EZ TEC

Construindo qualidade de vida



Webcast 3Q13

November 2013

Management Presentation

Participants

Marcelo Ernesto Zarzur
CEO and *Chief Engineering Officer*

Silvio Ernesto Zarzur
COO and Executive *Vice President*

A. Emílio C. Fugazza
Chief Financial and Investor Relations Officer

Résumés

- Joined EZTEC in 1989, working in the Engineering area before reaching the position of Engineering Director
- Civil engineer graduated from *Faculdade de Engenharia de São Paulo*

- Founding partner of EZTEC and Officer since 1980
- Civil engineer graduated from Mackenzie

- Founding partner and CEO of *Grupo Analisy's*, a company acquired by EZTEC in 2007
- Civil engineer graduated from the Federal University of São Carlos

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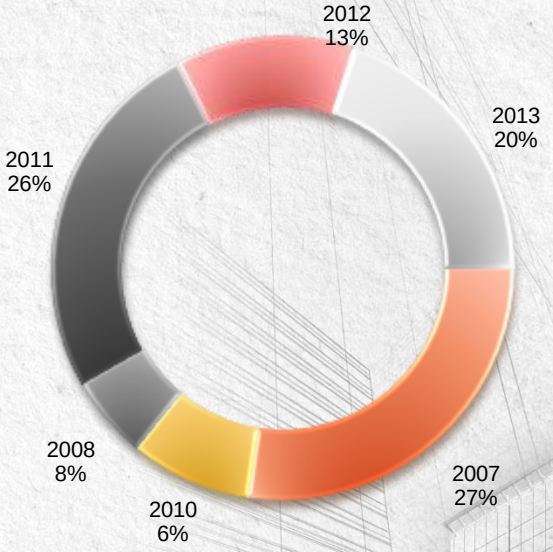
9M13 Highlights

- **Operational:**
  - **Launches** reached **R$999.2 million** in the 9M13**,** considering stake acquisitions; reaching **76.9% of mid point of the launch guidance.**
  - **Contracted Sales** reached **R$771.3 million** in the 9M13 (**R$1.33 billion** considering Tower A of EZ Tower, growth of 101%)
  - **Land Bank** position reached **R$3.9 billion** by the end of the 9M13;
- **Financials:**
  - **Gross Profit** reached **R$445 million** in the 9M13 (growth of 68.3%); **R$141 millions** in the 3Q13;
    - **Gross Margin** reached **52.3%** in the 9M13; (12.3 p.p. above Guidance) and **55.9%** in the 3Q13;
  - **Net Income** reached **R$426 million** in the 9M13 (growth of 69.2%); **R$139 millions** in the 3Q13;
    - **Net Margin** reached **50.1%** in the 9M13 (20.1 p.p. above Guidance); **55.2%** in the 3Q13
    - **Annualized ROE** of **35.8%** in the 9M13;
  - **Net Cash** reached **R$82 million**, plus **Performed Receivables** of **R$204 million,** adjusted by the IGP-M index + 12% p.a..

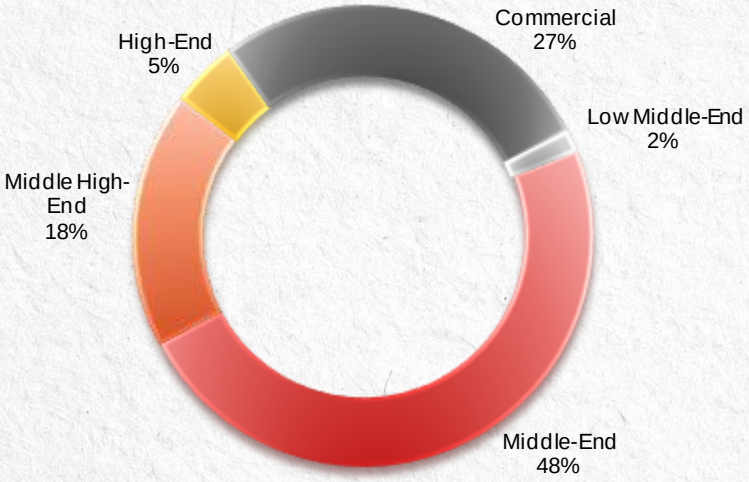
Land Bank Breakdown

- Land Bank represented own PSV of R$3.9 billion by the end of the 9M13;
- Average acquisition cost of 11.3% of PSV (including costs with expanding construction potential);
- PSV Acquisition of R$780 million in the 9M13, 8 new land pieces, 7 of them in the city of São Paulo.

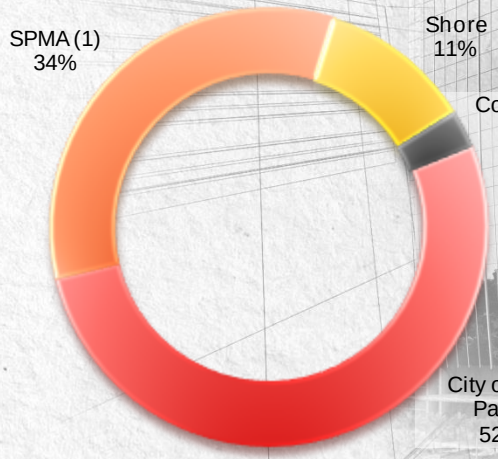
Land Bank by Acquisition Period
(% own PSV)



Land Bank by Segment
(% own PSV)



Land Bank by Region
(% own PSV)



(1) Excludes the Municipality of São Paulo, i.e., corresponds to the other 38 municipalities of the São Paulo Metropolitan Area (SPMA).

EZ Towers – Actual Status

Construction Site: November 8th, 2013





Status of Construction

PoC by the end of the 3Q13: 40%

- **Tower A - Helipad under construction**
- **Tower B - 20th floor Structure under construction**
- **Tower A - Finishing stage**
- **Tower A - Glass front installed until de 10th floor**
- **Tower B - Waterproofing stage 90% concluded**

Engeneering – Future Deliveries




Gran Village Vila Formosa

Segment: Residential

Standard: Middle-End

Launch: November/2010

EZTEC's PSV: R$95.3 millions

Effective Gross Margin: 40%




Royale Prestige

Segment: Residential

Standard: Mid-High

Launch: October/2010

EZTEC's PSV: R$142.5 millions

Effective Gross Margin: 50%




Arte'e

Segment: Residential

Standard: Mid-High

Launch: October/2010

EZTEC's PSV: R$64.0 millions

Effective Gross Margin: 50%




Sophis

Segment: Residential

Standard: High-End

Launch: September/2010

EZTEC's PSV: R$97.8 millions

Effective Gross Margin: 62%




Trend

Segment: Commercial

Standard: Offices

Launch: Febuary/2011

EZTEC's PSV: R$89.3 millions

Effective Gross Margin: 60%




Sky

Segment: Residential

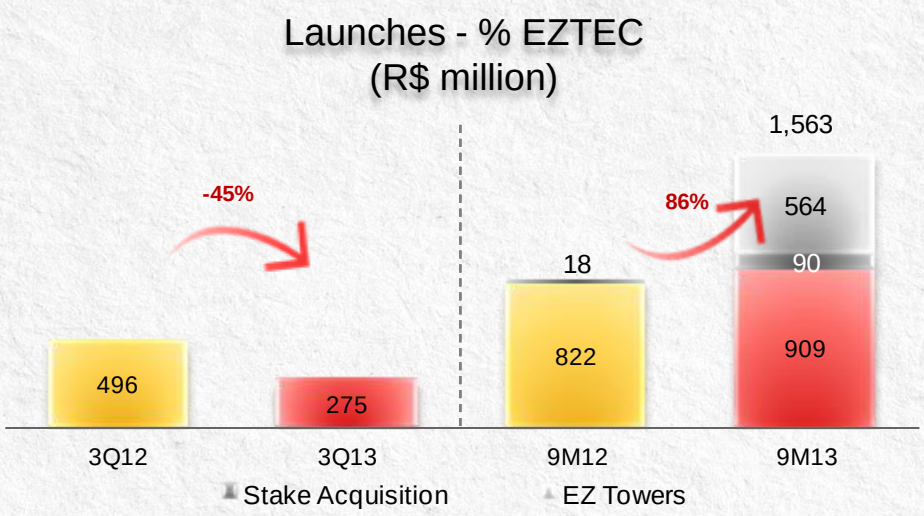
Standard: High-End

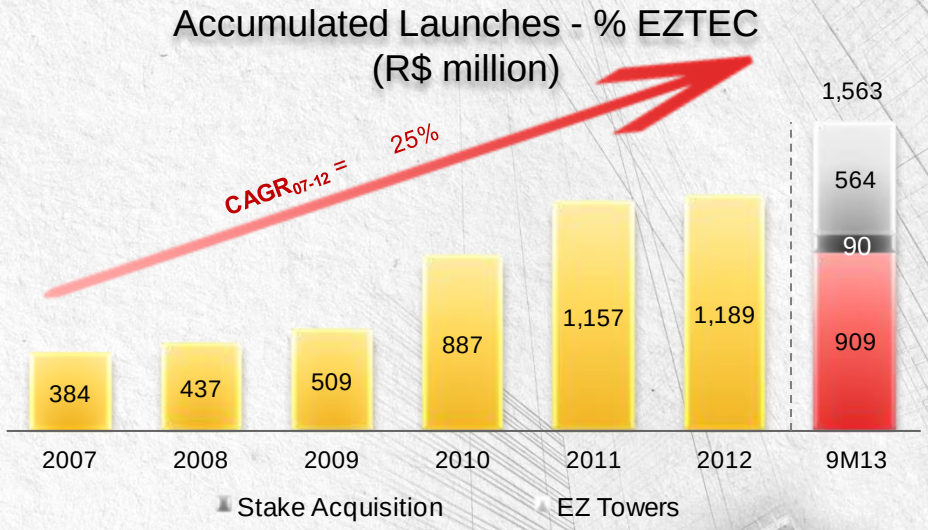
Launch: June/2010

EZTEC's PSV: R$136.6 millions

Effective Gross Margin: 52%

Launches 3Q13





Launched Projects 3Q13



Centro Empresarial Jardins do Brasil – Torre Osasco
(Osasco II)

Location: Osasco/SP

Segment: Commercial

Standard: Offices

EZTEC's PSV: R$33.6 milhões

% Sold: 53%

Quality House Ana Costa
(Arnaldo de Carvalho)

Location: Santos/SP

Segment: Residential

Standard: Mid-High

EZTEC's PSV: R$109.2 milhões

% Sold : 43%



Massimo Vila Mascote
(Àtica)

Location: São Paulo/SP

Segment: Residential

Standard: Mid-High

EZTEC's PSV: R$132.5 milhões

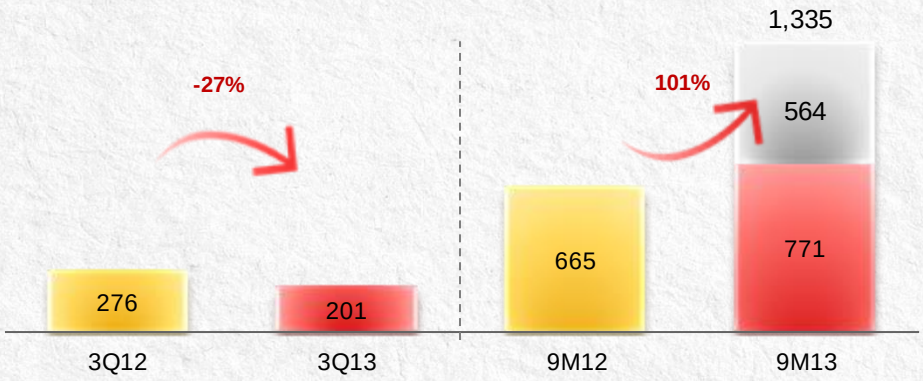
% Sold : 45%



** Managerial Data. Base Data: November 12th, 2013*

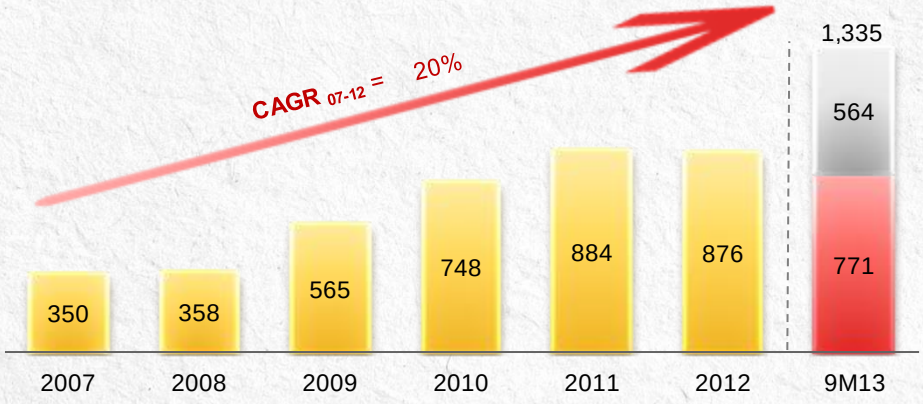
Contracted Sales 9M13

Contracted Sales - % EZTEC
(R$ MN)

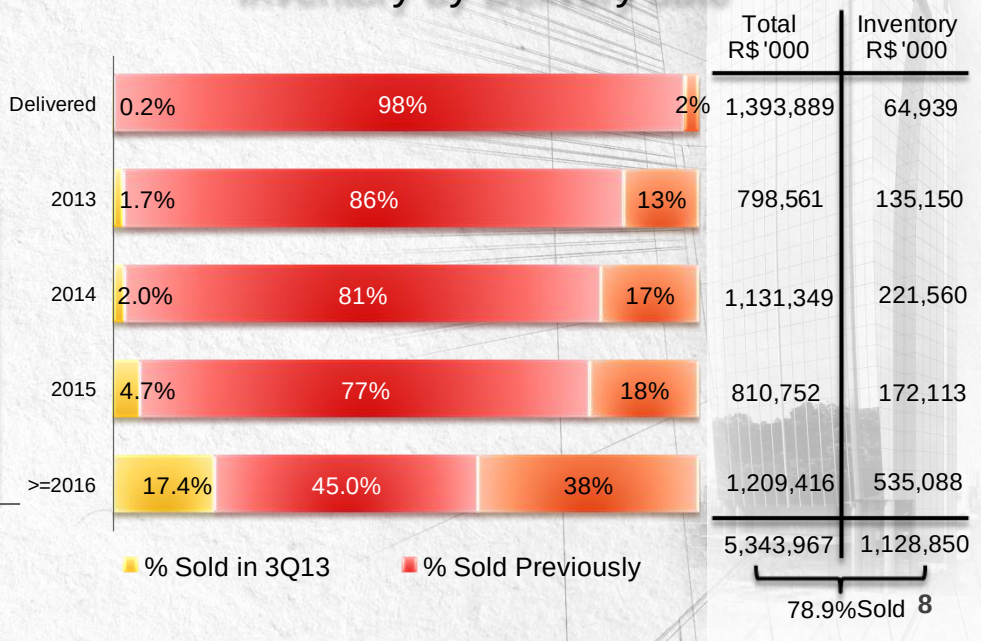


- 67% of the sales in the 9M13 done by own brokerage team;
- 47% of the sales in the period refers to units launched in previous years;
- Inventory market value of R$1,129 million by the end of the 3Q13.

Accumulated Contracted Sales - % EZTEC
(R$ MN)



Inventory by Delivery date



Following Projects



- **Cidade Maia**

(Guarulhos III)

Location: Guarulhos/SP

Segment: Residential

Standard: Middle-End

EZTEC's PSV: R$320.9 millions

- **Cotovia**

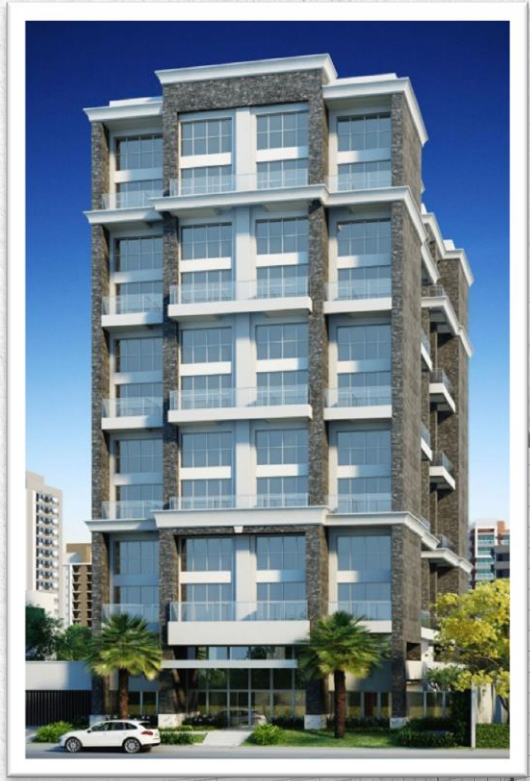
(Cotovia)

Location: São Paulo/SP

Segment: Commercial

Standard: Offices

EZTEC's PSV: R$56.3 million

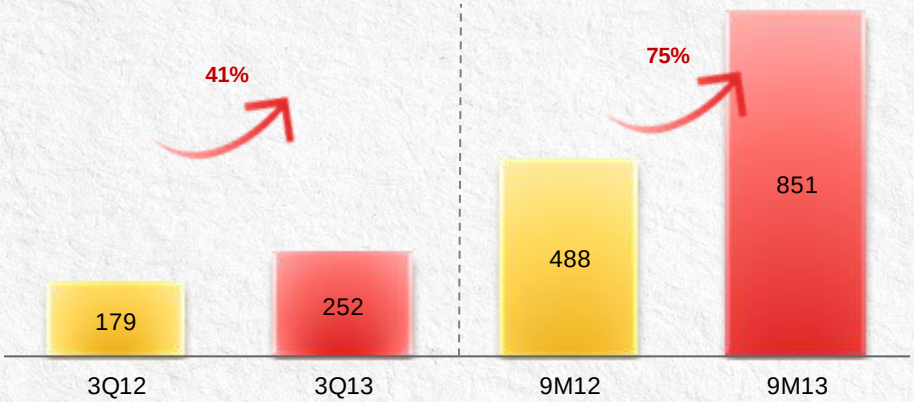


Following Launches: R$377.2 million

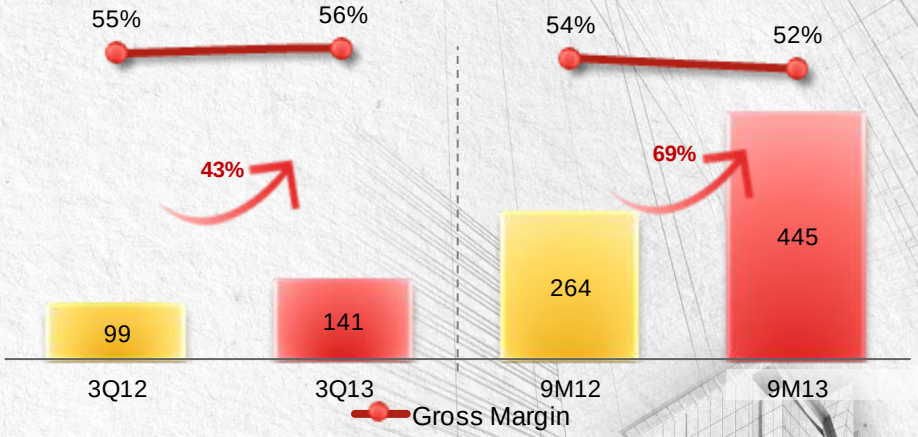
** Managerial Data. Base Data: November 12th, 2013*

Financial Performance I

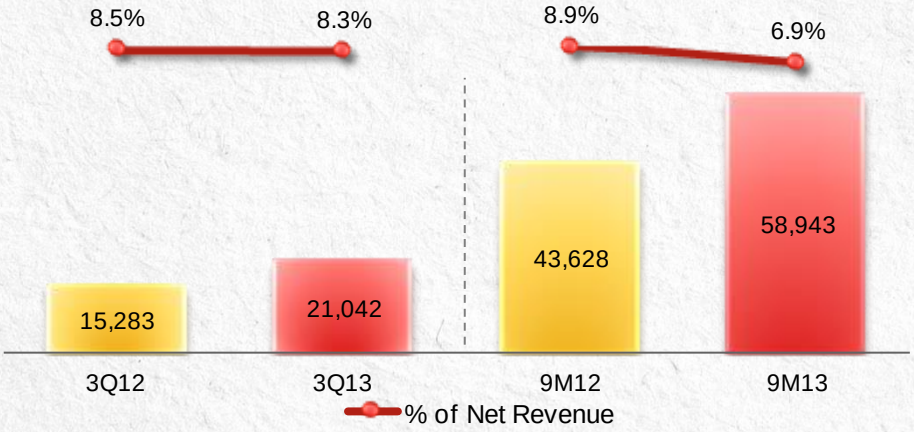
Net Revenue (R$ million)



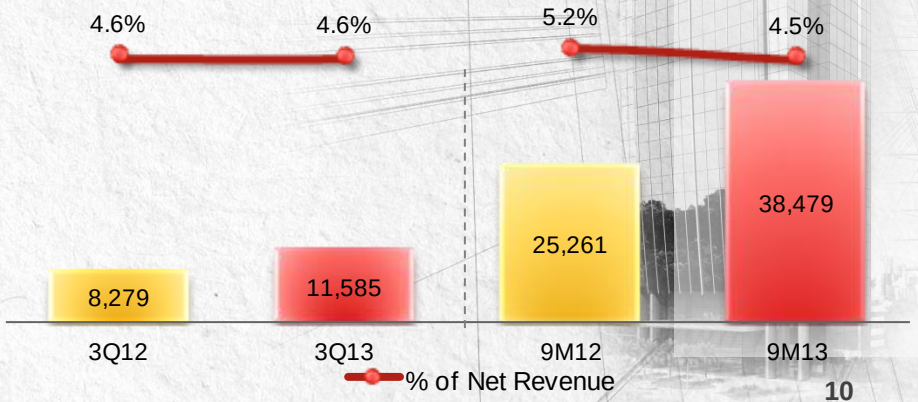
Gross Income (R$ million) and Gross Margin (%)



G&A (R$ '000) and Net Revenue (%)



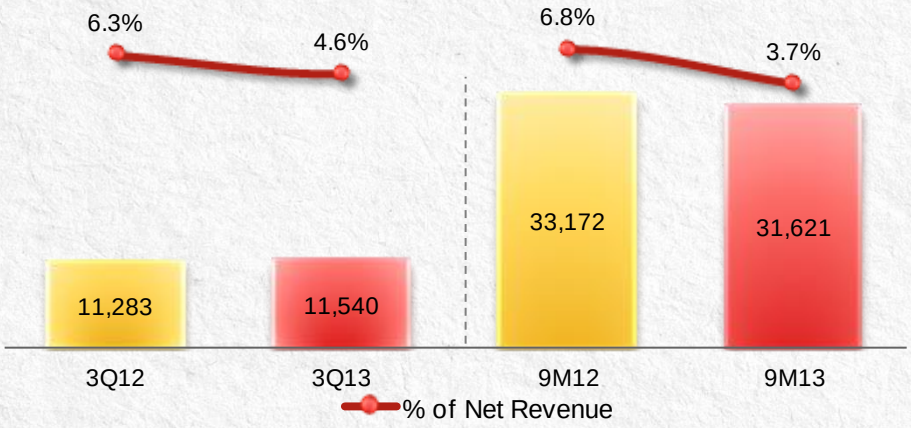
Selling Expenses (R$ '000) Net Revenue(%)



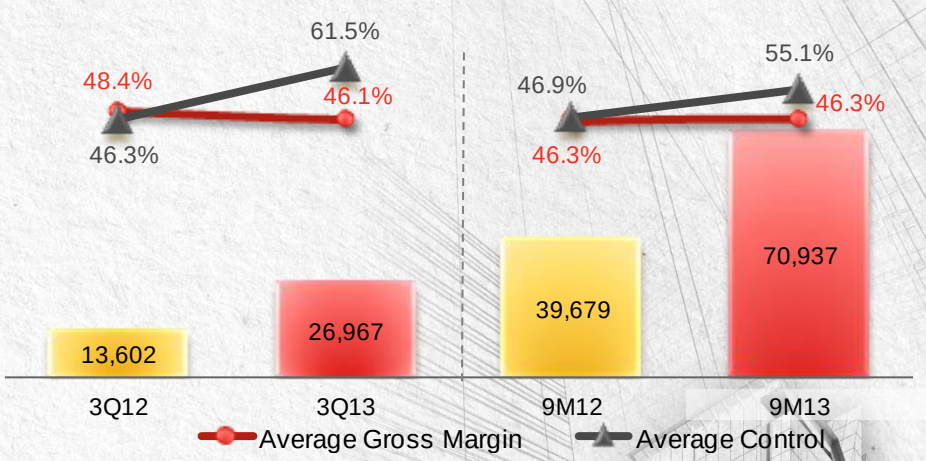
Includes G&A for all projects, including projects not consolidated

Financial Performance II

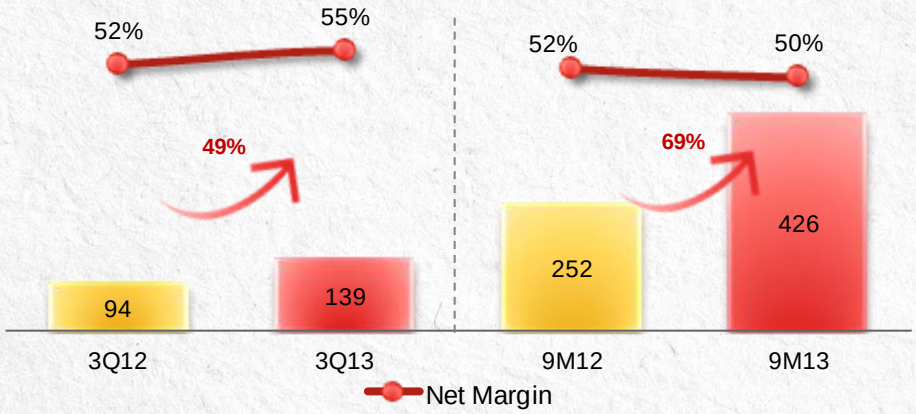
Financial Results (R$ '000) and Net Revenue (%)



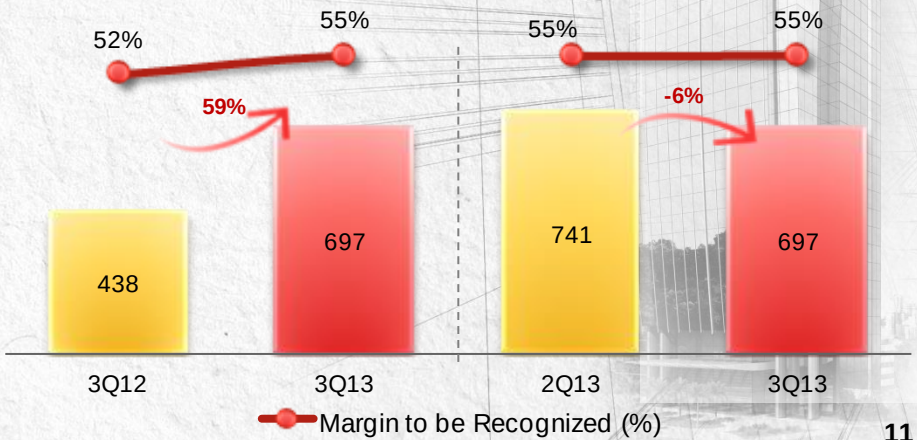
Equity Income (R$ '000); Gross Margin and Average Control (%)



Net Income (R$ million) and Net Margin (%)



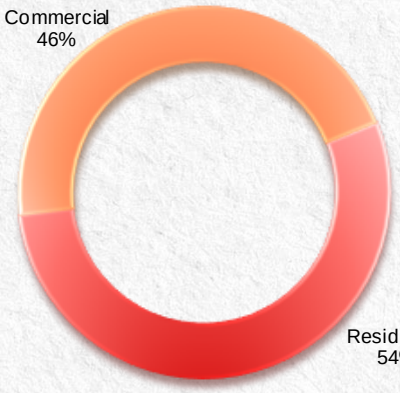
Results to be Recognized (R$ million) and Margin (%)



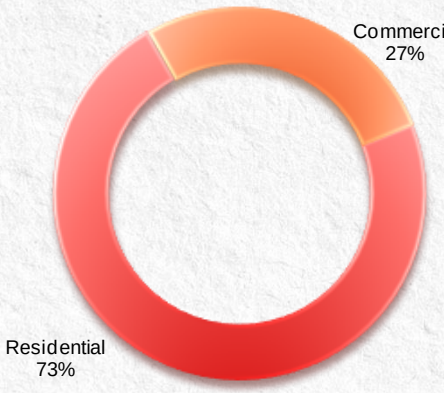
Information By Segment

Results by Segment	Commercial			Residential		
(Amount expressed in thousands of Brazilian Reais - R$)	9M13	9M12	Var.%	9M13	9M12	Var.%
Net Revenue	390,209	132,317	194.9%	460,886	355,323	29.7%
Cost of Real Estate Sold and Services	(174,011)	(40,675)	327.8%	(231,614)	(183,111)	26.5%
Gross Profit	216,198	91,642	135.9%	229,272	172,212	33.1%
Gross Margin (%)	*55.4%*	*69.3%*	*-13.9 p.p.*	*49.7%*	*48.5%*	*1.3 p.p.*
Selling Expenses	(10,829)	(6,867)	57.7%	(27,650)	(18,394)	50.3%

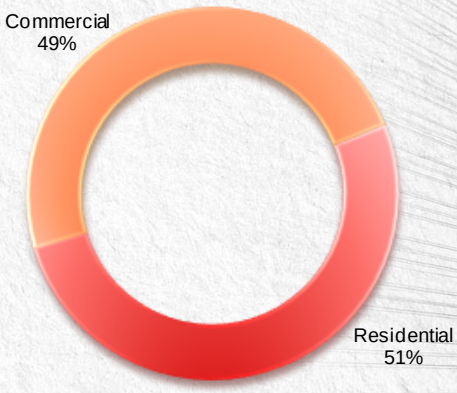
Net Revenue 9M13



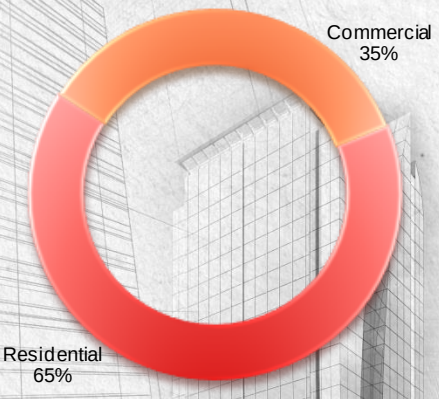
Net Revenue 9M12



Gross Profit 9M13



Gross Profit 9M12



Assets and Liabilities by Segment	Commercial			Residential		
(Amount expressed in thousands of Brazilian Reais - R$)	3Q13	4Q12	Var.%	3Q13	4Q12	Var.%
ASSETS						
Accounts Receivable	425,299	217,331	95.7%	744,152	740,383	0.5%
Real Estate Held for Sale	198,753	184,947	7.5%	488,330	392,638	24.4%
LIABILITIES						
Loans and Financing	101,297	-	n.a.	92,060	104,406	-11.8%
Advances from Customers	11,547	21,392	-46.0%	19,788	11,770	68.1%

Capital Market

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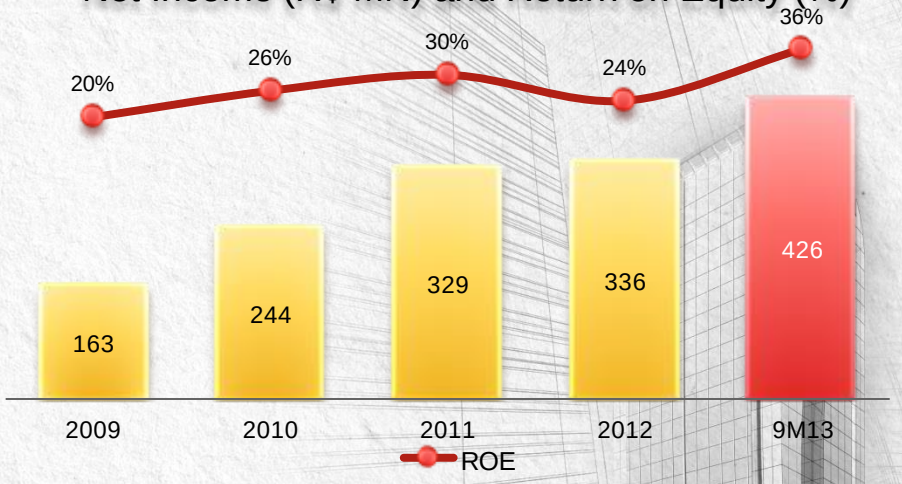
Net Asset Value (NAV)

Calculation of the Net Asset Value (Amount expressed in thousands of Brazilian Reais - R$)	3Q13	2Q13
Controller	**1,869,999**	**1,904,653**
(+) Cash	275,265	201,493
(-) Debt	(193,357)	(131,736)
(+) CEPAC	31,162	75,447
(+) Unperformed Receivables	2,069,659	1,984,197
(+) Performed Receivables	204,333	310,946
(-) Construction Obligation	(944,379)	(922,093)
(+) Land bank Inventory (1)	392,631	355,870
(-) Land bank / Project Quotas Payable (2)	(60,075)	(79,797)
Present Value Adjustment - On-Balance	33,085	36,172
Present Value Adjustment - Off-Balance	61,675	74,154
Inventory - Managerial Data	**1,812,155**	**1,703,160**
(+) Units in Inventory (3)	1,128,850	1,067,160
(+) EZ Towers (Project Under Construction)	636,000	636,000
(+) Sales to be Recognized	47,305	0
Shared Control	**484,135**	**425,205**
Adjusted Net Asset Value	**4,166,289**	**4,033,018**
Total of Shares	**146,724**	**146,724**
Adjusted Net Asset Value per Share	**28.40**	**27.49**

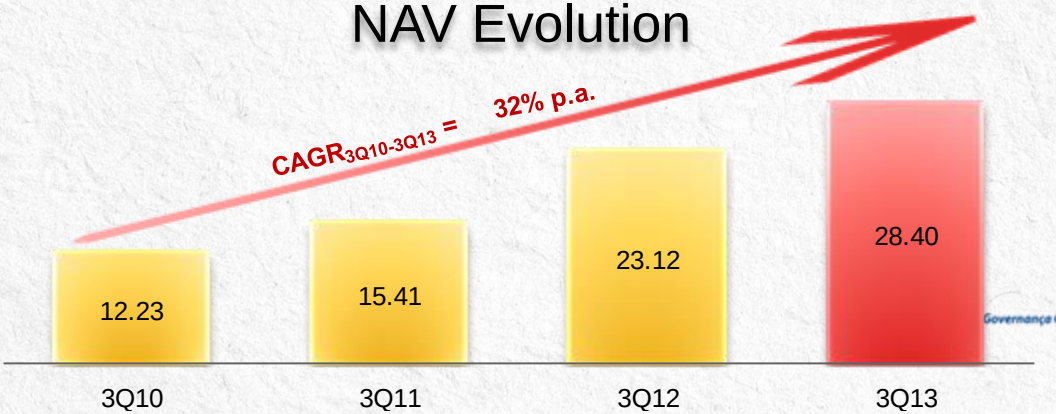
Information*

Free-Float	33.5%
Number of Shares Excluding Treasury (MN)	146.7
Stock Price (R$)	30.40
Market Cap (R$ MN)	4,460.4
Enterprise Value (R$ MN)	4,378.5
Daily Trading Volume 2013 (R$ MN)	10.6

Net Income (R$ MN) and Return on Equity (%)



NAV Evolution



Índice Brasil 100 IBRX 100 · Índice Imobiliário IMOB · Índice de Governança Corporativa Trade IGCT

Índice de Ações com Governança Corporativa Diferenciada IGC · Índice Brasil Amplo BM&FBOVESPA IBRA · Índice de Ações com Tag Along Diferenciado ITAG

Índice de Ações com Governança Corporativa Diferenciada Novo Mercado IGC-NM · Índice do Setor Industrial INDX · Índice BM&FBOVESPA Small Cap SMLL

* Closing Price of November 12th, 2013

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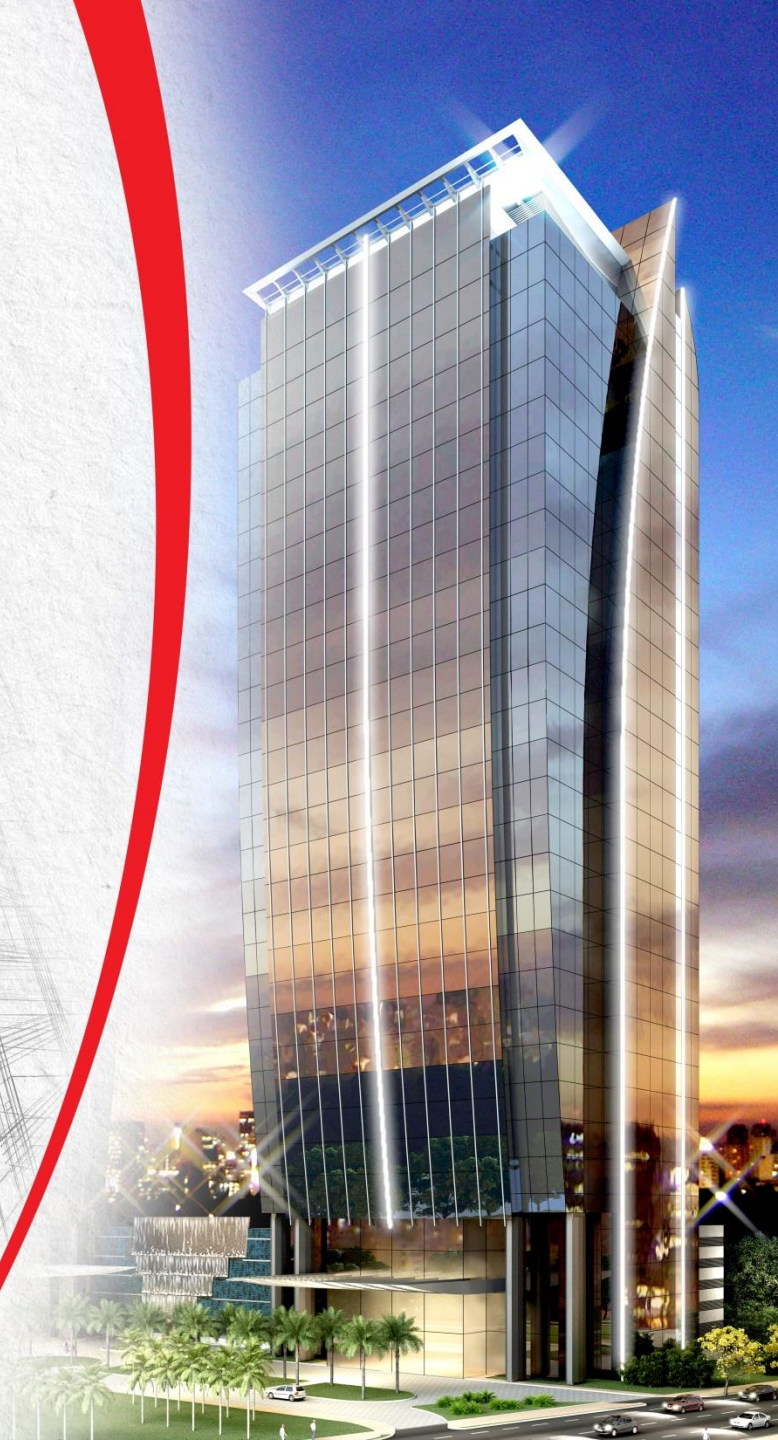
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Índice de Ações com Governança Corporativa Diferenciada IGC

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Índice BM&FBOVESPA Small Cap SMLL

Índice Imobiliário IMOB

Índice do Setor Industrial INDX