, it's a discussion that is not foreseen in the legislation. Now Iguatemi, differently from other players, invoices through condominiums and consortiums; and condos and consortiums are exempt, they don't pay taxes. So the co-owners of Iguatemi in their malls where we don't have a 100% stake, even if we have a 100% stake, this is invoiced through our consortiums and condominiums.

So, this idea that the taxes have to come out of your invoicing because you pay taxes on rent, no, we are exempt from paying taxes. If you're going to hold a discussion with tenants, I'll give you an example: we received an email from a tenant yesterday. He wants the rents beginning in January to be invoiced, including CBS and IBS. You have to remove your aliquot of taxes, but we have already responded to them because we do not pay taxes. Our paying entity does not pay taxes. So there are ongoing discussions.

We have made it very clear that this is how we work and CBS that will be around 9% will have a discount of about 70%. We're not going to pass through 9%; we're going to pass through 3%. We also have to keep in mind that several of our operators still do not know. Well, some of the franchisees truly do not know our discount of 70% that will be scaled up, besides the article 255 that says rent is price.

Now we need to explain to the tenants about the doubts that they have and with most of them, we're quite comfortable in working with these necessary pass-throughs.

João Pedro Rodrigues: Thank you. Thank you very much for the explanations. Congratulations for your results.

Herman Lee, Bradesco BBI: Thank you for taking our questions. We have two questions as well. What draws attention is the rent that grew 111% of Pátio Paulista in the 1S. Could you give us more color underlying this growth and the expansion of Iguatemi São Paulo, which have been your negotiations of rent vis-à-vis the rest of your portfolio, and what will happen with this new expansion?

Guido Oliveira: Pátio Paulista, the growth of rents in Pátio Paulista reflects the movement that we have already carried out. We still have a great deal to do. We took on the management of Pátio Paulista last year. We acquired it in April but took on management only beginning in August, so there was that period of transition. We have been managing it for a year, the rental revenues grew 7%, and this reflects the new brands we have put in movement in the portfolio.

Pátio Paulista and RIOSUL do not have valet parking which is where we grow more. The rents for parking are 2%, and in RIOSUL because of the new brands, because of the inauguration of H&M, it grew 20.5% in terms of parking. We're going to implement this in both parking place, we're going to implement valet, and we will have a significant growth in revenue. And in Pátio Paulista and RIOSUL several novelties. We can't refer to them at present, but novelties that will drive the revenue and this includes new brands coming into the mall.

Now regarding the Rooftop and expansions and negotiations, when we drew up the business plan for the expansion and the Rooftop in the 4Q, well let's think about Iguatemi, on the third floor we had a price, and the fourth floor we had a 10% discount because of the distance, you have to go up to the 4Q. Our negotiations are in line with the negotiation above that 10% we had put in for rent.

All the restaurants have been leased, we have brands that have been leased, and we should reach 100% of leasing in the Rooftop. The same holds true for Brasília. We offer a discount in the area of expansion, but we have some anchors that we're bringing down that will be announced in the coming two months. In November, we should reach occupancy of 90% of the expansion of Brasília with pricing highly aligned with the pricing of the rest of the mall.

Now the question about the growth of rentals and spaces, we continue to have strong demand in Iguatemi. The request of international brands, relevant brands, or an expansion for flagships, for example, as we have done now for Maison Dior that will have an incredible store here. And in the new rentals even for international brands and national brands and for renewals, we have rental growth above two digits high figures for Iguatemi mall and JK mall.

From the viewpoint of product and rentals, we're qualifying these assets. We're making them more profitable.

Herman Lee: That was very clear. Thank you very much.

Jorel Guilloty, Goldman Sachs: Good morning everybody. I have two questions. First about parking. You say that you have adjusted the rentals of parking 12% year on year, but you said that the flow of vehicles was stable, around 8 million vehicles.

Guido Oliveira: I'm sorry, you...

Jorel Guilloty: I'll begin again. First about your parking revenues. Adjusted that figure is 12% year on year and the flow of vehicles is stable, it was 7.7 million vehicles. Now the growth of your parking revenue, is this based on price? Is this a permanent change? And if it is price, what's going to happen with your tariffs? Will you continue to increase them through time?

And a question on your occupancy rate. You had an increase of 30 bps year-on-year. I'd like to understand the dynamic and how much of that was the rentals for the present-day tenants and what will happen with new tenants that are paying a higher occupancy cost?

Guido Oliveira: Now to speak about parking 12% a year, even with a stable flow of vehicles, we have two components here: one is the tariff, we readjusted these rates at the beginning of the year on January 2nd that has an impact, and a strong composition of valet parking. Valet is growing vis-à-vis self-park. All of our valet growing around 30%. As valet parking has a higher price, it increases the invoicing of our parking – I invite all of you to come visit our new valet in Iguatemi São Paulo of Maffei Vita street. We have a new lounge for the parking that is worthwhile visiting.

In terms of CO, we had an increase of 30 bps as you mentioned. The occupancy, we have a positive spread of the new rentals. Same-area rent, same-area sales are being occupied by new stores that have a better price. When we look at the inside with a greater base, we took away those tenants that had been there for five years with renewals, so we're taking away that rent that was somewhat lower to maintain occupation during those years.

Now, commercial tables were readjusted and we have repriced everything, so you will see an increase of rents per square meter. We had a lag in terms of this and now we have had an evolution because of the lease spreads in new rents. Of overage, we had a drop of overage when we look at the international stores that sold less and this generated an impact on sales and an increase in occupancy.

Jorel Guilloty: If you allow me one more question, you said the leasing spread for the contract was 10% and for renewals?

Guido Oliveira: Around 10% as well.

Jorel Guilloty: All right. Thank you. Thank you very much.

André Mazini, Citi: Ciro, Guido, thank you for taking our questions. We have two. The first question is about Casa Figueira. It should be inaugurated in the 3Q26, but only 6% of the project has been sold. Is this within your expectations? Is it somewhat low considering that the inauguration is in the short-term? and what will happen with the sales going forward?

The second about RIOSUL. There's a draft bill in Rio to offer free parking in the malls in the state for those who have a certain level of consumption. We have already seen that attempt in the past. What will happen if this goes forward in Rio de Janeiro?

Guido Oliveira: Thank you. I need to speak about Casa Figueira. We're finishing the first phase of infrastructure works in the 1Q we will finish the pavement, the streets, the bicycle lanes, lighting and the marking of all of the plots. We will deliver this to the city. What we are missing are the linear parks that we will deliver in a second phase.

We have a partnership with Isabel Duprat, who will lead this second phase for landscaping. Now we have a sale that we should carry out in the 1Q. This delayed because of the discussion of projects. Now for this year we continue to need some updates. Last year we had sold 4 lots, the lot had already been launched, it is House 105, we have sold another two, H1 and H2. We have an additional 4 lots that are up for sale that we will sell during the 3Q.

H1 and H2 should have allowed us to sell H3 and H4 now, but this did not work. The market is not aiding and abetting us because of the interest rate. You know the real estate market very well, but as part of our sales planning, we should be able to do that in the 3Q.

Now about that law in Rio de Janeiro, we have been through that so often. Several draft bills have been launched of free parking, there is favorable jurisprudence at the Superior Courts, but we don't believe this will come about, that this will materialize. This is not only for Rio, this appears in all cities, especially in electoral years, this idea of offering free parking. We don't think that it will be approved.

Ciro Neto: It's an unconstitutional law and this has been proven; it's legislation on private property; it is our right to charge the price that we believe is a fair price.

André Mazini: Thank you. Thank you very much, Ciro.

Ana Júlia, UBS: Good morning, everybody. Thank you for taking my questions. We have a question in terms of capital allocation. We have heard a great deal of discussion about credit, default problems, perhaps worse margins or worst expectation going forward. And as we draw closer to elections, we have additional volatility.

Which is your mindset in terms of capital allocation? Have there been any changes, thinking of expansion? How about your guidelines for 2027? Are there any changes in the payout of dividends? And which is your mindset in terms of your leverage? What would be comfortable at present?

Guido Oliveira: Hello, Ana. Well, as part of what we can say, because we don't offer guidance in CAPEX, we will be somewhere below what we said of R$ 450, 460 million. Our CAPEX will be somewhat lower because we have had some delays in the works, especially in Brasília and the tower in Campinas, especially the tower that has a delay in terms of its beginning. It began in July. So we will have some savings.

And the marketplace project that we are rethinking, we had expenses that were included in the guidance for the retrofit that will be delayed. We're reviewing the project. When it comes to capital allocation, our mindset has not changed; it's a very healthy allocation, considering the interest rates. Even if the interest rate gets to 1375% a year, we might have two additional drops of 0.25. But the level of interest rates will continue to be high.

When we look at our leverage, we're going to maintain our leverage at the present-day's levels. As I showed you, if you look at our background, the leverage is always at 1.6x or 1.8x, and we will continue with this.

Now, when we think about growth, the growth of the Company's FFO and the growth of the Company's results that you project and focus on, this year we're paying a dividend of 200 million. We have a 200 million buyback open. We have kept this open. We're paying dividends. We will review this in 2027 and discuss it in the coming levels in terms of improving the payout as of 2027 and going forward.

Ana Júlia: Thank you. Thank you very much.

Pedro Peroni, Bank of America: Good morning, Ciro, Iguatemi team. We want to go back to a topic mentioned by Jorel; the cost of occupancy. You have very healthy levels, and this gives you a certain level of comfort; how much space do you still have to capture more rentals without compromising the work of the tenants? Will the renewals accommodate in the coming quarters?

If we think of the dynamic of your contract renewal and as the portfolio is concentrated with more mature, top-quality assets, which are the growth levels that the Company foresees in the coming 3 to 5 years? More leasing spreads or the retail part of the Company? These are our two main questions.

Ciro Neto: Thank you, Pedro, for the question. Now, the cost of occupancy, we speak about this broadly; we have been looking for a difference in take rate, seeking increases in profitability and an increase in sales, which would be the smart thing to do. What determines this is how much we can accelerate this vis-à-vis our sales. If we take away this quarter, our sales were growing strongly, we had a good line of growth of sales and our ability to renew contracts looking for that difference, not that we haven't worked with those spreads, have been 10% with real gains in the contracts, especially in our flagships.

And our A-B malls in the hinterlands in the south, we do have good growth, we're going to continue to work diligently on that. We have significant opportunities. There is the opportunity to seek complementary leases, we can increase the leases through time and continue to accelerate our sales.

So these are the two universes we're working with. There is an opportunity for growth and we're working diligently on creating good results through time.

Guido Oliveira: In that horizon of 3 to 5 years, we could mention some of the vectors, as Ciro mentioned. We have a great deal of growth coming from the mix repositioning. We will have several novelties; we have interesting commercial agendas that will have an impact on the Company, new brands. Look what we brought down; H&M, for example, that has grown through us. We're the main player in Louis Vuitton, with Zara, and others. So this shows you the spread that we have at JK, we have lines and more lines. And of course, all of this will grow jointly with us.

We have a part that is sales spread, this generates an increase in revenue, an improvement in sales mix, an improvement in our commercial table. And on the other hand, we have the possibilities of expansion. We're expanding in Brasília, Iguatemi São Paulo. We have a favorable scenario, which we have discussed at previous meetings, the master plan of São Paulo approved in 2023 allows us the potential of transforming specific areas with the Law of the Active Facade and other laws. So this generates new possibilities.

We could make the most of our land in São Paulo, and we are the main player in São Paulo; we have Pátio Paulista, Higienópolis, Iguatemi, JK, and Marketplace itself. So, we do have that opportunity for growth.

And another current would be the land bank that we have that enables us to grow fractions for towers or participate in investments wherever we think this makes sense to increase our lease and our exposure to commercial towers.

As you must have followed up, this has been growing, it has grown significantly after the pandemic, especially the residential towers that has a high interest rate and it's difficult to obtain real estate credit in the middle and high range. But the commercial towers are back and they're back strongly. If we think about Chucri Zaidan, the corridor, we're reviewing the Marketplace 2 or 3 years ago, the vacancy was 30%, presently, the vacancy is only 15% in that same corridor. You can see everything that is being launched and it has been practically leased. We don't have vacancies on Faria Lima that encompasses the Rebouças and Marginal corridors. Our towers have 90% occupation. Therefore, when we look at that and we look at our land back and look at all the possibilities, and this is a good return that we could have to increase our stake in that sector.

Pedro Peroni: That was very clear, Ciro and Guido. Thank you very much.

Mariângela Castro, Itaú BBA: Thank you for the presentation. We have two questions. I would like to better understand the mismatch of sales of the same-area. And when we look at the same-store sales, the rent grew 2.7% and 1.7%. If you could help us to understand what generates this gap; sales growing more than the rent when we look at the same-area in the malls. This is the first question.

The second question, a question about capital allocation. You spoke about dividends and much more, but which is your appetite to acquire stakes in the malls that you already have? Are you thinking of M&A in this scenario of higher interest rates? Which is the Company's appetite for this?

Guido Oliveira: Mariângela, the question about the mismatch, a good question. What happened? We saw same-area sales growing more than same-store sales, especially because of the new stores. We spoke about the case of H&M, Oh and other brands that have a positive sales spread. Now, when we look at same-area rent, we had some impacts that relate to the hinterland, Praia de Belas and Marketplace.

In Marketplace, we have been closing out areas because of the retrofit project, so we're losing in same-store rent, same-area rent. This has impacted our figures. In Praia de Belas, we closed a supermarket that sold R$ 4million a month, the Nacional, and along with that closing, we closed a wing of satellite services, Zaffari will be using this area, we're repositioning it. So, we had a loss of sales and, of course, the loss of the services, which also had an impact. And in the hinterlands, a higher churn in Ribeirão and Rio Preto that impacted our same-area rent. That is the reason for the mismatch.

When it comes to capital allocation, if we look at our portfolio, of course we're interested in increasing our stake in the more productive assets, and we're going to do that always thinking about the possibility of movements, the increase of capital. We're not going to increase our leverage in one of those movements. And we still see some room for the sale of minority stakes to subsidize the acquisitions that we might carry out.

We're looking upon this very calmly and we don't foresee great movements in terms of acquisitions that could appear in the very short-term.

Mariângela Castro: That was very clear. Thank you very much, Guido.

Rafael Castrucci Rehder, Safra: Good morning, everybody. Thank you for taking our questions. I would like to mention the NOI margin. I don't know if these are your highest margins or very close to that, and you had an improvement of mix, you sold a stake in the portfolio that was less productive, and recently, you increased allocations in the more productive assets.

Now, does your margin already reflect that mix? Will there be an increase in that margin going forward, the 94% that we saw this quarter?

Guido Oliveira: Rafael that is precisely it. You answered the question yourself. The margin was a record 95% for net operating income. When we look at our stake, it's concentrated in malls that have a higher NOI and higher brands. The weaker malls have lower NOI margins, especially because of their legal costs or default. The main malls in our portfolio have a zero-default rate, Pátio Paulista, RIOSUL, Iguatemi Porto Alegre and others have a zero-default rate, and the discounts are also almost zero, so NOI is 95%.

So the concentration of the portfolio in productive malls will allow us to always work around those levels of 94-95% net operating income.

Rafael Rehder: Thank you. Thank you very much.

Marcelo Mota, JP Morgan: Good morning, everybody. A quick question. If you could speak about the retail results 365; is the growth still strong? The EBITDA, well, it seems to have something in Other Expenses, Other Income. But what would be a recurrent margin and the potential of growth? If you could give us more color.

Ciro Neto: We should remember which is the retail strategy. The strategy is to have in our portfolio some brands that otherwise would not come to Brazil, but that want to have a partner and come in through our door of entry in Brazil, and they are differentials in our portfolio.

We stand out for having this Polo, for example, or Birkenstock with very high sales per square meter. These are brands that, well, know that the sales per square meter are very high. Other groups that are not shopping malls that operate other brands or other malls also want these brands to be in their portfolio. We should always remember that so that we can make the right movements in retail.

We have had a very good performance, we have had an increase in sales, an important increase, especially in Polo, Birkenstock, Louboutin, and other brands that we have brought down as a complementary revenue in our mix. And we have had a successful negotiation with these companies.

We carry out successful purchases, so it would make sense to open the store in RIOSUL. The store is a true success, many of the customers that no longer went to RIOSUL, that went to other malls in the southern area, appeared at our mall simply because the mix is changing, and this is part of it, of taking the appropriate product for that market, and the has an important role in this.

We have a pipeline of growth that will be very focused as we had in RIOSUL. And we have also signed a contract for Birkenstock in Iguatemi Campinas. Sales are growing well. So to bring in the best product and carry out a good negotiation is important. And in retail, we have one more front besides our exclusive mix, our culture, our experiences, and much more; our customers, our top-line customers are all interested in acquiring these projects.

Marcelo Mota: Thank you. Thank you very much.

Operator: Ladies and gentlemen, thank you very much. As we have no further questions, we will return the floor to Mr. Ciro Neto for the Company's closing remarks. You may proceed.

Ciro Neto: I would like to thank all of you. It is a pleasure to be here with you.

Myself, Guido, the art team, and the financial group are at your entire disposal. Once again, many thanks for your attendance. Have a good day!

Operator: We thus conclude the Iguatemi S/A earnings results conference. Have a very good afternoon.