




EZTEC

Construindo qualidade de vida

Earnings Results
3Q08

São Paulo
Nov 18th, 2008

EZTC3 NOVO MERCADO BOVESPA BRASIL

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Índice de Ações com Tag Along Diferenciado



Management Presentation

Presenters

Flávio Zarzur
CEO

Silvio Zarzur
COO

Emílio Fugazza
CFO and Investor Relations Officer

Curriculum

- EZTEC Founder and Managing Director since 1980
- Holds a degree in Civil Engineering from FAAP

- EZTEC Founder and Managing Director since 1980
- Holds a degree in Civil Engineering from Mackenzie

- Grupo Analisy´s Founder and Managing Director, company acquired by EZTEC in 2007
- Holds a degree in Civil Engineering from Universidade Federal de São Carlos

Disclaimer: This presentation contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of EZTEC S.A.. These are merely projections and, as such, are based exclusively on the expectations of EZTEC's management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors and risks disclosed in EZTEC's filed disclosure documents and are, therefore, subject to change without prior notice.

Highlights of 3Q08

Operating Performance

- Land bank totaled R$3,5 billion of EZTEC's PSV in September 2008.
- Average land bank acquisition cost of 8.0% of the PSV.
- 1 project launched in 3Q08, totaling a EZTEC's PSV of R$36.9 million.
- Contracted sales achieved R$83.9 million in 3Q08, up to 16% YoY.

Financial Performance

- Net Revenue came to R$102.7 million in the 3Q08, up 97% YoY.
- Gross Margin: 51%
- Adjusted EBITDA Margin(1) (2): 29%
- Adjusted Net Margin(1) (2): 36%
- Backlog Gross Margin: 45%

} in the 3Q08

- Net Cash of R$199.8 million in the 3Q08
- Performed receivables of R$62.3 million in the 3Q08

Note:
(1) Excluding nonrecurring effect of the sale and provision of CEPAC's.
(2) as of 4Q07, selling expenses has been recognized directly in the income statement using the accrual method, instead of differing.

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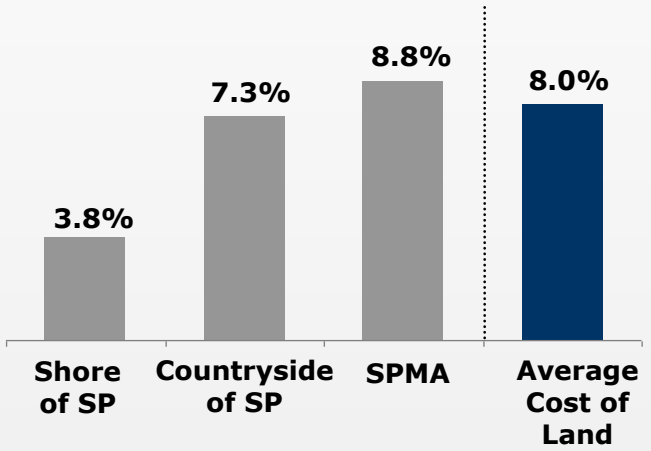
Land bank diversification

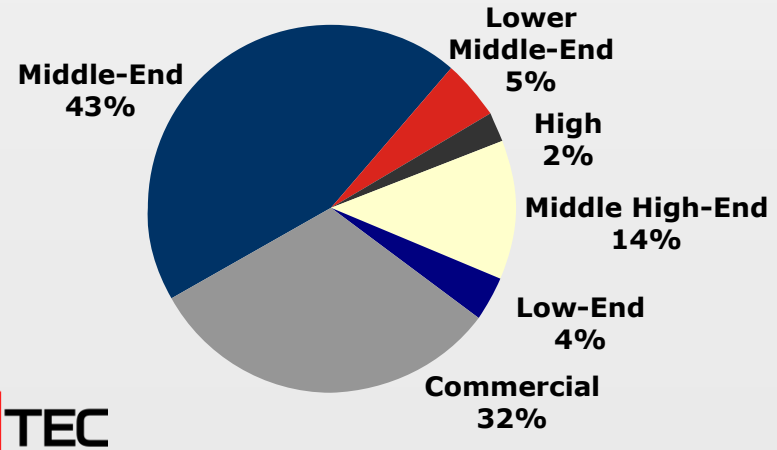
High performance on land bank acquisition

- Acquisition of **11 sites** in São Paulo, totaling an EZTEC's PSV of R$703.4 million during the 9M08.
- Company's land bank totaled R$3.5 billion of EZTEC's PSV in the 3Q08.
- Average land bank acquisition cost of **8.0%** of the PSV.

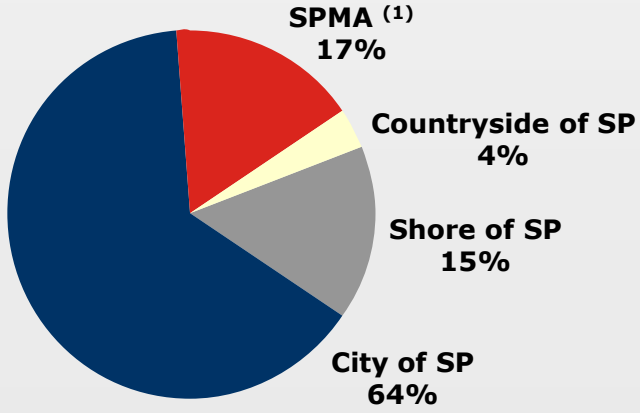
Average Acquisition Cost
Per Region



Allocation by Standard
% of EZTEC's PSV



Geographical Breakdown
% of EZTEC's PSV



(1) Excludes city of São Paulo; represented here by the other 38 municipalities that make up the São Paulo Metropolitan Region.

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Bandeirantes and Guaratuba Projects

Guaratuba I

- We remain in contact with the Federal Prosecutors' Office to clarify details for the Guaratuba I Project.



Guaratuba I Project

Guaratuba II

- In October 2008, the contract to acquire the property for the Guaratuba II Project was rescinded due to the difficulties encountered approving the project and the fact that the remaining balance was payable in the short term**.**

Bandeirantes Project

- The decree that had declared the areas located in the São Domingos district as in the public interest, was repealed in **August 2008**. Accordingly, in 3Q08 the project was included again in the company's land bank, with own PSV of **R$392.0 million.**

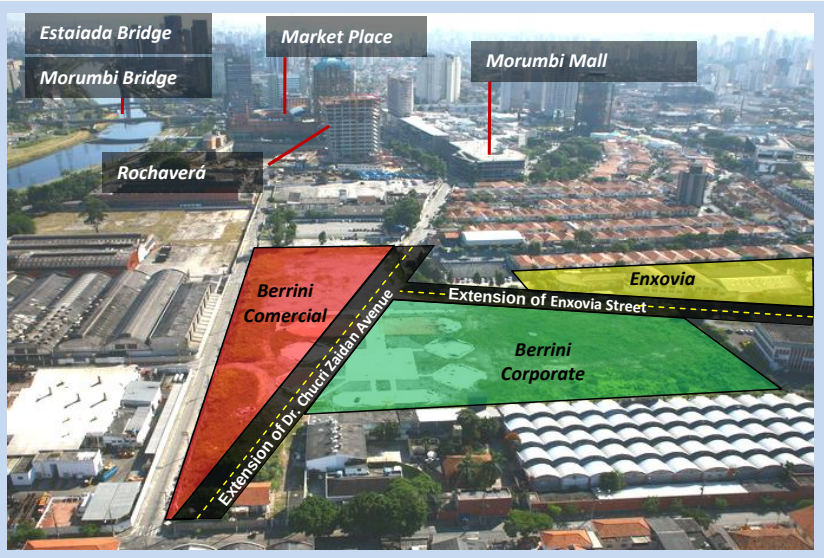


Bandeirantes Project

Berrini and Enxovia Projects

Berrini and Enxovia Project

- EZTEC developed with the Municipal Government the extension of Chucri Zaidan Avenue and for the intersection with Engenheiro Mesquita Sampaio Street.
- The first development scheduled to be launched on this site is the Capital Corporate Office (Berrini Commercial) with PSV of **R$225.8 million**.
- Scheduled subsequently is the launch of the **Berrini Corporate** project with PSV of R$684.6 million.



Berrini Project

Building Capacity – EZTEC Engenharia

- EZTEC believes in vertical models, which enable efficient negotiations with suppliers, flexible creation of products and operational excellence in development and construction processes.
- The Company has engineering, budget, planning and supplies areas.
- EZTEC currently has **15 construction projects**: 12 with in-house construction and 3 with construction outsourced to partners.



Splendor Ibirapuera



Clima Bothanico



Splendor Tatuapé

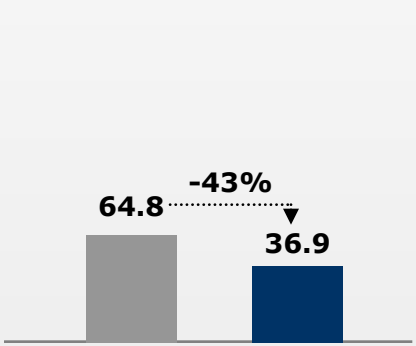


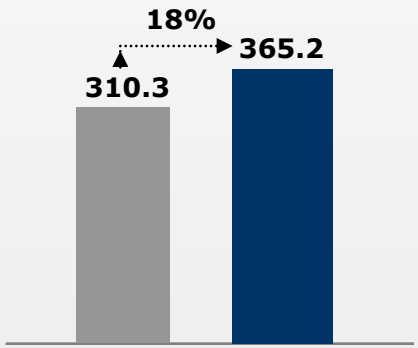
Splendor Santana

Launches in 9M08

Following its strategy, EZTEC launched 7 projects during the 9M08, 6 of them located in the City of São Paulo and 1 in Jundiaí, countryside of the State.

EZTEC'S Lauched PSV (in R$ million)





	3Q07	3Q08	9M07	9M08
Projects	1	1	5	7
Total Units	276	48	1,022	1,332
Usable Area ('000 sq.m)	24.2	9.1	119.9	139.4

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Projects launched in 1H08

Clima do Parque



Location: Jabaquara, SP
Total PSV: R$109.9 million
% EZTEC: 100%
Launch: March 2008
% Sold: 78%

Bell´Acqua



Location: Guarapiranga, SP
Total PSV: R$33.4 million
% EZTEC: 100%
Launch: April 2008
% Sold: 52%

Premiatto



Location: Jundiaí, SP
Total PSV: R$116.2 million
% EZTEC: 50%
Launch: June 2008
% Sold: 58%

Splendor Square



Location: Tatuapé, SP
Total PSV: R$59.5 million
% EZTEC: 100%
Launch: June 2008
% Sold: 61%

Prime House



Location: Vila Mascote, SP
Total PSV: R$45.3 million
% EZTEC: 100%
Launch: June 2008
% Sold: 77%

Mundeo



Location: Moema, SP
Total PSV: R$22.1 million
% EZTEC: 100%
Launch: June 2008
% Sold: 99%

Projects launched in 2H08

Splendor Klabin



Launch: September, 2008

Location: Chácara Klabin, SP

Units: 48 apartments

TOTAL PSV: R$41.0 million

EZTEC´s share: 90%

EZTEC´s PSV: R$36.9 milhões

Land Bank Name: Barros Cruz

% Sold: 44%

Chácara Sant´Anna



Launch: November, 2008

Location: Santana, SP

Units: 140 apartments

TOTAL PSV: R$134.1 million

EZTEC´s share: 50%

EZTEC´s PSV: R$67.1 million

Land Bank Name: Santana

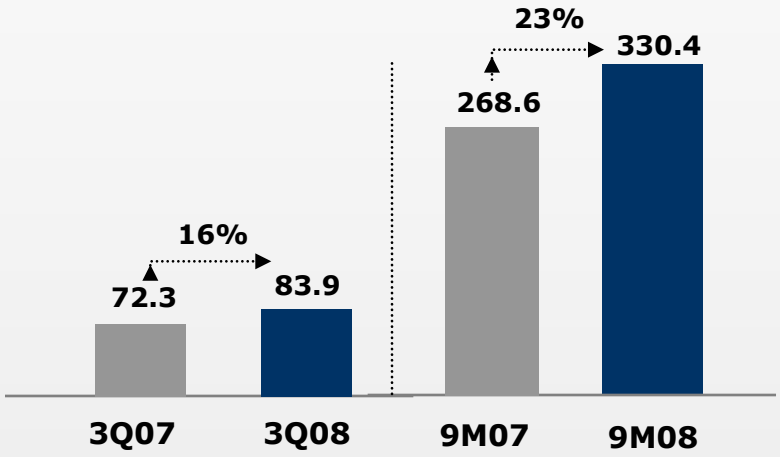
% Sold: 39%(1)

1) Base Date: Nov 17,08.

Strong Sales Velocity

EZTEC's contracted sales totaled R$330.4 million in the 9M08, 63% were from 7 launched this year.

Contracted Sales - % EZTEC (R$ million)



Sales-over-supply ratio (sq.m)

	1Q08	2Q08	3Q08	9M08
+ Initial Inventory (sq.m)	118,733	119,903	152,518	118,733
+ Launches in the period (sq.m)	36,848	92,353	8,868	138,068
= Inventory + Launches (sq.m)	**155,581**	**212,256**	**161,386**	**256,801**
- Sales in the period (sq.m)	35,678	59,738	32,613	128,028
Sales-over-supply ratio (%)	*22.9%*	*28.1%*	*20.2%*	*49.9%*
= Final Inventory (sq.m)	**119,903**	**152,518**	**128,773**	**128,773**

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Cash Position

- Cash position in 3Q08 of **R$199.8 million**, assuring the execution of our expansion plans.
- Loans contracted solely through SFH, with more attractive rates.
- Agreements with **6 major commercial banks**, securing **R$1.1 billion** in credit facilities to finance construction (SFH).
- For commercial developments, partnerships were formed with banks to provide financing for production as well as to the final client.
- EZTEC contracted **R$223.2 million in SFH financing through 3Q08**. Contracted rates vary from 10.2% + TR to 10.5% + TR.
- Cash inflow from clients totaled R$140.8 million in 9M08.

Financial Debt
(Amount expressed in thousand of Brazilian Reais - R$)

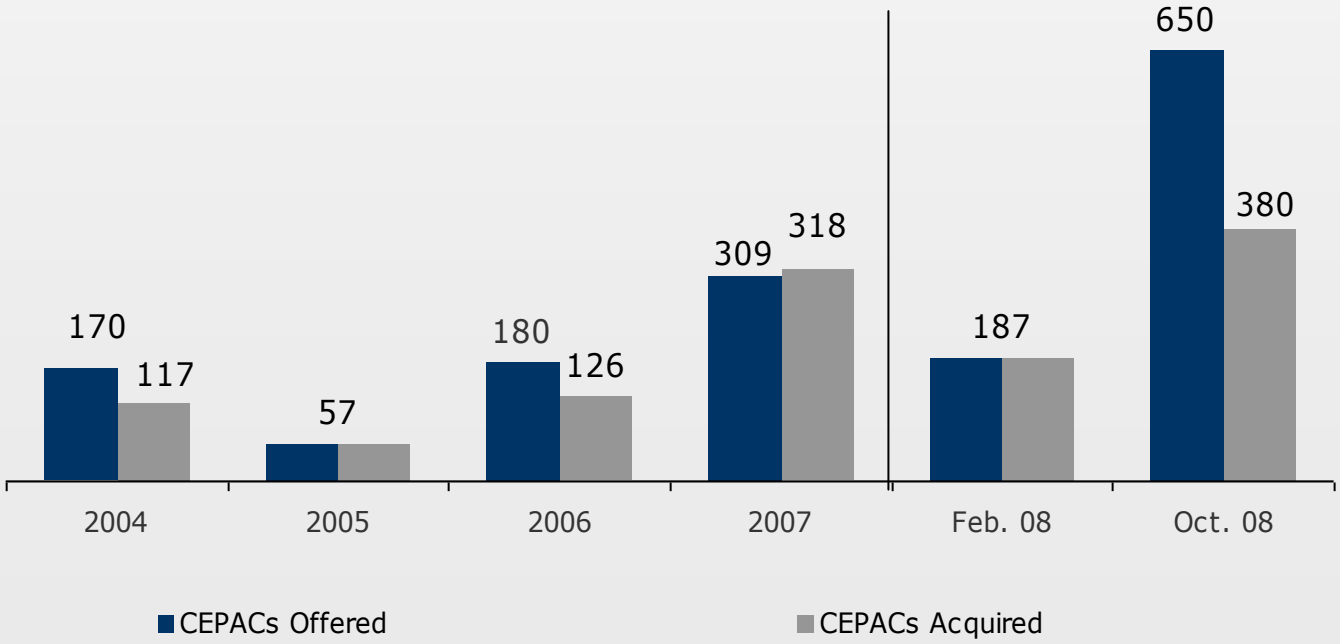
	3Q08	2Q08	Var.%
Short-term Debt	774	421	83.6%
Long-term Debt	3,029	850	256.1%
Cash	(203,553)	(246,341)	-17.4%
Net Debt	(199,750)	(245,070)	-18.5%

Performed receivables totaled R$62.3 million in 3Q08.
Delivery expected in 4Q08 of Splendor Ibirapuera, which currently has R$40.0 million in receivables.

CEPACs

- Based on the history of CEPAC (Certificates of Additional Construction Potential) auctions, EZTEC acquired 90,000 CEPACs in February 2008 for R$1,110.00 each, totaling R$99.9 million.
- By the close of 9M08, the Company had sold 45,923 CEPACs at an average unit price of R$1,182.0, for a total of R$54.3 million and gross return of 6.5%, and also provisioned R$23.2 million for the CEPACs held in inventory at the close of 3Q08.

History of CEPACs offers ('000)



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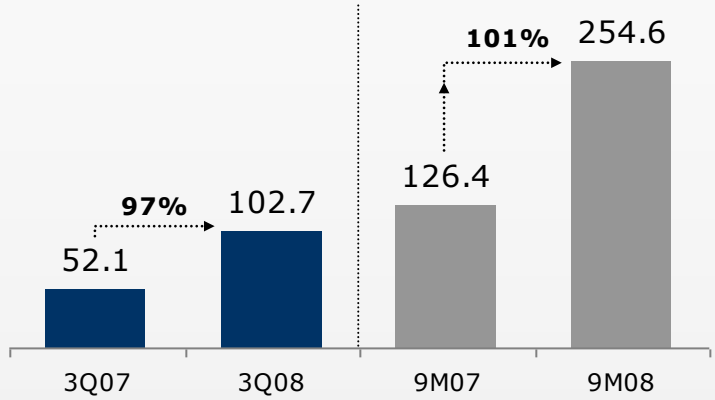
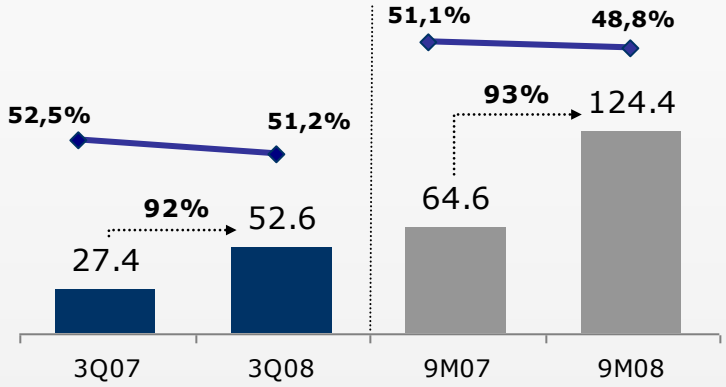
Financial Indicators

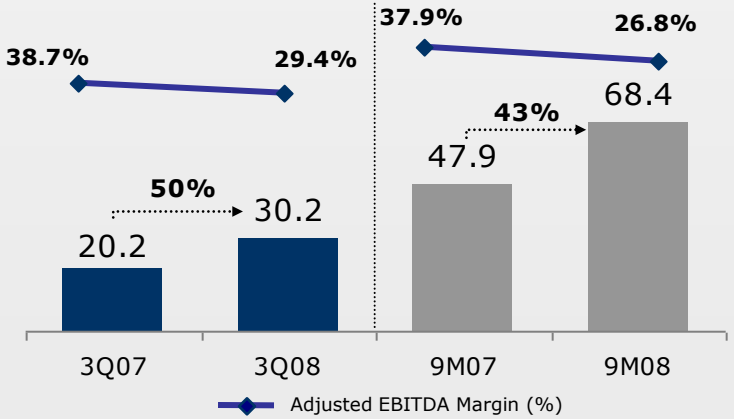
Net Revenue (R$ million)



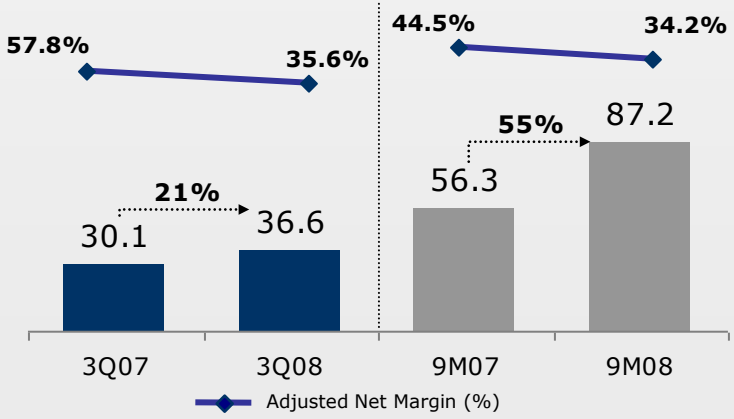
Gross Income (R$ million) & Gross Margin (%)



Adjusted EBITDA (R$ million) & Adj.EBITDA Margin (%) (1)(2)



Adjusted Net Income (R$ million) & Adj.Net Margin (%) (1)(2)



(1) *Excluding non-recurring itens.*

(2) *As of 4Q07, selling expenses has been recognized directly in the income statement using the accrual method, instead of differing, in line with best international accounting standards (IFRS) and impacting comparisons with prior periods.*

9M08 Results

As of 4Q07, selling expenses has been recognized directly in the income statement using the accrual method, instead of differing.

Income Statement (R$´000)	9M08 Real	% Revenue	PoC Method (Selling Expenses) 9M08 Pro-Forma	% Revenue	Var (%)
Net Revenue	254.64		254.64		
Gross Income	124.36	48.8%	124.36	48.8%	
Operational Expenses	(77.08)	-30.3%	(58.03)	-22.8%	-7.5 p.p.
(-) Selling Expenses	**(26.39)**	**-10.4%**	**(7.33)**	**-2.9%**	**-7.5 p.p.**
(-) Administrative Expenses	(24.58)	-9.7%	(24.58)	-9.7%	
(-) Other Expenses	(6.20)	-2.4%	(6.20)	-2.4%	
(+) Non-recurring event	(19.92)	-7.8%	(19.92)	-7.8%	
Operational Income	47.27	18.6%	66.32	26.0%	-7.5 p.p.
Financial Results	31.60	12.4%	31.60	12.4%	
Income taxes and Social Contribution	(11.63)	-4.6%	(11.63)	-4.6%	
Net Income	**67.24**	**26.4%**	**86.29**	**33.9%**	**-7.5 p.p.**
EBITDA	**48.45**	**19.0%**	**67.51**	**26.5%**	**-7.5 p.p.**
Non-recurring itens	(19.92)	-7.8%	(19.92)	-7.8%	
Adjusted Net Income	**87.16**	**34.2%**	**106.21**	**41.7%**	**-7.5 p.p.**
Adjusted EBITDA	**68.37**	**26.8%**	**87.42**	**34.3%**	**-7.5 p.p.**

Capital Markets

Net Asset Value

Calculation of the Net Asset (Amount expressed in thousands of Brazilian Reais - R$)	3Q08	2Q08
Net (Cash) Debt	199,750	245,070
(+) CEPAC	21,609	57,181
(+) Receivables	801,518	731,770
(-) Construction obligation	(413,793)	(422,417)
(+) Land bank Inventory (1)	275,346	275,869
(-) Land bank payable	(25,976)	(57,152)
(+) Units in inventory (2)	378,698	397,349
Net Asset	1,237,152	1,227,671
Total os Shares (3)	146.7	149.3
Net Asset per share	**8.43**	**8.22**
Net Asset considering stock buyback (4)	144.5	n.a
Net Asset per share	**8.56**	**n.a**

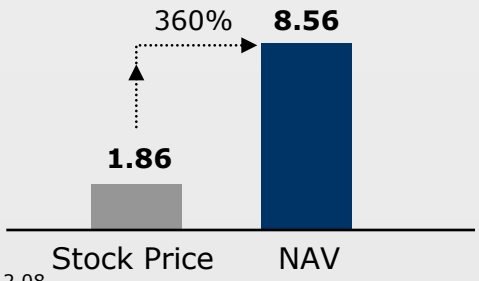
(1) Value of lots at acquisition cost.
(2) Units in inventory due to current price list.
(3) Including the cancelation of 2,562,412 shares, as approved by the Board of Directors.
(4) For analysis purposes, the shares acquired by the Company were discounted from the total of 146,724,120.

Information (1)

Ticker	EZTC3 NOVO MERCADO BOVESPA BRASIL
Free Float	28.9%
# Share (R$ mm)	146.7
Stock Price	1.86
Market Cap (R$)	272.9
Enterprise Value (R$ mm)	73.2

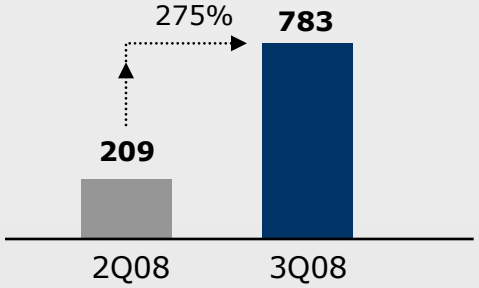
1) Base Date: Nov 12,08.

NAV vs. Closing Share Price (1)



1) Base Date: Nov 12,08.

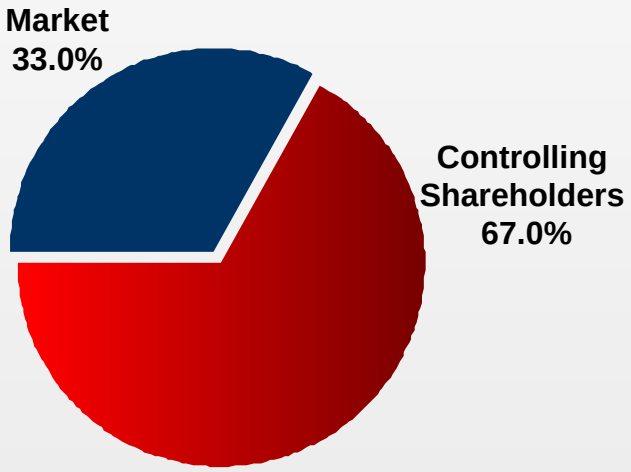
Average Volume of Shares Traded ('000)



Ownership Breakdown

Until October 20, 2008, when the blackout period began, and considering both stock buyback programs, EZTEC repurchased 4.8 million shares, with 2,562,412 shares cancelled with no capital reduction and 2,187,888 shares held in treasury.

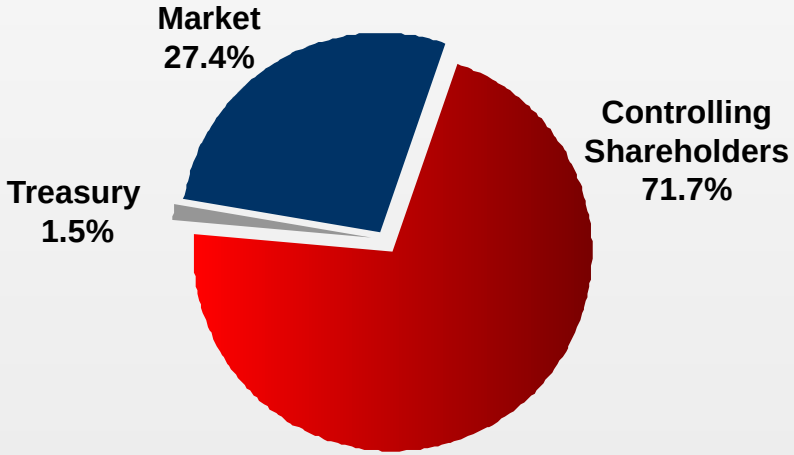
IPO



149,286,532 shares (1)

(1) After exercising the over-allotment option.

October 20, 2008



146,724,120 shares (2)

(2) Considering the cancellation of 2,562,412 shares, as approved by the Board of Directors (Sept. 23, 2008)

In 9M08, EZTEC's controlling shareholders acquired 4.0 million shares in the Company

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