BRAZIL Investments Q3 2024





8.31% Average Cap Rate

7.0bn
Total Volume (BRL)

1.2M Area (sq.m) (all classes)

Total Properties Sold

36

Forecast

ECONOMIC SCENARIO

• GDP grew 1.4% in the second quarter of the year, totaling BRL 2.9 trillion. From the production perspective, Industry showed the greatest expansion, with 1.8%, followed by the Services sector with 1.0%, while Agriculture fell 2.3%. From the expenditure perspective, Government Consumption and Household Consumption both grew 1.3%. Investments (Gross Fixed Capital Formation), Exports of Goods and Services, and Imports of Goods and Services showed variations of 2.1%, 1.4% and 7.6%, respectively. • The IPCA (Broad National Consumer Price Index) has accumulated an increase of 4.24% in 12 months, reflecting an inflationary scenario aggravated by the intensification of free prices and new pressures on administered prices, which raise inflation expectations. • The labor market remains buoyant. According to the PNAD (Continuous National Household Sample Survey), unemployment was 6.6% in the quarter ending in August. • The Brazilian economy's basic interest rate (Selic) is at 10.75% after an increase made this quarter by the Monetary Policy Committee (Copom). • In the US, the FED (Federal Reserve), aiming to maintain price stability and promote economic growth, announced a 50-basis point reduction in the interest rate, which is now between 4.75% and 5%. This measure follows the recent drop in inflation, which reached 2.5%, approaching the 2% target.

MARKET OVERVIEW

In the third quarter of 2024, 36 transactions were recorded, totaling BRL 7,044,210,030 in financial volume and 1,169,035 sq.m of transacted area. The average capitalization rate was 8.31% p.a. In comparison, in the same period of last year, there were 23 transactions, with a significantly lower value, totaling BRL 2,869,766,055. These data highlight a significant flow of capital and a growing interest from investors in the acquisition of commercial assets in Brazil, evidencing the continuity of a favorable environment for investment. The industrial segment stood out in this quarter, presenting a significant financial volume of BRL 3,100,217,923 and a transacted area of 878,904 sq.m. With an average cap rate of 9% per year, this sector demonstrates resilience, attracting growing interest from investors. Transactions reveal significant demand for logistics assets, reflecting confidence in the segment's growth potential, especially in a scenario where supply chain efficiency is crucial. Rapidly expanding e-commerce demands efficient storage and distribution solutions. In addition, the security provided by a stable cash flow from long-term lease agreements makes these assets an attractive option for investors.

MARKET STATISTICS

PROPERTY TYPE ▼	TRANSACTIONS	SALES VOLUME (BRL)	TOTAL SQ.M	PRICE/SQ.M	CAP RATE
Retail	14	2,674,026,801	183,967	12,383	7.85%
Office	11	1,269,956,305	106,163	11,962	7.48%
Industrial	11	3,100,217,923	878,904	3,527	9.00%
Total	36	7,044,201,030	1,169,035	5,687	8.31%



Office

During this quarter, there were 11 transactions in the office market, totaling BRL 1,269,956,305 in 106,163 sq.m of transacted area. The assets are located in São Paulo, Rio de Janeiro and Curitiba. The average cap rate of the transactions was 7.48% per year. Of note were transactions involving the following buildings: Rochaverá Plaza - Torre C (Crystal Tower) and Edifício Faria Lima Plaza.

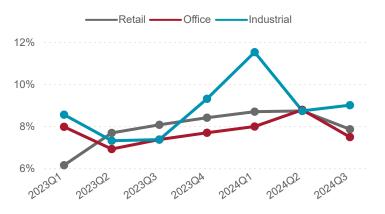
Industrial

The industrial market had 11 transactions this quarter, involving assets in São Paulo, Paraná and Goiás, totaling 878,904 sq.m transacted and a financial volume equivalent to BRL 3,100,217,923. The average cap rate was 9% per year. The highlight was the transaction involving the purchase of 13 properties carried out by BTG Pactual Logística FII (BTLG11), totaling BRL 1.77 billion and an approximate cap rate of 9.5% per year.

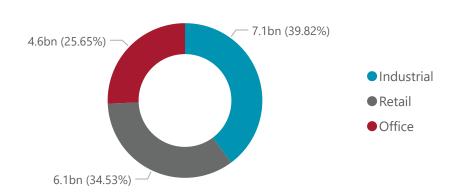
Retail

The retail segment totaled 14 transactions this quarter, totaling 183,967 sq.m and BRL 2,674,026,801. The assets are located in São Paulo, Goiás, Paraná, Rio de Janeiro, Rondônia, Mato Grosso do Sul, Distrito Federal, Santa Catarina, Bahia, Amazonas, Pará, Ceará, and Maranhão. The average cap rate was 7.85% per year, with emphasis on the shopping mall sector, representing more than half of the total financial volume, and, specifically, on the acquisition of 33.3% of Shopping Rio Sul by BB Premium Malls FII (BBIG11) for BRL 790,000,000 and the acquisition of 16.66% by Iguatemi, which invested BRL 360,000,000.

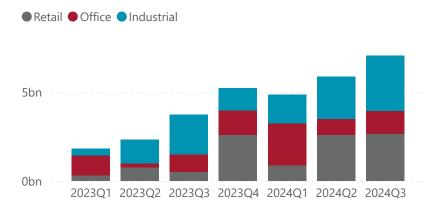
CAP RATE TRENDS BY SECTOR



2024 YTD CAPITAL VOLUME BY PROPERTY TYPE



CAPITAL VOLUME (BRL) BY PROPERTY TYPE



BRAZIL Investments Q3 2024



MAIN TRANSACTIONS

NAME	PROPERTY TYPE ▼	BUYER	SELLER	TOTAL SQ.M	PURCHASE PRICE (BRL)	PRICE / SQ.M	REGION
04 Imóveis do Mateus Supermecados S.A	Retail	TRXF11	Mateus Supermercados S.A		122,855,626		Ananindeua, Marituba, Russas e São Mateus do Maranhão
Casas Pernambucanas	Retail	Rio Bravo Renda Varejo FII (RBVA11)	-	11,650	75,130,000	6,449	Curitiba/Franca/Araçatuba/ Assis/Santa Fé do Sul/São Paulo
Catarina Fashion Outlet/Shopping Bela Vista/Shopping Ponta Negra	Retail	XP Malls FII (XPML11)	JHSF Participações	0	273,035,000		São Roque, Salvador, Manaus
Goiânia Shopping	Retail	-	HSI Renda Imobiliaria FII (HSRE11)	2,400	19,190,000	7,996	Goiânia
HBCenter Goiânia, HBCenter Campinas, HBCenter Joinville	Retail	TRX Real Estate (TRXF11) e RT12 Empreendimentos Imobiliários	HBC Renda Urbana FII (HBCR11)	14,303	125,098,620	8,746	Goiânia, Joinville e Campinas
Imóveis Assaí Atacadista e Pão de Açucar	Retail	-	TRX Real Estate FII (TRXF11 e TRXB11) e TR3/TR2 Empreendimentos	74,335	411,953,658	5,542	Araçatuba, Macaé, Porto Velho, Dourados, Bauru e Águas Claras
Imóvel Haddock Lobo	Retail	-	Rio Bravo Renda Varejo FII (RBVA11)	1,365	30,200,000	22,125	São Paulo
lmóvel Nilópolis	Retail	TAFBJ EMPREENDIMENTOS IMOBILIARIOS E PARTICIPACOES LTDA.	Max Retail FII (MAXR11)	3,375	16,500,000	4,889	Rio de Janeiro
Shopping Paralela	Retail	HSI Malls FII (HSML11)	-	14,450	182,813,898	12,651	Salvador
Shopping Catuaí Cascavel	Retail	Apex Malls FII (APXM11)	Proeste Empresas Reunidas do Oeste do Parana SA	6,720	119,000,000	17,708	Cascavel
Shopping Cerrado	Retail	-	XP Malls FII (XPML11)	23,800	30,000,000	1,261	Goiânia
Shopping Iguatemi Alphaville	Retail	Capitânia Shoppings FII (CPSH11)	-	5,574	118,250,000	21,214	Barueri
Shopping Rio Sul	Retail	BB Premium Malls FII (BBIG11)	Cia. Brasileira de Shopping Centers (Combrashop)	17,332	790,000,000	45,581	Rio de Janeiro
Shopping Rio Sul	Retail	Iguatemi S.A	Cia. Brasileira de Shopping Centers (Combrashop)	8,663	360,000,000	41,555	Rio de Janeiro

BRAZIL Investments Q3 2024



MAIN TRANSACTIONS

NAME	PROPERTY TYPE	BUYER	SELLER	TOTAL SQ.M	PURCHASE PRICE (BRL)	PRICE / SQ.M	REGION
13 Imóveis	Industrial	BTG Pactual Logística FII (BTLG11)	-	541,720	1,769,041,995	3,266	
Barão de Maúa e Centro Empresarial Atibaia	Industrial	Invista Galpões FII	XP Industrial FII (XPIN11)	33,043	94,412,105	2,857	Jarinú
BMLog São Bernardo do Campo	Industrial	-	Triple A FII	26,943	130,000,000	4,825	São Bernardo do Campo
CD Mercado Livre Ribeirão Preto	Industrial	Alianza Trust Renda Imobiliária FII (ALRZ11)	Capitânia Logística FII (CPLG11)	38,383	148,562,175	3,871	Ribeirão Preto
CD Treves do Brasil	Industrial	BRL Prop II FII (BRLA11)	Raizz Capital	4,566	26,481,922	5,800	Quatro Barras
CEA - Condomínio Empresarial Atibaia	Industrial	Althaia S.A. Indústria Farmacêutica	XP Industrial FII (XPIN11)	1,830	6,584,639	3,597	Atibaia
LOG Goiânia	Industrial	Pátria Log - FII (HGLG11)	Inter Logístico FII (INLG11)	36,174	116,177,793	3,212	Goiânia
LOG Goiânia	Industrial	Pátria Log - FII (HGLG11)	LOG Commercial Properties	42,040	135,071,436	3,213	Goiânia
Parque Logístico Aero I	Industrial	Icatu Vanguarda Gru Logístico FII (GRUL11)	Brookfield	43,274	230,000,000	5,315	Guarulhos
Urban Hub Osasco/Urban Hub Mauá II	Industrial	Capitânia Logística FII (CPLG11)	Alianza Investimentos Imobiliários	83,427	352,600,000	4,226	Osasco/Mauá
WT RBR Log	Industrial	AZ Quest Panorama Logística (AZPL11)	RBR Log FII (RBRL11)	27,504	91,285,858	3,319	Franco da Rocha
Cidade Jardim	Office	VBI Prime Properties FII (PVBI11)	Munir Abbud Empreendimentos Imobiliarios	695	31,618,405	45,494	São Paulo
Condomínio São Luiz - Bloco II	Office	KINEA HEDGE FUND	Serpros	1,896	27,072,500	14,279	São Paulo
Corporate Alamedas	Office	Capitânia Office FII (CPOF11)	Hedge Office Income FII (HOFC11)	2,474	31,886,000	12,888	São Paulo
Dr. Virgílio do Nascimento	Office	Sharifi Jeans	Abram Berland	8,730	27,500,000	3,150	São Paulo
Ébano Pereira , 309	Office	JUCEPAR - Junta Comercial do Paraná	FUSAN - Fundação Sanepar de Previdência e Assistência Social	1,125	10,400,000	9,244	Curituba



MAIN TRANSACTIONS

NAME	PROPERTY TYPE	BUYER	SELLER	TOTAL SQ.M	PURCHASE PRICE (BRL)	PRICE / SQ.M	REGION
Edifício Continental Square	Office	RCRB11 - Rio Bravo Renda Corporativa	-	563	8,000,000	14,213	São Paulo
Edifício Faria Lima Plaza	Office	CPOF11 - Capitânia Office	XP Properties FII (XPPR11)	12,438	373,170,000	30,002	São Paulo
Imóvel CARJ	Office	Grupo SOD CAPITAL LTDA.	BB Progressivo FII (BBFI11B)	40,176	65,000,000	1,618	Rio de Janeiro
Imóvel Rua Araporé	Office	-	Alianza Trust Renda Imobiliária FII (ALZR11)	4,516	19,500,000	4,318	São Paulo
Rochaverá Plaza - Torre C (Crystal Tower)	Office	KNRI11 Kinea Renda Imobiliária	Autonomy Investimentos	30,438	570,809,400	18,753	São Paulo
World Trade Center São Paulo	Office	WTSP11 - Ourinvest RE I	WTC Sub-Holdings S.A.R.L.	3,113	105,000,000	33,734	São Paulo

PROJECTIONS AND TRENDS

Regarding economic activity, growth is projected for 2024, driven mainly by strong domestic demand, supported by a buoyant labor market. GDP performance in the second quarter exceeded forecasts, with increases in household consumption and investments, reinforcing the optimistic outlook for activity at the end of the year. Thus, GDP growth of 3.1% per year is estimated for the year. On the other hand, inflation is expected to be pressured in the coming months, with food and energy prices impacted by adverse climate shocks. Droughts and fires are already affecting crops and pastures and generating an increase in energy generation costs, which resulted in the adoption of the red flag in the sector, in effect since September, with the possibility of extending until 2025. In addition, the exchange rate devaluation will continue to put pressure on the prices of imports and products sensitive to the foreign market, while the increase in demand for durable goods and services is expected to maintain pressure on the prices of these segments. The IPCA is projected to be 4.37% per year by the end of the year. With regard to monetary policy, the Central Bank is expected to maintain a contractionary stance in response to the unfavorable inflationary scenario, with the Selic rate projected to be 11.75% by the end of the year. The fiscal outlook remains worrying, with the expectation that fiscal targets will not be met this year. In addition, the exchange rate is expected to remain under pressure and volatile, with the forecast closing at around USD/BRL 5.30. Finally, the expectation is that the real estate market will remain strong in terms of asset transactions, driven by the expansion of the Office, Industrial and Retail sectors. In the office segment, demand for new lease areas is expected to remain high until the end of the year. The logistics sector is expected to continue expanding rapidly, benefiting from the continued growth of segments such as retail and logistics operators. As for shopping malls, the outlook is equa

MARKETBEAT Investments Q3 2024





Dividend Yield by sector

9.02%

7.71%

7.32%

Retail

Industrial

REAL ESTATE INVESTMENT TRUST

According to data from B3, the Brazilian real estate investment fund market includes 498 listed FIIs and approximately 2.75 million investors. The accumulated variation of the IFIX index in the third quarter of 2024 was -1.55%. In the monthly comparison, in July, the index showed a variation of 0.52%, followed by 0.86% in August and -2.93% in September (until the 27th). The average dividend yield of IFIX reached 10.49% at the end of August. When compared to long-term real interest rates, represented by NTN-B 2035, a risk premium of approximately 421 bps is observed. Compared to June, the spread between the dividend yield of IFIX and NTN-B 2035 increased by 28 bps, moving away from the historical average of 374 bps. Regarding the indexation of FIIs contracts that are monitored, according to data from the second quarter of this year, the IPCA is the most relevant index, being used as a reference in 52.49% of contracts, followed by the IGP-M, used in 34.25%. Regarding the maturity date of the contracts, 63.13% have a maturity date of over 36 months. that is, from the third quarter of 2027 onwards.

REITs by sector

Office	Industrial	Retail
39.87%	31.37%	28.76%

Market Cap by sector



Industrial

Spread NTN-B 2035 & Dividend Yield IFIX **Average** 374 bps Spread 421 bps 0% 2014 2016 2018 2020 2022 2024 ■ Average ■ DP (+1,0) ■ DP (-1,0) ■ Spread Note: 322 brick REITs were considered in this report

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