

# EARNINGS RELEASE



## 4Q20 Results

São Paulo, March 4<sup>th</sup>, 2021 – Iguatemi Empresa de Shopping Centers S.A. (IGUATEMI) [B3: IGTA3], one of the largest full-service companies in the Brazilian shopping mall sector, reports results for the fourth quarter of 2020 (4Q20). Financial and operational information is based on the consolidated figures, in R\$ '000, under the Brazilian Corporate Law accounting legislation and IFRS, as expressed in Accounting Pronouncements approved by the Brazilian Securities Commission (CVM), except in relation to the 6.58% indirect stake in Shopping Iguatemi Porto Alegre and the adjacent commercial tower (Iguatemi Business) from of January 1<sup>st</sup>, 2020, which is managerially reflected in the numbers to show in the most comprehensive manner the Company's results. Non-accounting figures have not been reviewed by the external auditors.

### 4Q20 EARNINGS CONFERENCE CALL

#### English Conference Call

March 5<sup>th</sup>, 2021

9:00 am EST

11:00 am BRT

Tel.: +1 (646) 843 6054

Password: Iguatemi

Replay: +55 (11) 2188 0400

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Available for 7 days

#### Portuguese Conference Call

March 5<sup>th</sup>, 2021

8:00 am EST

10:00 am BRT

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### 4Q20 HIGHLIGHTS

- **Average capacity utilization** of the portfolio reached 61% in 2020 and 91% in the quarter
  - **Total sales** reached **R\$ 8.7 billion in 2020**, a 38.8% drop versus 2019, and **R\$ 3.6 billion in 4Q20**, 14.4% drop in 4Q19
  - **Same-store sales (SSS)** declined **28.1%** and **same-area sales (SAS)** decreased **36.2%** in 2020. In the quarter, **SSS** was **-11.8%** and **SAS** was **-10.1%**
  - **Same-store rents (SSR)** declined **24.5%** and **same-area rents (SAR)** decreased **28.5%** in 2020. For the 4Q20, **SSR** was **-3.3%** and **SAR** was **-10.1%**
  - **Net revenue** reached **R\$ 684.2 million in 2020**, 9.3% below 2020, and **R\$ 184.4 million in 4Q20**, 12.7% below 4Q19
  - **EBITDA** reached **R\$ 514.28 million in the year** and **R\$ 162.2 million in the quarter**, a 19.1% and 19.0% drop, respectively. **EBITDA margin** reached **75.1% in 2020** and **88.0% in 4Q20**.
  - **Net income** was **R\$ 202.3 million in 2020** and **R\$ 82.0 million in the quarter**, 35.6% and 26.7% drop, respectively
  - **FFO** reached **R\$ 351.3 million in 2020**, 20.6% below 2019, and **R\$ 120.2 million in 4Q20**, 17.2% below 4Q19
  - **Leverage** ended the year 1.28 above 2019 at **3.32x Net Debt/EBITDA**
  - **The fractional sale of 1.5%** of the Galleria Shopping land generated a **net result of R\$ 10.7 million** in the 4Q20 results
  - **The fractional sale of 0.5%** of the Iguatemi Esplanada land generated a **net result of R\$ 8.3 million** in the 4Q20 results
  - **Issuance of R\$ 500 million in Debentures:** 1st Series of R\$ 100 million with CDI +2,15% p.a., 5 year term and amortization at maturity; 2nd Series of R\$ 400 million with CDI +2,45% p.a., 7 year term and amortization in 2 equal installments starting in 2026
- Eventos subsequentes:**
- **Iguatemi elected by GPTW as the 15th best company** to work in the retail sector in Brazil

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### MESSAGE FROM MANAGEMENT

#### Resuming of Operations

2020 was a very challenging year for Iguatemi and for the economy as a whole, a year in which we had to adapt quickly to face the challenges brought by a pandemic without precedent. The negative impacts of Covid-19 affected our business practically throughout the whole year of 2020, but began gradually losing steam in May, as operations started to resume. The upward trend in operating hours, observed in the second and third quarters, continued in the fourth quarter with new easing of operating restrictions by Local Authorities. These fewer restrictions lead to a significant increase in our **utilization capacity** - the number of hours operating during the pandemic divided by the number of hours of operation under normalized regime – which **went from 51.3% in 3Q20 to 91.1% in 4Q20**.

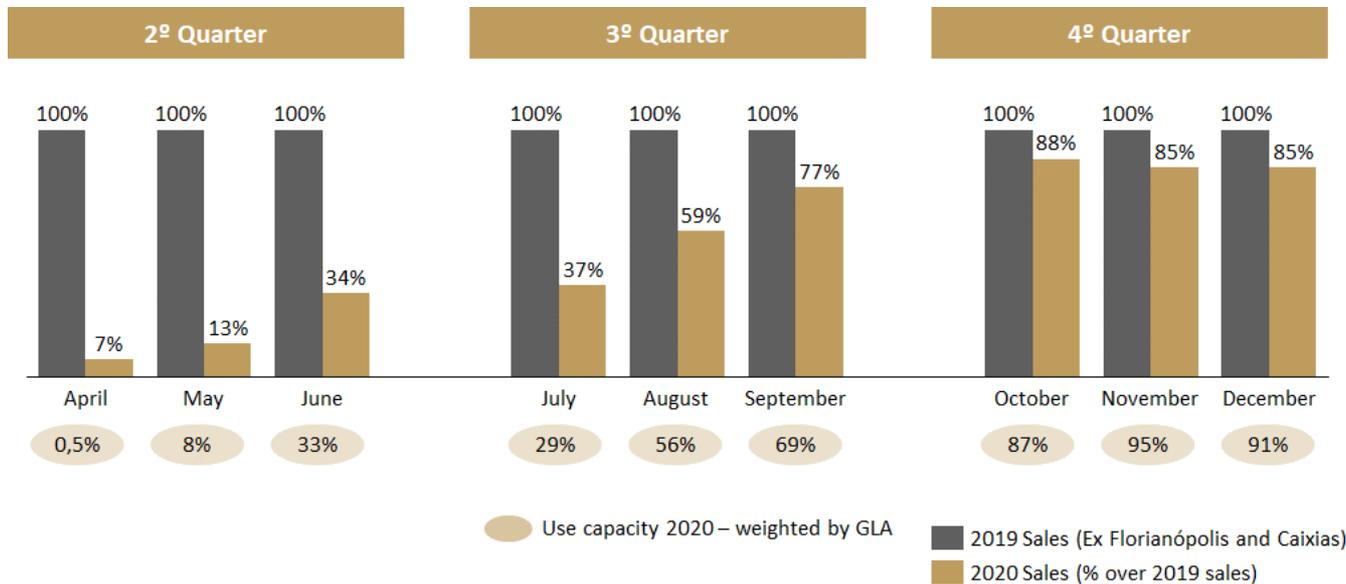
Asset	May	June	July	August	September	October	November	December	January	February
Iguatemi São Paulo		4	6		8		12			8 12
JK Iguatemi		4	6		8		12			8 12
Market Place		4	6		8		12			8 12
Pátio Higienópolis		4	6		8		12			8 12
Iguatemi Alphaville		6		8			12			8 12
Iguatemi Campinas		4	4	6	8		12			8 12
Galleria		4	6	8			12			8 12
Esplanada Shopping (original)		4	4	6	8	12	8 12		8	8
Iguatemi Esplanada (expansão)		4	4	6	8	12	8 12		8	8
Iguatemi São Carlos		6	4	6	8		10	12	12	
Iguatemi Ribeirão preto		4			8	10	12 10	12	8	8
Iguatemi Rio Preto		4	6		8	10		12	10	8
Iguatemi Brasília		8		10				12		
Iguatemi Porto Alegre		8		6 7	8		10	12	12	10
Praia de Belas Shopping Center		8		6 7	8		10	12	12	10
I Fashion Outlet Novo Hamburgo		8		6 8	11			12		10
I Fashion Outlet Santa Catarina			8					12		
Average open days	4.3	21.1	20.4	29.6	30.0	31.0	30.0	28.8	26.9	26.0
Average total GLA opened in the	88,395	434,709	418,968	609,077	638,139	638,139	638,132	592,845	553,371	535,207

<span style="background-color: yellow;">■</span> Open asset with restrictions	<span style="background-color: red;">■</span> Asset with suspended operations	<span style="border: 1px solid black; padding: 0 2px;">#</span> Opening hours
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Following the same trend, sales continued to recover strongly, increasing from **57% in 3Q20 to 86% in 4Q20** versus the same periods of 2019, year of record sales in the months of Black Friday and Christmas. As a result, **total sales for the quarter reached R\$ 3.6 billion, a drop of 14.4% in relation to 4Q19, while same-store sales (SSS) performed slightly better, decreasing 11.8% compared to 4Q19.**

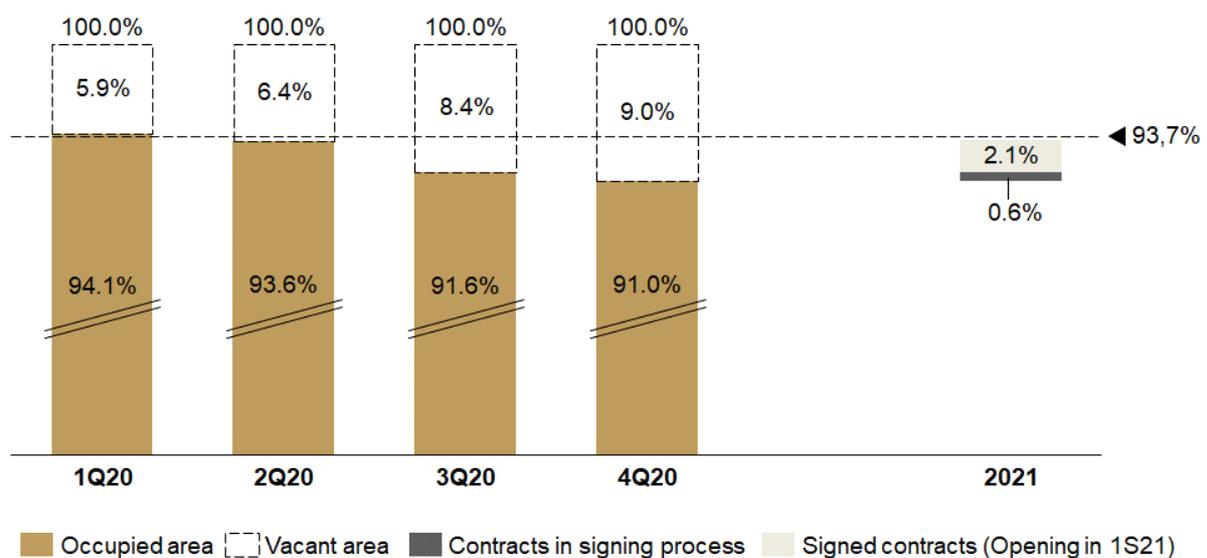
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As sales figures improved in the quarter, we gradually withdrew rent discounts reaching a **net invoice of 97.6% in 4Q20 versus 66.5% in 3Q20** (percentages versus same period of 2019), if we consider the installments from March rent charged in 4Q20, the net invoice was **108.8% in 4Q20**. Despite the continued withdrawal of discounts, **net delinquency dropped from 13.4% in 3Q20 to 9.3% in 4Q20** and **occupancy cost from 14.4% in 3Q20 to 13.0% in 4Q20**, if we exclude the installments from March rent charged in the quarter, the occupancy cost was **11.9% in 4Q20**.

As it stands today, Iguatemi has the equivalent of **2.1% of its total GLA in signed contracts** and another **0.6% of the total GLA in contracts in the final stages of signing**, all of which with inauguration planned for the 1st semester of 2021.



### Mixed Use Projects

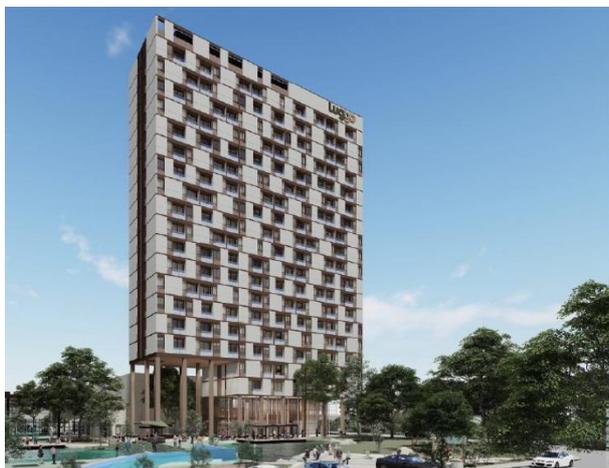
In order to monetize our land bank and develop the surroundings of our malls, with the objective of improving their traffic, we carried out a fractional sale of land for the construction of a long stay development at Galleria Shopping and a commercial tower at Iguatemi Esplanada. These two transactions generated R\$ 18.9 million in net income for Iguatemi in the fourth quarter of 2020.

#### Multifamily Galleria Shopping

The Galleria's Multifamily Project was developed by the architectural firm L35 ACIA and based on the American concept of multifamily, a model exclusively dedicated to long-term stay that has gained popularity in recent years due to its flexibility, uncomplicated contracts and digital processes.

The 8,000 m<sup>2</sup> project will be integrated into the mall, will have 18 floors and 226 units ranging from 31m<sup>2</sup> to 46m<sup>2</sup>, all furnished, with internet and shared services such as: car sharing, bike sharing, shared laundry, housekeeping and lockers. Luggo, a MRV Group subsidiary, will be responsible for operating the building. The construction is scheduled to start in May 2022 with estimated inauguration in January 2025.

This new project, added to our commercial tower, currently under construction, will help increase the population density of the surroundings, further boosting occupancy and traffic to the mall. The fractional sale of 1.5% of the Galleria Shopping land generated a net result of R\$ 10.7 million in the 4Q20 results.



#### Commercial Tower Iguatemi Esplanada

The Iguatemi Esplanada project will be a 15,500 m<sup>2</sup> high-end mixed commercial tower with 238 units from 30m<sup>2</sup> to 980m<sup>2</sup>, ranging from corporate slabs, commercial rooms, small clinics and retail GLA on the ground floor. Located at the rear of the land plot, the commercial tower will have a walkway to access the mall and a large ground floor. We expect construction to take approximately 36 months with its conclusion estimated for February 2025.

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The stake sold represents 0.5% of the land plot and generated a net result of R\$ 8.3 million in 4Q20.



### Iguatemi Digital

At the beginning of 2021, Iguatemi took another important step in the execution of its Digital Strategy by **creating a Digital BU** with the hiring of a new executive and the attraction of new talent from the industry. The structuring of this new department shows the strengthening of Iguatemi's commitment to the Digital front, and of its capacity to deal with the challenges and specificities of the industry.

The new BU will be responsible for planning and executing Iguatemi's digital initiatives, with its focus being the integration of physical and online retail with the help of **Iguatemi 365** and **Iguatemi One**. The idea is to bring new solutions to the Iguatemi client, leveraging the structure and sales of tenants, generating new sources of revenue and investing in digital businesses on a case-by-case basis. In the fourth quarter, we covered important ground in the fronts of Iguatemi 365 and Iguatemi One, being:

### Iguatemi 365

We continue to increase our portfolio of brands and listed items in the **Iguatemi 365** marketplace. Currently, the platform has about 400 brands and more than 18 thousand items listed on the website. We continued to expand operations to several cities, covering more than two thousand municipalities and 18 state capitals. As our operation keeps expanding, there has been an increased demand from new brands wanting to join the marketplace, and in the last few months, we have added relevant national and international names to the platform. The most notable brands going live on the site in the last few weeks, were:



In 2021, Iguatemi 365 will focus its efforts on: (i) continuing its territorial expansion by increasing the number of assisted markets; (ii) launching the Iguatemi 365 App; (iii) leveraging the catalogs of exclusive brands; (iv) strengthening other categories in the luxury segment, such as: Home, Kitchen, Beverages and Office Equipment; and (v) integrating physical and digital through Guide Shops, pickups and lockers.

#### Iguatemi One

The loyalty program Iguatemi One has been consolidating itself over the months with new features and even more benefits, improving the phygital journey – integration of the physical and digital worlds - and allowing customers to participate in Iguatemi promotions through the App in a practical and safe way. In addition, the App is fully integrated with Iguatemi 365, allowing users to automatically accumulate points on purchases made in the marketplace.

Going forward, the program will focus on optimizing and completing the integration of Iguatemi One with Iguatemi 365 and, in the future, with other digital initiatives, bringing benefits to our customers and business intelligence for the Company.

#### Institutional Initiatives

**Iguatemi Talks Fashion** is a fashion and trends conference that brings together important professionals from Brazil and abroad. In 2020, the 4th edition was held for the first time in digital, expanding its reach. This was also its first 100% free edition, reinforcing Iguatemi's goal in promoting an event that makes knowledge and information accessible to all.



The conference had more than 9,000 hits during its three days and confirmed its commitment to inform and inspire the public by disseminating relevant and unpublished content on innovation, fashion, design, sustainability, business and creativity.

High profile local and foreign names attended the event, including: Gwyneth Paltrow, Margherita Missoni, Giambattista Valli, Li Edelkoort, Alexandre Birman, Sandra Chayo, Marcella Kanner, Fernanda Hoefel, Rachel Maia and Danielle Bibas.

The Conference is already part of the country's fashion calendar and we will continue to invest in this type of content to further strengthen the relationship between the Iguatemi brand and the fashion industry.

In December, at Christmas, Santa Claus was present in our malls in the digital form in “Noel’s Booth” (video conferences with Santa Claus), through Digital letters (more than 3,220 letters were received and answered by Instagram) and through Donation campaigns for several partner institutions supported by Iguatemi.



## Employees

At the beginning of 2021, we received another award from the GPTW consultancy, this time Iguatemi was elected as the 15th best large company to work in the retail sector. This recognition in a year as challenging as 2020, shows once again that we have our employees at the center of our strategy.

Among the main actions carried out in 4Q20 that helped us achieve this achievement:

- We reinforced our commitment to diversity, participating in the UNHCR – Empowering Refugees project -, which had as an objective, to promote the employability of women with disabilities and caregivers of people with disabilities. In 2021, nine women who were trained by the program will be hired by Iguatemi to work at the Iguatemi São Paulo and at Iguatemi JK.
- We launched a development program for our employees who are returning from maternity leave - “Equilibrium Project”. The program consists in supporting them in the challenges of balancing their careers and motherhood.

- We continued with the partnership with the Fleury laboratory and expanded the testing program with the Mendelics laboratory. In addition, as a preventive measure, we intensified testing for employees at the end of the year, all tests being free of charge for our employees and outsourced staff.
- We sought to recognize our leadership in the great results obtained in the last GPTW survey. For the second year in a row, this time in an online event, we held a celebration recognizing the fifteen leaders who most inspired their employees.

In line with the best health and safety protocols, we continued to execute our back to the office plan, reaching an occupancy level of 87% in the quarter.

### Customer Health & Safety

At this time, we continue to comply with the strict hygiene protocols, the recommendations of the health authorities and follow the determinations of State and Municipal decrees. The process of resuming operations at our assets is following the best safety and protection practices, including:

- Reduced opening hours, when applicable;
- Limiting parking capacity;
- Implementation of screening at the entrances of the assets, with control of the use of masks and alcohol gel;
- Use of sanitizing mats at the entrance of the malls;
- Temperature measurement of employees and tenants;
- Special safety protocol implement in four Valet operations that reopened;
- Food courts adjusted for safe distancing;
- Availability of alcohol in gel in bathrooms, food courts, escalators, elevators, docks, parking boxes;
- Beacons in operations subject to customer waiting lines, such as banks, lotteries, vaccine clinics and restaurants;
- Implementation of technologies that help to avoid contagion: touchless elevator buttons, ultraviolet light for cleaning escalators, etc;
- Supply of a conduct booklet to tenants.

A video containing the main health and safety protocols implemented in the reopening of our assets is available on our Investor Relations website - to access [click here](#).



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Region	Phase	STORES	RESTAURANTS	BEAUTY SALONS	KIDS OPER.	GYMS	CINEMAS	THEATERS
Brasília	RED	Specific operations, drive thru and delivery	Drive thru and delivery	Closed	Closed	Closed	Closed	-
SP Capital & Barueri	ORANGE	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.
Campinas	RED	Specific operations, drive thru and delivery	Drive thru and delivery	Closed	Closed	Closed	Closed	Closed
Sorocaba	ORANGE	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	40% of capacity. 12AM to 8PM.	-
São José do Rio Preto	RED	Specific operations and delivery	Delivery	Closed	Closed	Closed	Closed	Closed
Ribeirão Preto	ORANGE	40% of capacity. MON - FRI 12AM to 8PM	40% of capacity. MON - FRI 12AM to 8PM	40% of capacity. MON - FRI 12AM to 8PM	40% of capacity. MON - FRI 12AM to 8PM	40% of capacity. MON - FRI 12AM to 8PM	40% of capacity. MON - FRI 12AM to 8PM	-
São Carlos	RED	Specific operations, drive thru and delivery	Drive thru and delivery	Closed	Closed	Closed	Closed	-
Porto Alegre	BLACK	Specific operations, drive thru and delivery	Drive thru and delivery	Closed	Closed	Closed	Closed	-
Novo Hamburgo	BLACK	Closed	Closed	-	Closed	-	-	-
Tijucas	ORANGE	50% of capacity. 9AM to 9PM.	50% of capacity. 9AM to 9PM.	50% of capacity. 9AM to 9PM.	Closed	-	-	-

As of the date of this release, 8 of our shopping centers have their operations suspended with only specific operations essential to the well-being of our clients allowed to operate. The other 8 malls are operating normally with restrictions on opening hours.

### 4Q 2019 AND 2019 RESULTS

Total sales in our portfolio decreased by 14.4% in 4Q20, to R\$ 1.8 billion and decreased 38.8% in 2020, to R\$ 8.7 billion. Same-area sales (SAS) fell by 14.4% and same-store sales (SSS) performance was -11.8% in 4Q20. Same-area rents (SAR) and same-store rents (SSR) fell by 10.1% and 3.3%. It is worth noting that the rental indicators are net of discounts and provisions on rents and, therefore, reflect, in this quarter, the decision taken by the Company to grant discounts on a case-by-case basis throughout the quarter.

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In relation to the **malls performance at 100%**, we had a **2.8% drop in rent revenue in the quarter** (minimum rent + overage + temporary rent), reaching **R\$ 317.0 million and a 5.9% drop in the year**, reaching R\$ 1.0 billion. Excluding the malls whose stakes were sold this year, we recorded a drop in Rental Revenue at 100% of 2.9% in the year. **Parking revenue totaled R\$ 42.6 million in 4Q19 (-37.6% versus 4Q19)** and R\$ 116.6 million in the year (-52.8% versus 2019), but excluding the malls from which we divested in 2019, we had a decline in Parking Revenue at 100% of 51.4% in the year. This line has been impacted by new trends in urban mobility, mainly in large centers, where we have significant exposure, in addition to the recent impact of COVID-19 with the suspension of our malls operations and reopening with reduced hours.

The Company achieved gross revenue of R\$ 228.1 million in 4Q20 (-5.3% versus 4Q19) and R\$ 772.2 million in the year (-10.4% versus 2019). As a result of the pandemic, we kept granting discounts according to the asset and the segment of operation of each tenant, in accordance with the guidelines of the Accounting Pronouncements Committee ("CPC"), we started to book last quarter a straight-line effect on the discounts granted based on the pandemic scenario, for the average maturity of our contracts with retailers. As a result, we presented a **12.7% drop in Net Revenue to R\$ 184.4 million in the quarter and R\$ 684.2 million in the year**.

We have kept implementing strict measures to contain costs and expenses to face the current scenario, leading to a **20.8% QoQ drop in the Company's expenses, on the other hand, our costs have gone up 19.8% in 4Q20 versus 4Q19** due to the increase in vacancy, and the expansion of Iguatemi 365 and our retail operations. **EBITDA reached R\$ 162.2 million in the quarter**, 19.0% below 4Q19, with an **88.0% EBITDA margin. For the year, EBITDA was R\$ 514.2 million** (19.1% below 2019), **with an EBITDA margin of 75.1%**.

The Company's **total debt ended the quarter at R\$ 3.4 billion**, 17.3% above 3Q20. Cash availability is R\$ 1.7 billion, a 44.6% increase versus 3Q20, leading to a **net debt of R\$ 1.7 billion and a net debt/EBITDA multiple of 3.32x**, a 0.21 increase versus 3Q20.

Iguatemi is focused on the process of bringing its operations back to normal, with trained teams and implementing all the health and protection protocols necessary for customers, tenants, employees and suppliers to feel safe in our malls and outlets. We will continue to adopt a transparent posture, focused on operating with all the care that this new scenario requires, and paying attention to innovations to further improve the omnichannel consumer experience.

Carlos Jereissati

CEO of Iguatemi Empresa de Shopping Centers S.A.

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### MAIN INDICATORS

Financial and operational information is based on the consolidated figures, in R\$ '000, under the Brazilian Corporate Law accounting legislation and IFRS, as expressed in Accounting Pronouncements approved by the Brazilian Securities Commission (CVM), and were designed to reflect the Company's participation in all shopping centers and towers in its portfolio, including the consolidation of the indirect interest of 6.58% in Shopping Iguatemi Porto Alegre and adjacent tower (Iguatemi Business) as of January 2020. Non-accounting figures have not been reviewed by the external auditors.

Financial indicators - Managerial	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Gross Revenue (R\$ '000)	228.136	241.018	-5,3%	772.231	861.528	-10,4%
Net Revenue (R\$ '000)	184.403	211.225	-12,7%	684.243	754.270	-9,3%
EBITDA (R\$ '000)	162.242	200.192	-19,0%	514.153	635.795	-19,1%
EBITDA Margin	88,0%	94,8%	-6,8 p.p.	75,1%	84,3%	-9,2 p.p.
Net Profit (R\$ '000)	82.016	111.821	-26,7%	202.324	314.301	-35,6%
Net Margin	44,5%	52,9%	-8,4 p.p.	29,6%	41,7%	-12,1 p.p.
FFO (R\$ '000)	120.221	145.267	-17,2%	351.324	442.323	-20,6%
FFO Margin	65,2%	68,8%	-3,6 p.p.	51,3%	58,6%	-7,3 p.p.

Operational indicators	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Total GLA (sqm)	710.895	709.989	0,1%	710.895	709.989	0,1%
Owned GLA (sqm)	470.928	452.934	4,0%	470.928	452.934	4,0%
Average Owned GLA (sqm)	470.928	452.934	4,0%	469.521	457.135	2,7%
Total GLA, malls (sqm)	671.909	671.118	0,1%	671.909	671.118	0,1%
Owned GLA, malls (sqm)	437.844	420.641	4,1%	437.844	420.641	4,1%
Number of malls <sup>(1)</sup>	16	16	0,0%	16	16	0,0%
Total sales (R\$ '000) <sup>(2)</sup>	3.639.344	4.250.372	-14,4%	8.697.166	14.217.600	-38,8%
Same-stores sales (SSS)	-11,8%	5,7%	-17,5 p.p.	-28,1%	4,8%	-32,9 p.p.
Same-area sales (SAS)	-14,4%	7,4%	-21,8 p.p.	-36,2%	6,1%	-42,3 p.p.
Same-store rentals (SSR)	-3,3%	5,2%	-8,5 p.p.	-24,5%	7,3%	-31,9 p.p.
Same-area rentals (SAR)	-10,1%	4,6%	-14,7 p.p.	-28,5%	5,7%	-34,2 p.p.
Occupancy cost (% of sales) <sup>(3)</sup>	13,0%	11,0%	2,0 p.p.	13,5%	11,7%	1,9 p.p.
Occupancy rate	91,0%	94,0%	-3,0 p.p.	93,1%	93,0%	0,0 p.p.
Net delinquency rate	9,3%	-0,8%	10,1 p.p.	5,8%	0,8%	5,1 p.p.

(1) Considers Iguatemi Esplanada and Esplanada Shopping as one asset.

(2) Adjustment for the assets sold in 2019 (Iguatemi Caxias and Iguatemi Florianópolis) total sales dropped 36.2% in 4Q20 versus 4Q19.

(3) Excluding the installments from March rent charged in the quarter, occupancy cost was 11.9% in 4Q20

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### IGUATEMI PORTFOLIO

Portfólio	City	Total GCA (sqm) <sup>(4)</sup>	Total GLA (sqm)	Iguatemi Interest	Iguatemi GLA (sqm)
Iguatemi São Paulo	São Paulo	49.260	49.260	58,58%	28.856
JK Iguatemi	São Paulo	34.357	34.357	64,00%	21.988
Pátio Higienópolis	São Paulo	33.459	33.459	11,54%	3.861
Market Place	São Paulo	26.882	26.882	100,00%	26.882
Iguatemi Alphaville	Barueri	31.147	31.147	78,00%	24.295
Iguatemi Campinas	Campinas	76.894	72.725	70,00%	50.908
Galleria	Campinas	33.141	33.141	100,00%	33.141
Iguatemi Esplanada <sup>(1)</sup>	Sorocaba	64.809	64.809	60,93%	39.491
Iguatemi Esplanada - proprietary area <sup>(2)</sup>	Sorocaba	6.556	3.678	100,00%	3.678
Iguatemi São Carlos	São Carlos	22.334	22.334	50,00%	11.167
Iguatemi Ribeirão Preto	Ribeirão Preto	43.430	43.430	88,00%	38.218
Iguatemi Rio Preto	São José do Rio Preto	43.550	43.550	88,00%	38.324
<b>Southeast Sub-total</b>		<b>465.819</b>	<b>458.772</b>	<b>69,93%</b>	<b>320.809</b>
Iguatemi Porto Alegre <sup>(5)</sup>	Porto Alegre	67.740	64.292	42,58%	27.376
Praia de Belas	Porto Alegre	47.632	44.683	57,55%	25.715
<b>South Sub-total</b>		<b>115.373</b>	<b>108.976</b>	<b>48,72%</b>	<b>53.091</b>
Iguatemi Brasília	Brasília	34.447	34.447	64,00%	22.046
<b>Federal District Sub-total</b>		<b>34.447</b>	<b>34.447</b>	<b>64,00%</b>	<b>22.046</b>
I Fashion Outlet Novo Hamburgo	Novo Hamburgo	20.056	20.056	41,00%	8.223
I Fashion Outlet Santa Catarina	Tijucas	19.836	19.836	54,00%	10.712
Power Center Iguatemi Campinas <sup>(3)</sup>	Campinas	29.822	29.822	77,00%	22.963
<b>Outlet and Power Center Sub-total</b>		<b>69.715</b>	<b>69.715</b>	<b>60,10%</b>	<b>41.898</b>
<b>Malls Sub-total</b>		<b>685.353</b>	<b>671.909</b>	<b>65,16%</b>	<b>437.844</b>
Market Place Tower I	São Paulo	15.315	15.315	100,00%	15.315
Market Place Tower II	São Paulo	13.394	13.394	100,00%	13.394
Iguatemi Porto Alegre Tower <sup>(5)</sup>	Porto Alegre	10.276	10.276	42,58%	4.376
<b>Towers Sub-total</b>		<b>38.985</b>	<b>38.985</b>	<b>84,86%</b>	<b>33.085</b>
<b>Total</b>		<b>724.339</b>	<b>710.895</b>	<b>66,24%</b>	<b>470.928</b>

(1) Considers Iguatemi Esplanada and Esplanada Shopping as one asset.

(2) Area owned by Iguatemi in Esplanada, held through a subsidiary.

(3) Contiguous to the Iguatemi Campinas mall.

(4) GCA (Gross Commercial Area) includes, in some assets, proprietary areas that do not belong to Iguatemi.

(5) Considers the 6.58% indirect stake owned by Maiojama Participações.

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### OPERATIONAL PERFORMANCE (at 100% of the mall) – MINIMUM RENTAL + OVERAGE + TEMP. RENT (R\$ '000)<sup>(1)</sup>

Portfolio	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Iguatemi São Paulo	76.389	69.090	10,6%	226.855	218.075	4,0%
JK Iguatemi	28.491	28.999	-1,8%	88.331	92.476	-4,5%
Pátio Higienópolis	31.910	32.922	-3,1%	104.676	107.771	-2,9%
Market Place	7.849	9.724	-19,3%	26.931	30.683	-12,2%
Market Place Towers	7.270	6.288	15,6%	27.348	19.996	36,8%
Iguatemi Alphaville	10.332	11.363	-9,1%	34.131	34.808	-1,9%
Iguatemi Campinas	33.701	37.096	-9,2%	110.571	121.479	-9,0%
Galleria	7.157	6.567	9,0%	22.976	22.289	3,1%
Iguatemi Esplanada <sup>(2)</sup>	20.066	21.977	-8,7%	66.635	70.706	-5,8%
Iguatemi São Carlos	3.772	4.100	-8,0%	12.533	13.437	-6,7%
Iguatemi Ribeirão Preto	7.915	8.530	-7,2%	25.646	27.603	-7,1%
Iguatemi Rio Preto	9.272	11.145	-16,8%	30.914	35.315	-12,5%
Iguatemi Porto Alegre	35.913	39.765	-9,7%	120.999	129.031	-6,2%
Iguatemi Porto Alegre Tower	2.423	2.036	19,0%	9.352	7.748	20,7%
Praia de Belas	14.724	16.916	-13,0%	50.172	55.450	-9,5%
Iguatemi Florianópolis <sup>(4)</sup>	-	-	-	-	19.058	-
Iguatemi Caxias <sup>(3)</sup>	-	-	-	-	13.630	-
Iguatemi Brasília	12.849	13.004	-1,2%	42.350	42.993	-1,5%
I Fashion Outlet Novo Hamburgo	4.446	4.089	8,7%	12.029	12.778	-5,9%
I Fashion Outlet Santa Catarina	1.665	1.605	3,8%	4.584	5.156	-11,1%
Power Center Iguatemi Campinas	824	794	3,8%	3.018	3.195	-5,6%
<b>Total</b>	<b>316.967</b>	<b>326.011</b>	<b>-2,8%</b>	<b>1.020.051</b>	<b>1.083.677</b>	<b>-5,9%</b>
<b>Total "same-malls"<sup>(5)</sup></b>	<b>316.967</b>	<b>326.011</b>	<b>-2,8%</b>	<b>1.020.051</b>	<b>1.050.990</b>	<b>-2,9%</b>

### OPERATIONAL PERFORMANCE (at 100% of the mall) – PARKING REVENUE (R\$ '000)

Portfolio	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Iguatemi São Paulo	6.605	8.783	-24,8%	16.792	30.943	-45,7%
JK Iguatemi	3.565	6.313	-43,5%	10.435	23.843	-56,2%
Pátio Higienópolis	2.169	4.933	-56,0%	6.948	16.504	-57,9%
Market Place	1.994	5.332	-62,6%	7.118	20.476	-65,2%
Market Place Towers	-	-	-	-	-	-
Iguatemi Alphaville	2.980	4.632	-35,7%	8.467	16.446	-48,5%
Iguatemi Campinas	6.325	9.826	-35,6%	16.140	34.060	-52,6%
Galleria	1.811	2.843	-36,3%	5.333	10.248	-48,0%
Iguatemi Esplanada <sup>(2)</sup>	5.631	6.830	-17,6%	13.673	22.265	-38,6%
Iguatemi São Carlos	699	1.060	-34,0%	1.964	3.728	-47,3%
Iguatemi Ribeirão Preto	-	-	-	-	-	-
Iguatemi Rio Preto	-	-	-	-	-	-
Iguatemi Porto Alegre	5.982	8.732	-31,5%	15.216	29.255	-48,0%
Iguatemi Porto Alegre Tower	-	-	-	-	-	0,0%
Praia de Belas	2.501	5.283	-52,7%	7.542	19.539	-61,4%
Iguatemi Florianópolis <sup>(4)</sup>	-	-	-	-	4.124	-
Iguatemi Caxias <sup>(3)</sup>	-	-	-	-	3.226	-
Iguatemi Brasília	2.023	3.341	-39,5%	5.977	11.230	-46,8%
I Fashion Outlet Novo Hamburgo	-	-	-	-	-	-
I Fashion Outlet Santa Catarina	-	-	-	-	-	-
Power Center Iguatemi Campinas	293	366	-19,8%	956	1.225	-22,0%
<b>Total</b>	<b>42.578</b>	<b>68.272</b>	<b>-37,6%</b>	<b>116.561</b>	<b>247.110</b>	<b>-52,8%</b>
<b>Total "same-malls"<sup>(5)</sup></b>	<b>42.578</b>	<b>68.272</b>	<b>-37,6%</b>	<b>116.561</b>	<b>239.761</b>	<b>-51,4%</b>

(1) Numbers do not include the linearization effect.

(2) Considers Iguatemi Esplanada and Esplanada Shopping as one asset.

(3) Stake sold in June 2019.

(4) Stake sold in October 2019.

(5) Excluding malls whose stakes were sold throughout 2019.

# EARNINGS RELEASE

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### SALES AND RENTALS

Total sales reached R\$ 3.6 billion in the quarter, a drop of 14.4% versus 4Q19. It is important to note that even though operating hours in our malls were close to normal in 4Q20, there were still some retailers – such as food, entertainment and services – that suffered from more severe restrictions that ranged from **operating 30% to 60% of their capacity**.

As seen below, **the segments that operated normally** - such as Miscellaneous, Health & Beauty, Jewelry, and Apparel, Shoes, Leather Goods - **had better sales performance than shown in our consolidated number**, with sales dropping **5.6% versus 4Q19 and 8.3% versus 4Q19 respectively**. The stronger ramp up in sales numbers for these two segments was largely due to good sales performance of **international operations, jewelers and household items**. Travel restrictions and the inelastic demand of these consumers, reflected strongly in sales for these segments. On the other hand, **Food and Services, and Entertainment were the segments that performed the worst** due to having stricter operating restrictions.

Vendas mesmas lojas (SSS)	% GLA	4Q20 x 4Q19			12M20 x 12M19		
		Anchor	Other stores	TOTAL	Anchor	Other stores	TOTAL
Food & Beverage	12,8%	-15,1%	-27,9%	-27,2%	-31,5%	-39,3%	-38,7%
Apparel, Shoes, Leather Goods	32,4%	-17,4%	-6,3%	-8,3%	-35,5%	-27,8%	-29,2%
Household Goods, Bookstores, Stationery, Tech	13,8%	-12,6%	-8,5%	-9,1%	-32,1%	-23,8%	-25,4%
Miscellaneous, Health & Beauty, Jewelry	16,1%	-22,0%	-4,1%	-5,6%	-36,2%	-21,0%	-22,3%
Services, Entertainment, Others	24,9%	-20,8%	-36,0%	-26,5%	-13,2%	-38,1%	-22,8%
<b>TOTAL</b>	<b>100,0%</b>	<b>-18,3%</b>	<b>-10,5%</b>	<b>-11,8%</b>	<b>-28,7%</b>	<b>-28,0%</b>	<b>-28,1%</b>

Considering anchor stores those with GLA equal to or greater than 1,000 sqm and other stores those with GLA less than 1,000 sqm.

Same-area sales (SAS) declined 14.4% in the quarter, while same-store sales (SSS) were down 11.8%. Same-area rents (SAR) fell 10.1% and same-store rents (SSR) fell 3.3%. There was a considerable improvement both in rent and sales indicators QoQ due to the increase in capacity utilization and the fact that all of our assets were operating simultaneously in 4Q20.



Rental revenue at 100% reached R\$ 317.0 million in 4Q20 (-2.8% compared to 4Q19) and R\$ 1.0bn in the year (-5.9% compared to 2019). Excluding malls whose stakes were sold this year, rental revenue at 100% declined by 2.9% in the year.

# EARNINGS RELEASE

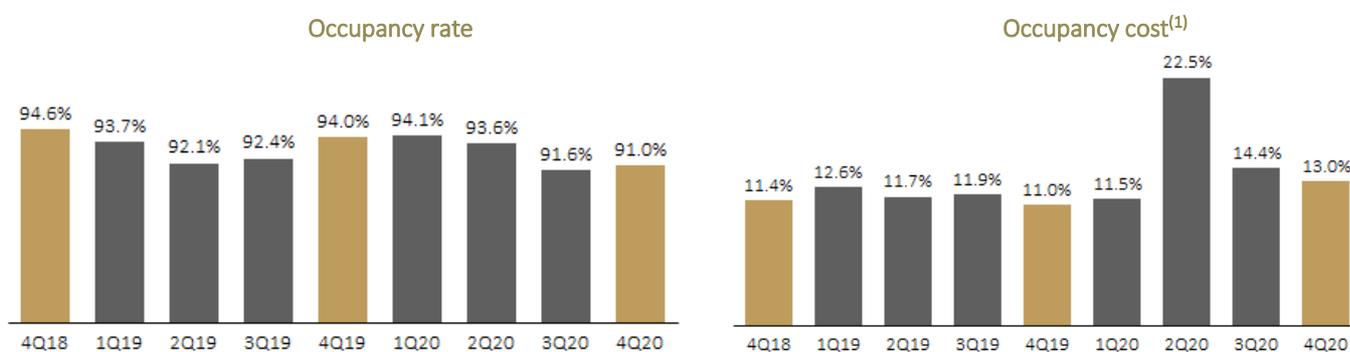
## 4<sup>TH</sup> QUARTER OF 2020



Parking Revenue reached R\$ 42.6 million in the quarter (-37.6% compared to 4Q19) and R\$ 116.6 million in the year (-52.8% compared to 2019). Excluding the malls from which we divested in 2019, parking revenue at 100% declined by 51.4% in the year.

### TAXA E CUSTO DE OCUPAÇÃO

The average occupancy rate of the portfolio in the quarter was 91.0%, 3.0 percentage points below 4Q19. The average occupancy rate of shopping malls for the year was 93.1%, 0.1 percentage point below the level of 2019. The average occupancy cost was 13.0% in the quarter, but if we exclude the installments from March rent charged in the quarter, the occupancy cost was 11.9% in 4Q20. The average occupancy cost for the year was 13.5%.



1. Excluding the installments from March rent charged in the quarter, occupancy cost was 11.9% in 4Q20

### DELINQUENCY

We ended 4Q20 with a delinquency rate of 9.3%, 10.1 percentage points above that observed in 4Q19. For the year, average delinquency rate was 5.1 percentage points above that observed in 2019, at 5.8%.

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## 4<sup>TH</sup> QUARTER OF 2020



### ECONOMIC AND FINANCIAL PERFORMANCE

Consolidated P&L - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
<b>Gross Revenue</b>	<b>228.136</b>	<b>241.018</b>	<b>-5,3%</b>	<b>772.231</b>	<b>861.528</b>	<b>-10,4%</b>
Taxes and Discounts	-59.173	-29.793	98,6%	-250.186	-107.258	133,3%
Straight-line effect <sup>(1)</sup>	15.440	0	-	162.201	0	-
<b>Net Revenue</b>	<b>184.403</b>	<b>211.225</b>	<b>-12,7%</b>	<b>684.243</b>	<b>754.270</b>	<b>-9,3%</b>
Costs and Expenses	-68.082	-63.345	7,5%	-210.709	-220.173	-4,3%
Other Operational Revenues	45.583	52.013	-12,4%	39.271	100.509	-60,9%
Equity Gain (Loss) in Subsidiaries	338	299	13,0%	1.348	1.189	13,4%
<b>EBITDA</b>	<b>162.242</b>	<b>200.192</b>	<b>-19,0%</b>	<b>514.153</b>	<b>635.795</b>	<b>-19,1%</b>
<i>EBITDA Margin</i>	<i>88,0%</i>	<i>94,8%</i>	<i>-6,8 p.p.</i>	<i>75,1%</i>	<i>84,3%</i>	<i>-9,2 p.p.</i>
Depreciation and Amortization	-38.205	-33.446	14,2%	-149.000	-128.022	16,4%
<b>EBIT</b>	<b>124.037</b>	<b>166.746</b>	<b>-25,6%</b>	<b>365.153</b>	<b>507.773</b>	<b>-28,1%</b>
<i>EBIT Margin</i>	<i>67,3%</i>	<i>78,9%</i>	<i>-11,7 p.p.</i>	<i>53,4%</i>	<i>67,3%</i>	<i>-14,0 p.p.</i>
Financial Revenue (Expenses)	-26.941	-23.095	16,7%	-92.559	-107.331	-13,8%
Income Tax & Social Contribution Tax	-15.080	-31.830	-52,6%	-70.270	-86.141	-18,4%
<b>Net Profit</b>	<b>82.016</b>	<b>111.821</b>	<b>-26,7%</b>	<b>202.324</b>	<b>314.301</b>	<b>-35,6%</b>
<i>Net Margin</i>	<i>44,5%</i>	<i>52,9%</i>	<i>-8,5 p.p.</i>	<i>29,6%</i>	<i>41,7%</i>	<i>-12,1 p.p.</i>
<b>FFO</b>	<b>120.221</b>	<b>145.267</b>	<b>-17,2%</b>	<b>351.324</b>	<b>442.323</b>	<b>-20,6%</b>
<i>FFO Margin</i>	<i>65,2%</i>	<i>68,8%</i>	<i>-3,6 p.p.</i>	<i>51,3%</i>	<i>58,6%</i>	<i>-7,3 p.p.</i>

(1) Straight-line effect on the discounts related to Covid-19.

### GROSS REVENUES

Iguatemi gross revenues in the fourth quarter of 2020 was R\$ 228.1 million, a 5.3% decrease compared to the same period of 2019. It is important to note that the shopping centers that have the slowest recovery are the ones in the regions most dependent on corporate foot traffic, which include Market Place and Praia de Belas shopping malls, where commercial towers occupancy is 75% lower.

Gross Revenues - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Rentals	163.617	163.525	0,1%	601.875	598.503	0,6%
Management Fees	11.978	14.550	-17,7%	39.259	52.721	-25,5%
Parking	27.704	43.517	-36,3%	76.751	156.222	-50,9%
Other	24.837	19.426	27,9%	54.346	54.082	0,5%
<b>Total</b>	<b>228.136</b>	<b>241.018</b>	<b>-5,3%</b>	<b>772.231</b>	<b>861.528</b>	<b>-10,4%</b>

Rental revenues in 4Q20, comprising minimum rent, overage and temporary rent, was 0.1% higher than in 4Q19 and represented 71.7% of total gross revenue. On a YaY basis the increase was 0.6%.

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Rental Revenues - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Minimum Rental	137.449	131.749	4,3%	540.342	502.614	7,5%
Percentage Revenues (Overage)	14.725	13.251	11,1%	29.392	39.379	-25,4%
Temporary Rentals	11.443	18.525	-38,2%	32.141	56.510	-43,1%
<b>Total</b>	<b>163.617</b>	<b>163.525</b>	<b>0,1%</b>	<b>601.875</b>	<b>598.503</b>	<b>0,6%</b>

This year-on-year increase in rentals compared to 4Q19 mainly reflects:

- Minimum rent: 4.3% increase, with the positive effect from the automatic adjustment for inflation.
- Overage: 11.1% increase due to better sales performance in the luxury segment.
- Temporary rent: 38.2% drop due to the discounts granted in temporary rentals and kiosks as a consequence of the pandemic, coupled with a reduction in media and merchandising hires in the assets in the period.

Management fees decreased by 17.7% compared to 4Q19, in line with the reduction in condominium costs and the effect of the COVID-19 pandemic in the results presented by the malls.

Parking revenues reached R\$ 27.7 million (-36.3% versus 4Q19), explained by the decrease in the vehicle traffic in the portfolio as an effect of COVID-19 pandemic.

The Others line increased by 27.9% in the quarter, mainly due to the increase in revenues linked to i-Retail, where we operate selected international brands, and Iguatemi 365.

### DEDUCTIONS AND TAXED

Deductions and taxes totaled R\$ 59.2 million, 98.6% above 4Q19, due to the rental discounts for the tenants that still had restrictions on their operations and due to higher taxes related to the growth of our retail business. The straight-line effect on discounts related to Covid-19 in PIS/COFINS was R\$ 14.3 million.

### STRAIGHT-LINE EFFECT

As previously mentioned, due to the Covid-19 pandemic, Iguatemi, in partnership with tenants, has kept with a discount policies only for the segments with special restrictions on their operations. These concessions, called "Covid-19 Discounts", will be linearized over a period of forty eight months, that is, according to the average term of a standard contract, as provided for the CPC 06 (R2) / IFRS 16.

### NET REVENUES

Net Revenue in 4Q20 was R\$ 184.4 million, down 12.7% versus 4Q19. For the year, Net Revenues was R\$ 684.2 million, a drop of 9.3% versus 2019.

# EARNINGS RELEASE

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### COSTS OF RENTALS, SERVICES AND ADMINISTRATIVE EXPENSES

Costs and Expenses - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
<b>Rent and Services Costs</b>	<b>-52.890</b>	<b>-44.158</b>	<b>19,8%</b>	<b>-154.112</b>	<b>-148.087</b>	<b>4,1%</b>
Personnel	-6.064	-6.918	-12,3%	-25.570	-26.636	-4,0%
Third party services	-3.331	-4.548	-26,8%	-8.088	-11.262	-28,2%
Promotional fund	-615	-623	-1,3%	-1.495	-2.086	-28,3%
Parking	-8.816	-8.803	0,1%	-31.766	-33.640	-5,6%
Others	-34.064	-23.266	46,4%	-87.193	-74.463	17,1%
<b>Expenses</b>	<b>-15.192</b>	<b>-19.187</b>	<b>-20,8%</b>	<b>-56.597</b>	<b>-72.086</b>	<b>-21,5%</b>
Personnel	-6.233	-10.669	-41,6%	-23.987	-42.703	-43,8%
Share-based Compensation	-1.948	-1.620	20,2%	-8.091	-6.481	24,8%
Third party services	-4.699	-4.120	14,1%	-15.221	-12.971	17,3%
Others	-2.312	-2.778	-16,8%	-9.298	-9.931	-6,4%
<b>Sub Total</b>	<b>-68.082</b>	<b>-63.345</b>	<b>7,5%</b>	<b>-210.709</b>	<b>-220.173</b>	<b>-4,3%</b>
Depreciation and Amortization	-38.205	-33.446	14,2%	-149.000	-128.022	16,4%
<b>Total</b>	<b>-106.287</b>	<b>-96.791</b>	<b>9,8%</b>	<b>-359.709</b>	<b>-348.195</b>	<b>3,3%</b>

Rents and services costs were R\$ 52.9 million in 4Q20 (excluding depreciation and amortization), a 19.8% increase compared to the same period of the previous year, partially due to the increased number of international brands operated by i-Retail, the fact that 4Q19 only considered pre-operating expenses for Iguatemi 365 and higher vacancy costs.

Expenses were 20.8% below 4Q19, reflecting the reversal of provisioning for the PLR (Profit Sharing) in 2020 (to be paid in 2021). The Company has decided to keep its Long Term Incentive Plan in the form of shares to its executives.

### OTHER OPERATIONAL REVENUES (EXPENSES)

In 4Q20, the Company generated a total of Other Operating Revenues (Expenses) in the amount of R\$ 18.9 million, due to the fractional sale of land in Galleria Shopping and Iguatemi Esplanada. In addition, the line Other was R\$ 26.7 million in the quarter, due to key money and INSS (Social Security) credits. On a YoY basis, 2020 was 12.4% below 2019, due to the R\$ 47,1 million capital gain on sale of a minority stake in Iguatemi Florianópolis.

Other Op. Rev. (Exp.) - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Property development	18.925	0	0,00%	18.925	20.116	-5,92%
Other	26.658	52.013	-48,7%	20.346	79.378	-74,4%
<b>Other Operational Rev. (Exp.)</b>	<b>45.583</b>	<b>52.013</b>	<b>-12,4%</b>	<b>39.271</b>	<b>99.494</b>	<b>-60,5%</b>

### DEPRECIATION AND AMORTIZATION

Depreciation and Amortization increased by 14.2% in the quarter compared to the same period in 2019, to R\$ 38.2 million, mainly due to the acquisitions of the additional interests in Praia de Belas and Esplanada Shopping, as well as the adaptations of spaces to receive new operations, as a result of the process of updating the Company's tenant mix.

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### NET FINANCIAL REVENUES (EXPENSES)

Iguatemi net financial result in the quarter was negative R\$ 26.9 million, 16.7% above the same period of the last year. On the Financial Revenues side, there was an increase of 77.9% QoQ due to investments made in foreign currency, while Financial Expenses increased by 40.1% due to the debenture raised in October 2020.

Net Financial Revenues (Expenses) - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
Financial Revenues	25.566	14.372	77,89%	66.123	58.290	13,44%
Financial Expenses	-52.507	-37.467	40,1%	-158.682	-165.621	-4,2%
<b>Net Financial Revenues (Expenses)</b>	<b>-26.941</b>	<b>-23.095</b>	<b>16,7%</b>	<b>-92.559</b>	<b>-107.331</b>	<b>-13,8%</b>

### INCOME TAX AND SOCIAL CONTRIBUTION TAX (CURRENT AND DEFERRED)

In 4Q19, the income tax and social contribution tax totaled R\$ 15.0 million, 52.6% below 4Q19, result of lower operational revenues and discounts granted to tenants during the pandemic. The impact of the straight-line effect on discounts related to Covid-19 on deferred IR/ CS was R\$ 4.4 million.

### NET PROFIT AND FFO

Iguatemi had a net profit of R\$ 82.0 million, 26.7% below 4Q19, with net margin of 44.5%. FFO reached R\$ 120.2 million, a 17.2% decrease versus 4Q19, with margin of 65.2%. For the year, net profit and FFO dropped by 35.6% and 20.6%, respectively, compared to 2019.

### EBITDA

EBITDA reached R\$ 162.2 million, a 19.0% drop versus 4Q19, and R\$ 514.1 million in 2020, a 19.1% drop versus 2019. EBITDA margin was 88.0% in the quarter and 75.1% in the year.

Conciliation of EBIT and EBITDA - Managerial (R\$ '000)	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
<b>Net Profit</b>	<b>82.016</b>	<b>111.821</b>	<b>-26,7%</b>	<b>202.324</b>	<b>314.301</b>	<b>-35,6%</b>
(+) Income & Social Contribution Taxes	15.080	31.830	-52,6%	70.270	86.141	-18,4%
(+) Financial Expenses	52.507	37.467	40,1%	158.682	165.621	-4,2%
(-) Financial Revenues	-25.566	-14.372	77,9%	-66.123	-58.290	13,4%
<b>EBIT</b>	<b>124.037</b>	<b>166.746</b>	<b>-25,6%</b>	<b>365.153</b>	<b>507.773</b>	<b>-28,1%</b>
(+) Depreciation and Amortization	38.205	33.446	14,2%	149.000	128.022	16,4%
<b>EBITDA</b>	<b>162.242</b>	<b>200.192</b>	<b>-19,0%</b>	<b>514.153</b>	<b>635.795</b>	<b>-19,1%</b>
<b>Net Revenues</b>	<b>184.403</b>	<b>211.225</b>	<b>-12,7%</b>	<b>684.243</b>	<b>754.270</b>	<b>-9,3%</b>
<b>EBITDA Margin</b>	<b>88,0%</b>	<b>94,8%</b>	<b>-6,8 p.p.</b>	<b>75,1%</b>	<b>84,3%</b>	<b>-9,2 p.p.</b>

### DEBT

Iguatemi ended the quarter with a total debt of R\$ 3,379.5 million, with average duration of 3.7 years and average cost of 174.2% of CDI, to which 84.0% of our debt is indexed. The cash position totaled R\$ 1.67 billion an increase of 43.6% from the

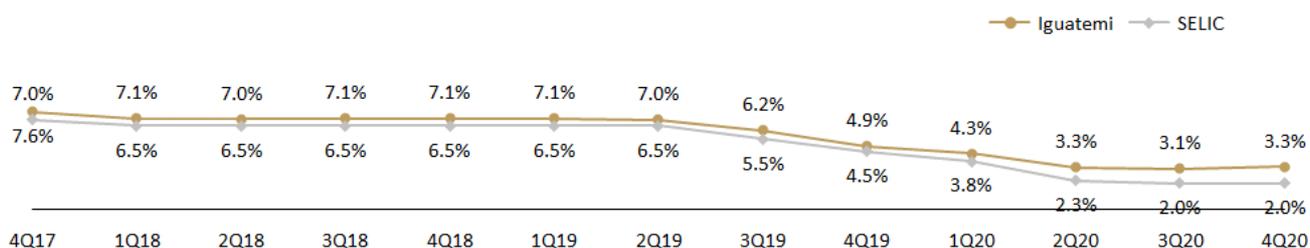
# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020

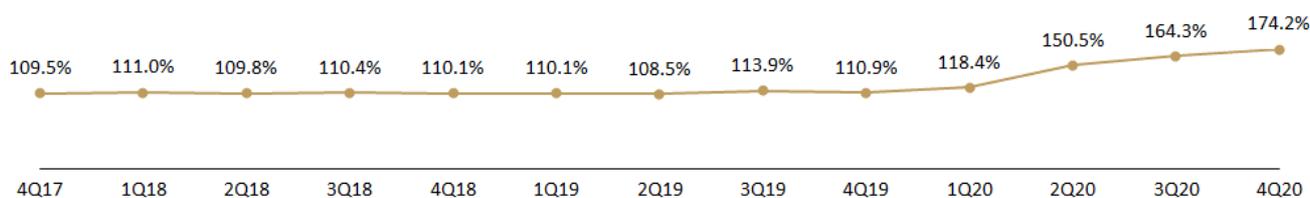
previous quarter, as a result, the Company's net debt increased to R\$ 1,705.3 million, leading to a net debt/EBITDA multiple of 3.32x for 4Q20, 0.21 above 3Q20 and 1.29 above 4Q19.

In October we concluded the issuance of R\$ 500 million in debentures with the objective to serve as resources to repay debt due in 2021 and to strengthen the Company's working capital

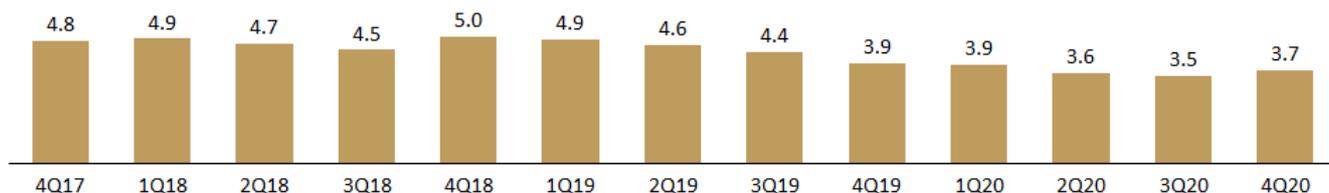
### Cost of Debt



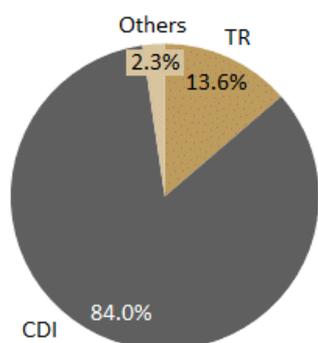
### Cost of Debt (% CDI)



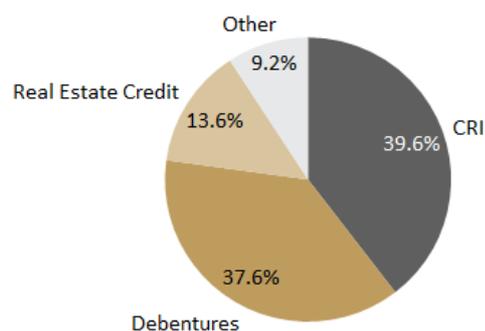
### Tenor of the Debt (years)



### Debt breakdown by index



### Debt breakdown by modality



# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020

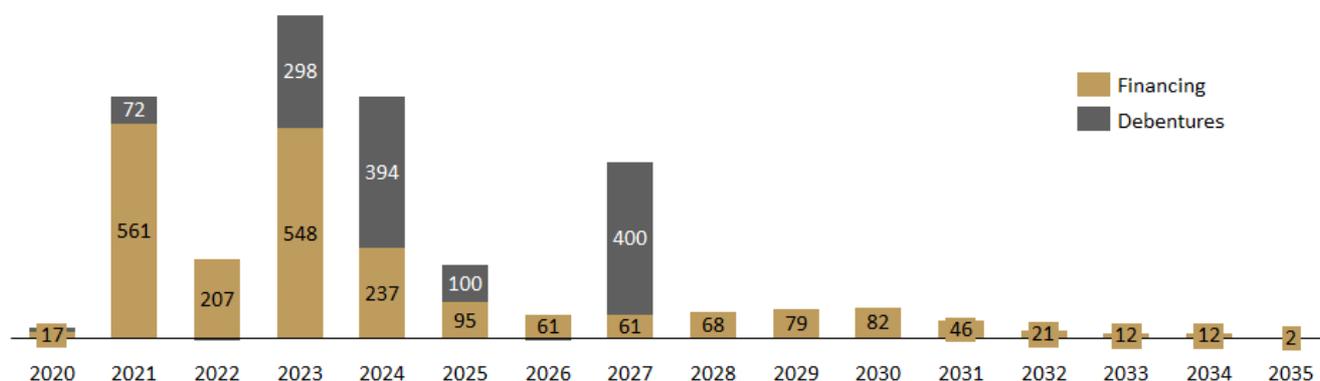


Consolidated Figures (R\$ '000)	12/31/2020	09/30/2020	Chg. %
<b>Total Debt<sup>(1)</sup></b>	<b>3.379.504</b>	<b>2.880.758</b>	<b>17,3%</b>
Cash and Cash Equivalents	1.674.197	1.166.253	43,6%
<b>Net Debt (Cash)</b>	<b>1.705.307</b>	<b>1.714.505</b>	<b>-0,5%</b>
EBITDA (LTM)	514.153	552.103	-6,9%
<b>Net Debt/EBITDA</b>	<b>3,32x</b>	<b>3,11x</b>	<b>0,21</b>
<b>Cost of Debt (% of CDI)</b>	<b>174,2%</b>	<b>164,3%</b>	<b>9,9 p.p.</b>
<b>Average Debt Term (years)</b>	<b>3,7</b>	<b>3,5</b>	<b>0,2</b>

(1) Total Debt net of the financial instrument (swap) reported in the Noncurrent Assets (R\$ 75.0 million in 12/31/2020).

Total Debt Breakdown (R\$ '000)	12/31/2020	%	09/30/2020	%
TR	460.815	13,6%	465.742	12,3%
CDI	2.840.090	84,0%	2.339.206	85,0%
Others	78.598	2,3%	75.810	2,7%
Short-term	661.969	19,6%	615.946	12,1%
Long-term	2.717.535	80,4%	2.264.812	87,9%

### DEBT AMORTIZATION TIMETABLE (R\$ MN)



### CASH FLOW

Iguatemi adjusted cash position (considering the balance for cash, cash equivalents and financial investments) increased by R\$ 507.9 million versus the previous quarter (3Q20), to R\$ 1,674.2 million. The main changes are explained below:

- Net Cash from Operations<sup>(1)</sup>, R\$ 110.2 million;
- Net Cash from Investment Activities<sup>(2)</sup> negative R\$ 35 million;
- Cash from Financing Activities<sup>(3)</sup> R\$ 432,7 million.

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



(1) Cash flow from operations adjusted by negative R\$ 28.9 million for interest payment and net monetary variations.

(2) Cash from investments adjusted by R\$ 473.7 million classified as Financing Activities.

(3) Cash flow from financing activities adjusted as per item 1 above.

### INVESTMENT PROPERTIES

In December 2020 we updated the fair value of our properties in operation, and properties under development. On December 31st, 2020 this amount (for the equity interest owned by Iguatemi) was R\$ 14.6 billion, 2.5% higher than 2019 year-end.

	2011	2012 (2)	2013	2014	2015	2016	2017	2018	2019	2020
Value at 100% stake (R\$ mn)	8.678	10.531	11.401	12.613	14.955	16.406	19.328	21.830	24.780	24.888
Iguatemi stake (R\$ mn)	5.258	6.118	6.862	7.647	8.287	9.027	10.534	11.872	14.011	14.612
Total GLA ('000 sqm)	704	704	768	773	746	746	746	757	710	711
Owned GLA ('000 sqm)	451	434	470	484	454	455	455	459	453	471
Number of shares	79.255	158.510	176.612	176.612	176.612	176.612	176.612	176.612	176.612	176.612
Stock price	34,32	25,5	22,32	27,25	18,91	26,67	39,93	41,6	52,9	37,15
NAV per share	66,34	38,60	38,85	43,30	46,92	51,11	59,65	67,22	79,33	82,74

Base date: 12/31/2020.

(1) Disclosed amounts include operating malls and expansions inaugurated until now, in addition to the acquisitions concludes in the period.

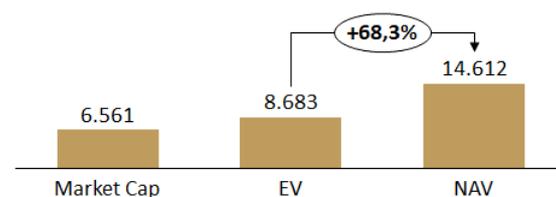
(2) Stock Split in 2012.

The fair value of the properties for investment was estimated using the discounted cash flow method. All the calculations are based on the analysis of the physical qualifications of the properties under study coupled to a range of information researched in the market, used to determine the fair value of the projects:

Real discount rate (pre-tax) of 6,5% p.a.;

(i) Real perpetuity growth rate of 2,0% p.a.;

(ii) No greenfield projects are included in the calculation.



Base date of Market Cap. And EV: 12/31/2020.

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020

### INVESTMENTS

Investments (R\$ million)	4Q20	3Q20	2020	2019
Acquisitions	0,0	130,1	362,3	20,8
Other investments <sup>(2)</sup>	35,4	23,2	131,8	145,4
<b>Total</b>	<b>35,4</b>	<b>153,3</b>	<b>458,7</b>	<b>166,2</b>

(1) Considers CAPEX for maintenance, reinvestment, projects and capitalization.

Capex in the quarter totaled R\$ 35.4 million, related to Torre Galleria works, maintenance/reinvestment of the portfolio's malls, as well as investments related to ongoing projects, Iguatemi 365 expansion and capitalizations.

### PROJECTS IN PROGRESS

#### Torre Galleria

In December, 2018, we announced the plan to build a tower at Galleria Shopping in Campinas, the project will have 14 floors with slabs of 950 sqm of private area each, meeting rooms, auditorium and heliport, being integrated into the mall. This project adheres to our strategy of improving the environment surrounding our malls and generating, consequently, additional revenues. The construction of the commercial tower is the first step of an even more comprehensive expansion plan. This project is expected to be delivered in the 4th quarter of 2021.

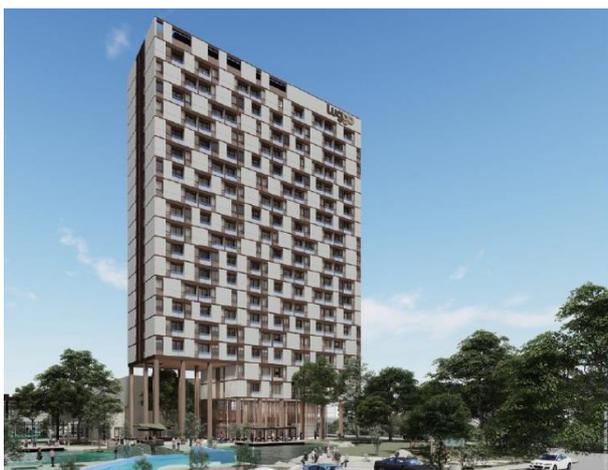


### **Multifamily Galleria Shopping**

The Galleria's Multifamily Project was developed by the architectural firm L35 ACIA and based on the American concept of multifamily, a model exclusively dedicated to long-term stay that has gained popularity in recent years due to its flexibility, uncomplicated contracts and digital processes.

The 8,000 m<sup>2</sup> project will be integrated into the mall, will have 18 floors and 226 units ranging from 31m<sup>2</sup> to 46m<sup>2</sup>, all furnished, with internet and shared services such as: car sharing, bike sharing, shared laundry, housekeeping and lockers. Luggo, a MRV Group subsidiary, will be responsible for operating the building. The construction is scheduled to start in May 2022 with estimated inauguration in January 2025.

This new project, added to our commercial tower, currently under construction, will help increase the population density of the surroundings, further boosting occupancy and traffic to the mall. The fractional sale of 1.5% of the Galleria Shopping land generated a net result of R\$ 10.7 million in the 4Q20 results.



### **Commercial Tower Iguatemi Esplanada**

The Iguatemi Esplanada project will be a 15,500 m<sup>2</sup> high-end mixed commercial tower with 238 units from 30m<sup>2</sup> to 980m<sup>2</sup>, ranging from corporate slabs, commercial rooms, small clinics and retail GLA on the ground floor. Located at the rear of the land plot, the commercial tower will have a walkway to access the mall and a large ground floor. We expect construction to take approximately 36 months with its conclusion is estimated for February 2025.

The stake sold represents 0.5% of the land plot and generated a net result of R\$ 8.3 million in 4Q20.

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### LANDBANK

In the medium and long term, Iguatemi should continue to use its construction potential of approximately 1.5 million m<sup>2</sup> - 191 thousand m<sup>2</sup> of GLA and 1,266 thousand m<sup>2</sup> of private / real estate area - to reinforce its existing properties and develop new greenfield opportunities to be announced over the next few years.

Mall	Mall (GLA sqm)	Real Estate (PA sqm)	% Iguatemi
Iguatemi São Paulo	2.500	-	58,6%
Iguatemi Campinas - adjacent site <sup>(2)</sup>	-	782.000	24,8%
Iguatemi Campinas	25.000	108.000	70,0%
Iguatemi Campinas - Power Center	5.000	181.635	77,0%
Iguatemi Porto Alegre	3.233	27.352	42,6%
Iguatemi Esplanada	28.500	33.060	46,0%
Praia de Belas	3.000	-	37,6%
Galleria	22.429	44.300	100,0%
Market Place	-	30.000	100,0%
Iguatemi São Carlos	20.000	15.000	50,0%
Iguatemi Brasília	10.000	-	64,0%
Iguatemi Alphaville	7.716	-	78,0%
Iguatemi Ribeirão Preto	20.500	8.500	88,0%
I Fashion Outlet Novo Hamburgo	12.500	6.500	41,0%
I Fashion Outlet Santa Catarina <sup>(1)</sup>	10.000	8.000	54,0%
Iguatemi Rio Preto	21.500	-	88,0%
JK Iguatemi	-	22.266	5,5%
<b>Total</b>	<b>191.878</b>	<b>1.266.613</b>	<b>45,5%</b>

(1) Sites exchanged.

(2) Exchange option + preference.

Note: Figures are indicative. Projects may be altered, changing the coefficients of use, and usage of the construction potential.

### CAPITAL MARKETS

Iguatemi shares are listed on B3's Novo Mercado, under the ticker IGTA3, and are part of the Ibovespa and IBx-100 indexes. The table below presents our largest stockholders and the free float, with date base of 12/31/2020:

# EARNINGS RELEASE

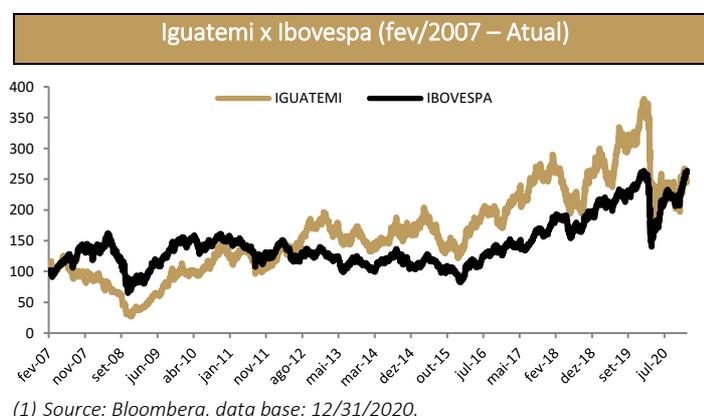
## 4<sup>TH</sup> QUARTER OF 2020



Stockholding structure	Number of shares	% of total
Jereissati Participações	89.345.270	50,59%
Treasury	477.801	0,27%
Others	86.788.507	49,14%
<b>Total</b>	<b>176.611.578</b>	<b>100,00%</b>

Iguatemi stock price ended the 4Q20 at R\$ 37.15. Currently 12 sell-side analysts have active coverage on Iguatemi shares.

IGTA <sup>(1)</sup>	
Closing Price (12/31/2020)	R\$ 37.15
Higher price in 4Q20	R\$ 40.10
Lower price in 4Q20	R\$ 29.48
Appreciation in 4Q20	20.81%
Appreciation in 4Q20	-29.77%
Number of shares	176,611,578
Market Cap. (12/31/2020)	R\$ 6,561,120,123
Average daily liquidity in 4Q20	R\$ 81,502,308



### HUMAN RESOURCES

We have an experienced management team, and we consistently seek to align the interests of our management and employees with those of our stockholders, through mechanisms of variable remuneration:

**Iguatemi bonus plan:** This program is linked to meeting short-term budget and operational targets. All our employees are eligible. The amount distributed to each employee is linked to the Company's Key Performance Indicators – KPIs (On-Going Business, Projects Under Development and Future Growth) and to individual KPIs.

**Long Term Inventive Plan – Restricted Shares:** Granting of common shares issued by the Company to eligible employees selected by the Remuneration Committee and approved by the Board of Directors, with the intent to: (a) encourage the improvement of the management of the Company and its Subsidiaries, giving the participants the possibility of being shareholders of the Company, stimulating them in the optimization of all aspects that can value the Company in the long term, giving them, also, an entrepreneurial and corporate vision; (b) encourage the attraction and retention of managers, employees and service providers; (c) to support the alignment of interests between Company's executives and shareholders, maximizing the level of commitment of managers and employees with the generation of sustainable results for the Company; and (d) to increase the attractiveness of the Company and its Subsidiaries.

Based on the best market practices and based on the result of a structured diagnostic work, carried out with the help of external consultants in all HR sub-processes and in the CMMI methodology (Capability Maturity Model Integration), the Remuneration and Attraction policies, as well as other department policies were updated. We launched and supported an integrated HCM (Human Capital Management) SuccessFactor for people management that we use extensively in the exercise of human resources processes on a daily basis which managers have access to in order to facilitate the management of information, the approval levels and transparency for employees who also have access to relevant information, such as:

- complete organizational structure;
- descriptions of all positions;
- positions available for internal registration or nominations;
- platform with courses available;
- self-service in relation to updating your own profile, requesting vacation and consulting payment statements.

We seek to provide an environment that encourages employee engagement with the company, through annual surveys using the GPTW methodology and the formation of Climate Committees composed of active volunteer employees, confirming our understanding of the importance of a physically pleasant and emotionally safe environment for our people. The Saúde Iguatemi program aims to provide ongoing guidance on the integral health of employees, by means of diagnostics, customized programs in the pillars of physical, emotional and financial health.

Equally relevant is our dedication to the development of employees and, every year, we invest time and energy in the People Cycle, a practice of individual evaluation, feedback and development plan so that our employees can develop in the organization and occupy new activities and positions in the company, including in this exercise the mapping of internal successors for the maintenance and expansion of business.

Our Human Resources policies and practices seek to strengthen the engagement of our employees, offering education and development programs, management tools to improve our individual and collective efficiency, opportunities for internal promotion, as well as competitive remuneration.

On December 31<sup>th</sup>, 2020, Iguatemi had **372 employees**, versus 380 employees on December 31<sup>th</sup>, 2019 (-2,1%).

#### ENVIRONMENTAL PROGRAMS

For more than 10 years, Iguatemi - always concerned with social and environmental aspects - has been implementing sustainability actions to save water and reduce consumption of energy. Highlights are:

##### Actions to reduce energy consumption:

- Migration to the “Mercado Livre” Market (currently all our malls are in “Mercado Livre”)
- Continuous replacement of lamps and equipment by new, more efficient technologies (chillers, LED, ...)
- Automation of systems to improve the efficiency of malls (illumination, air conditioning ...)

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### Actions to save water and increase self-sufficiency:

- Artesian wells
- Water and sewerage treatment stations
- Installation of water saving equipment (aerators, toilet bowls, water-saving valves, ...)

### Other initiatives:

We develop our logistics processes (for example, recycling or selective collection) always taking the environment into account.

Currently, four malls have an advanced composting system: Iguatemi Porto Alegre, Iguatemi Campinas and Iguatemi Esplanada. In each mall a different model was adopted and studies are being conducted to define the best model to be adopted in the Group's other assets. Moreover, all our malls have separate collection and recycling systems (in different models).

In addition, we practice social actions, supporting cooperatives, which help needy communities with the work of separations of wastes and re-use of raw materials.

Finally, we signed in 2019 the Woman's Empowerment Principle's (WEP's), a project of the UN and the Global Pact. The initiative reinforces the Company's commitment to the defense of gender equality, ensuring equal opportunities for men and women in the workplace.

### EXTERNAL AUDITING SERVICES: COMPLIANCE WITH CVM INSTRUCTION 381/2003

As from the first quarter of 2017 Iguatemi and its subsidiaries began using the auditing services of Ernst & Young Auditores Independentes S.S.. The Company's activity in contracting with our independent auditors of any services not related to external auditing is based on the principles that preserve the external auditor's independence. These internationally accepted principles are: (a) the auditor must not audit his own work; (b) the auditor must not exercise a management function in his client; and (c) the auditor should not promote his client's interests.

Note: Non-financial data, such as GLA, average sales, average rentals, occupancy costs, average prices, average market prices, EBITDA, NOI and pro-forma cash flow have not been reviewed by our external auditors.

**The Company is committed, by the Commitment Clause in its by-laws, to arbitration in the Market Arbitration Chamber.**

#### ABOUT IGUATEMI EMPRESA DE SHOPPING CENTERS S.A.

Iguatemi Empresa de Shopping Centers S.A. ('Iguatemi') is one of the largest full service companies in the Brazilian shopping mall sector. Its activities cover the whole range of the business, from conception, through planning, to development and management of regional shopping malls, outlets and mixed-use real estate complexes with office towers.

Iguatemi has equity holdings in 14 malls, 2 premium outlets and 3 commercial towers, with a total GLA of 711 thousand sqm and an owned GLA of 471 thousand sqm (based on the percentage owned by Iguatemi at each mall). Iguatemi manages its 14 malls, its premium outlets and its office towers.

#### IR TEAM

**Cristina Betts**  
CFO

**Marcos Montes**  
IR Manager

**Victor Barbosa**  
IR Analyst

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



**IGUATEMI**

Empresa de Shopping Centers SA

Iguatemi shares [IGTA3] are listed for trading on the Novo Mercado special segment of the São Paulo Stock Exchange (B3) and are part of the Ibovespa Index.

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*Any statements on the outlook for the business, estimates for operational or financial results, or the growth outlook for Iguatemi, that may be expressed in this report are projections, and as such are based exclusively on the expectations of Iguatemi management in relation to the future of the business, and its continuing access to capital to finance the Company's business plan. Such statements are subject, substantially, to changes in market conditions, government rules, competitive pressures, the performance of the sector and the performance of the Brazilian economy, among other factors, and are, therefore, subject to change without prior notice.*

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### APPENDICES

The Company's non-accounting information has not been reviewed by the external auditors.

#### 1. CONCILIATION BETWEEN CONSOLIDATED AND MANAGERIAL FINANCIAL STATEMENTS

The Company's managerial information, based on the consolidated income statement for the year, was prepared in order to reflect the Company's participation in all Shopping Centers and Towers in its portfolio, including the consolidation of the 6.58% indirect interest in Shopping Iguatemi Porto Alegre and the adjacent tower (Iguatemi Business) as of January 1<sup>st</sup>, 2020. In accordance with accounting standards, this participation is recorded in equity income in the income statement for the period.

#### 2. CONSOLIDATED FINANCIAL STATEMENTS FOR THE SECOND QUARTER OF 2020

##### 2.1. Managerial Consolidated Income Statement

Managerial P&L	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
<b>Gross revenues</b>	<b>228.136</b>	<b>241.018</b>	<b>-5,3%</b>	<b>772.231</b>	<b>861.528</b>	<b>-10,4%</b>
Deductions and taxes	-43.733	-29.793	46,8%	-87.988	-107.258	-18,0%
<b>Net revenues</b>	<b>184.403</b>	<b>211.225</b>	<b>-12,7%</b>	<b>684.243</b>	<b>754.270</b>	<b>-9,3%</b>
Cost of goods and /or services sold	-84.465	-71.122	18,8%	-275.808	-252.174	9,4%
<b>Gross profit</b>	<b>99.938</b>	<b>140.103</b>	<b>-28,7%</b>	<b>408.435</b>	<b>502.096</b>	<b>-18,7%</b>
Operational revenues (expenses)	24.099	26.643	-9,5%	-43.282	5.677	-862,4%
General and administrative expenses	-21.822	-25.669	-15,0%	-83.901	-96.021	-12,6%
Other operational revenues	63.619	119.251	-46,7%	71.415	196.082	-63,6%
Other operational expenses	-18.036	-67.238	-73,2%	-32.144	-95.573	-66,4%
Equity gain (loss) in subsidiaries	338	299	13,0%	1.348	1.189	13,4%
<b>Profit (loss) before Fin. Revs. (Exp.) &amp; Taxes</b>	<b>124.037</b>	<b>166.746</b>	<b>-25,6%</b>	<b>365.153</b>	<b>507.773</b>	<b>-28,1%</b>
Net financial revenues (expenses)	-26.941	-23.095	16,7%	-92.559	-107.331	-13,8%
Financial revenues	25.566	14.372	77,9%	66.123	58.290	13,4%
Financial expenses	-52.507	-37.467	40,1%	-158.682	-165.621	-4,2%
<b>Profit (loss) before taxes on profit</b>	<b>97.096</b>	<b>143.651</b>	<b>-32,4%</b>	<b>272.594</b>	<b>400.442</b>	<b>-31,9%</b>
Profit before income tax and Social Contribution tax	-15.080	-31.830	-52,6%	-70.270	-86.141	-18,4%
Current	-18.560	-18.035	2,9%	-41.076	-57.998	-29,2%
Deferred	3.480	-13.795	-125,2%	-29.194	-28.143	3,7%
<b>Profit in the period</b>	<b>82.016</b>	<b>111.821</b>	<b>-26,7%</b>	<b>202.324</b>	<b>314.301</b>	<b>-35,6%</b>
Attributed to owners of parent company	81.878	110.660	-26,0%	202.242	310.129	-34,8%
Attributed to non-controlling stockholders	138	1.161	-88,1%	82	4.172	-98,0%

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



**IGUATEMI**

Empresa de Shopping Centers SA

### 2.2. Consolidated Income Statement

Consolidated P&L	4Q20	4Q19	Chg. %	12M20	12M19	Chg. %
<b>Gross revenues</b>	<b>225.440</b>	<b>241.018</b>	<b>-6,5%</b>	<b>762.904</b>	<b>861.528</b>	<b>-11,4%</b>
Deductions and taxes	-43.585	-29.793	46,3%	-87.328	-107.258	-18,6%
<b>Net revenues</b>	<b>181.855</b>	<b>211.225</b>	<b>-13,9%</b>	<b>675.576</b>	<b>754.270</b>	<b>-10,4%</b>
Cost of goods and /or services sold	-84.189	-71.122	18,4%	-275.261	-252.174	9,2%
<b>Gross profit</b>	<b>97.666</b>	<b>140.103</b>	<b>-30,3%</b>	<b>400.315</b>	<b>502.096</b>	<b>-20,3%</b>
Operational revenues (expenses)	25.007	26.643	-6,1%	-41.281	5.677	-827,2%
General and administrative expenses	-21.822	-25.669	-15,0%	-83.901	-96.021	-12,6%
Other operational revenues	63.487	119.251	-46,8%	71.151	196.082	-63,7%
Other operational expenses	-17.934	-67.238	-73,3%	-31.845	-95.573	-66,7%
Equity gain (loss) in subsidiaries	1.276	299	326,8%	3.314	1.189	178,7%
<b>Profit (loss) before Fin. Revs. (Exp.) &amp; Taxes</b>	<b>122.673</b>	<b>166.746</b>	<b>-26,4%</b>	<b>359.034</b>	<b>507.773</b>	<b>-29,3%</b>
Net financial revenues (expenses)	-25.881	-23.095	12,1%	-87.447	-107.331	-18,5%
Financial revenues	25.559	14.372	77,8%	66.089	58.290	13,4%
Financial expenses	-51.440	-37.467	37,3%	-153.536	-165.621	-7,3%
<b>Profit (loss) before taxes on profit</b>	<b>96.792</b>	<b>143.651</b>	<b>-32,6%</b>	<b>271.587</b>	<b>400.442</b>	<b>-32,2%</b>
Profit before income tax and Social Contribution tax	-14.776	-31.830	-53,6%	-69.263	-86.141	-19,6%
Current	-18.290	-18.035	1,4%	-40.309	-57.998	-30,5%
Deferred	3.514	-13.795	-125,5%	-28.954	-28.143	2,9%
<b>Profit in the period</b>	<b>82.016</b>	<b>111.821</b>	<b>-26,7%</b>	<b>202.324</b>	<b>314.301</b>	<b>-35,6%</b>
Attributed to owners of parent company	81.878	110.660	-26,0%	202.242	310.129	-34,8%
Attributed to non-controlling stockholders	138	1.161	-88,1%	82	4.172	-98,0%

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### 2.3. Income Statement – Conciliation between formal and managerial accounting

P&L - Conciliation between formal accounting and managerial accounting	4Q20 Formal	Adjustments	4Q20 Managerial	12M20 Formal	Adjustments	12M20 Managerial
<b>Gross revenues</b>	<b>225.440</b>	<b>2.696</b>	<b>228.136</b>	<b>762.904</b>	<b>9.327</b>	<b>772.231</b>
Deductions and taxes	-43.585	-148	-43.733	-87.328	-660	-87.988
<b>Net revenues</b>	<b>181.855</b>	<b>2.548</b>	<b>184.403</b>	<b>675.576</b>	<b>8.667</b>	<b>684.243</b>
Cost of goods and /or services sold	-84.189	-276	-84.465	-275.261	-547	-275.808
<b>Gross profit</b>	<b>97.666</b>	<b>2.272</b>	<b>99.938</b>	<b>400.315</b>	<b>8.120</b>	<b>408.435</b>
Operational revenues (expenses)	25.007	-908	24.099	-41.281	-2.001	-43.282
General and administrative expenses	-21.822	0	-21.822	-83.901	0	-83.901
Other operational revenues	63.487	132	63.619	71.151	264	71.415
Other operational expenses	-17.934	-102	-18.036	-31.845	-299	-32.144
Equity gain (loss) in subsidiaries	1.276	-938	338	3.314	-1.966	1.348
<b>Profit (loss) before Fin. Revs. (Exp.) &amp; Taxes</b>	<b>122.673</b>	<b>1.364</b>	<b>124.037</b>	<b>359.034</b>	<b>6.119</b>	<b>365.153</b>
Net financial revenues (expenses)	-25.881	-1.060	-26.941	-87.447	-5.112	-92.559
Financial revenues	25.559	7	25.566	66.089	34	66.123
Financial expenses	-51.440	-1.067	-52.507	-153.536	-5.146	-158.682
<b>Profit (loss) before taxes on profit</b>	<b>96.792</b>	<b>304</b>	<b>97.096</b>	<b>271.587</b>	<b>1.007</b>	<b>272.594</b>
Profit before income tax and Social Contribution tax	-14.776	-304	-15.080	-69.263	-1.007	-70.270
Current	-18.290	-270	-18.560	-40.309	-767	-41.076
Deferred	3.514	-34	3.480	-28.954	-240	-29.194
<b>Profit in the period</b>	<b>82.016</b>	<b>0</b>	<b>82.016</b>	<b>202.324</b>	<b>0</b>	<b>202.324</b>
Attributed to owners of parent company	81.878	0	81.878	202.242	0	202.242
Attributed to non-controlling stockholders	138	0	138	82	0	82

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### 2.4. Income Statement – Conciliation between managerial accounting with and without straight-line effect on discounts related to Covid-19

P&L - Conciliation between managerial accounting with and without straight-line	4Q20 with straight-line	Straight-line effect	4Q20 without straight-line	12M20 with straight-line	Straight-line effect	12M20 without straight-line
<b>Gross Revenue</b>	<b>228.136</b>	<b>0</b>	<b>228.136</b>	<b>772.231</b>	<b>0</b>	<b>772.231</b>
Taxes and Discounts	-59.173	-1.144	-58.029	-250.186	-12.014	-238.172
Straight-line effect(1)	15.440	15.440	0	162.201	162.201	0
<b>Net Revenue</b>	<b>184.403</b>	<b>14.296</b>	<b>170.107</b>	<b>684.243</b>	<b>150.184</b>	<b>534.059</b>
Costs and Expenses	-68.082	0	-68.082	-210.709	0	-210.709
Other Operational Revenues	45.583	0	45.583	39.271	0	39.271
Equity Gain (Loss) in Subsidiaries	338	0	338	1.348	0	1.348
<b>EBITDA</b>	<b>162.242</b>	<b>14.296</b>	<b>147.946</b>	<b>514.153</b>	<b>150.184</b>	<b>363.969</b>
<i>EBITDA Margin</i>	<i>88,0%</i>	-	<i>87,0%</i>	<i>75,1%</i>	-	<i>68,2%</i>
Depreciation and Amortization	-38.205	0	-38.205	-149.000	0	-149.000
<b>EBIT</b>	<b>124.037</b>	<b>14.296</b>	<b>109.741</b>	<b>365.153</b>	<b>150.184</b>	<b>214.969</b>
<i>EBIT Margin</i>	<i>67,3%</i>	-	<i>64,5%</i>	<i>53,4%</i>	-	<i>40,3%</i>
Financial Revenue (Expenses)	-26.941	0	-26.941	-92.559	0	-92.559
Income Tax & Social Contribution Tax	-15.080	-4.401	-10.679	-70.270	-46.229	-24.041
<b>Net Profit</b>	<b>82.016</b>	<b>9.896</b>	<b>72.120</b>	<b>202.324</b>	<b>103.956</b>	<b>98.368</b>
<i>Net Margin</i>	<i>44,5%</i>	-	<i>42,4%</i>	<i>29,6%</i>	-	<i>18,4%</i>
<b>FFO</b>	<b>120.221</b>	<b>9.896</b>	<b>110.325</b>	<b>351.324</b>	<b>103.956</b>	<b>247.368</b>
<i>FFO Margin</i>	<i>65,2%</i>	-	<i>64,9%</i>	<i>51,3%</i>	-	<i>46,3%</i>

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### 2.5. Consolidated Balance Sheet

ASSETS (R\$ '000)	12/31/2020	09/30/2020	Chg.
<b>Current assets</b>	<b>1.814.998</b>	<b>1.334.901</b>	<b>36,0%</b>
Cash & cash equivalents	1.571.202	1.101.680	42,6%
Accounts receivable	205.370	189.226	8,5%
Taxes recoverable	17.902	17.345	3,2%
Prepaid expenses	6.408	9.873	-35,1%
Other current assets	14.116	16.777	-15,9%
<b>Noncurrent assets</b>	<b>5.050.049</b>	<b>4.959.758</b>	<b>1,8%</b>
Long term assets	413.434	330.611	25,1%
Financial Investments	102.995	64.573	59,5%
Accounts receivable	164.820	137.662	19,7%
Deferred taxes	0	0	-
Owed by related parties	57.651	48.674	18,4%
Other noncurrent assets	87.968	79.702	10,4%
Investments	4.494.097	4.487.566	0,1%
Stockholdings	162.696	161.304	0,9%
Investment properties	4.331.401	4.326.262	0,1%
Property, plant and equipment	31.109	29.833	4,3%
Intangible assets	111.409	111.748	-0,3%
<b>Total assets</b>	<b>6.865.047</b>	<b>6.294.659</b>	<b>9,1%</b>

LIABILITIES (R\$ '000)	12/31/2020	09/30/2020	Chg.
<b>Current liabilities</b>	<b>784.105</b>	<b>706.933</b>	<b>10,9%</b>
Payroll-associated and employment-law obligations	12.606	20.101	-37,3%
Suppliers	23.120	14.649	57,8%
Tax issues	22.116	13.148	68,2%
Loans and financings	578.055	537.465	7,6%
Debentures	83.914	78.481	6,9%
Other liabilities	64.294	43.089	49,2%
<b>Noncurrent liabilities</b>	<b>2.931.614</b>	<b>2.474.316</b>	<b>18,5%</b>
Loans and financings	1.605.327	1.643.079	-2,3%
Debentures	1.187.234	689.299	72,2%
Liabilities owed to related parties	2.822	3.810	-25,9%
Other	7.271	7.271	0,0%
Deferred taxes	103.555	105.918	-2,2%
Provisions	25.405	24.939	1,9%
Profits and revenues to be appropriated	0	0	-
<b>Stockholders' equity</b>	<b>3.149.328</b>	<b>3.113.410</b>	<b>1,2%</b>
Paid-up share capital	1.231.313	1.231.313	0,0%
Capital reserves	446.652	444.703	0,4%
Profit reserves	1.460.607	1.306.397	11,8%
Accumulated profit (loss)	0	120.364	-100,0%
Minority interests	10.756	10.633	1,2%
<b>Current liabilities</b>	<b>6.865.047</b>	<b>6.294.659</b>	<b>9,1%</b>

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### 2.6. Consolidated Cash Flow Statement

Consolidated (Formal Accounting)	12/31/2020	09/30/2020
<b>Net cash from operations</b>	<b>82.304</b>	<b>-9.066</b>
Cash generated by operations	105.229	68.094
Net profit for the year	82.016	61.566
Depreciation and amortization	38.205	36.509
Write-off of fixed assets	-8.864	0
Equity gain (loss) in subsidiaries	-1.276	-1.204
Monetary variations, net	19.168	13.322
Provisions for tax, labor-law and third-party risks	466	76
Deferred income tax and Social Contribution tax	-3.514	5.415
Provision for share-based payments	1.950	1.948
Provision for Bonus Program	0	0
Allowance for doubtful accounts	4.117	5.815
Deferred revenues	-143	-149
Amortization of cost of capitalization	655	2.117
Minority interests	0	0
Provision for impairment of inventories	1.451	-714
Changes in assets and liabilities	2.031	-47.989
Other	-24.956	-29.171
<b>Net cash from (used in) investment activities</b>	<b>-509.717</b>	<b>-114.845</b>
Financial investments	-473.693	38.818
Others	-36.024	-153.663
<b>Net cash from (used in) financing activities</b>	<b>451.820</b>	<b>120.928</b>
Amortization of financings	-12.024	-9.122
Dividends paid	-36.156	0
Funds raised	500.000	130.050
Proceeds of debenture issue	0	0
Proceeds of issue of shares	0	0
Other	0	0
<b>Increase (reduction) in cash and cash equivalents</b>	<b>24.407</b>	<b>-2.983</b>
Initial balance of cash and equivalents	3.119	6.102
Final balance of cash and equivalents	27.526	3.119

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### 2.7. Adjusted Consolidated Cash Flow Statement (page 19 chart)

Consolidated	12/31/2020	09/30/2020
<b>Net cash from operations</b>	<b>111.231</b>	<b>26.129</b>
Cash generated by operations	115.073	78.309
Net profit for the year	82.016	61.566
Depreciation and amortization	38.205	36.509
Write-off of fixed assets	-8.864	0
Equity gain (loss) in subsidiaries	-1.276	-1.204
Monetary variations, net	29.012	23.537
Provisions for tax, labor-law and third-party risks	466	76
Deferred income tax and Social Contribution tax	-3.514	5.415
Provision for share-based payments	1.950	1.948
Provision for Bonus Program	0	0
Allowance for doubtful accounts	4.117	5.815
Deferred revenues	-143	-149
Amortization of cost of capitalization	655	2.117
Minority interests	0	0
Provision for impairment of inventories	1.451	-714
Changes in assets and liabilities	2.031	-47.989
Other	-5.873	-4.191
<b>Net cash from (used in) investment activities</b>	<b>-36.024</b>	<b>-153.663</b>
Financial investments	0	0
Acquisition of noncurrent assets	-35.417	-153.286
Others	-607	-377
<b>Net cash from (used in) financing activities</b>	<b>432.737</b>	<b>95.948</b>
Amortization of financings	-12.024	-9.122
Dividends paid	-36.156	0
Funds raised	500.000	130.050
Proceeds of debenture issue	0	0
Proceeds of issue of shares	0	0
Other	0	0
Interest Payment	-19.083	-24.980
<b>Increase (reduction) in cash and cash equivalents</b>	<b>507.944</b>	<b>-31.586</b>
Initial balance of cash, equivalents and financial investments	1.166.253	1.197.839
Final balance of cash, equivalents and financial investments	1.674.197	1.166.253

(1) Cash flow from operations adjusted by negative R\$ 28.9 million for interest payment and net monetary variations.

(2) Cash from investments adjusted by R\$ 473.7 million classified as Financing Activities.

(3) Cash flow from financing activities adjusted as per item 1 above.

# EARNINGS RELEASE

## 4<sup>TH</sup> QUARTER OF 2020



### GLOSSARY

**EBITDA:** Non-accounting measure prepared by Iguatemi management, calculated, according to CVM Circular 01/2006, as: Operational profit plus Net financial revenues (expenses) plus Depreciation and amortization.

**EBITDA per sq. meter:** EBITDA divided by Mean owned GLA.

**FFO:** Funds from operations = Net profit plus Depreciation and amortization.

**FFO per sqm:** FFO divided by Mean owned GLA

**GLA:** Gross leasable area

**Mean owned GLA:** Arithmetic mean of Owned GLA in a period, (to avoid distortions, in months during which acquisitions occur, Mean owned GLA is weighted by the number of calendar days during which each acquisition contributes to revenues).

**Mean total GLA:** Arithmetic mean of Total GLA in a period.

**NAV (Net Asset Value):** fair value of the Company's investment portfolio.

**Occupancy cost as % of sales:** [Total rentals (minimum plus overage) + condominium costs + Promotion fund], divided by Total sales.

**Occupancy rate:** Total leased area divided by Total GLA.

**Owned GLA:** (Total GLA of a property) x (Iguatemi percentage interest in the property).

**Same-store rentals per sq. meter:** Refers to rental revenues per sqm only of the stores that were present during the whole of the periods in question (both in the previous year and in the present year): i.e. leaving out of account new operations and operations that are no longer present in the mall/s. Also leaves out of account malls that have been acquired or sold in the intervening period.

**Same-store sales per sqm:** Refers to total sales per sqm reported by store operators, only of the stores that were present during the whole of the periods in question (both in the previous year and in the present year): i.e. leaving out of account new operations and operations that are no longer present in the mall(s). Also leaves out of account malls that have been acquired during the intervening period or were sold in that period.

**Total GLA:** Total gross leasable area, corresponding to the sum of all areas available for lease, except kiosks, of the malls in which Iguatemi has interests.

**Total number of malls:** Number of malls in which Iguatemi holds an interest.

**Total sales:** Total sales declared by store operators in all malls in which Iguatemi holds an interest.