JHSF

NEGÓCIOS ÚNICOS PARA CLIENTES ESPECIAIS

DIVULGAÇÃO DE RESULTADOS

3T24

Destaques operacionais e financeiros 3T24

RENDA RECORRENTE

Resultado Bruto Consolidado
R$ 126,9 mm
+20%

Ebitda Ajustado Consolidado
R$ 115,9 mm
+19%

Shoppings

Vendas
+25%

Hospitalidade e Gastronomia

Revpar **+22%**
Couvert Médio **+11%**

Aeroporto

Movimentos **+31%**
Litros Abastecidos **+27%**

Locação Residencial (*JHSF Residences*) e Clubes

Ebitda Ajustado
+44%

JHSF Capital AUM

R$ 2,3 bilhões

CONSOLIDADO

Receita Bruta Consolidada
R$ 408,1 mm

Resultado Bruto Consolidado
R$ 187,9 mm

Ebitda Consolidado
R$ 308,5 mm

Ebitda Ajustado Consolidado
R$ 148,8 mm

Lucro Líquido Consolidado
R$ 140,0 mm

Dividendos Pagos até nov/24
R$ 229,1 mm

Reciclagem bem sucedida de capital até nov/24
R$ 651,3 mm

1 **Renda Recorrente: novos projetos e investimentos**

2 Desempenho operacional e financeiro dos negócios

3 Estrutura de Capital

4 Q&A

Investimentos robustos em novos projetos de **Renda Recorrente**, reforçando a estratégia de previsibilidade de resultados e projetando maior representatividade de geração de caixa

SHOPPINGS

Casa Fasano - Usina SP
(inaugurada 3T24)

Boa Vista Village Town Center
(abertura 1T25)

Shops Faria Lima
(abertura 1T27)

HOSPITALIDADE & GASTRONOMIA

Boa Vista Surf Lodge Hotel
(abertura 4T24)

Fasano Sardenha – *asset light*

Fasano Cascais – *asset light*
(abertura 2028)

LOCAÇÃO RESIDENCIAL E CLUBES

Fasano Club
(abertura 4T24)

SPSC
(abertura 1S25)

Novas unidades de locação

AEROPORTO EXECUTIVO

Novos terminais
doméstico e internacional

Nova expansão de capacidade +4 hangares
(previsão 2025)

R$ 176 mm investidos no 3T24 **em projetos com retornos atrativos**

AGENDA

WEBCAST DE RESULTADOS 3T24

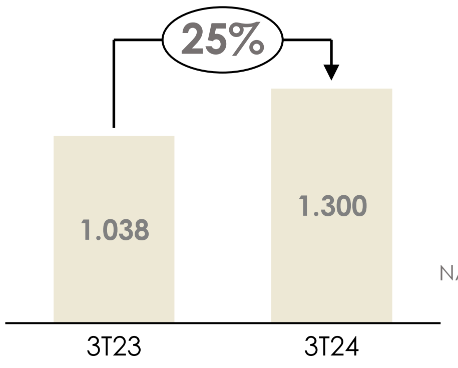
JHSF

1. Renda Recorrente: novos projetos e investimentos
2. **Desempenho operacional e financeiro dos negócios**
3. Estrutura de Capital
4. Q&A

Shoppings: líder de mercado na performance de vendas com expressivo desempenho, fortalecendo a posição no setor de alta renda

VENDAS LOJISTAS

R$ mm



+20%
CRESCIMENTO REAL

LÍDER DE MERCADO
NA PERFOMANCE DE VENDAS

Vendas ativos de alta renda:

CFO **+38%**, SJA **+34%** e SCJ **+23%**

ABERTURAS

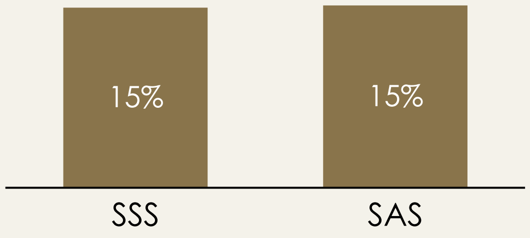
VAN CLEEF & ARPELS (SCJ)

CREED (SJA)

PRÓXIMA ABERTURA

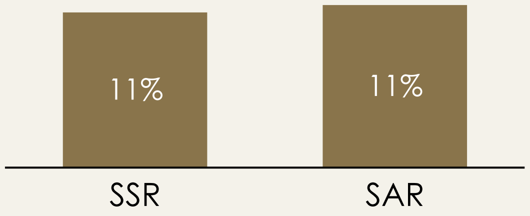
NOVA LOJA DIOR (SCJ)

INDICADORES DE VENDA



SSS: vendas mesmas lojas; SAS: vendas mesma área;

INDICADORES DE ALUGUEL



SSR: aluguel mesmas lojas; SAR: aluguel mesma área;

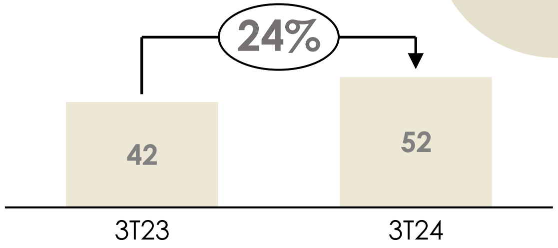
LÍDER DE MERCADO
NA PERFOMANCE

RESULTADO

RESULTADO BRUTO

R$ mm

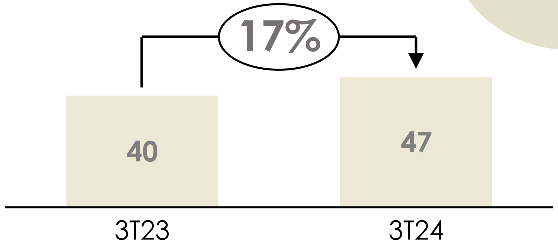
+30%
Vs 9M23



EBITDA AJUSTADO

R$ mm

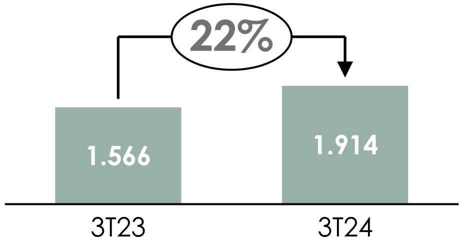
+81%
Vs 9M23



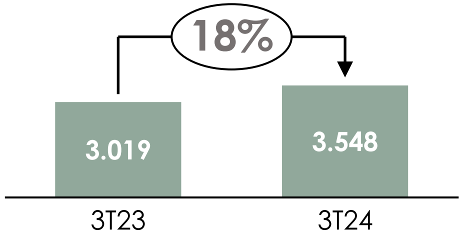
Evolução do Revpar e Couvert Médio em **Hospitalidade & Gastronomia**

HOSPITALIDADE

REVPAR (R$)



DIÁRIA MÉDIA (R$)



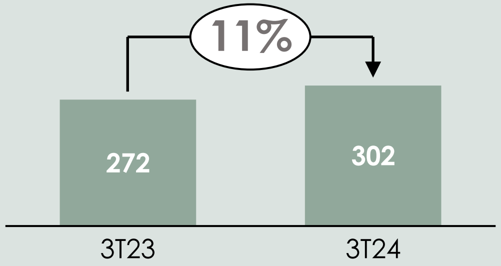
TX DE OCC

+2,0 p.p vs 3T23

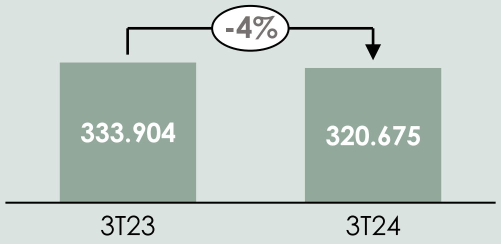
5 HOTÉIS PREMIADOS PELA *READERS' CHOICE AWARDS*

GASTRONOMIA

COUVERT MÉDIO (R$)



NÚMERO DE COUVERTS VENDIDOS



NOVOS DESTINOS INTERNACIONAIS:

FASANO SARDENHA

FASANO CASCAIS

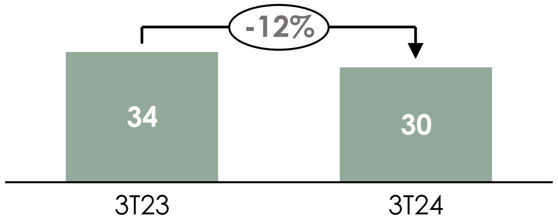
ABERTURA AINDA EM 2024:

BOA VISTA SURF LODGE HOTEL

RESULTADO

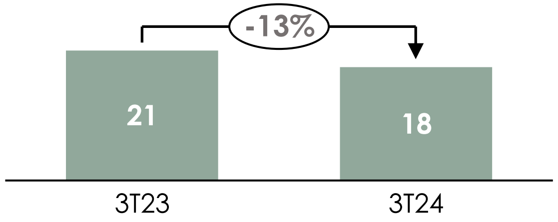
RESULTADO BRUTO

R$ mm



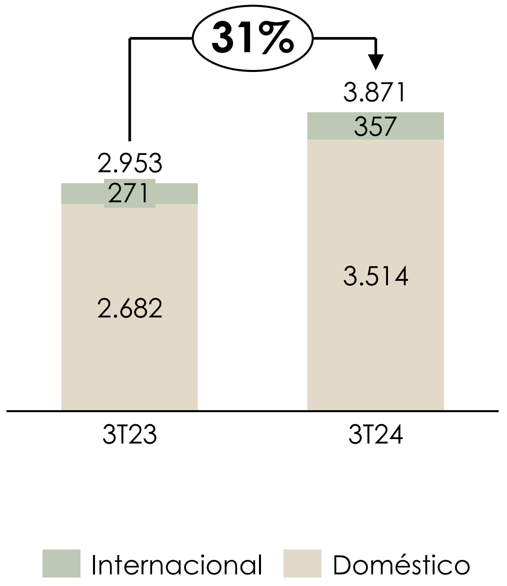
EBITDA AJUSTADO

R$ mm



Contínua evolução do **Aeroporto,** com demanda superior a capacidade atual, impulsionando uma nova expansão de hangares

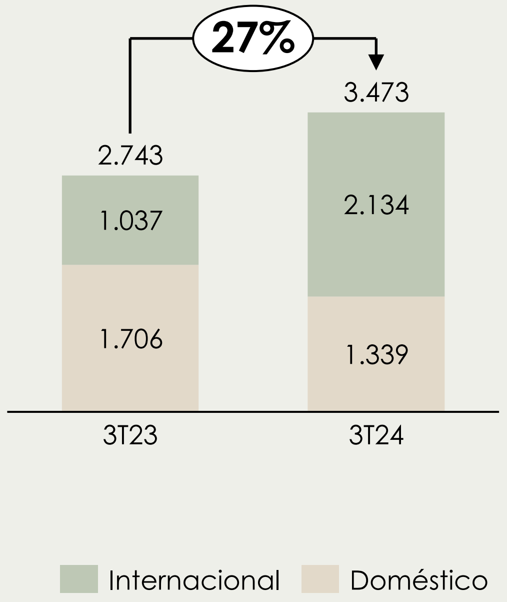
MOVIMENTOS
(QTD)



ATINGIU **DEMANDA MUITO SUPERIOR À CAPACIDADE ATUAL**, CRIANDO A NECESSIDADE DA **CONSTRUÇÃO DE 4 NOVOS HANGARES**

COM ROIC EXPONENCIAL E RÁPIDO *PAYBACK*

LITROS ABASTECIDOS
(mil/litro)

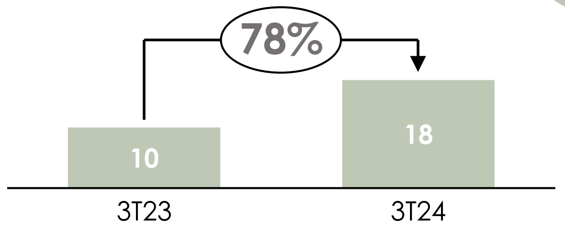


RESULTADO

RESULTADO BRUTO

R$ mm

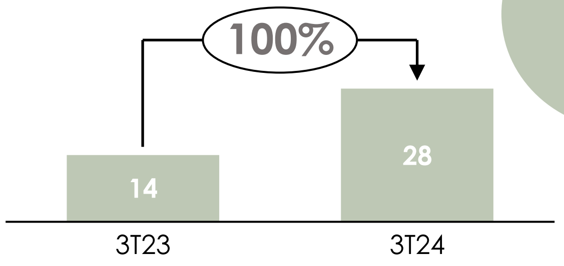
+89%
Vs 9M23



EBITDA AJUSTADO

R$ mm

+83%
Vs 9M23



DOBRO DO EBITDA DO 3T23!

JHSF Residences: novas unidades de locação entregues e comercializadas com qualidade e serviços únicos. **Clubes:** evento no Boa Vista Village Surf Club

PORTFÓLIO JÁ ATINGINDO **64 UNIDADES**

NOI ESTABILIZADO ANUAL

R$ 50 MM

3T24 COM MAIS QUE O DOBRO DE UNIDADES LOCADAS VS 3T23

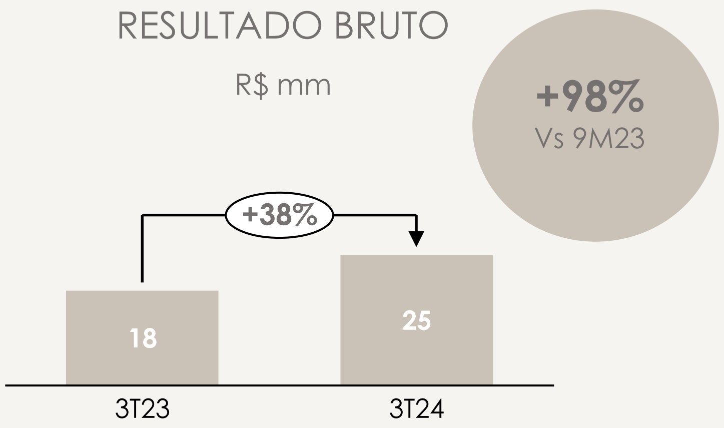
1ª EDIÇÃO DO BOA VISTA VILLAGE SURF INVITATIONAL

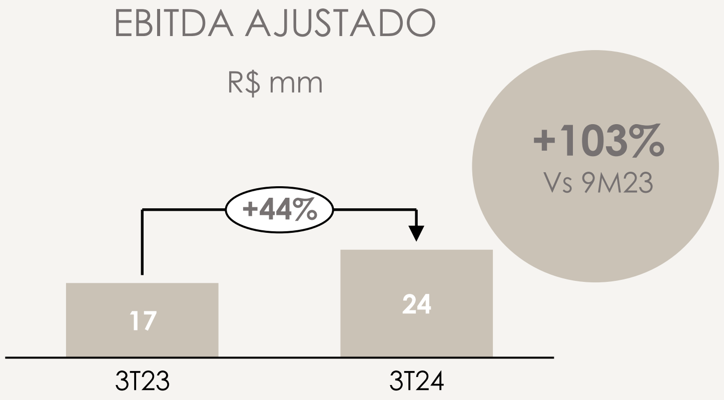
PRÓXIMAS ABERTURAS:

FASANO CLUB

SPSC

RESULTADO





JHSF CAPITAL: Crescimento acelerado de AuM e captação Fundo Fasano Londres

R$ 2,3 bilhões em AuM
em apenas 2 anos de operação

7 Fundos estruturados

2 M&A advisory

Robusto pipeline:

Captações Brasil e no exterior

Estruturação e captação
Fundo Londres (£ 66 mm)

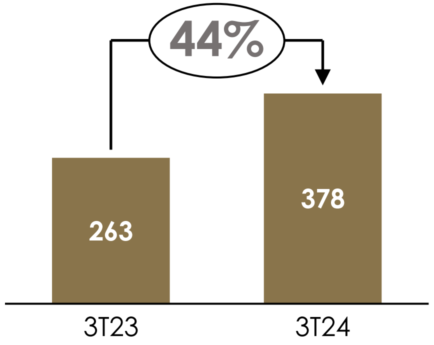
Assertividade na estratégia de captações,
atuando como **parceira no processo de expansão dos negócios da JHSF**

JHSF
CAPITAL

Vendas contratadas acima do 3T23 na **Incorporação**, com destaque para o Reserva CJ

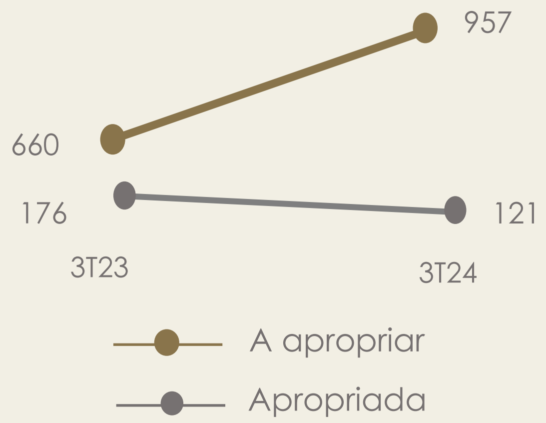
MIX DE PRODUTOS VENDIDOS

Vendas contratadas
R$ mm

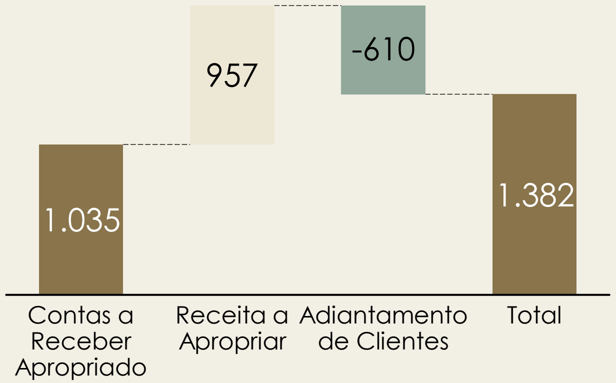


INAUGURAÇÃO NOVO **TRECHO MARGINAL PINHEIROS** E INÍCIO DAS **OBRAS DO RESERVA CIDADE JARDIM**

RECEITA BRUTA E A APROPRIAR
R$ mm



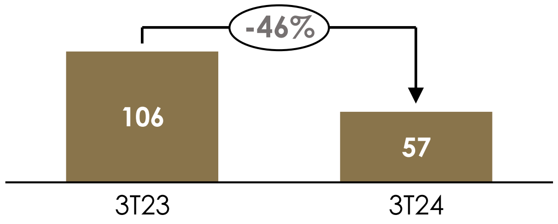
CONTAS A RECEBER TOTAL
R$ mm



RESULTADO

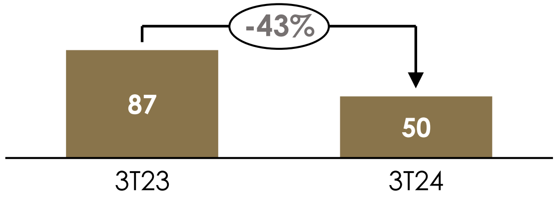
RESULTADO BRUTO

R$ mm



EBITDA AJUSTADO

R$ mm



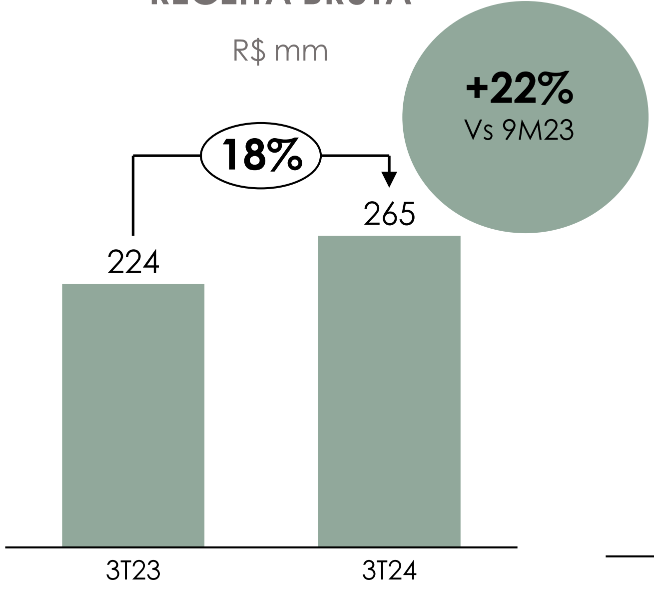
NEGÓCIOS DE RENDA RECORRENTE CONSOLIDADO[1] (R$ mm)

Negócios de Renda representaram 75% do Ebitda Consolidado no 3T24, suavizando o impacto da volatilidade dos ciclos econômicos

JHSF

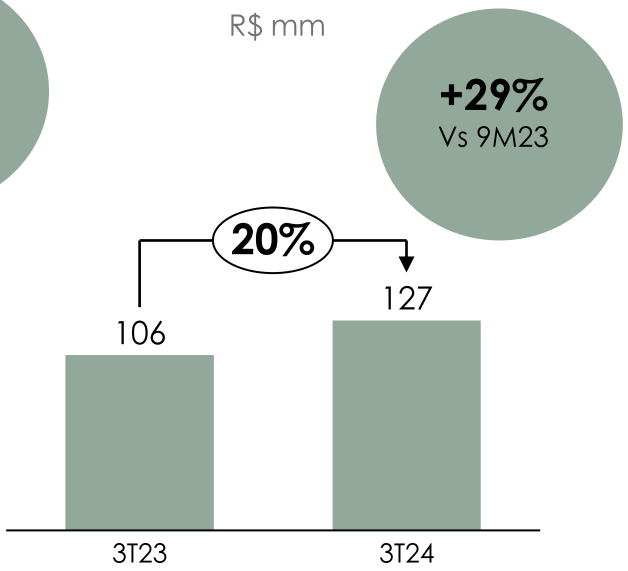
RECEITA BRUTA

R$ mm



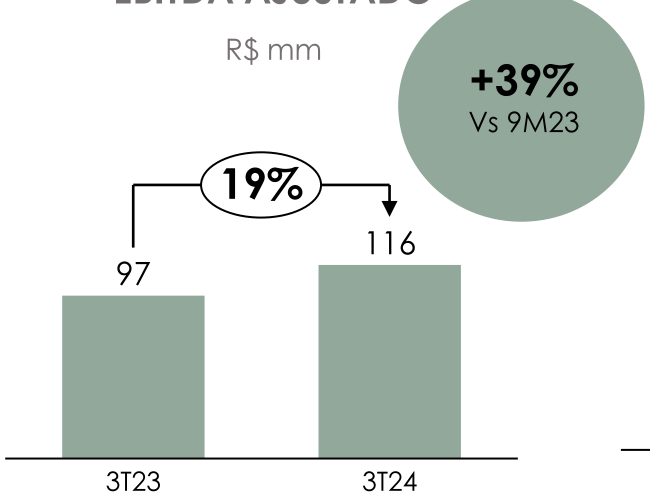
RESULTADO BRUTO

R$ mm



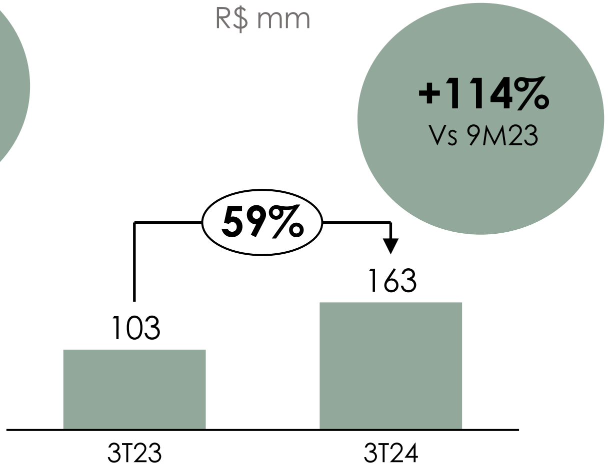
EBITDA AJUSTADO

R$ mm



RESULTADO LÍQUIDO

R$ mm

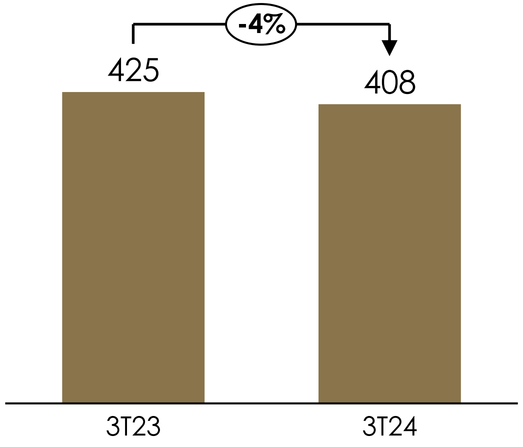


[1]Considera todos os negócios com exceção do Varejo, Incorporação e a Holding.

RESULTADO CONSOLIDADO (R$ mm)

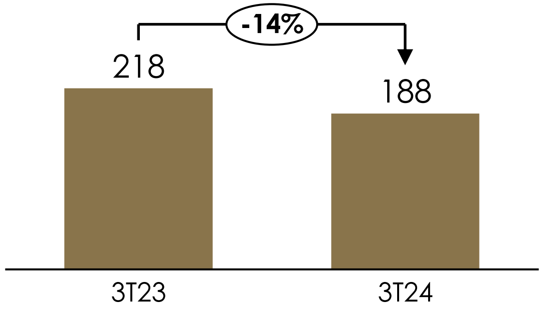
RECEITA BRUTA

R$ mm



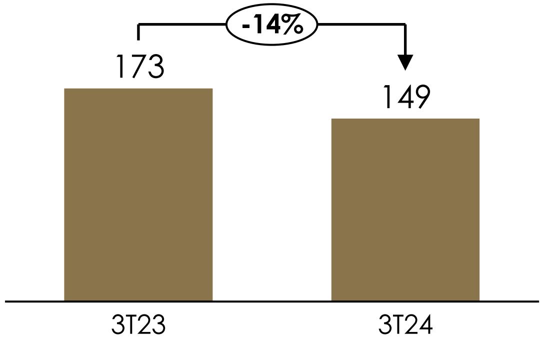
RESULTADO BRUTO

R$ mm



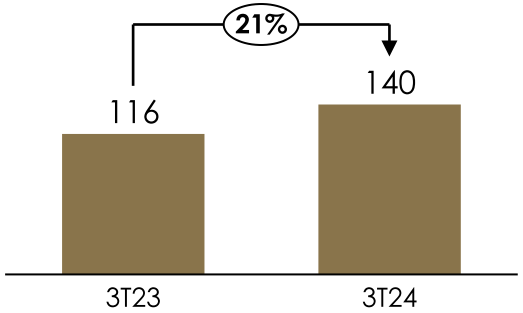
EBITDA AJUSTADO

R$ mm



RESULTADO LÍQUIDO

R$ mm



1 Renda Recorrente: novos projetos e investimentos

2 Desempenho operacional e financeiro dos negócios

3 **Estrutura de Capital**

4 Q&A

Estrutura de Capital: vendas de participações minoritárias em ativos em condições altamente favoráveis e emissões bem sucedidas no mercado de capitais com custos e prazos inéditos

VENDAS PARTICIPAÇÕES MINORITÁRIAS SHOPPINGS

Eficiente **reciclagem de capital** com vendas de participações minoritárias, **intensificando o foco nos ativos de alta renda**

VENDA TOTAL DE R$ 651 mm
(Considera R$120mm de dívida conversível em %)

R$ 1,3 BILHÃO EM CAPTAÇÕES NO MERCADO DE CAPITAIS

Captações **bem sucedidas no mercado de capitais,** em condições inéditas para a Companhia

CRI R$ 700 mm
taxa média ponderada
CDI + 0,59% a.a
Série mais longa
(10 anos)

CRI R$ 600 mm
taxa média ponderada
CDI + 0,60% a.a
Série mais longa
(15 anos)

Aumento do **prazo médio do LM:**
5,4 anos para **6,2 anos**

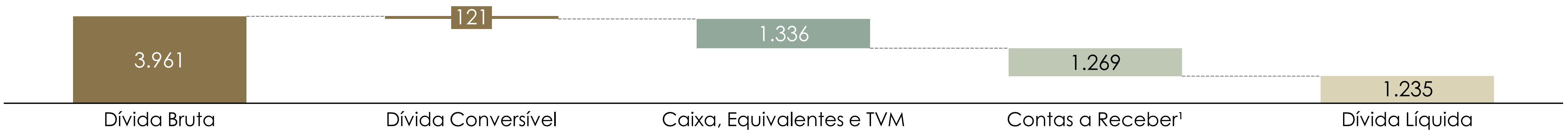
Endividamento e cronograma de amortização **com melhora expressiva na *duration***

DEMONSTRAÇÃO DÍVIDA LÍQUIDA E ALAVANCAGEM

Data base: 30/09/2024

R$ mm

Dívida Líquida/Ebitda Ajustado LTM: **1,73x (set/24)**

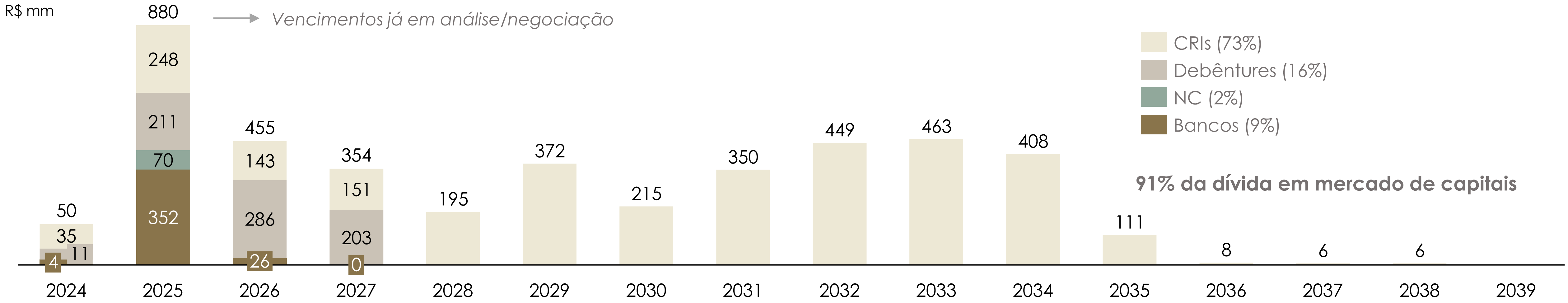


[1]Inclui contas a receber apropriado e de futuro fundo em desenvolvimento. Não inclui contas a receber a apropriar de R$ 347,3 milhões (líquido de adiantamento de clientes).

CRONOGRAMA GERENCIAL DE AMORTIZAÇÃO DÍVIDA BRUTA

APÓS CAPTAÇÃO CRIs **R$ 700MM, R$ 600 MM E QUITAÇÕES PREVISTAS EM 2024**

***Duration*: 6,2 anos**



91% da dívida em mercado de capitais

AGENDA

WEBCAST DE RESULTADOS 3T24

1. Renda Recorrente: novos projetos e investimentos
2. Desempenho operacional e financeiro dos negócios
3. Estrutura de Capital
4. **Q&A**

JHSF

AUGUSTO MARTINS
CEO

BRENO PEREZ VICENTE
CFO

MARA BOAVENTURA DIAS
DRI

RELAÇÃO COM INVESTIDORES

+55 11 3702-5473

ri@jhsf.com.br

JHSF

UNIQUE BUSINESS FOR SPECIAL CLIENTS

EARNINGS RELEASE

3Q24

Operational and Financial Highlights 3Q24

RECURRING INCOME

Gross Profit Consolidated
R$ 126.9 mm
+20%

Adjusted Ebitda Consolidated
R$ 115.9 mm
+19%

Malls

Tenant Sales
+25%

Hospitality and Gastronomy

Revpar **+22%**

Average Couvert **+11%**

Airport

Movements **+31%**

Liters Filled **+27%**

Residental Rental (*JHSF Residences*) and Clubs

Adjusted Ebitda
+44%

JHSF Capital AUM
R$ 2.3 billion

CONSOLIDATED

Gross Revenue Consolidated
R$ 408.1 mm

Gross Profit Consolidated
R$ 187.9 mm

Ebitda Consolidated
R$ 308.5 mm

Adjusted Ebitda Consolidated
R$ 148.8 mm

Net Profit Consolidated
R$ 140.0 mm

Dividends Paid as of Nov/24
R$ 229.1 mm

Successful Recycling of capital as of Nov/24
R$ 651.3 mm

1 **Recurring Income: new projects and investments**

2 Segments operational and financial performance

3 Capital Structure

4 Q&A

Robust investments in new **Recurring Income** projects, reinforcing the strategy of results predictability and projecting higher representativeness in cash generation

MALLS

Casa Fasano - Usina SP
(inaugurated in 3Q24)

Boa Vista Town Center
(opening in 1Q25)

Shops Faria Lima
(opening in 1Q27)

HOSPITALITY & GASTRONOMY

Boa Vista Surf Hotel
(opening 4Q24)

Fasano Sardinia – asset light

Fasano Cascais – asset light
(opening in 2028)

RESIDENTIAL RENTAL AND CLUBS

Fasano Club
(opening in 4Q24)

SPSC
(opening in 1H25)

New rental units

EXECUTIVE AIRPORT

New terminals
Domestic and international

New capacity expansion
+4 hangars
(delivery in 2025)

R$ 176 million invested in 3Q24 in **projects with attractive returns**

1 Recurring Income: new projects and investments

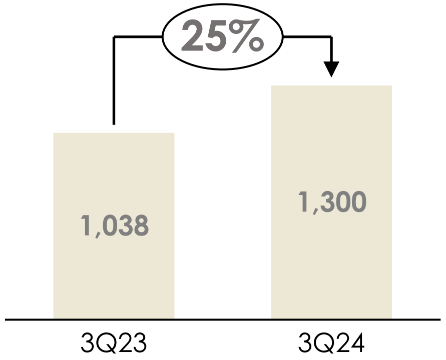
2 **Segments operational and financial performance**

3 Capital Structure

4 Q&A

Malls: market leader in sales performance with impressive results, strengthening its position in the high-end segment

TENANT' SALES
R$ mm



+20%
REAL GROWTH

MARKET LEADER
IN TENANT SALES PERFOMANCE

Sales from high-end assets:

CFO **+38%**, SJA **+34% and** CJM **+23%**

OPENINGS

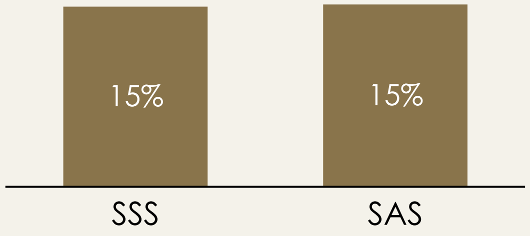
VAN CLEEF & ARPELS (CJM)

CREED (SJA)

NEXT OPENING

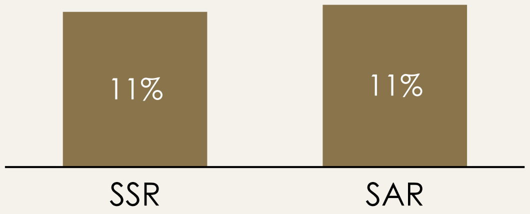
NEW DIOR STORE (CJM)

SALES INDICATORS



SSS: same store sales; SAS: same store sales;

RENT INDICATORS



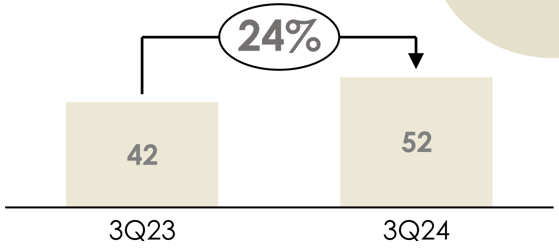
SSR: same store rent; SAR: same area rent;

MARKET LEADER
IN THE PERFOMANCE

RESULTS

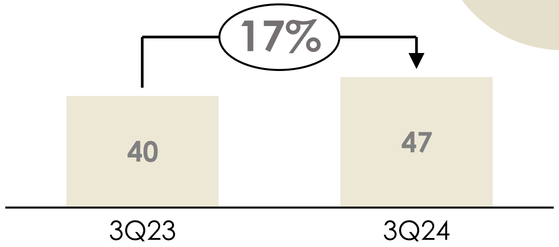
GROSS PROFIT
R$ mm

+30%
Vs 9M23



ADJUSTED EBITDA
R$ mm

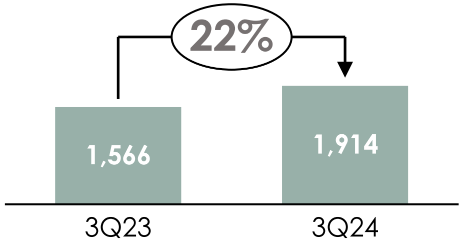
+81%
Vs 9M23



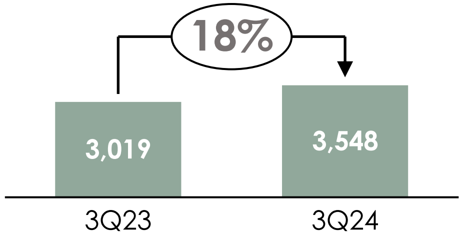
Revpar and Average Couvert Evolution in **Hospitality & Gastronomy**

HOSPITALITY

REVPAR (R$)



AVERAGE DAILY (R$)



OCC RATE

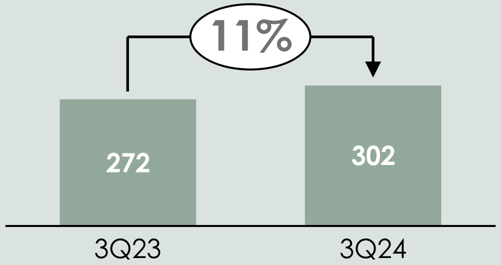
53.9%

+2.0 p.p vs 3Q23

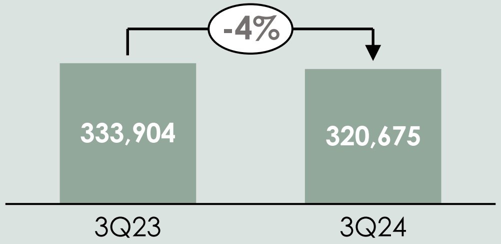
5 REWARDED HOTELS BY READERS' CHOICE AWARDS

GASTRONOMY

AVERAGE COUVERT (R$)



NUMBER OF COUVERTS SOLD



NEW INTERNATIONAL DESTINATIONS:

FASANO SARDINIA

FASANO CASCAIS

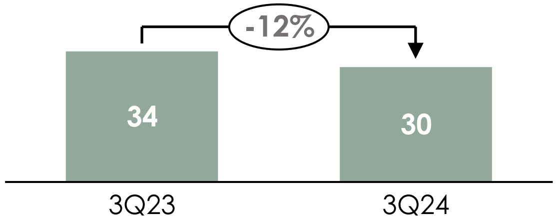
OPENING STILL IN 2024

BOA VISTA SURF LODGE HOTEL

RESULTS

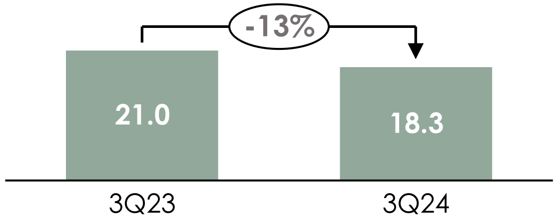
GROSS PROFIT

R$ mm



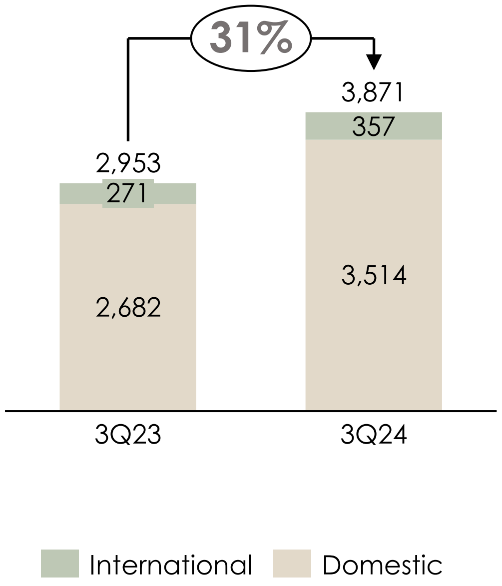
ADJUSTED EBITDA

R$ mm



Continuous improvement of the **Airport**, with demand exceeding current capacity, driving a new hangars expansion

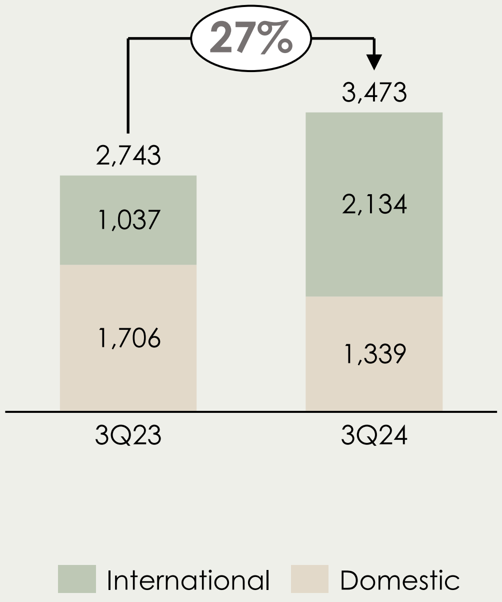
MOVEMENTS
(QTY)



DEMAND SIGNIFICANTLY SURPASSING CURRENT CAPACITY, CREATING THE NEED OF THE **CONSTRUCTION OF 4 NEW HANGARS.**

WITH EXPONENTIAL ROIC AND QUICK PAYBACK

LITERS FILLED
(thousand/liters)

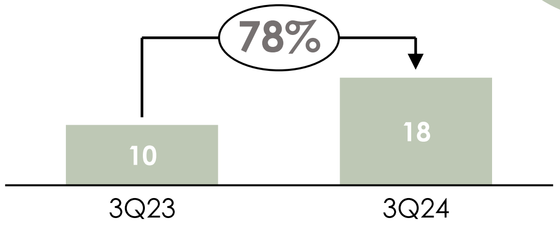


RESULTS

GROSS PROFIT

R$ mm

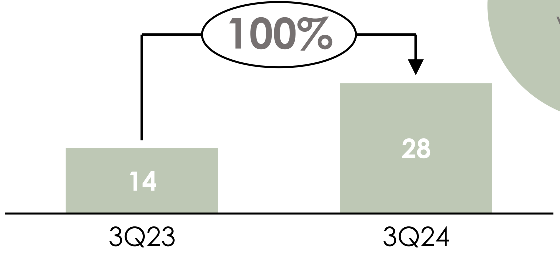
+89%
Vs 9M23



ADJUSTED EBITDA

R$ mm

+83%
Vs 9M23



DOUBLE THE EBITDA OF 3Q23!

JHSF Residences: new units delivered and commercialized, offering unique quality and services.
Clubs: event held at Boa Vista Village Surf Club.

PORTFOLIO REACHING **64 UNITS**

ANNUAL STABILIZED NOI

R$ 50 MM

3Q24 WITH MORE THAN DOUBLE THE NUMBER OF UNITS LEASED VS. 3Q23

1st EDITION OF BOA VISTA VILLAGE SURF INVITATIONAL

UPCOMING OPENINGS:

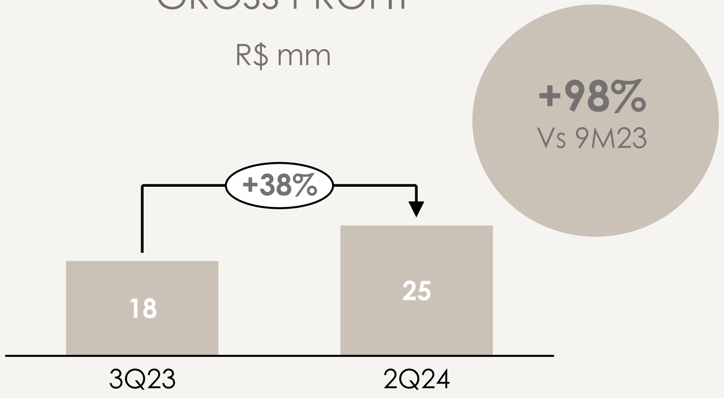
FASANO CLUB

SPSC

RESULTS

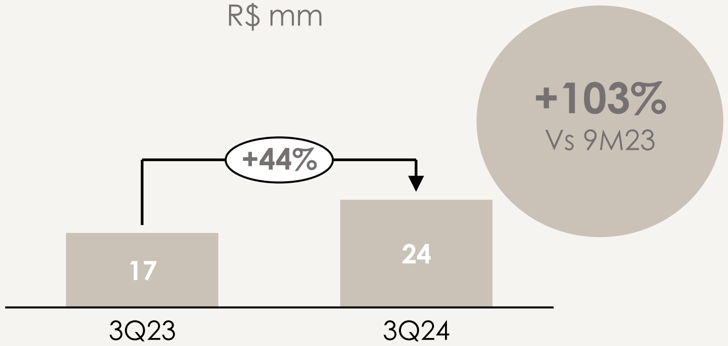
GROSS PROFIT

R$ mm



ADJUSTED EBITDA

R$ mm



JHSF CAPITAL: Accelerated AuM growth and fundraising for the Fasano London Fund.

R$ 2.3 billion in AuM

7 Structured funds

2 M&A advisory

Robust pipeline:

Brazil and international raisings

Structuring and fundraising for the **Fasano London Fund (£66 million)**

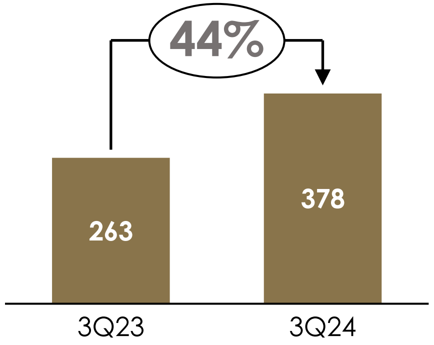
Effectiveness in fundraising strategy, acting as a partner in the **expansion process of JHSF's businesses**

JHSF CAPITAL

Real Estate Development contracted sales above 3Q23, highlight to Reserva Cidade Jardim

MIX OF PRODUCT SOLD

Contracted Sales
R$ mm

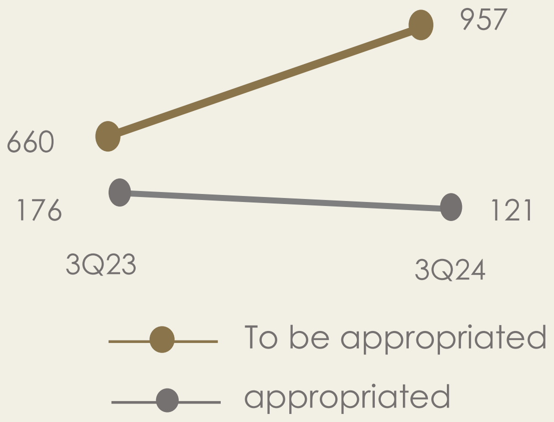


NEW SECTION OF **MARGINAL PINHEIROS**

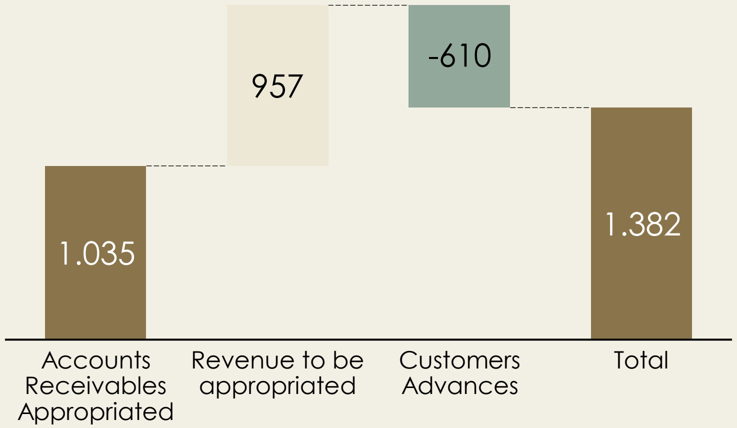
INAUGURATION AND BEGINING OF **RESERVA**

CIDADE JARDIM CONSTRUCTION WORK

GROSS REVENUE AND TO BE APPROPRIATED R$ mm



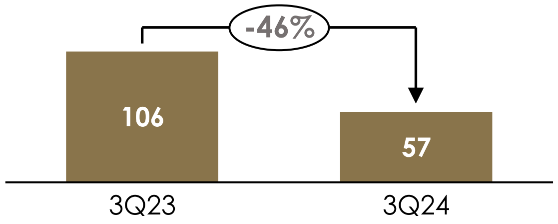
TOTAL ACCOUNTS RECEIVABLES R$ mm



RESULTS

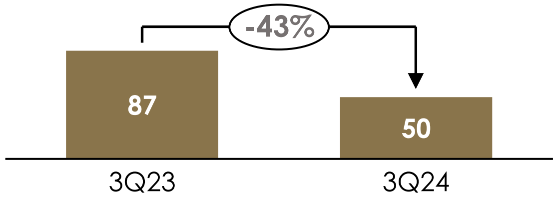
GROSS PROFIT

R$ mm



ADJUSTED EBITDA

R$ mm



CONSOLIDATED RECURRING INCOME BUSINESS[1] (R$ mm)

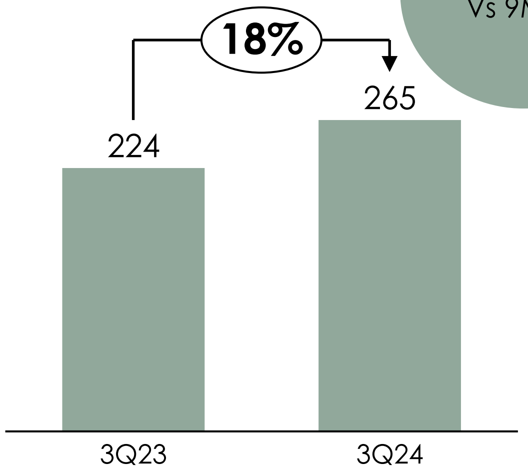
Recurring income business represents 75% of the Ebitda Consolidated, mitigating the impact of economic cycle volatility

JHSF

GROSS REVENUE

R$ mm

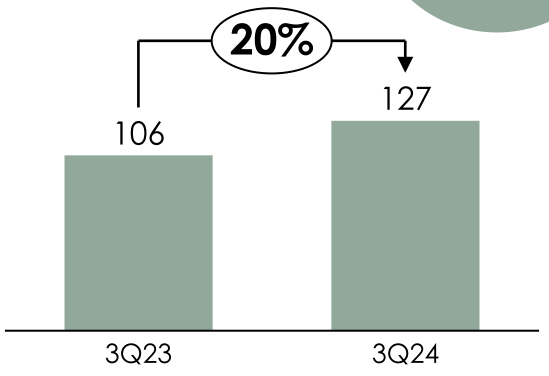
+22%
Vs 9M23



GROSS PROFIT

R$ mm

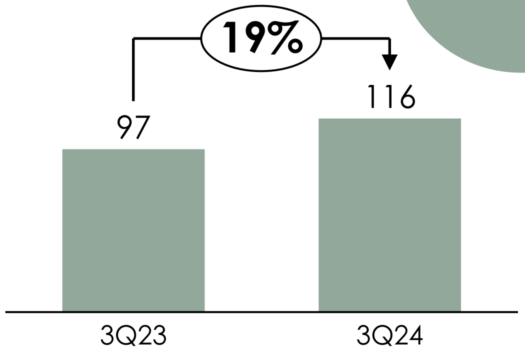
+29%
Vs 9M23



ADJUSTED EBITDA

R$ mm

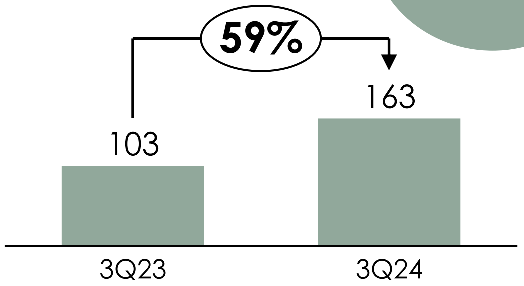
+39%
Vs 9M23



NET PROFIT

R$ mm

+114%
Vs 9M23



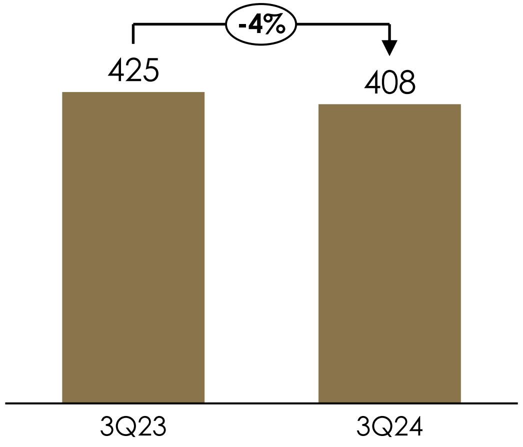
[1]Considers all business except for Retail, RE Development and Holding.

CONSOLIDATED RESULTS (R$ mm)

JHSF

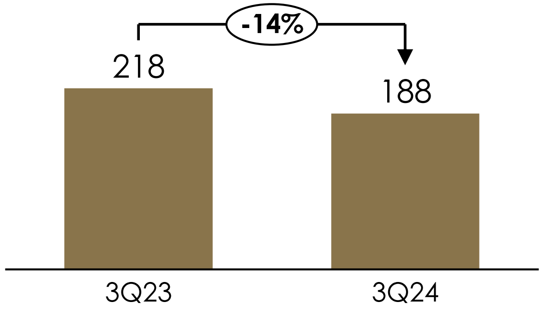
GROSS REVENUE

R$ mm



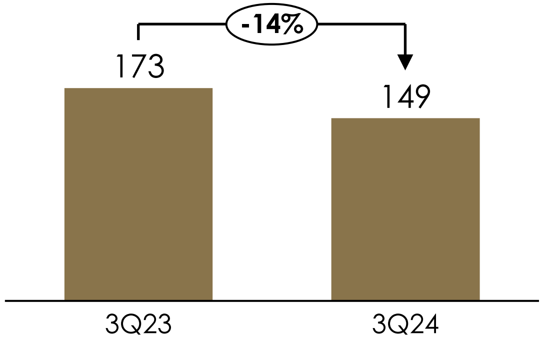
GROSS PROFIT

R$ mm



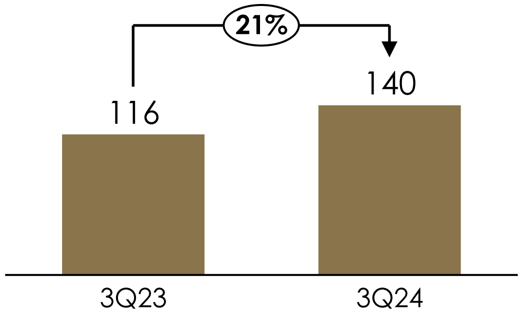
ADJUSTED EBITDA

R$ mm



NET PROFIT

R$ mm



1 Recurring Income: new projects and investments

2 Segments operational and financial performance

3 **Capital Structure**

4 Q&A

Capital Structure: sale of minority stakes in assets under highly favorable conditions and successful issuances in the capital market with unprecedented costs and terms.

MALLS MINORITY STAKE SALES

Efficient **capital recycling** through minority stake sales, **intensifying focus on high-income assets**

TOTAL SALE OF R$ 651 million
(includes R$ 120 mm of convertible debt in %)

R$ 1.3 BILLION IN CAPITAL MARKET INSSUANCES

Successful capital market fundraising under unprecedented conditions for the company

CRI R$ 700 mm
Weighted average rate:
CDI + 0.59% p.a
Longest series
(10 years)

CRI R$ 600 mm
Weighted average rate:
CDI + 0.60% p.a
Longest series
(15 years)

Increase in **average maturity term:**
from **5.4 years** to **6.2 years**

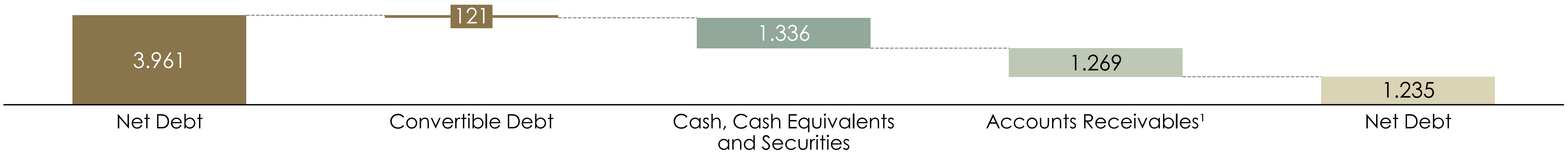
Debt and amortization schedule with significant improvement in duration

NET DEBT AND LEVERAGE STATEMENT

Base date: 09/30/2024

R$ mm

Net Debt/ Adjusted Ebitda LTM: **1.73x (sep/24)**

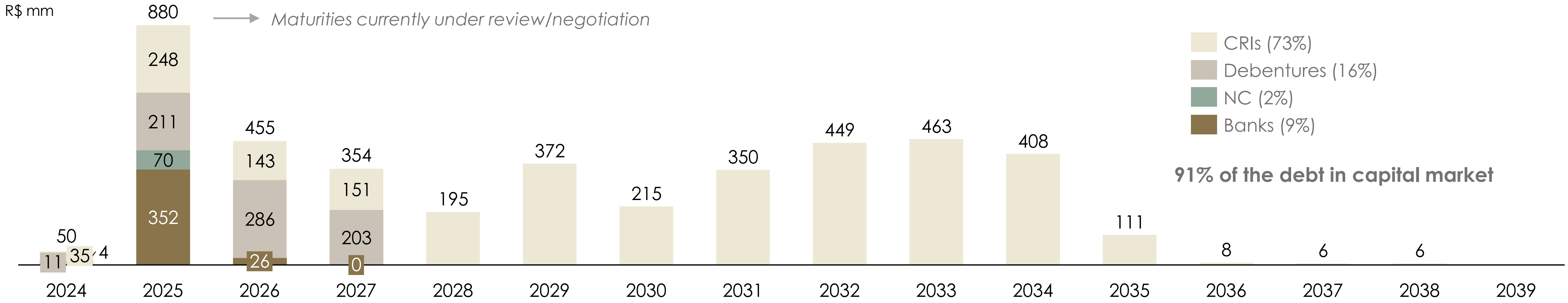


[1]Includes appropriated account receivables and future fund under development. Does not include receivables to be appropriated of R$ 347.3 million (net of customer advances).

GROSS DEBT MANAGERIAL AMORTIZATION SCHEDULE

AFTER CRIS ISSUANCES **R$ 700MM, R$ 600 MM AND DISCHARGES EXPECTED IN 2024**

***Duration*: 6.2 years**



91% of the debt in capital market

1 Recurring Income: new projects and investments

2 Segments operational and financial performance

3 Capital Structure

4 **Q&A**

JHSF

AUGUSTO MARTINS
CEO

BRENO PEREZ VICENTE
CFO

MARA BOAVENTURA DIAS
IRO

INVESTOR RELATIONS

+55 11 3702-5473

ri@jhsf.com.br