



RealtyCorp Analytics

Office & Industrial
3rt Quarter 2023

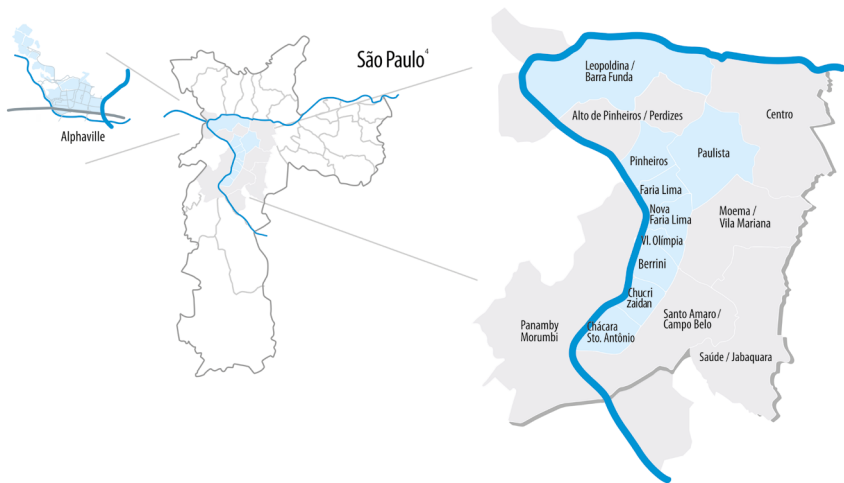
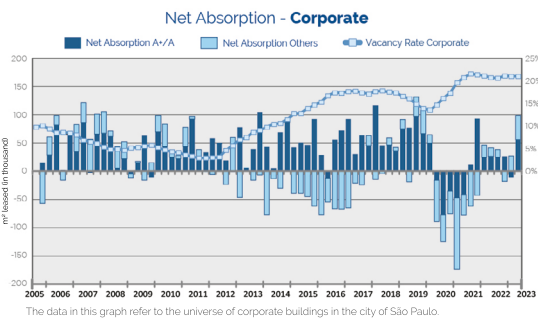
(Data reference: 2Q2023)



OFFICE

São Paulo³

- The city of São Paulo currently has 11.964 million m² of rentable m² of offices in Corporate¹ buildings (corporate buildings) and 5.065 million m² of rentable m² of offices in Office¹ buildings (small commercial suites). This totals 17.030 million m² in office buildings in the city of São Paulo. Of the total stock, 16.35% are in Corporate¹ A+ buildings, 12.53% in Corporate¹ A buildings and 41.37% in Corporate¹ Class B and C buildings (called Others). This totals 70.25% of Corporate¹ offices in the city of São Paulo; and the remaining 29.75% are in office buildings called Office¹.
- As we can see in the graph on the side, in the 2nd quarter of 2023, the numbers show that the net absorption in the Corporate¹ A+/A office market was once again positive; likewise, it was also positive in the Corporate¹ B/C universe, adding up to a total net absorption of almost 100,000 m² in the entire Corporate universe.
- When we analyze the Corporate market as a whole, that is, all classes (A+/A/B/C) we identify a total gross absorption of 264 thousand m², 27% higher than the gross absorption of the 1st Quarter of 2023 (208 thousand m²), which had already been 32% higher than that of the 4th Quarter of 2022 (157 thousand m²). These numbers point to an increase in the pace of occupation of offices in the city of São Paulo, in the 1st half of 2023. This attests to what was already expected: that companies in general are returning to face-to-face work in offices, in a more intense way in 2023.



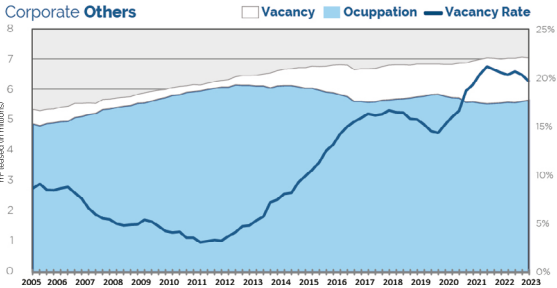
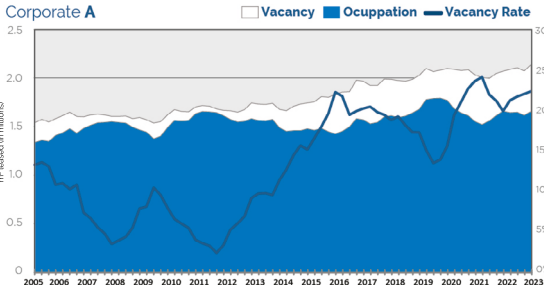
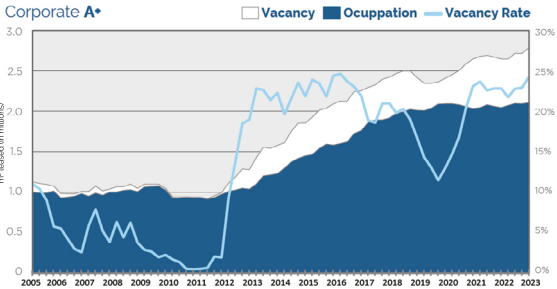
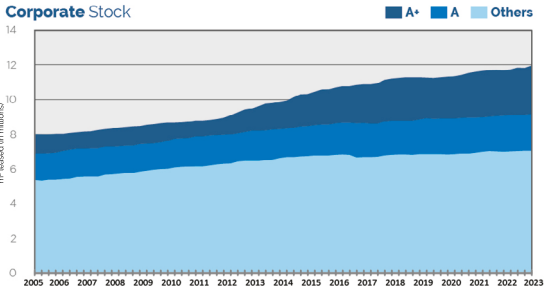
Occupancy, Vacancy and Construction Activity^{3, 4}

Vacancy Rate (%)		Vacancy	Occupation Class A+	Occupation Class A	Construction Activity
Nova Faria Lima	5,12%	33.706	624.194		31.342
	6,39%		22.735	333.252	36.541
Pinheiros/ Faria Lima	10,29%		22.631	197.304	11.795
	16,15%		31.717	164.645	48.322
Chucuri Zaidan	36,97%	273.283	465.893		66.000
	16,31%		26.053	133.651	0
Berrini	9,27%		18.042	176.612	0
	29,04%		110.463	269.868	0
Vila Olímpia	25,37%		42.518	125.041	0
	4,90%		5.485	106.363	9.000
Paulista	26,70%			55.279 151.748	0
	18,11%		65.237	295.085	32.221
Chácara Sto. Antônio	46,08%			73.187 85.632	97.561
	58,78%		46.219	32.407	0
Other Regions	39,36%		100.774	155.245	69.320
	21,09%		68.832	257.586	32.768
Alphaville	21,93%		45.266	161.134	63.100
	34,19%		136.042	261.841	12.279

Trend Panel²

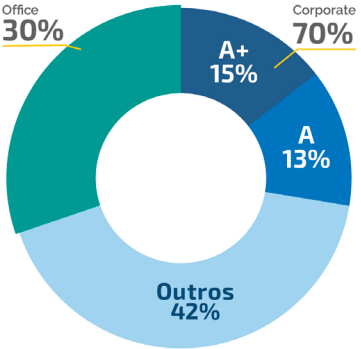
Corporate Market	A+			A			OTHERS		
	Q1/23	Q2/23		Q1/23	Q2/23		Q1/23	Q2/23	
Vacancy Rate	22,91%	24,26%	↗	22,04%	22,37%	↗	20,28%	19,64%	↘
Total Stock (m²)	2.713.626	2.784.298	↗	2.074.410	2.134.451	↗	7.059.558	7.045.223	↘
New Stock (m²)	-	70.673	↗	-	60.040	↗	5.141	-	↘
Construction Activity (m²)	326.081	276.018	↘	230.792	170.752	↘	48.408	48.408	↔

(m² leased)



Leopoldina/Barra Funda^{3,4}

- The Leopoldina/Barra Funda region comprises 173 buildings, representing a total stock of 1.261 million m². Of this universe, 69.83% is formed by corporate buildings (Corporate¹) and 30.17% by Office¹ buildings (small commercial suites). Of the total stock, 14.53% are Corporate Class A+ buildings, 13.07% are Corporate Class A buildings and 42.23% are Corporate Class Other buildings (B and C). This totals 69.83% of the stock in Corporate buildings.
- The net absorption of the universe of Corporate buildings in the Leopoldina/Barra Funda region in the years 2020, 2021, 2022 and 2023 together was 60 thousand m² negative. This sharp drop in demand due to the Covid-19 pandemic caused the vacancy rate in Corporate buildings in the region to rise. It was 20.99% in the 1st quarter of 2020, reaching 34.06% in the 2nd quarter of 2023.
- If we consider only the universe of Corporate A/A+ buildings, the vacancy rate rose from 28.81% in the 1st quarter of 2020 to 45.04% in the 2nd quarter of 2023. When we add the net absorption of the Corporate A/A+ universe of in the last three and a half years (2020, 2021, 2022 and 2023) we also have a negative net absorption, however, much lower (-3 thousand m²).

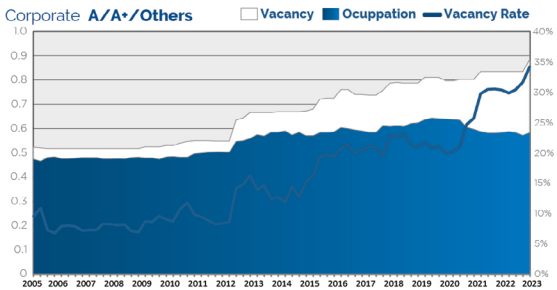
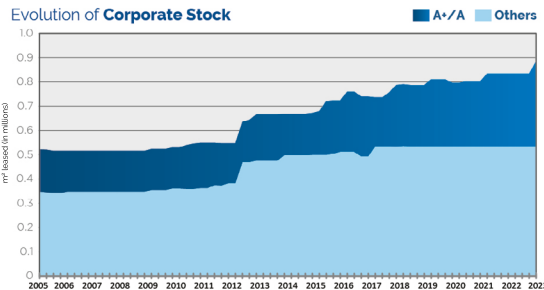


Occupancy, Vacancy and Construction Activity^{3,4}

	Vacancy Rate (%)	Vacancy	Occupation Class A+	Occupation Class A	Occupation Others	Construction Activity	
Leopoldina/ Barra Funda	30,63%	56.119	127.090	0			
	61,05%	100.640	64.211	11.900			
	26.89%	143.233	389.448	0			

The data in this table refers to the universe of corporate buildings.^{1,4}

(m² leased)



Corporate Market	A+ / A			OTHERS		
	Q1/23	Q2/23		Q1/23	Q2/23	
Vacancy Rate	37,65%	37,61%	↘	20,33%	20,60%	↗
Total Stock (m²)	1.828.478	1.828.478	↔	3.717.260	3.717.260	↔
New Stock (m²)	-	-	↔	-	-	↔
Construction Activity (m²)	90.541	90.541	↔	7.016	7.016	↔

(m² leased)

Rio de Janeiro⁴



Occupancy, Vacancy and Construction Activity^{3, 4}

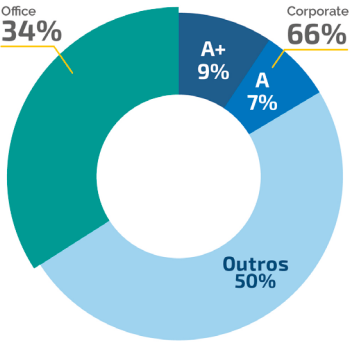
	Vacancy Rate (%)	Vacancy	Occupation Class A+	Occupation Class Others	Construction Activity
Barra da Tijuca	33,07%	107.152	216.848		25.863
	31,20%		35.282	77.813	0
Portuária	27,87%		60.274	156.012	49.089
	21,46%		25.495	93.311	0
Zona Sul	21,89%		33.870	120.146	5.589
	20,76%	130.593		498.378	3.416
Other Regions	55,76%		168.456	133.677	0
	6,31%	22.125		328.492	0

The data in this table refers to the universe of corporate buildings.^{1, 4}

(m² leased)

Centro^{3, 4}

- The total stock of offices in the downtown (Centro) region of Rio de Janeiro is 5.058 million m². Of this total, 65.94% correspond to Corporate¹ buildings, while the other 34.06% are Office² buildings (small commercial suites). Of the Corporate¹ buildings, 9.32% are Class A+, 7.09% are Class A, and 49.54% are Class B and C (Others). Therefore, Corporate¹ buildings represent 65.94% of the total stock, while the remaining 34.06% correspond to Office² buildings.
- It is in the Centro region where most of the corporate office market in the city of Rio de Janeiro is concentrated. Formed predominantly by Corporate¹ buildings, the region has 376 Corporate¹ buildings, out of a total of 664 throughout the city. This is equivalent to 60% of the entire stock of corporate m² in the city of Rio de Janeiro.
- In the 1st quarter of 2020, the Corporate¹ vacancy rate in the Centro region of Rio de Janeiro was 21.58%. Now, in the 2nd quarter of 2023, the vacancy rate rose to 26.06%, which means that approximately ¼ of the corporate spaces in Centro remain unoccupied. This scenario resulted in a 28.29% drop in average rental prices since the beginning of the pandemic (considering average rental prices for 1Q2020 updated by the INPC).



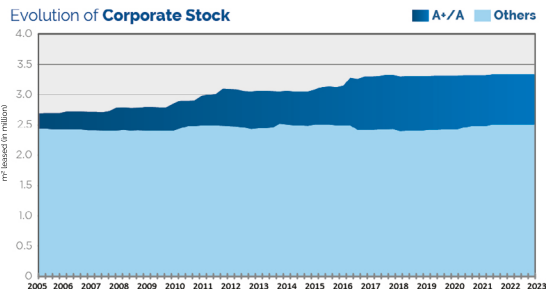
Occupancy, Vacancy and Construction Activity^{3, 4}

	Vacancy Rate (%)	Vacancy	Occupation Class A+	Occupation Class A	Occupation Others	Construction Activity
Centro	32,25%		152.013	319.418		10.000
	46,06%		165.102	193.362		0
	22,04%	552.203		1.953.568		3.600

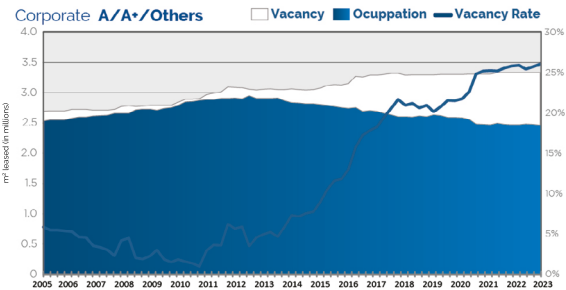
The data in this table refers to the universe of corporate buildings.^{1, 4}

(m² leased)

Evolution of Corporate Stock



Corporate A+/A/Others



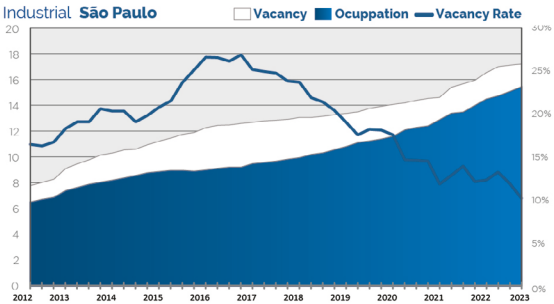
INDUSTRIAL

State of São Paulo³

- Brazil has 32.621 million m² of rentable warehouses in industrial and/or logistics condominiums, with the Southeast region alone holding 24.107 million m² of this stock. That is, 73.90% of the total Brazilian stock. Only the state of São Paulo has 52.70% of the total Brazilian stock; Rio de Janeiro 8.83% and Minas Gerais 8.47%.
- The vacancy rate in the state of São Paulo decreased from 11.91% in 1Q2023 to 10.17% in 2Q2023. The current average rental asking price for the entire state (Warehouses in A/A+ Condominiums) is R\$23.94/m². This result represents a decrease of 5% compared to 1Q2023.
- The average rental asking prices for Warehouses in Class A/A+ Industrial and/or Logistics Condominiums rose in three axes of the state (Fernão Dias, Dutra SP and Bandeirantes/Anhanguera) and decreased in three axes (Anchieta/Imigrantes, São Paulo- Capital and Castelo Branco) and remained stable on the Régis Bittencourt axis, as shown in the table below:
- The Bandeirantes/Anhanguera axis has the largest inventory of Industrial and/or Logistics Condominiums in the state of São Paulo, with 7.997 million m² of rentable space. This represents 46.51% of the total stock in the state of São Paulo. The axis' vacancy rate ended 1Q2023 at 10.76%, much lower than the vacancy rate in the previous quarter, which was 13.36% (1Q2023).

Average Asking Price Lease m²/month | Classes A+ e A

AXIS	Gated Parks		
	1Q2023	2Q2023	↑ ↓
Anchieta/Imigrantes	R\$ 29,29	R\$ 28,61	↓
Fernão Dias	R\$ 13,54	R\$ 14,50	↑
Régis Bittencourt	R\$ 25,34	R\$ 25,34	—
São Paulo (Capital)	R\$ 42,08	R\$ 31,77	↓
Dutra SP	R\$ 27,10	R\$ 27,41	↑
Castelo Branco	R\$ 27,48	R\$ 25,68	↓
Bandeirantes/Anhanguera	R\$ 20,98	R\$ 21,37	↑
State of São Paulo	R\$ 25,20	R\$ 23,94	↓



Trend Panel - Industrial SP

Logistics Condominiums	A+ / A		OTHERS	
	Q1/23	Q2/23	Q1/23	Q2/23
Vacancy Rate	12,63%	10,60%	9,77%	8,90%
Total Stock (m ²)	12.823.749	12.890.156	4.305.057	4.304.689
New Stock (m ²)	133.346	66.421	-	-
Construction Activity (m ²)	2.122.024	2.101.375	51.378	51.378

(m² leased)

Occupancy, Vacancy and Construction Activity^{3,4}

	Vacancy Rate (%)	Vacancy	Occupation Class A+	Occupation Class Others	Construction Activity
Anchieta/Imigrantes	4,06%	22.869	540.769	254.607	
	0,33%	668	204.520	0	
Fernão Dias	55,71%	73.727	58.616	0	
	20,84%	40.012	152.031	0	
Régis Bittencourt	25,55%	184.798	538.521	102.370	
	15,88%	11.766	62.332	0	
São Paulo (Capital)	6,15%	43.656	665.940	60.347	
	6,81%	22.913	313.356	0	
Dutra SP	6,34%	139.680	2.064.307	713.804	
	14,88%	95.492	546.385	6.300	
Castelo Branco	9,55%	202.025	1.914.272	190.663	
	4,85%	72.728	1.426.377	0	
Bandeirantes/Anhanguera	10,86%	699.245	5.741.731	781.074	
	10,30%	139.661	1.216.448	45.078	

The data in this table refers to the universe of corporate buildings.^{1,4}

(m² leased)

[1] RealtyCorp's classification methodology for office buildings is based on the Buildings classification, which is: Office: buildings with suites smaller than 100 m²; Corporate: buildings with suites larger or equal to 100 m²; A+: buildings equivalent to AAA and AA of the Buildings classification; A: buildings equivalent to A in the Buildings classification; Others: buildings equivalent to BB, B and C of the Buildings classification;

[2] The statistical data for Alphaville are not included together with the statistical data for the city of São Paulo;

[3] The statistical data in this Analytics refer to the 2nd quarter of 2023 and were consolidated on June 30, 2023.

[4] RealtyCorp has adopted Buildings' new regional division, known as Buildings 2.0 Regions. We believe that this segmentation is more consistent with the market reality of the office regions in the cities of São Paulo and Rio de Janeiro. In the case of the city of São Paulo.

*Past trends should not be used and indicatives of future results.
*RealtyCorp shall not be responsible for decisions taken based on the information contained in this bulletin.

Linneo de Paula Machado

Centro | RJ

Lease held in **May/2023**. Process coordinated by RealtyCorp.

Affected by the economic problems in Rio de Janeiro and the pandemic, the Linneo de Paula Machado Building reached 40% vacancy in the second quarter of 2021, when RealtyCorp was engaged exclusively to rent the 23rd and 24th floors in this period.

With a task force together with the Marketing team and using innovative strategies, we leased 100% of the available areas. There was also the opportunity to sell and rent other floors, reducing the vacancy by 60%. The proactive approach and positive results consolidated RealtyCorp in the real estate sector in Rio de Janeiro.



E-tower

Vila Olímpia | SP

Lease held in **May/2023**. Process coordinated by RealtyCorp.

In 2022, RealtyCorp assisted SindusCon in the acquisition of the 25th floor of the E-Tower building for its new headquarters, but after analysis, the union opted to lease a space in another building, making the 25th floor available for lease. RealtyCorp led the commercialization process and attracted DGL Participações e Investimentos, a health and wellness startup. After negotiations, both parties reached an advantageous agreement, guaranteeing the lease and promoting a strategic partnership between the union and DGL.

RealtyCorp was instrumental in the transaction, enabling SindusCon to monetize vacant space and providing DGL with a suitable environment for its growth. With the success of this mutual collaboration, the company strengthens the business sector and reinforces its search for opportunities and strategic partnerships to the benefit of all involved.



Panamérica Park

Santo Amaro | SP

Lease held in **June/2023**. Process coordinated by RealtyCorp.

Over the past ten years, a renowned production company born in São Paulo has been dedicated to telling impactful stories. With a strong presence in the international market, the company is recognized as the home of outstanding talent in independent production and a valuable partner for giants in the sector, such as Netflix, Globoplay, Amazon Prime Video, Discovery+, Disney+ and HBO Max. When looking for a suitable location for an exclusive series on Amazon Prime, the company faced a considerable challenge. With the help of RealtyCorp, they successfully identified an atypical location, leasing the entire Block I of Panamerica Park, totaling 5,669.04 m², which met all of the production directors' specific requirements. RealtyCorp's expertise and extensive market knowledge played a vital role in the successful completion of this challenging deal, ensuring the success of the series.



Torre Almirante

Centro | RJ

Lease held in **Abril/2023**. Process coordinated by RealtyCorp.

HUB is an innovative corporate furniture company in Brazil, a pioneer in providing furniture as a service (FAAS). A member of the Riccò group, which has 147 years of history, HUB has been growing exponentially. When looking for a headquarters in Rio de Janeiro, RealtyCorp, which was already known by the HUB founder, offered a fast and efficient service, presenting several opportunities. The choice of the Torre Almirante building as an ideal location was facilitated by RealtyCorp's professional and transparent approach, ensuring a successful closure for both parties.



Explore the Over
200 Success Cases
of RealtyCorp

cases.realtycorp.com.br



SERVICES

LEASE ACQUISITION



Achieving extraordinary deals by quickly and efficiently identifying and connecting clients demand with ideal real estate opportunities.

- Lease management and identification of potential tenants, as well as coordination of Build-to-Suit projects, to offer customized real estate solutions;
- Updated database and property lease management in partnership with other market agents to provide the best opportunities;
- Integrated Digital Platform - The digital marketing platform integrates the main dissemination channels, such as the RealtyCorp portals (Opportunities, Blog and Cases), and social networks, enhancing the visibility of real estate opportunities.

SALE & ACQUISITION



Intelligence, information and efficiency in the pursuit of deal opportunities that meet the interests of our clients.

- Demobilization of Assets - Efficient solutions for the demobilization of real estate assets, either by direct sale or bidding process, as well as for managing Sale & Leaseback operations;
- Representation of Investors and Developers - Representation of investors and developers in the acquisition of properties for development or income;
- Marketing and Promotion Strategies - Marketing team specialized in paid campaigns and highly qualified to optimize the digital performance of the assets.

TENANT REPRESENTATION



Team of specialized professionals who defend the interests of tenants at all stages of the process.

- Occupancy Strategy - Occupancy analysis, considering the needs and objectives of the tenant;
- Search - Comprehensive search to identify the most suitable properties, ensuring that the tenant finds the ideal space for its operation;
- Financial Analysis - Detailed cost-benefit analyzes to ensure business viability and impact on operation performance;
- Qualitative Analysis - Comparison between the options, assigning weights and grades, allowing the classification of the best options.

ADMINISTRATION & STRATEGIC ASSET MANAGEMENT



Intelligent management of real estate portfolios and constant search for efficiency in administrative management and monitoring of the real estate market.

- Real Estate Administration - Payments control, inspections, documentation, representation in assemblies and public bodies;
- Management Opportunity - Rental values applied in the market comparison to identify opportunities and negotiation strategies;
- Management of Critical Dates - Readjustments, rent-review, renewals, guarantees and insurance;
- Negotiation - Representation in rent-review, lease renewals, terminations, new leases, sale and purchase of properties.

ASSESSMENT & CONSULTING



Assessments prepared by professionals certified in top Brazilian institutions and by RICS - Royal Institution of Chartered Surveyors.

- General real estate valuation services, including portfolio valuations;
- Feasibility analysis of industrial, commercial and service enterprises;
- Real estate development study;
- Analysis of best uses - real estate vocation;
- Asset valuation for accounting purposes;
- Specialized advice for judicial and arbitration proceedings involving knowledge of international valuation techniques.

DEVELOPMENT & INVESTMENT



Expertise in investments and development in the real estate market, creating solutions to generate value with transparency and sustainability.

- Product formatting, qualitative investment analysis and structuring of investment vehicles;
- Structuring of Real Estate Investment Trusts (REIT);
- Monitoring the implementation stages of projects in different market segments. From defining the commercial strategy, approvals, project and works management, to risk management and monitoring policies;
- Connections with investors in the Real Estate market, and with developers of office buildings and logistics warehouses.

BUSINESS ABROAD



Consulting and new business development offering a complete range of services for investments in the US real estate market. Ideal financing, identifying real estate opportunities, relying on strategic partnerships with lawyers, accountants and financial agents specialized in the USA.

DIFERENTIALS

RealtyCorp's team of experienced real estate professionals focusses on assisting investors, developers, owners and companies that use corporate and industrial spaces.

RealtyCorp is well recognized by its clients because of its negotiation skills and in-depth market knowledge. **RealtyCorp** is also known for promoting business opportunities and for nurturing long-term relationships. With ethics and professionalism, **RealtyCorp** will always seek, primarily, to meet the interests and needs of its clients.

COMMITMENT



We support the clients' legal department, assisting in obtaining documentation from buyers and tenants, as well as in drafting contracts. Our goal is to ensure that all legal issues are handled properly, providing security and compliance in real estate transactions.

INTELLIGENCE



We act as Real Estate Consulting, going beyond brokerage. Our approach is broad and strategic, providing clients with an informed view with opinions and recommendations. Our goal is to provide full support, helping them make informed decisions and achieve solid results in the real estate market.

AGILITY



RealtyCorp stands out for its agility in all stages of the process, offering experience, efficient communication and advanced technologies. Allowing a quick and efficient negotiation, increasing the chances of success for the clients.

RELATIONSHIP



We value long-term business partnerships in addition to immediate profits. We prioritize trust, seeking sustainable results. Our focus is on long-term client satisfaction and success, building a meaningful and mutually beneficial relationship.

EXPERIENCE



With 15 years in the market in SP and RJ, our team has extensive experience and hundreds of successful cases. We transacted more than R\$1 billion in 2 million rentable square meters, consolidating our expertise in the real estate sector. We offer efficient solutions to clients.

ETHICS



Our ethical posture prioritizes the interests of clients in negotiations. We seek its satisfaction and success, acting with integrity, transparency and respect. We guarantee ethical service, meeting needs and achieving the best possible results.



RealtyCorp



www.realtycorp.com.br

CRECI: SP: 25548-J | RJ: 007353-J



SP: Rua Américo Brasiliense, 1.923 - 9º Andar - Conj. 906 - Ch. Santo Antônio, 04715-003 - São Paulo

RJ: Rua Lauro Müller, 116 - 32º Andar - Sala 3201 - Botafogo, 22290-160 - Rio de Janeiro

+55 11 3199 2930 SP | +55 21 3195 0390 RJ