# WEBCAST DE RESULTADOS

# 1T21

# JHSF









# DISCLAIMER

JHSF

A Administração faz declarações sobre eventos futuros que estão sujeitos a riscos e incertezas. Tais declarações têm como base estimativas e suposições da Administração e informações a que a Companhia atualmente tem acesso. Declarações sobre eventos futuros incluem informações sobre suas intenções, estimativas ou expectativas atuais, assim como aquelas dos membros do Conselho de Administração e Diretores da Companhia.

As ressalvas com relação a declarações e informações acerca do futuro também incluem informações sobre resultados operacionais possíveis ou presumidos, bem como declarações que são precedidas, seguidas ou que incluem as palavras "acredita", "poderá", "irá", "continua", "espera", "prevê", "pretende", "planeja", "estima" ou expressões semelhantes.

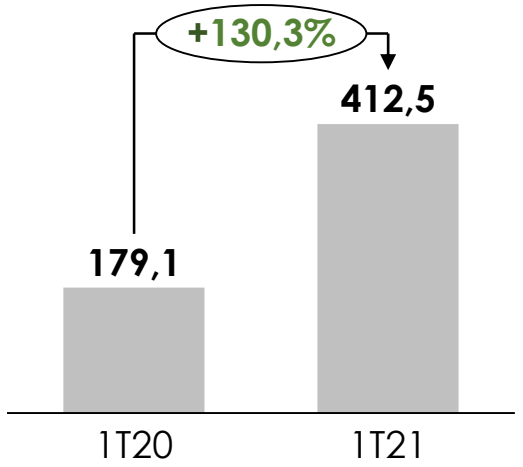
As declarações e informações sobre o futuro não são garantias de desempenho. Elas envolvem riscos, incertezas e suposições porque se referem a eventos futuros, dependendo, portanto, de circunstâncias que poderão ocorrer ou não.

Os resultados futuros e a criação de valor para os acionistas poderão diferir de maneira significativa daqueles expressos ou estimados pelas declarações com relação ao futuro. Muitos dos fatores que irão determinar estes resultados e valores estão além da capacidade de controle ou previsão da Companhia.

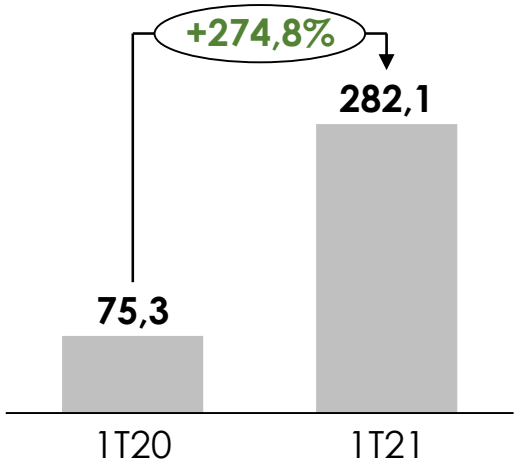



JHSF

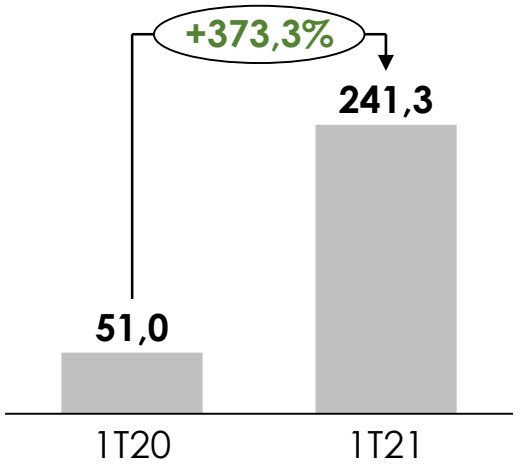
## RECEITA LÍQUIDA



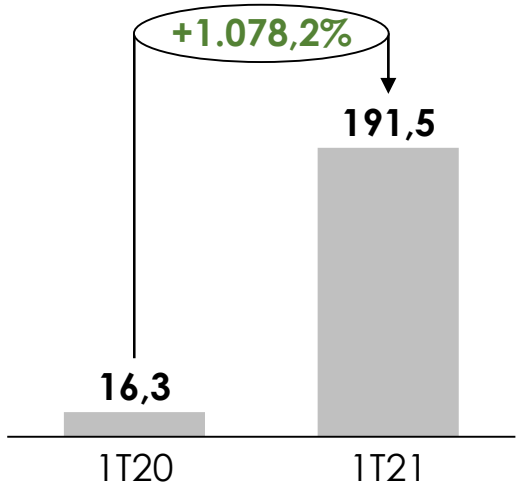

## LUCRO BRUTO




## EBITDA AJUSTADO




## LUCRO LÍQUIDO



# INCORPORAÇÃO

em R$ milhões

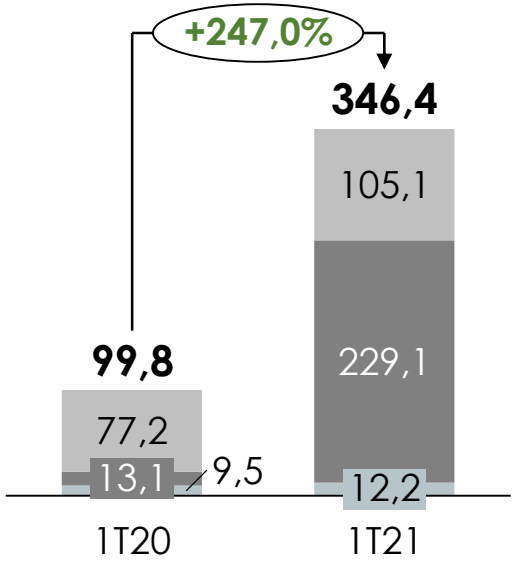




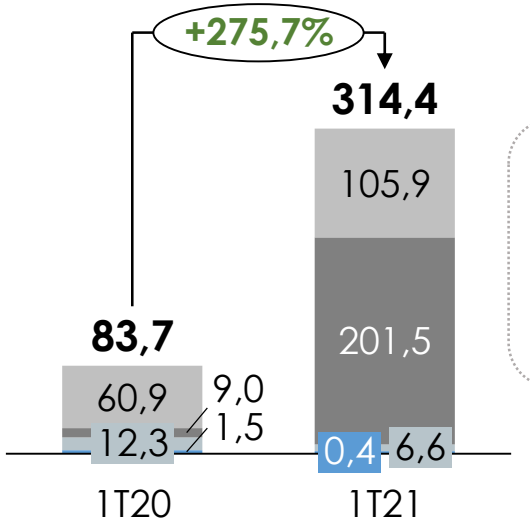





## VENDAS

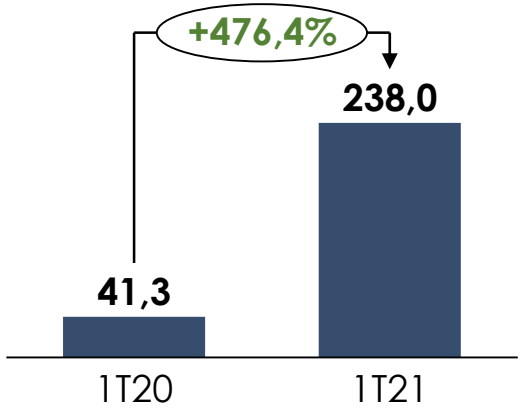



## RECEITA BRUTA




Receita a Performar:
**+R$ 463,8MM**

## EBITDA AJUSTADO

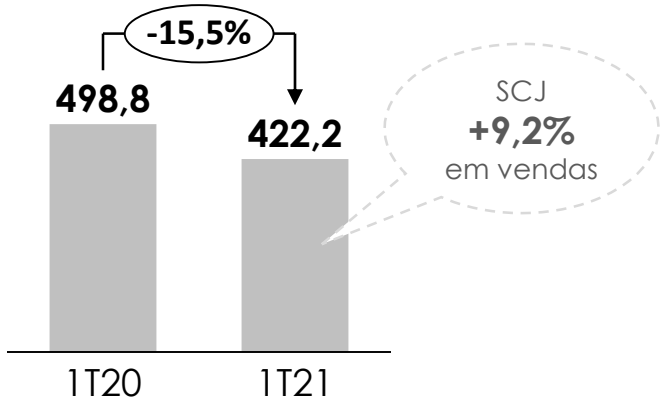



- ✓ Carteira Imobiliária Performada: **R$ 678,9MM**
- ✓ Carteira Imobiliária a Performar: **R$ 462,0MM**

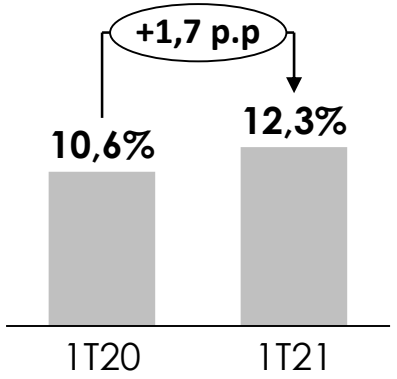
Fazenda Boa Vista | Boa Vista Village | Fasano Cidade Jardim | Outros

# RENDA RECORRENTE

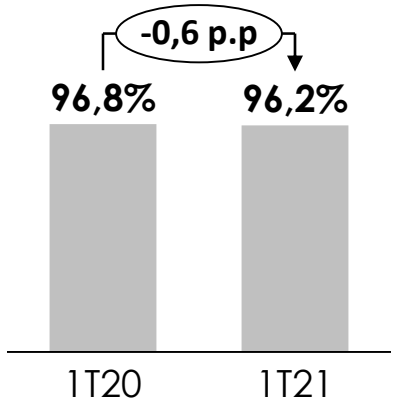
## VENDAS LOJISTAS (R$ MM)




## CUSTO DE OCUPAÇÃO (%)




## TAXA DE OCUPAÇÃO (%)




## INDICADORES OPERACIONAIS (%)

| Indicadores Malls | 1T21 | 1T20 | Var. |
|---|---|---|---|
| SSS | -18,5% | -5,4% | -13,1 p.p. |
| SAS | -18,7% | -4,8% | -13,9 p.p. |
| SSR | -17,6% | -4,7% | -12,9 p.p. |
| SAR | -18,5% | -4,5% | -14,0 p.p. |

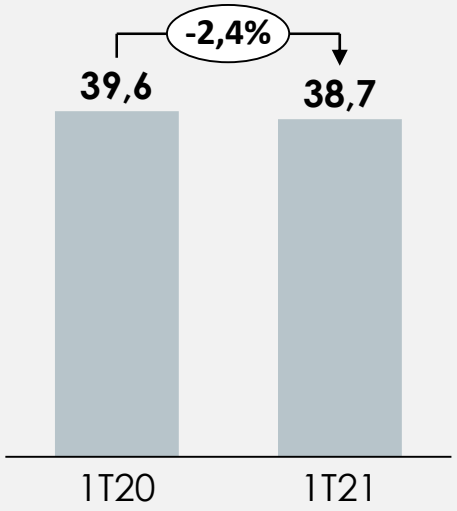
SCJ com **SSS de 9,7%** no 1T21



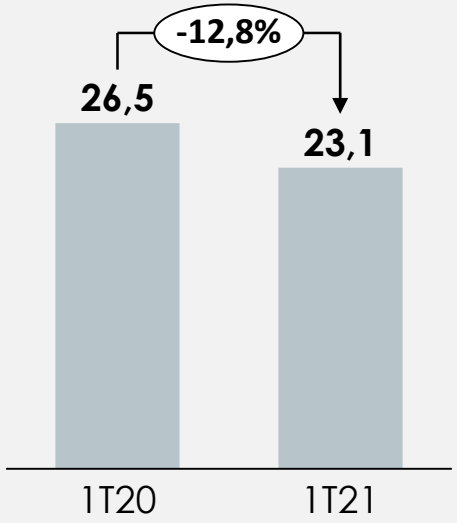
# RENDA RECORRENTE | R$ milhões

JHSF

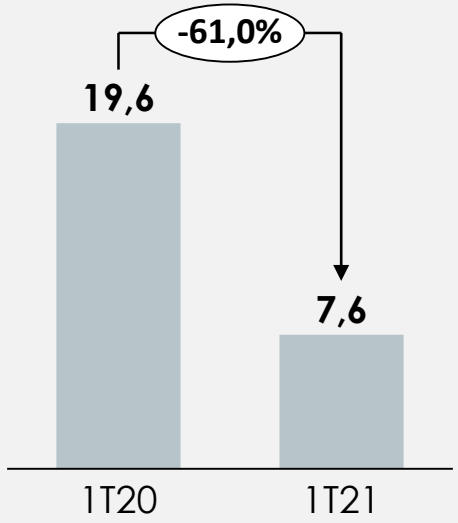
## RECEITA LÍQUIDA




## LUCRO BRUTO



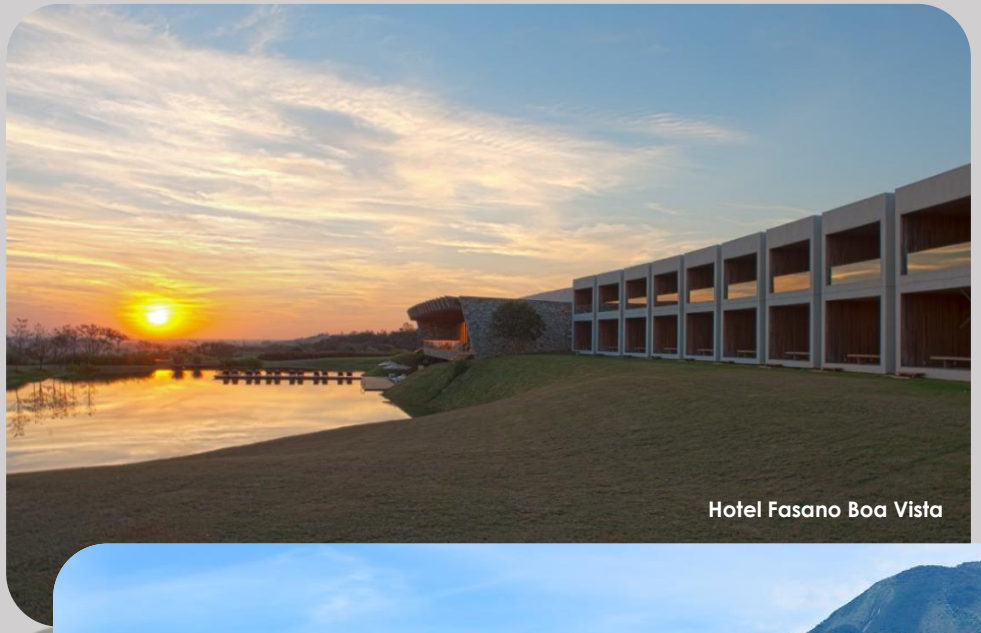

## EBITDA AJUSTADO




- ✓ **Não houve diferimento** dos efeitos de linearização de descontos nos resultados.
- ✓ **Menos horas de funcionamento** em relação ao 1T20.

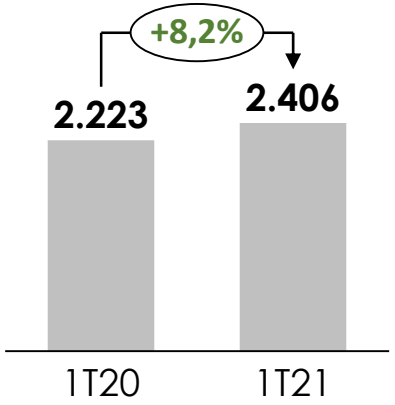
# HOSPITALIDADE&GASTRONOMIA

JHSF

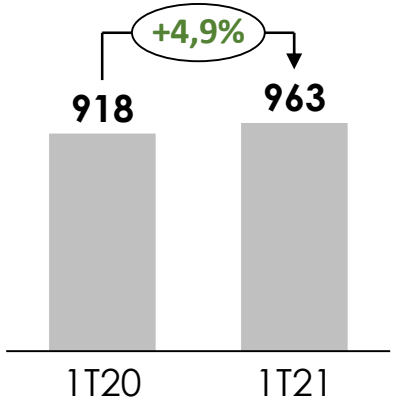

Hotel Fasano Boa Vista


Hotel Fasano Angra dos Reis

## DIÁRIA MÉDIA (R$)



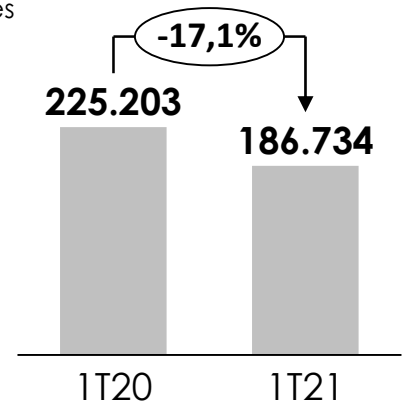

## REVPAR (R$)



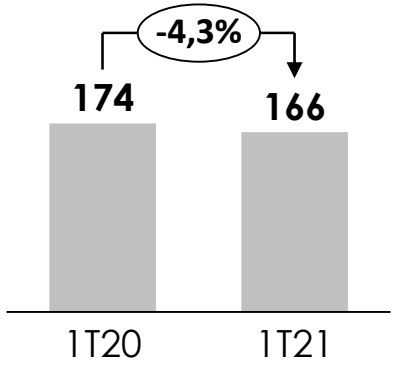

Hotéis de lazer com **ocupação acima de 65%** no 1T21

## Nº DE COUVERTS VENDIDOS

unidades



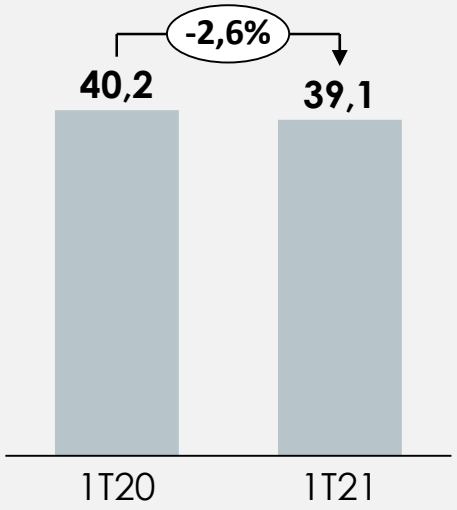

## COUVERT MÉDIO (R$)



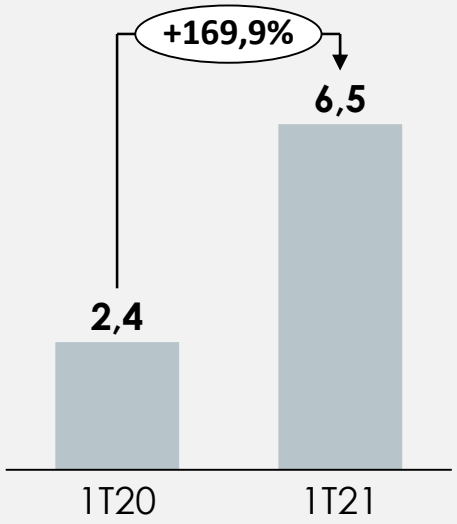
# HOSPITALIDADE&GASTRONOMIA | R$ milhões

JHSF

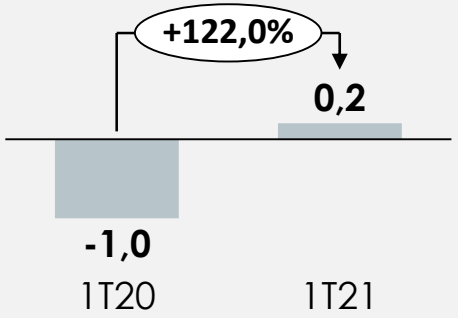
## RECEITA LÍQUIDA




## LUCRO BRUTO

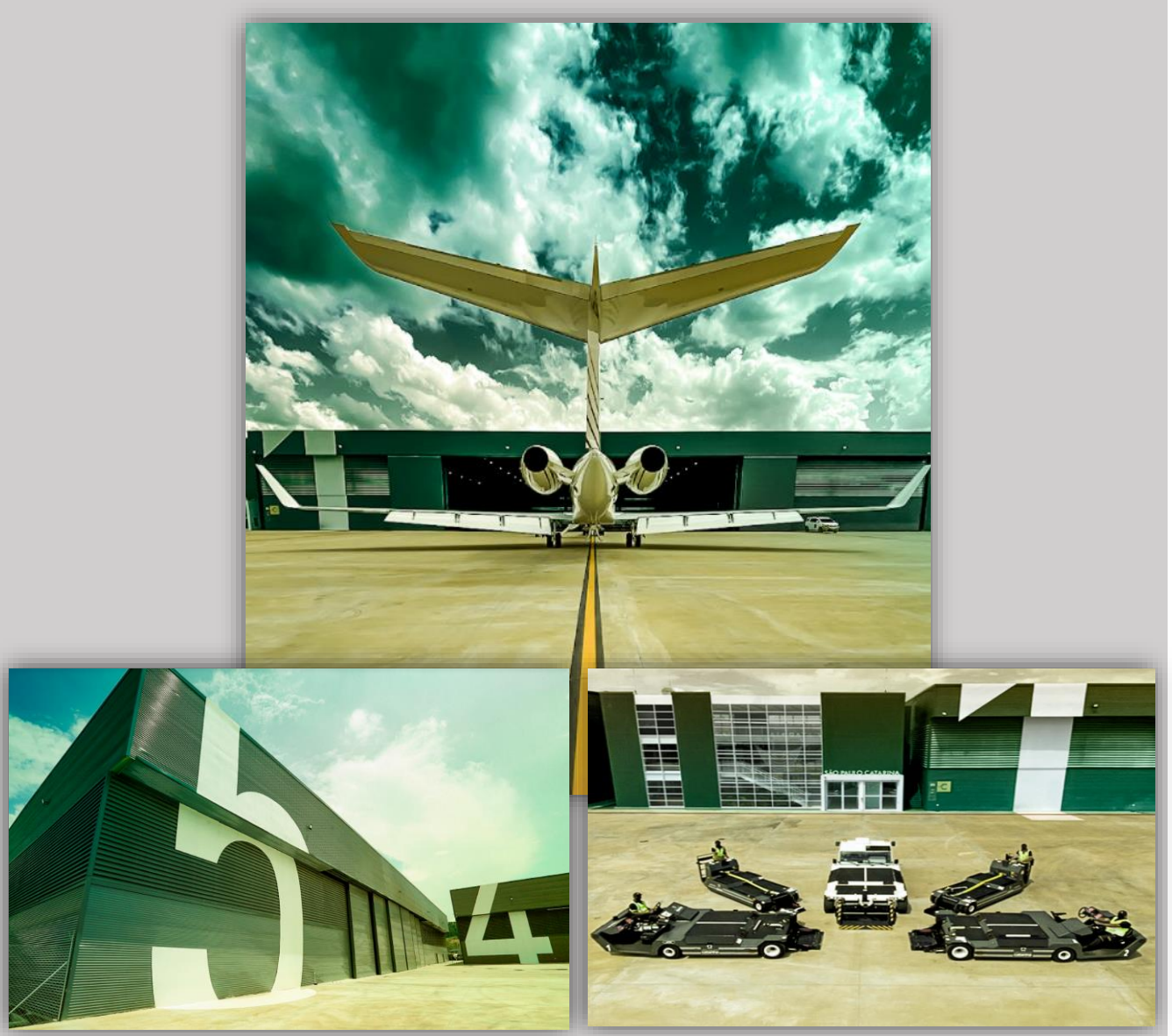



## EBITDA AJUSTADO




**Reservas e tarifas em ritmo saudável** e destaque para a **alta ocupação nos hotéis de lazer.**

# AEROPORTO EXECUTIVO



## Movimentos

Pousos e decolagens

- ✓ **+258,9%** 1T21 VS 1T20
- ✓ **+7,1%** 1T21 VS 4T20

## Combustível

Litros abastecidos

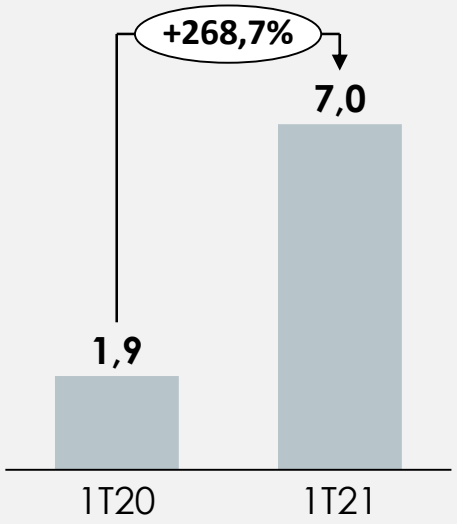
- ✓ **+398,7%** 1T21 VS 1T20
- ✓ **+30,1%** 1T21 VS 4T20

**ANAC aprovou** o início das operações da **Expansão I**, que aumentou para 55.000m² a capacidade de hangares e pátios.

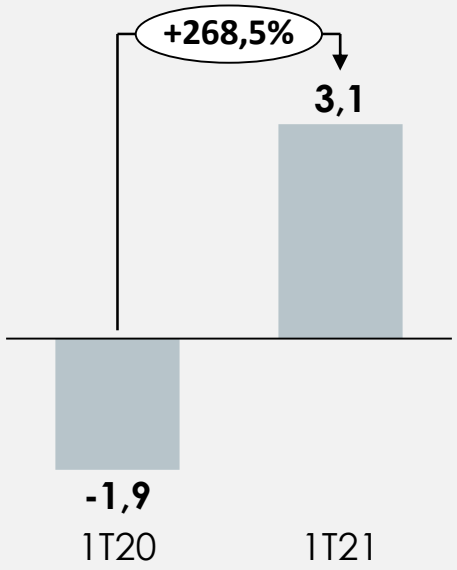
# AEROPORTO EXECUTIVO | R$ milhões

JHSF

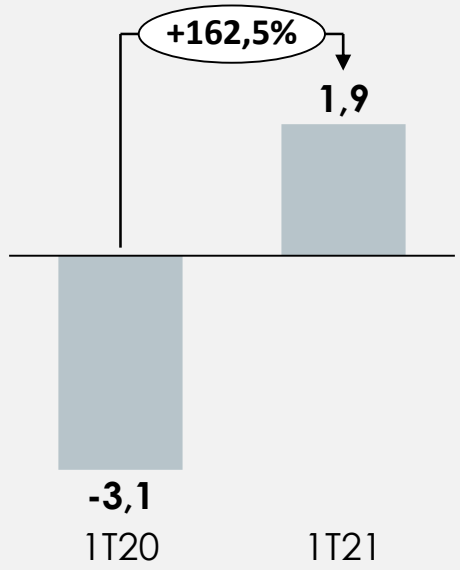
**RECEITA LÍQUIDA**




**LUCRO BRUTO**




**EBITDA AJUSTADO**




Aumento no número de **movimentos e abastecimentos**.

# DESENVOLVIMENTO DIGITAL

JHSF

**Desde 2016 a JHSF investe na digitalização** de processos para melhor servir seus Clientes Especiais.




**CJ FASHION**
**+136%** Vendas vs 1T20
**+84%** Pedidos vs 1T20

**CJ CONCIERGE**
**+463%** Vendas vs 1T20
**+485%** Pedidos vs 1T20

**CJ *FOOD***
**+1,3%** Pedidos vs 4T20

**JHSF REAL ESTATE SALES**
**+182%** Usuários vs 1T20

**DELIVERY FASANO**
**+15,6%** Pedidos vs 4T20

# ESG

*(Environmental, Social and Corporate Governance)*

JHSF

## Ambiental

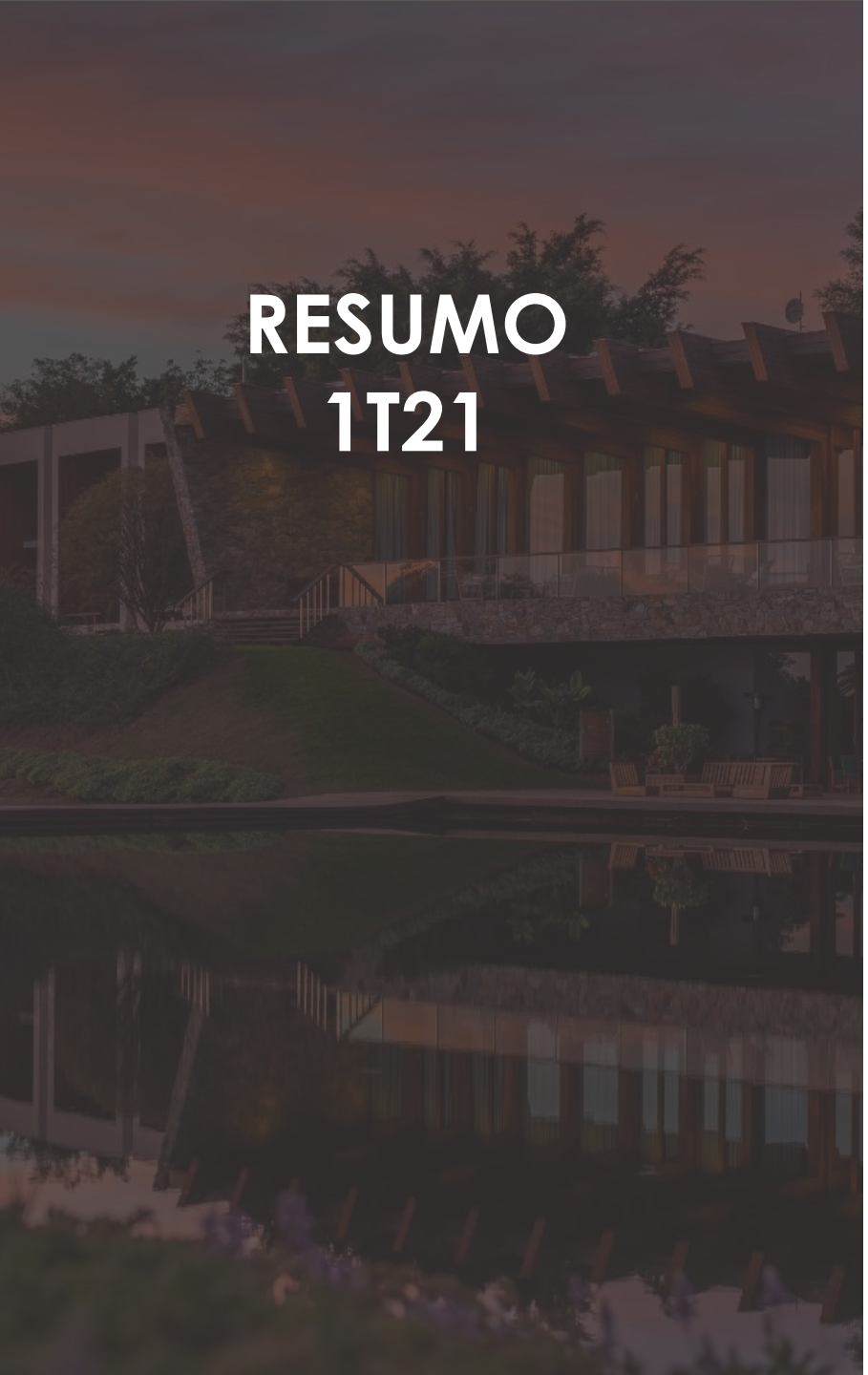
- **Preservação ambiental** e **replantio de árvores:**
  - Fazenda Boa Vista: ~3mm m²
  - Parque Catarina: ~2mm m²
- **Descarte dos resíduos** gerados em obras
- **Coleta de itens recicláveis** e destinação para cooperativas de reciclagem

## Social

- **Parcerias filantrópicas:**
  - GRAAC
  - Abrace
  - Comunidade Jd Panorama
- **Doações** para combate Covid-19
- **+Diversidade**: Programa para inclusão e pluralidade
- **Representação Feminina:**
  - **57%** da Holding
  - **40%** da Diretoria Estatutária

## Governança

- **Conselho de Administração:** 75% membros independentes
- **7 Comitês:**
  - Auditoria (Estatutário)
  - Digital
  - Gestão de Risco
  - Financeiro
  - ESG
  - Gestão de Pessoas
  - Transações com Partes Relacionadas
- **Conselho Fiscal**



# RESUMO 1T21

- ✓ Resultado Bruto **+274,8%,** EBITDA Ajustado Consolidado **+373,3%** e Lucro Líquido Consolidado **+1.078,2%** .

- ✓ **Incorporação**: Vendas **+247,0%**, Resultado Bruto **+416,8%**, EBITDA Ajustado **+476,4%** e **+160,1%** na carteira de recebíveis performada.

- ✓ **Shoppings**: SCJ com **+9,2%** em vendas e **+9,7%** SSS versus o 1T20.

- ✓ **Hospitalidade e Gastronomia:** Hotéis de lazer **acima de 65% de ocupação** no 1T21.

- ✓ **Aeroporto Executivo**: após 1 ano de operação **+258,9%** de movimentos e **+398,7%** de litros abastecidos e com 4x mais aviões hangarados versus 1T20.

# AÇÕES DE SOLIDARIEDADE

JHSF

GRAACC

GRAAC

Liga Solidária

LIGA SOLIDÁRIA

GERANDO FALCÕES

GERANDO FALCÕES

[união_sp]

UNIÃO SP

todos pela saúde

TODOS PELA SAÚDE

união RIO

UNIÃO RIO

GASTROMOTIVA

GASTROMOTIVA

Sefras
Serviço Franciscano de Solidariedade

SEFRAS





# RELAÇÕES COM INVESTIDORES

+55 11 3702.5473

ri@jhsf.com.br

JHSF

# WEBCAST DE RESULTADOS

# 1Q21

# JHSF









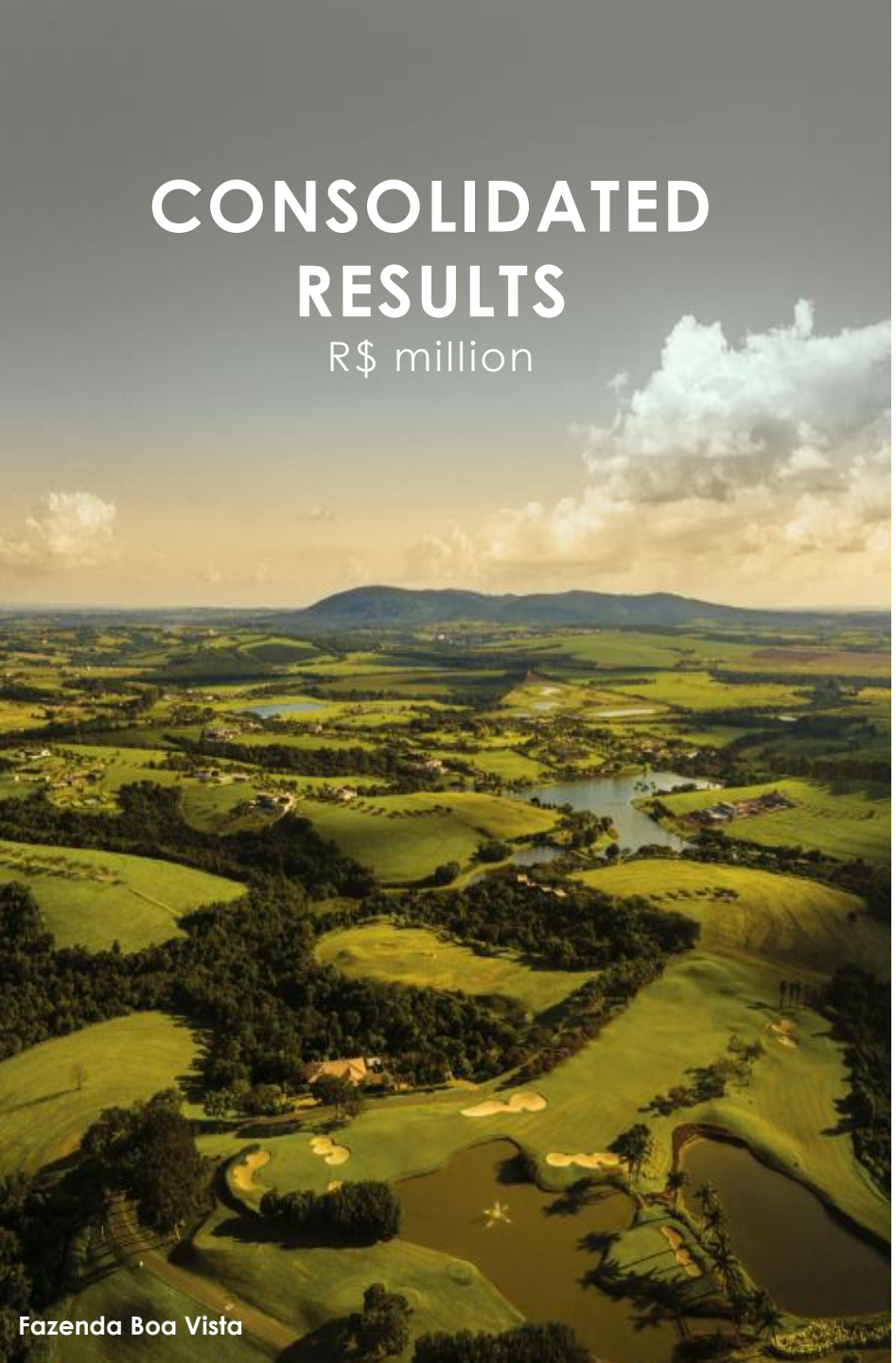
# DISCLAIMER

Management makes forward-looking statements concerning future events that are subject to risks and uncertainties. These statements are based on its beliefs and assumptions and on information currently available to the Company.

Forward-looking statements include statements regarding JHSF's intention, estimates or current expectations or those of its Board of Directors or Executive Officers. Forward-looking statements also include information concerning the Company's possible or presumed future operating results, as well as statements preceded by, followed by, or including the words "believes", "may", "will", "continues", "expects", "envisages", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur.

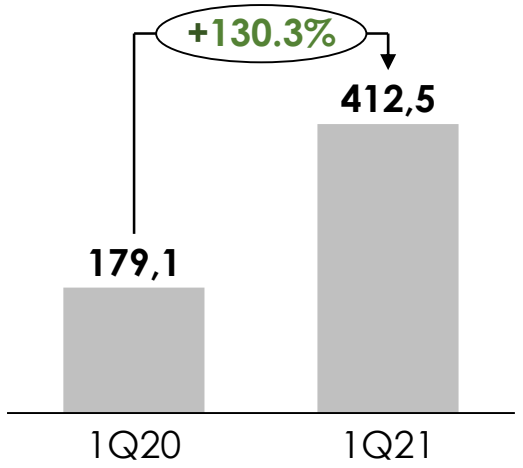
JHSF's future results and shareholder value creation may differ materially from those expressed in or suggested by these forward-looking statements. Many of the factors that will determine these results and values are beyond the Company's ability to control or predict.



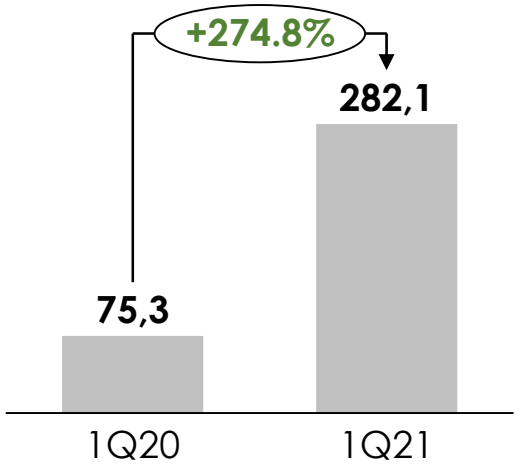

# CONSOLIDATED RESULTS

R$ million

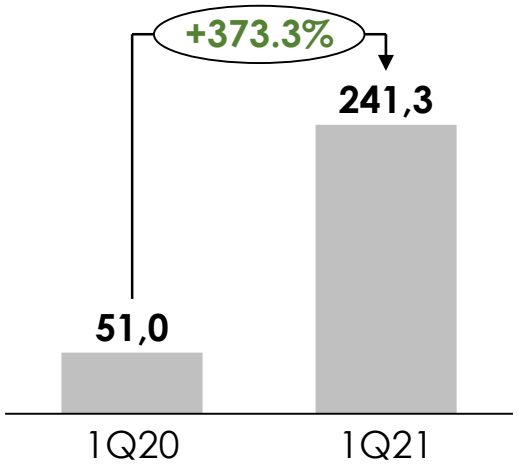
## NET REVENUE



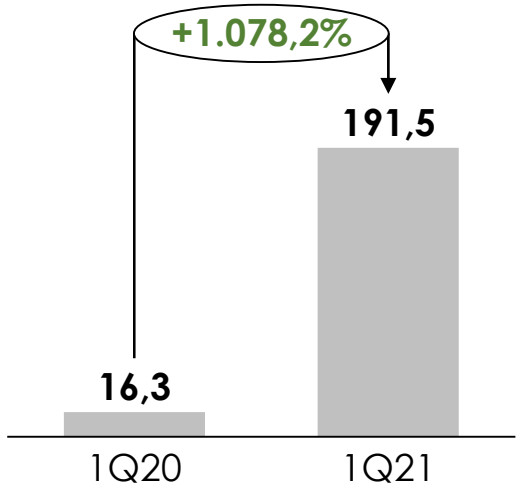

## GROSS PROFIT




## ADJUSTED EBITDA




## NET PROFIT



# REAL ESTATE DEVELOPMENT

R$ million

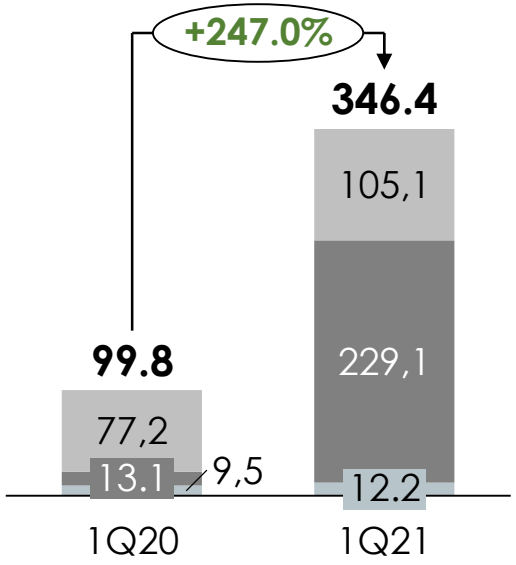




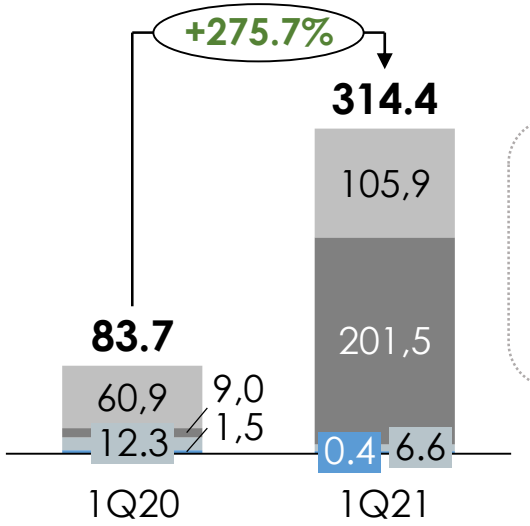





## SALES

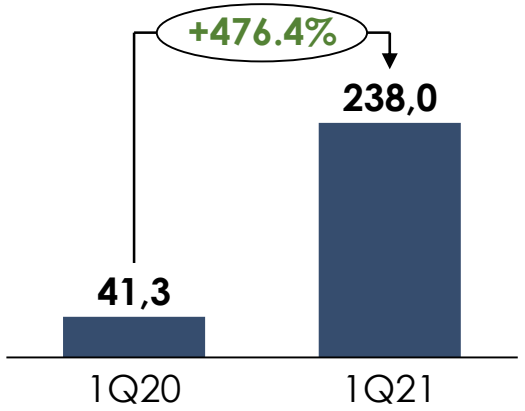



## GROSS REVENUE




Revenue to be performed
**+R$ 463.8MM**

## ADJUSTED EBITDA

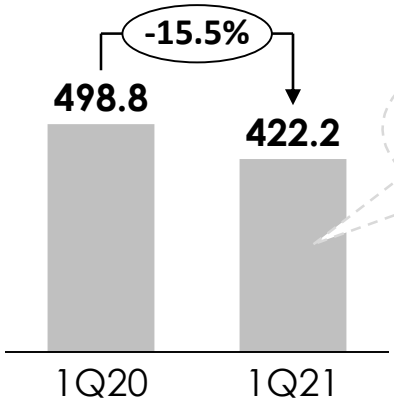



- ✓ Performed Real Estate Portfolio: **R$ 678.9MM**
- ✓ Real Estate Portfolio to be Performed: **R$ 462.0MM**

Fazenda Boa Vista | Boa Vista Village | Fasano Cidade Jardim | Others

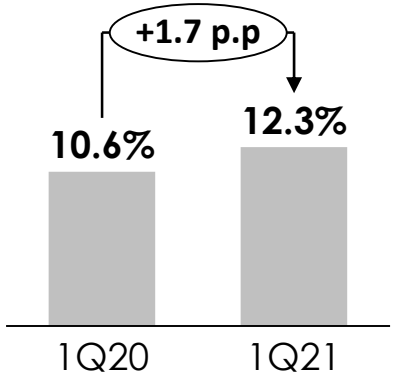
# RECURRING INCOME

## SALES (R$ MM)

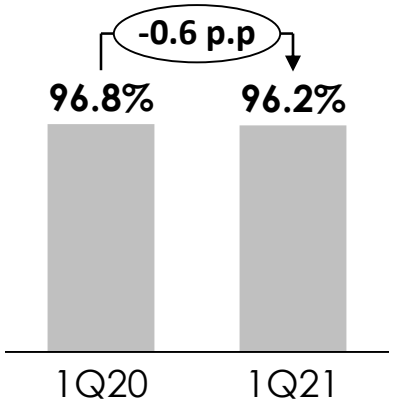



Cidade Jardim Mall **+9.2%** in sales

## OCCUPANCY COST (%)




## OCCUPANCY RATE (%)




## OPERATIONAL INDICATORS (%)

| Malls Indicators | 1Q21 | 1Q20 | Var. |
|---|---|---|---|
| SSS | -18.5% | -5.4% | -13.1 p.p. |
| SAS | -18.7% | -4.8% | -13.9 p.p. |
| SSR | -17.6% | -4.7% | -12.9 p.p. |
| SAR | -18.5% | -4.5% | -14.0 p.p. |

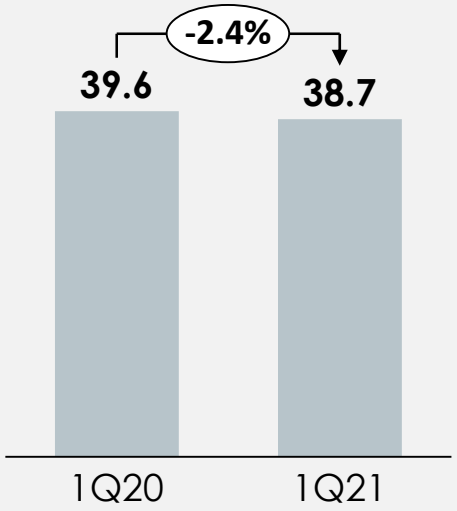
Cidade Jardim Mall with **SSS of 9.7%**



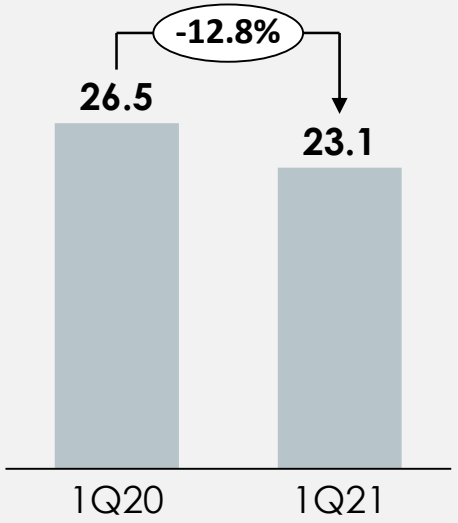
# RECURRING INCOME | R$ million

JHSF

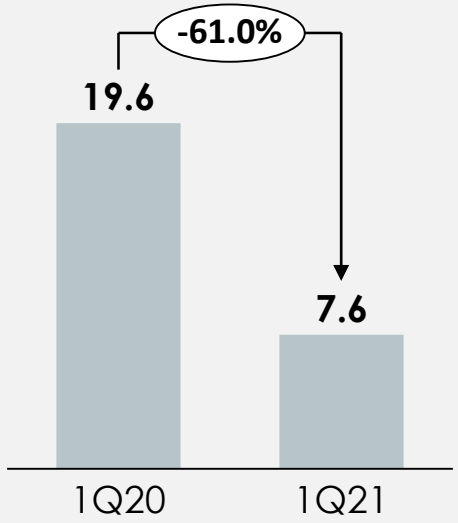
## NET REVENUE




## GROSS PROFIT



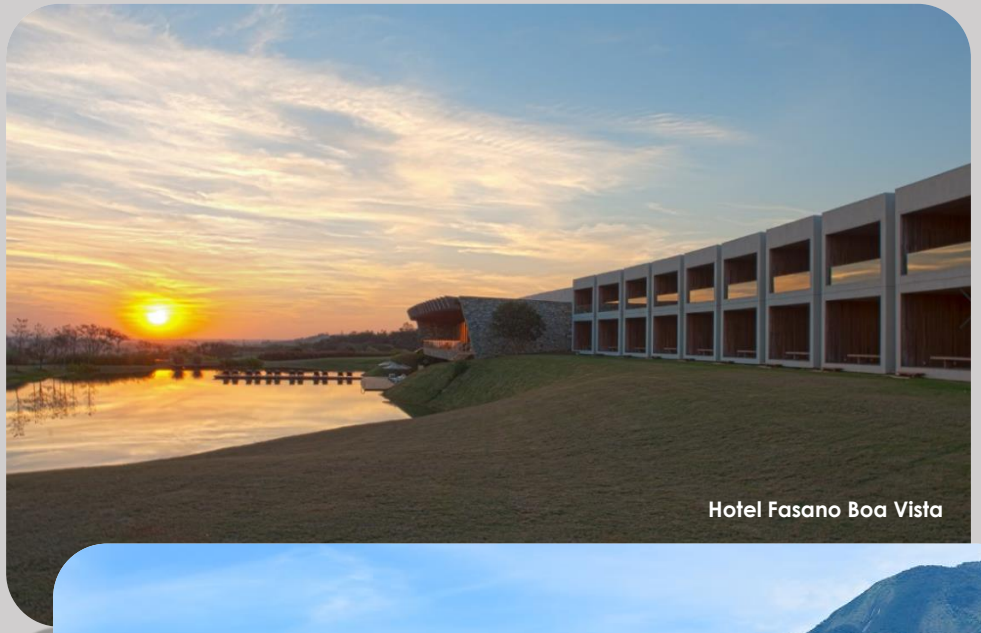

## ADJUSTED EBITDA




✓ The Company **chose not to defer** the effects of the discount linearization.

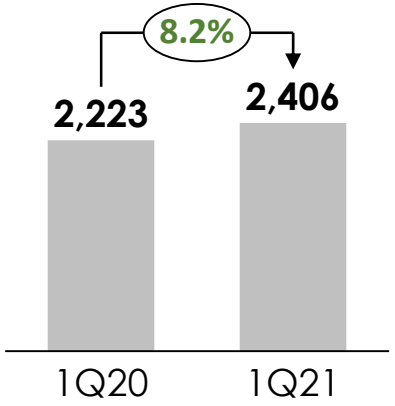
✓ **Less operating hours** compared to 1Q20.

# HOSPITALITY&GASTRONOMY

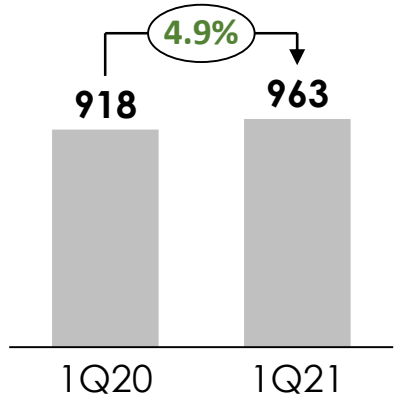

Hotel Fasano Boa Vista


Hotel Fasano Angra dos Reis

## AVERAGE DAILY (R$)



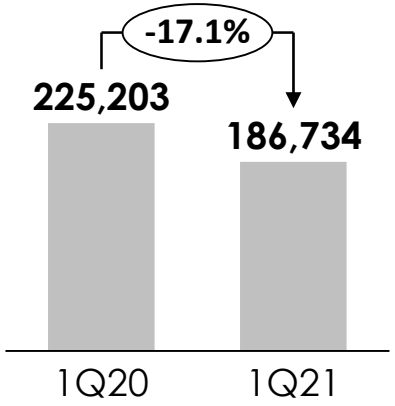

## REVPAR (R$)



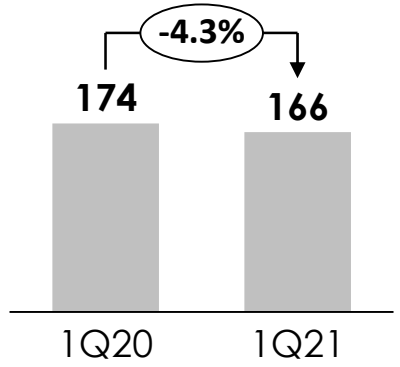

Leisure hotels with **occupancy above 65%** in 1Q21

## NUMBER OF COUVERT SOLD

units



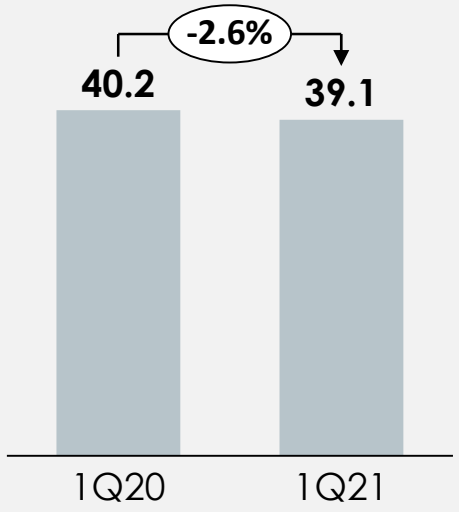

## AVERAGE COUVERT (R$)



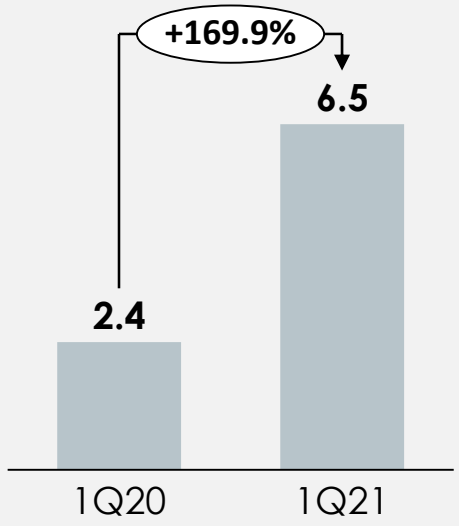
# HOSPITALITY&GASTRONOMY | R$ million

JHSF

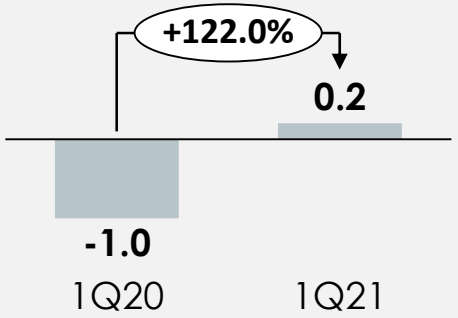
## NET REVENUE




## GROSS PROFIT

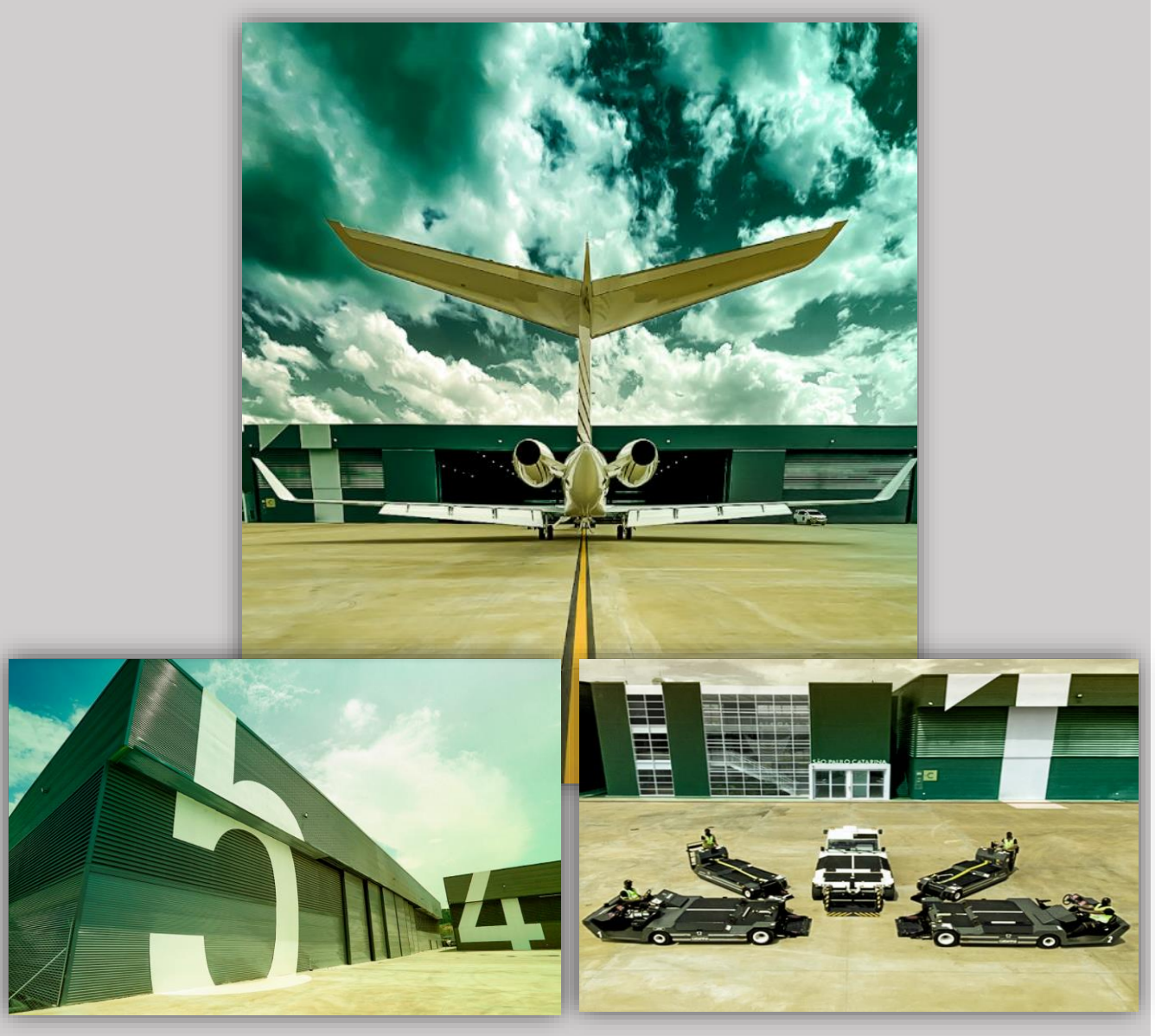



## ADJUSTED EBITDA




**Reservations and rates at a healthy pace** and emphasis on **high occupancy in leisure hotels.**

# EXECUTIVE AIRPORT



## Movements

Landings and take-offs

- ✓ **+258.9%** 1Q21 VS 1Q20
- ✓ **+7.1%** 1Q21 VS 4Q20

## Fuel

Liters fillled

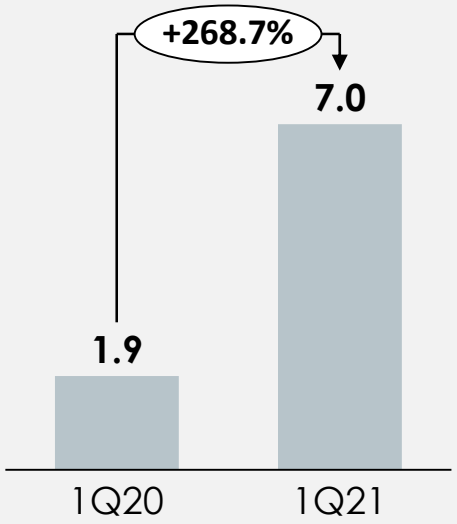
- ✓ **+398.7%** 1Q21 VS 1Q20
- ✓ **+30.1%** 1Q21 VS 4Q20

**ANAC approved the start of Expansion I** operations, which increased the capacity of hangars and yards to 55,000sqm.

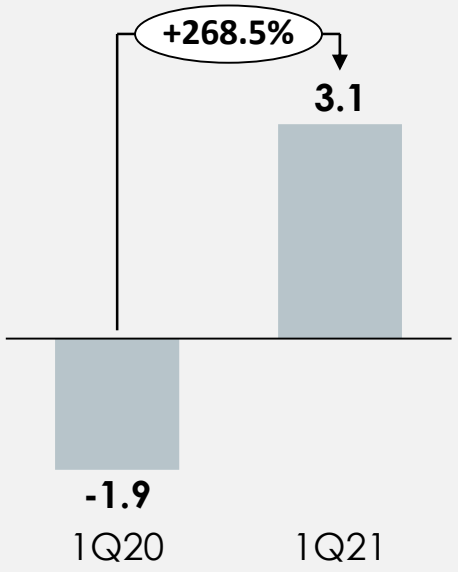
# EXECUTIVE AIRPORT | R$ million

JHSF

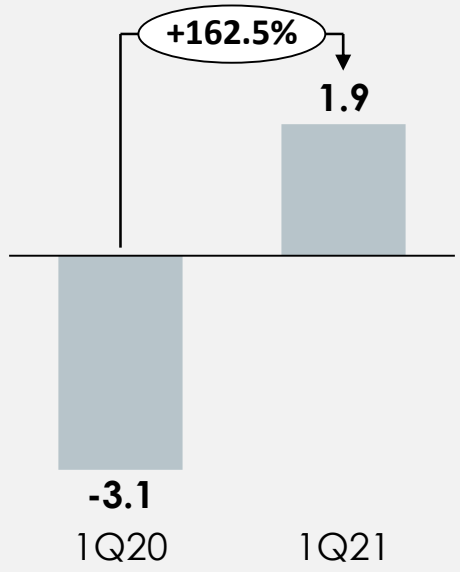
## NET REVENUE




## GROSS PROFIT




## ADJUSTED EBITDA

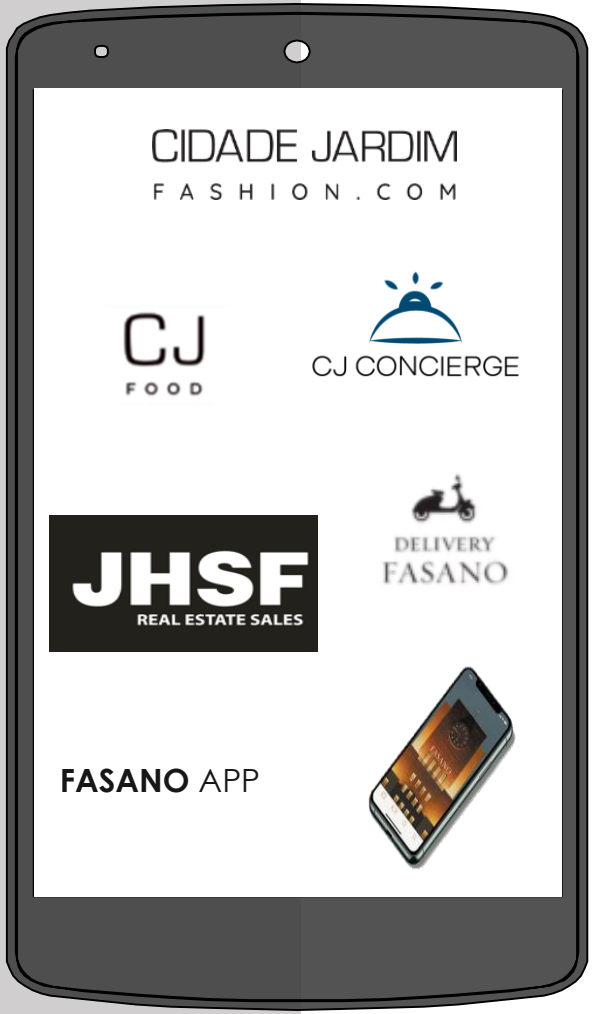



Growth in the number of **movements and liters filled.**

# DIGITAL DEVELOPMENT

JHSF

**Since 2016 JHSF invests on process digitalization** to better serve its Special Clients.




**CJ FASHION**
**+136%** Sales vs 1Q20
**+84%** Orders vs 1Q20

**CJ CONCIERGE**
**+463%** Sales vs 1Q20
**+485%** Orders vs 1Q20

**CJ *FOOD***
**+1.3%** Orders vs 4Q20

**JHSF REAL ESTATE SALES**
**+182%** Users vs 1Q20

**DELIVERY FASANO**
**+15.6%** Orders vs 4Q20

# ESG

*(Environmental, Social and Corporate Governance)*

JHSF

## Environmental

- **Environmental preservation** and **replanting of trees:**
  - Fazenda Boa Vista: ~ 3mm m²
  - Parque Catarina: ~ 2mm m²
- **Disposal of waste generated** in works
- **Collection of recyclable items** and destination for recycling cooperatives

## Social

- **Philanthropic partnerships:**
  - GRAAC
  - Abrace
  - Jd Panorama Community
- **Donations for combat Covid-19**
- **+ Diversity:** Program for inclusion and plurality
- **Female Representation:**
  - 57% of Holding
  - 40% of the Statutory Officer

## Governance

- **Board of Directors:** 75% independent members
- **7 Committees:**
  - Audit (Statutory)
  - Digital
  - Risk management
  - Financial
  - ESG
  - People management
  - Related Party Transactions
- **Fiscal Council**



# OVERVIEW 1Q21

JHSF

- ✓ Gross Profit **+274.8%**, Consolidated Adjusted EBITDA **+373.3%** and Consolidated Net Income **+1,078.2%**.
- ✓ **Real Estate Development**: Sales **+247.0%**, Gross Profit **+416.8%**, Adjusted EBITDA **+476.4%** and **+160.1%** in the performed receivables portfolio.
- ✓ **Malls:** SCJ with **+9.2%** in sales and **+9.7%** SSS versus 1Q20.
- ✓ **Hospitality and Gastronomy:** Leisure hotels **above 65% occupancy** in 1Q21.
- ✓ **Executive Airport**: after 1 year of operation **+258.9% of movements**, **+398.7% of liters filled** and **4x more hangared airplanes** versus 1Q20.

# SOLIDARITY ACTIONS COVID-19

JHSF

GRAAC

LIGA SOLIDÁRIA

GERANDO FALCÕES

UNIÃO SP

TODOS PELA SAÚDE

UNIÃO RIO

GASTROMOTIVA

SEFRAS



# INVESTOR RELATIONS


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JHSF