genial | Equity Research

MULTIPLAN

1Q26 Review: Robust scenario, but with caveats

Real Estate

- **Revenue grows, but less than expected:** net revenue reached BRL 546 million (-2.5% vs. est.; -12.0% q/q; +7.8% y/y), supported by higher rental and parking revenues.
- **Net income and FFO outperform expectations:** net income totaled BRL 270 million (+9.7% vs. est.; -36.0% q/q; +15.2% y/y), while FFO reached BRL 327 million (+5.5% vs. est.; -42.6% q/q; +17.8% y/y).
- **High occupancy rate:** reaching 96.4% (+15 bps y/y), with MorumbiShopping standing out at 98.9%.
- **Property expenses were the main detractor in the quarter:** totaling BRL 54.8 million (+90.4% y/y) and pressuring operating results. On the other hand, they represented 10.3% of property revenue, a level close to 1Q24 (9.3%) and 1Q23 (10.2%), indicating potential normalization in line with historical levels.
- **NOI below expectations reflects a cost shock, not demand:** NOI totaled BRL 477 million (-7.1% vs. est.; -22.9% q/q; +2.5% y/y), with margin declining to 87.4% (-4.4 p.p. y/y), impacted by higher-than-expected delinquency.
- **Asset sales on the rise:** asset sales contributed positively to non-operating results, totaling BRL 300 million in the quarter, mainly driven by the sale of a 10% stake in BH Shopping (BRL 285 million).
- **Adjusted EBITDA disappoints:** reinforcing the negative operational line from the property expenses, adjusted EBITDA reached BRL 441 million (-4.1% vs. est.; -18.2% q/q; +5.0% y/y), with margin pressured to 80.8%.
- **Operational base remains solid:** despite cost noise, tenant sales increased 7.2% y/y and high occupancy levels, strengthening the view of solid fundamentals.

Analysts

João Caldas
+55 (11) 3206-8286
joao.caldas@genial.com.vc

Vitor Sousa
+55 (11) 3206-8244
vitor.sousa@genial.com.vc

Company

MULT3 BZ Equity
In Review

Price: R$ 31.56 (29-Apr-2026)
Target Price 12M:

Our Take:

We see 1Q26 results as strong, albeit with caveats. Multiplan continues to display solid fundamentals, with operating cash flow growing 18.0% y/y. In addition, net income and FFO came in above expectations, driven by a lower effective income tax rate and higher financial income. Operational indicators remain healthy, with **tenant sales growing 7.2% y/y, real SSR of 3.0% and high occupancy**, reinforcing the quality of the portfolio.
We also highlight the strong performance of premium asset expansions, especially **MorumbiShopping, whose expansion inaugurated on March 18 delivered sales 14.6% higher y/y,** with a relevant acceleration in March (+25.7% vs. Mar/25), evidencing strong commercial traction. Other assets, such as Shopping Maceió, also continue to show consistent operational performance.

On the other hand, **the quarter was marked by a larger-than-expected increase in property costs,** which **pressured NOI and EBITDA** and brought a more cautious tone to the operational reading. We revised our assumptions and increased our projection for property expenses as **a percentage of revenue from an average of 5.2% to 8.4% over the next three years**, aligning them with previous medians. Still, we believe that the increase in **costs does not compromise the company's structural thesis**, which remains supported by high-quality assets and an attractive valuation, with an **implied cap rate of 11.2% based on projected 2026 NOI.**

Table 1. Summary (1Q26 vs. Genial Est.)

R$ Millions	1Q26E	1Q26A	1Q25A	4T25A	vs. Est	% Y/Y	% Q/Q
Net Revenue	**560**	**546**	**506**	**620**	**-2,5%**	**7,8%**	**-12,0%**
Adj. EBITDA	**460**	**441**	**420**	**539**	**-4,1%**	**5,0%**	**-18,2%**
EBITDA Margin	*82,2%*	*80,8%*	*83,0%*	*87,0%*	*-1,3 p.p.*	*-2,2 p.p.*	*-6,2 p.p.*
EBIT	***423***	***406***	***371***	***506***	***0,0 p.p.***	***0,1 p.p.***	***-0,2 p.p.***
EBIT Margin	*75,6%*	*74,4%*	*73,3%*	*81,6%*	*-1,2 p.p.*	*1,1 p.p.*	*-7,2 p.p.*
Net Income	**246**	**270**	**234**	**422**	**9,7%**	**15,2%**	**-36,0%**
Net Income Margin	*43,9%*	*49,4%*	*46,2%*	*68,0%*	*5,5 p.p.*	*3,2 p.p.*	*-18,6 p.p.*
EPS	**0,50**	**0,55**	**0,48**	**0,86**	**9,7%**	**15,2%**	**-36,0%**
FFO	**310**	**327**	**277**	**570**	**5,5%**	**17,8%**	**-42,6%**
FFO Margin	*55,4%*	*59,9%*	*54,8%*	*92,0%*	*4,6 p.p.*	*5,1 p.p.*	*-32,1 p.p.*
FFOPS	**0,63**	**0,67**	**0,57**	**1,16**	**5,5%**	**17,8%**	**-42,6%**
NOI	**514**	**477**	**465**	**619**	**-7,1%**	**2,5%**	**-22,9%**
NOI Margin	*91,8%*	*87,4%*	*91,9%*	*99,9%*	*-4,4 p.p.*	*-4,5 p.p.*	*-12,4 p.p.*

Source: Multiplan, Genial Investimentos

Within Reason:

From an operational standpoint, some factors helped partially mitigate the pressure observed in property expenses throughout the quarter. **Occupancy remained high at 96.4%,** while **demand indicators stayed healthy**, with tenant sales growth reinforcing portfolio resilience and contributing to limit vacancy-related expenses. Even after the increase recorded in the period, **property expenses totaled BRL 54.8 million, a sharp increase of 90.4% y/y.**

As a result, NOI was the main point of attention in the quarter. **NOI totaled BRL 477 million, coming in 7.1% below estimates and posting modest growth of 2.5% y/y**, while the NOI margin declined to 87.4%, a compression of 4.4 p.p. y/y. In addition, adjusted EBITDA reached BRL 441 million, 4.1% below estimates, with an 80.8% margin.

According to the company, this reflects a combination of:
- An unusually weak comparison base in 1Q25, when expenses fell 33.2% y/y.
- Higher provisions associated with increased delinquency in the period.

The absolute impact was material and helps explain the weaker-than-expected operational performance**. This movement raises a flag for the coming quarters, which supports our upward revision of property expense assumptions** in our forward projections. Still, the isolated analysis of this factor **does not change our positive view on the company**, which continues to show solid demand and relevant progress in its expansion strategy, as evidenced by the development of MorumbiShopping.

Positive Surprises:

Net income and FFO stood out positively in the quarter, exceeding estimates despite weaker operating performance. Net income reached BRL 270 million (+9.7% vs. est.; -36.0% q/q; +15.2% y/y), while FFO totaled BRL 327 million (+5.5% vs. est.; -42.6% q/q; +17.8% y/y), mainly reflecting a **lower effective income tax rate and higher financial revenues than projected.**

In addition, revenues from asset sales played a relevant role in supporting reported results, with disposals totaling BRL 300 million in the quarter, largely driven by the sale of a 10% stake in BH Shopping (BRL 285 million). Although **these events do not translate into recurring NOI generation**, they reinforce **the valuation of Multiplan's premium assets**. Importantly, even excluding asset sale effects, net income and FFO performance surprised positively, reinforcing the **quality thesis of Multiplan.**

Disclosure Section

1. GENERAL DISCLAIMER

This report has been produced by the research department ("Genial Institutional Research") of Genial Institutional Corretora de Câmbio, Títulos e Valores Mobiliários S.A. ("GENIAL INSTITUTIONAL CCTVM"). Genial Institutional is a brand name of Genial Investimentos CCTVM.

Genial Rating

	Definition	Coverage
Buy	Expected return above +10% in relation to the Company's sector average	**49%**
Neutral	Expected return between +10% and -10% relative to the Company's industry average	**41%**
Sell	Expected return below -10% in relation to the Company's sector average	**5%**
under Review	Under review	**5%**

This report may not be reproduced or redistributed to any other person, in whole or in part, for any purpose, without the prior written consent of GENIAL INSTITUTIONAL CCTVM. GENIAL INSTITUTIONAL CCTVM accepts no liability whatsoever for the actions of third parties in this respect.

This research report is for distribution only under such circumstances as may be permitted by applicable law. This research report has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This research report is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither GENIAL INSTITUTIONAL CCTVM nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this research report or lack of care in this research report's preparation or publication, or any losses or damages which may arise from the use of this research report

GENIAL INSTITUTIONAL CCTVM may rely on information barriers, such as "Chinese Walls" to control the flow of information within the areas, units, divisions, groups, or affiliates of GENIAL INSTITUTIONAL CCTVM.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States.

The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by GENIAL INSTITUTIONAL CCTVM with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

The locally listed shares of Brazilian companies may only be purchased by investors outside of Brazil who are "eligible investors" within the meaning of applicable laws and regulations.

2. ANALYST(S) DISCLOSURES AND CERTIFICATION

The principal analyst, IGOR GUEDES, is responsible for the content of this report and for meeting the requirements of Securities and Exchange Commission of Brazil (CVM) Instruction 598/2018.

The analysts hereby certify that the views expressed in this research report accurately reflect their personal views about the subject securities or issuers and it was prepared in an independent manner, including with respect to the person and to GENIAL INSTITUTIONAL.

The analyst hereby certifies that he (she) has no connection with any individual who works for the issuer(s) discussed in this report.

The analyst hereby certifies that he (she), or his (her) spouse or companion, either directly or indirectly, in his or her own name or on behalf of a third party, does not hold any of the securities covered in this report.

The analyst hereby certifies that he (she), or his (her) spouse or companion, is not directly or indirectly involved in the purchase, disposal or brokering of the securities covered in this report.

The analyst hereby certifies that he (she), or the his (her) spouse or companion, has no direct or indirect financial interest in the issuer covered in this report (other than trading shares in investment funds, in which the analyst cannot control, directly or indirectly, the administration or management of the fund, or which do not concentrate investments in sectors or companies that are covered by reports produced by the analyst).

The analyst’s compensation is, directly or indirectly, determined by income from GENIAL INSTITUTIONAL´s business and financial operations.

In addition, the analysts certify that no part of their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

The compensation of the analyst who prepared this report is determined by research management and senior management (not including investment banking). Analyst compensation is not based on investment banking revenues, however, compensation may relate to the revenues of GENIAL INSTITUTIONAL CCTVM, its affiliates and/or subsidiaries as a whole, of which investment banking, sales and trading are a part. Compensation paid to analysts is the sole responsibility of GENIAL INSTITUTIONAL CCTVM.

The analyst hereby certifies that he (she), or his (her) spouse or companion, does not serve as an officer, director, or advisory board member of the subject company.

The principal analyst is responsible for the content of this report and for meeting the requirements of Securities and Exchange Commission of Brazil (CVM) Instruction 598/2018.

Unless otherwise stated, the individuals listed on the cover page of this report are research analysts.

3. ADDITIONAL DISCLOSURE

(i) This document was prepared by GENIAL INSTITUTIONAL Research and is hereby supplied for the sole purpose of providing information about companies and their securities.

(ii) The information contained herein is provided for informational purposes only and does not constitute an offer to buy or sell, and should not be construed as a solicitation to acquire, any securities in any jurisdiction. The opinions expressed herein regarding the purchase, sale or holding of securities, or with respect to the weighting of such securities in a real or hypothetical portfolio, are based on careful analysis by the analysts who prepared this report and should not be construed by current or future investors as recommendations for any particular investment decision or action. The investor's final decision should be made considering all of the risks and fees involved. This report is based on information obtained from primary or secondary public sources, or directly from companies, and is combined with estimates and calculations prepared by GENIAL INSTITUTIONAL CCTVM. This report does not purport to be a complete statement of all material facts related to any company, industry, security or market strategy mentioned. The information has been obtained from sources believed to be reliable, but GENIAL INSTITUTIONAL CCTVM does not make any express or implied representation or warranty as to the completeness, reliability or accuracy of such information. The information, opinions, estimates and projections contained in this document are based on current data and are subject to change. Prices and availability of financial instruments are indicative only and subject to change without notice. GENIAL INSTITUTIONAL CCTVM is under no obligation to update or revise this document or to advise of any changes in such data.

(iii) The securities discussed in this report, as well as the opinions and recommendations contained herein, may not be appropriate for every type of investor. This report does not take into account the investments objectives, financial situation or particular needs of any particular investor. Investors who wish to buy, sell or invest in securities that are covered in this report should seek independent financial advice that takes individual characteristics and needs into consideration, before making any investment decision with respect to the securities in question. Each investor should make independent investment decisions after carefully analyzing the risks, fees and commissions involved. If a financial instrument is denominated in a currency other than an investor's currency, changes in exchange rates may adversely affect the price or value of, or the income derived from the financial instrument, and the reader of this report assumes all foreign exchange risks. Income from financial instruments may vary, and therefore their price or value may rise or fall, either directly or indirectly. The information, opinions and recommendations contained in this report do not constitute and should not be interpreted as a promise or guarantee of a particular return on any investment. Past performance does not necessarily indicate future results, and no representation or warranty, express or implied, is made herein regarding future performance. Therefore, GENIAL INSTITUTIONAL CCTVM, its affiliated companies, and the analysts involved in this report take no responsibility for any direct, indirect or consequential loss resulting from the use of the information contained in this report, and anyone using this report undertakes to irrevocably indemnify GENIAL INSTITUTIONAL CCTVM and its affiliates from any claims and demands.

(iv) Prices in this report are believed to be reliable as of the date on which this report was issued and are derived from one or more of the following: (i) sources as expressly specified alongside the relevant data; (ii) the quoted price on the main regulated market for the security in question; (iii) other public sources believed to be reliable; or (iv) GENIAL INSTITUTIONAL CCTVM's proprietary data or data available to GENIAL INSTITUTIONAL CCTVM.

(v) No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, except with respect to information concerning GENIAL INSTITUTIONAL CCTVM, its subsidiaries and affiliates. In all cases, investors should conduct their own investigation and analysis of such information before taking or omitting to take any action in relation to securities or markets that are analyzed in this report.

(vi) GENIAL INSTITUTIONAL CCTVM makes no representations herein that investors will obtain profits. GENIAL INSTITUTIONAL CCTVM will not share with investors any investment profits nor accept any liability for any investment losses. Investments involve risks and investors should exercise prudence in making their investment decisions. GENIAL INSTITUTIONAL CCTVM accepts no fiduciary duties on behalf of recipients of this report and in communicating this report is not acting in a fiduciary capacity. This report is not to be relied upon in substitution for the exercise of recipient's independent judgment. Opinions, estimates, and projections expressed herein constitute the current judgment of the analyst responsible for the substance of this report as of the date on which the report was issued and are therefore subject to change without notice and may differ or be contrary to opinions expressed by other business areas or groups of GENIAL INSTITUTIONAL CCTVM as a result of using different assumptions and criteria. The information, opinions and recommendations contained in this report do not constitute and should not be interpreted as a promise or guarantee of a particular return on any investment.

(vii) Because the personal views of analysts may differ from one another, GENIAL INSTITUTIONAL CCTVM, its subsidiaries and affiliates may have issued or may issue reports that are inconsistent with, and/or reach different conclusions from, the information presented herein. Any such opinions, estimates, and projections must not be construed as a representation that the matters referred to therein will occur. Prices and availability of financial instruments are indicative only and subject to change without notice. Income from financial instruments may vary, and therefore their price or value may rise or fall, either directly or indirectly.

(viii) This document may not be: (a) photocopied or duplicated in any manner, in whole or in part, and/or (b) distributed without GENIAL INSTITUTIONAL CCTVM's prior written consent. GENIAL INSTITUTIONAL CCTVM accepts no liability whatsoever for the actions of third parties in this respect.

(ix) Neither GENIAL INSTITUTIONAL CCTVM nor any of its affiliates, nor any of their respective directors, employees or agents, accepts any liability for any loss or damage arising out of the use of all or any part of this report.

(x) GENIAL INSTITUTIONAL CCTVM (or its affiliates, officers, directors or employees) may, to the extent permitted by law, have acted upon or used the information herein contained before the publication of this report and may have a position in securities issued by the companies mentioned herein and may make a market or act as a principal in any transactions in any such securities. Genial Institutional may from time to time perform investment banking or other services to, or solicit investment banking or other business from, the companies mentioned herein.

4. IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by Genial Institutional CCTVM, a company authorized to engage in securities activities in Brazil. Genial Institutional CCTVM is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to “major U.S. institutional investors” in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the “Exchange Act”) and is not being provided pursuant to a soft-dollar arrangement.

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Auerbach Grayson & Company LLC ("AGCO"), a registered broker dealer in the United States with an office at 20 West 55th Street New York, NY 10019, (212) 453-3523 . Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through Genial Institutional CCTVM.

If the report is to be distributed to anyone other than Major U.S. Institutional Investors in the United States. AGCO accepts responsibility for the contents of this report as provided for in relevant SEC releases and SEC staff no-action letters.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority (“FINRA”) and may not be an associated person at Auerbach Grayson & Company LLC ("AGCO") and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

The disclosures contained in research reports produced by GENIAL INSTITUTIONAL CCTVM and distributed by Auerbach Grayson & Company LLC ("AGCO") in the U.S. shall be governed by and construed in accordance with U.S. law. This report may not be reproduced or redistributed to any other person, in whole or in part, for any purpose, without the prior written consent of GENIAL INSTITUTIONAL CCTVM. Additional information relative to the financial instruments discussed in this report is available upon request.

UK Disclaimer:

(i) This document is STRICTLY CONFIDENTIAL to the recipient, may not be distributed to the press or other media and may not be reproduced in any form. this document is directed only at persons who are “INVESTMENT PROFESSIONALS” falling within article 19(5) of the FSMA 2000 (FINANCIAL PROMOTION) ORDER 2005, or HIGH NET WORTH BODIES falling within ARTICLE 49(2) of that order (together THE “RELEVANT PERSONS”). This document must not be acted on or relied on by persons who are not RELEVANT PERSONS.

(ii) The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.