EZ TEC

Construindo qualidade de vida



Webcast 1Q14

May 2014

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

Disclaimer: This presentation contains forward-looking statements and information related to EZTEC reflecting the current outlook and/or prospects of the Company and its Management concerning its performance, operations and future events. These are merely projections and as such are subject to risks, uncertainties and future events. Investors should be aware that various important factors could lead to results materially different from the plans, objectives, expectations, projections and intentions expressed herein. Under no circumstances are the Company, its subsidiaries, directors, officers, agents or employees responsible for any investment decision taken by third-parties (including investors) based on the information and statements contained herein, or for any resulting, corresponding or specific damages.

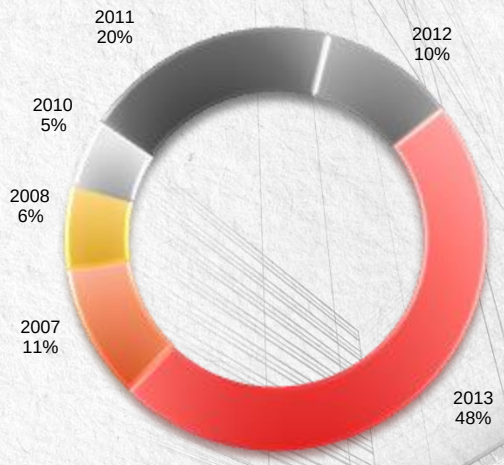
1Q14 Highlights

- **Operational:**
  - **Launches** reached **R$311 million** in the 1Q14;
  - **Contracted Sales** reached **R$143 million** in the 1Q14; **R$130 millions** of units launched in previous quarters;
  - **Land Bank** position reached **R$5.2 billion** by the end of the 1Q14;
- **Financials:**
  - **Gross Profit** reached **R$105 million** in the 1Q14;
    - **Gross Margin** reached **50%** in the 1Q14
  - **Net Income** reached **R$95 million** in the 1Q14;
    - **Net Margin** reached **45%** in the 1Q14;
  - **Annualized ROE** of **19.4%** in the 1Q14;
  - **Net debt** reached **R$94 million**, plus **Performed Receivables** of **R$282 million,** adjusted by the IGP-M index + 12% p.a..

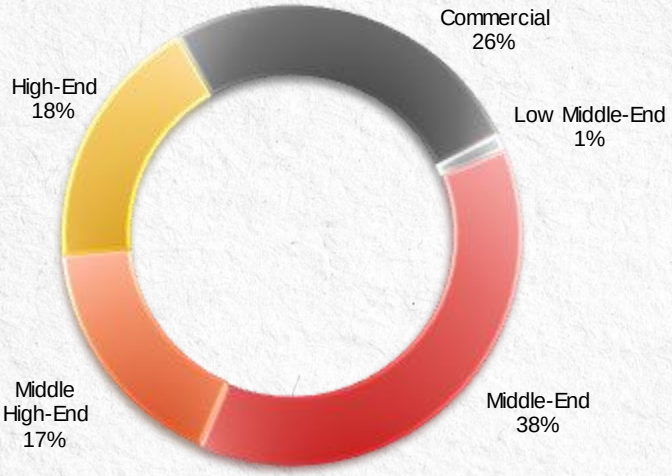
Land Bank Breakdown

- Land Bank represented own PSV of R$5.2 billion by the end of the 1Q14;
- Average acquisition cost of 12.6% of PSV (including costs with expanding construction potential);

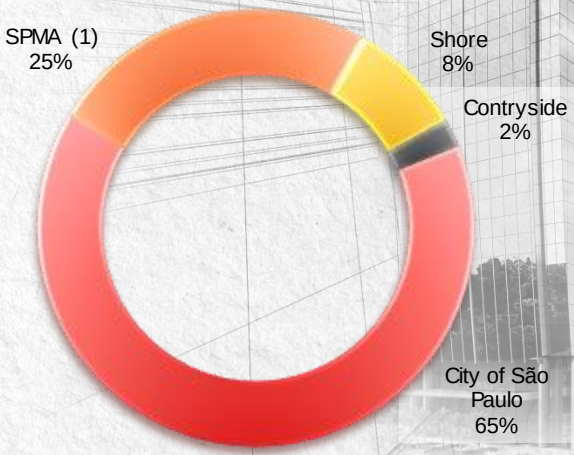
Land Bank by Acquisition Period
(% own PSV)



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:
May 2014

- **Heliport:**

Installation of Heliport´s metal structure commencing shortly

- **Structure:**

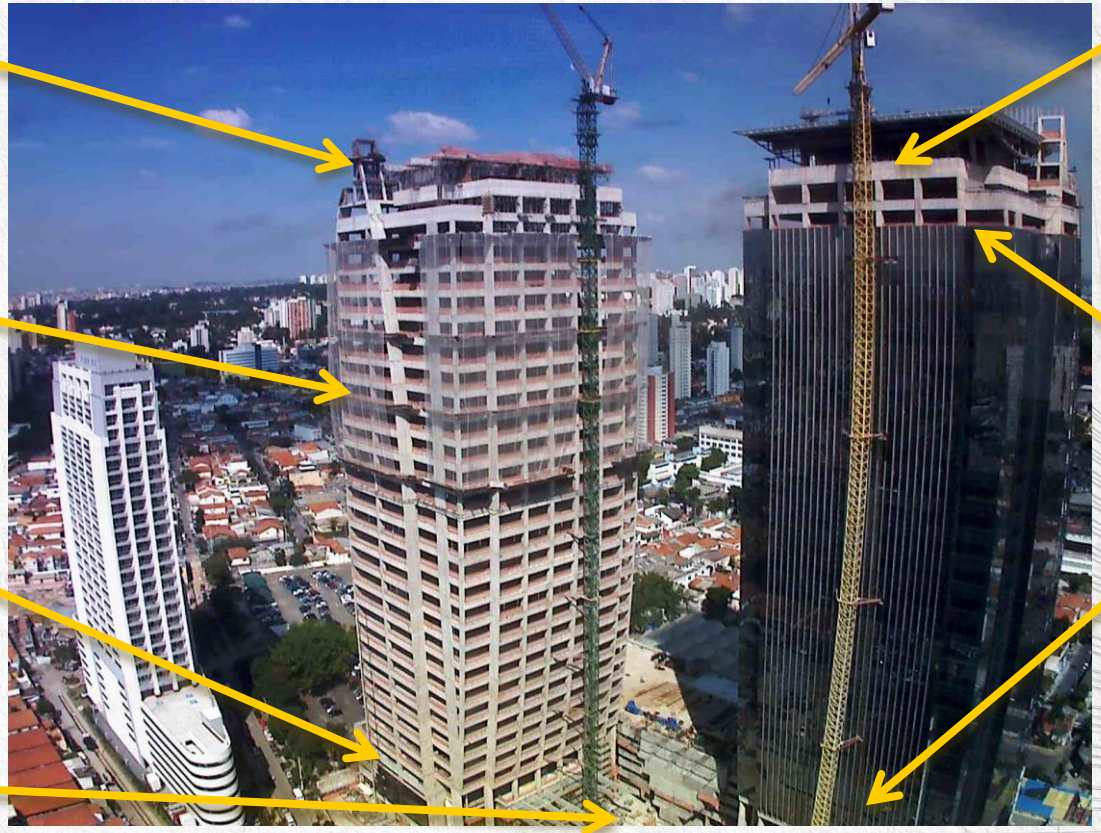
Concrete structure 100% complete

- **External Facade:**

Glass facade being installed

- **Entrance:**

Stone floor, grass areas and landscape under way



- **Facilities:**

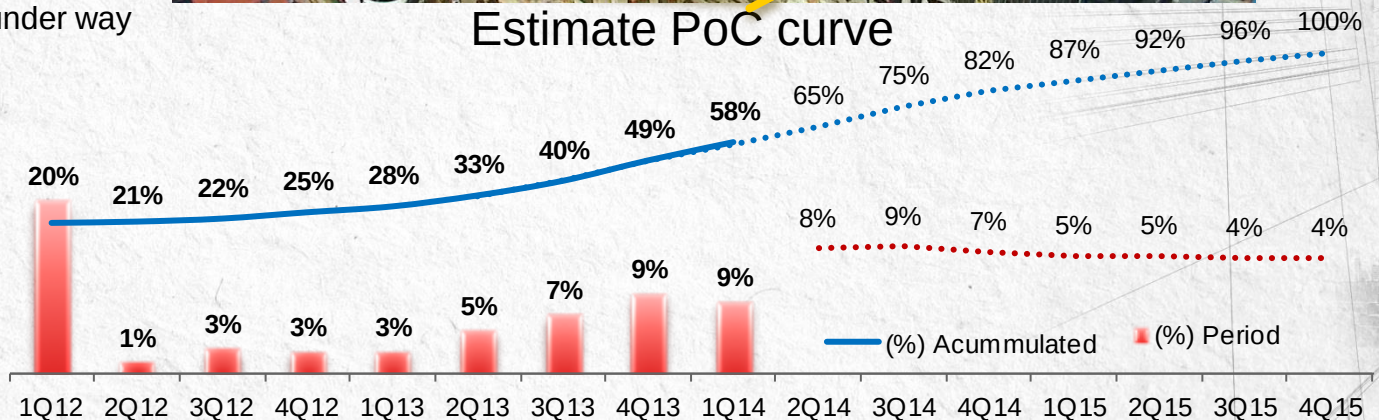
Cooling water tanks for air conditioning installed

- **Facade:**

Tower A - Glass front installed until de 30th floor

- **Lobby:**

Ground floor lobby´s finishing under construction

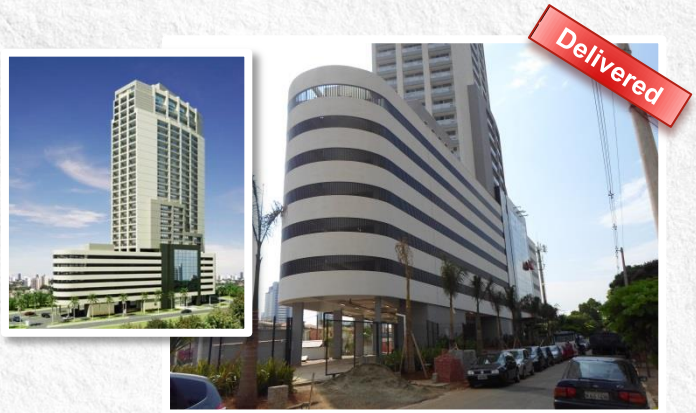


Engineering – Upcoming Deliveries



Up Home Jd. Prudência

Segment: Residential
Standard: Mid-High
Launch: February/2011
EZTEC's PSV: R$61.1 million
Effective Gross Margin: 49%



Neo Corporate Offices

Segment: Commercial
Standard: Offices
Launch: January/2011
EZTEC's PSV: R$182.0 million
Effective Gross Margin: 56%



Neo Offices

Segment: Commercial
Standard: Offices
Launch: February/2012
EZTEC's PSV: R$40.7 million
Effective Gross Margin: 46%



Quality House Sacomã

Segment: Residential
Standard: Middle-end
Launch: February/2011
EZTEC's PSV: R$60.4 million
Effective Gross Margin: 46%





Royale Tresor

Segment: Residential
Standard: Middle-End
Launch: March/2011
EZTEC's PSV: R$79.3 million
Effective Gross Margin: 40%

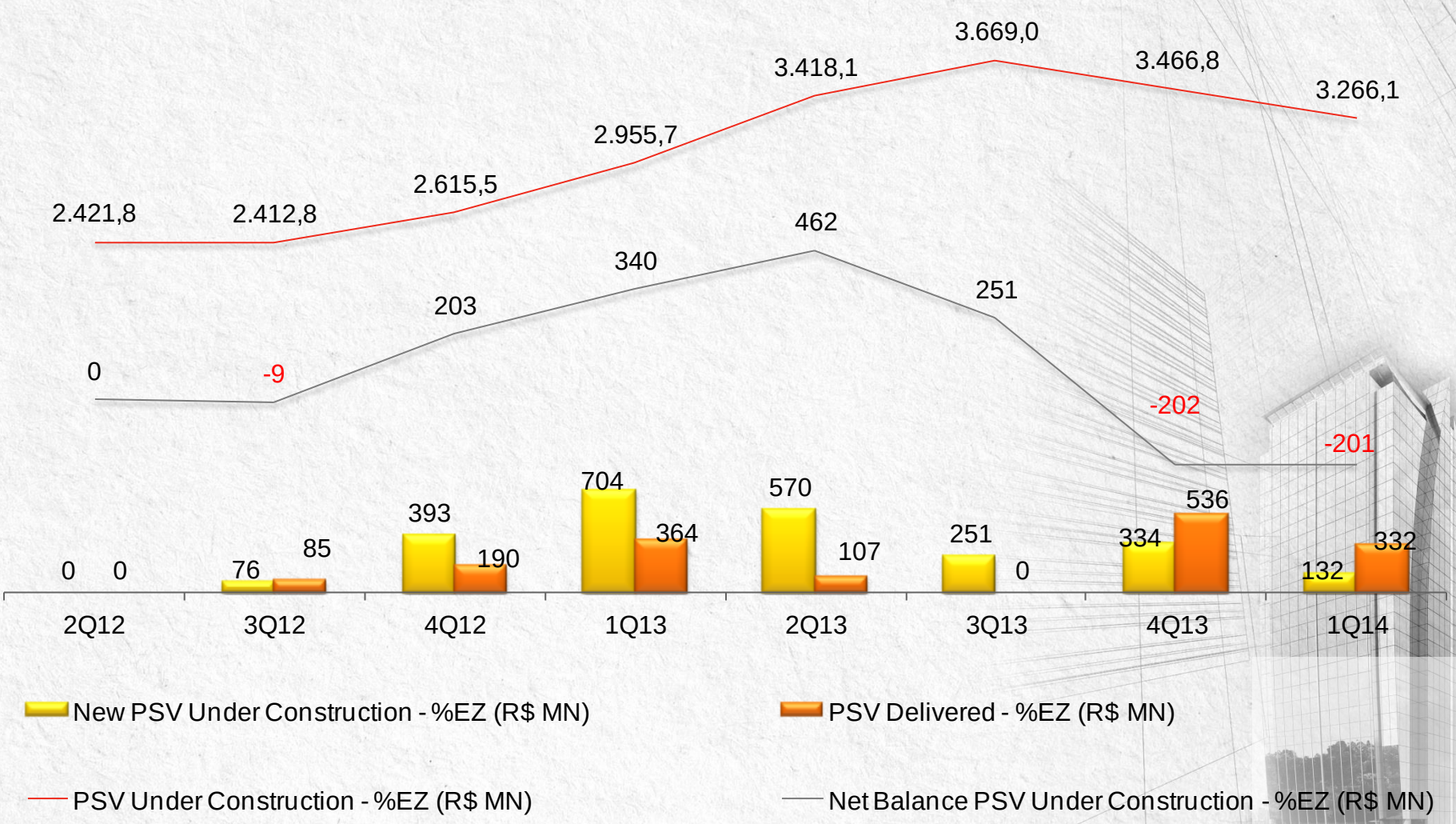


Trend

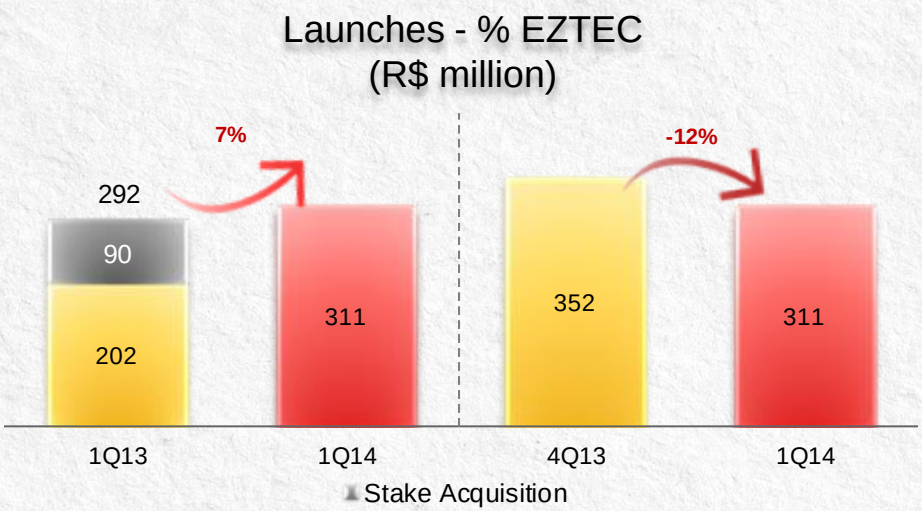
Segment: Commercial
Standard: Offices
Launch: February/2011
EZTEC's PSV: R$89.3 million
Effective Gross Margin: 61%

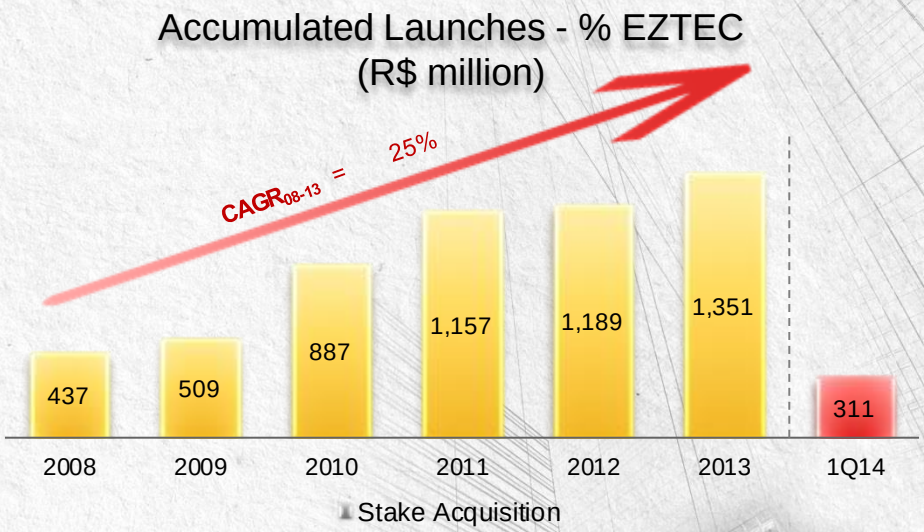


Engineering – Projects Under Construction



Launches 1Q14





Launched Projects 1Q14



Cidade Maia - Botânica

(Guarulhos III)

Location: Guarulhos/SP
Segment: Residential
Standard: Middle-end
EZTEC's PSV: R$182.7 million
%Sold: 23%

Cidade Maia - Reserva

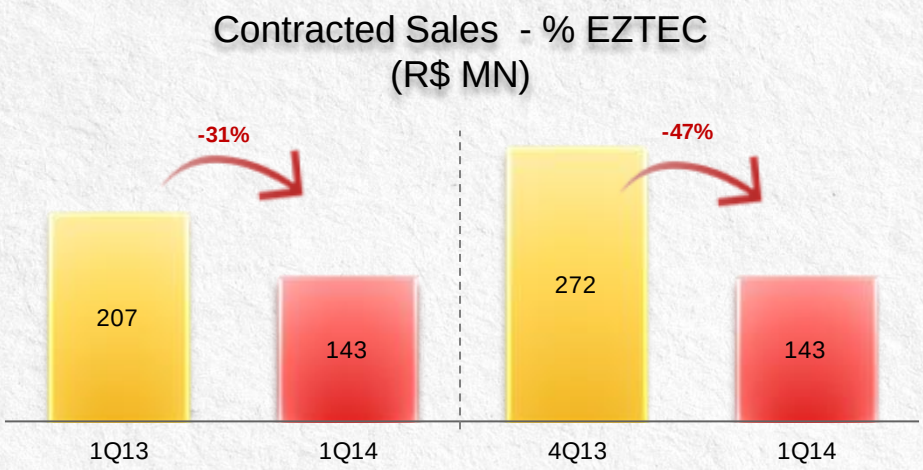
(Guarulhos III)

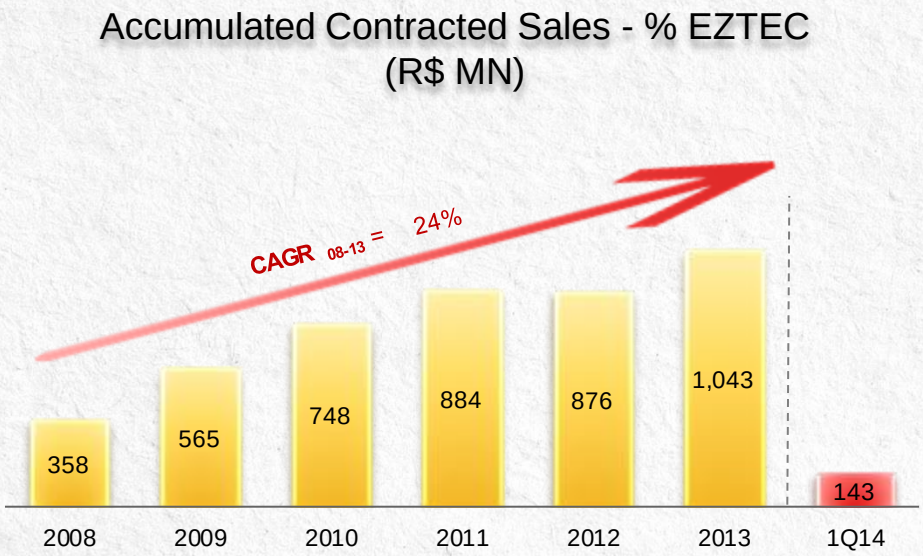
Location: Guarulhos/SP
Segment: Residential
Standard: Middle-end
EZTEC's PSV: R$128.4 million
% Sold: 23%



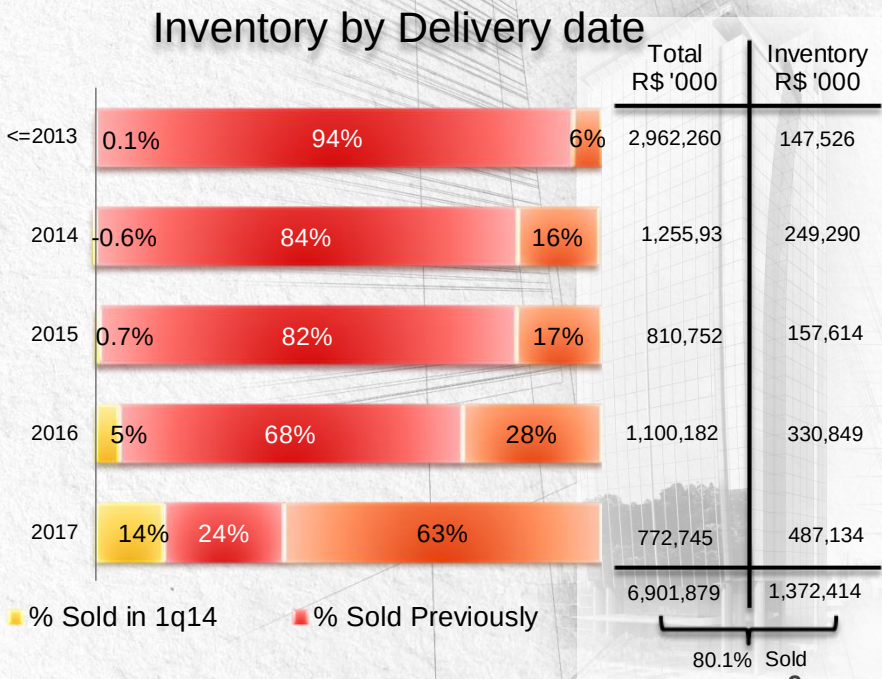
** Managerial Data. Base Data: May 8th, 2014*

Contracted Sales 1Q14





- 73% of the sales in 2013 were done by *Tec Vendas*, EZTEC´s own brokerage team;
- 91% of the sales in the period refers to units launched in previous years;
- Inventory market value of R$1,372 million by the end of the 1Q14.



Upcoming Launches



Magnífico Mooca
(Florianopolis)
Location: São Paulo/SP
Segment: Residential
Standard: Mid-High end
EZTEC's PSV: R$48.8 million



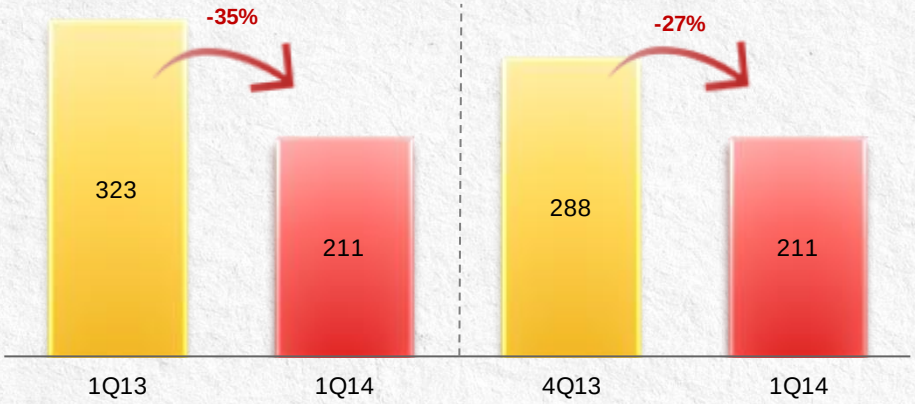
Gran Quadra San Felipe I e II
(Santa Virgínia I e II)
Location: São Paulo/SP
Segment: Residential
Standard: Mid-High end
EZTEC's PSV: R$129.5 million



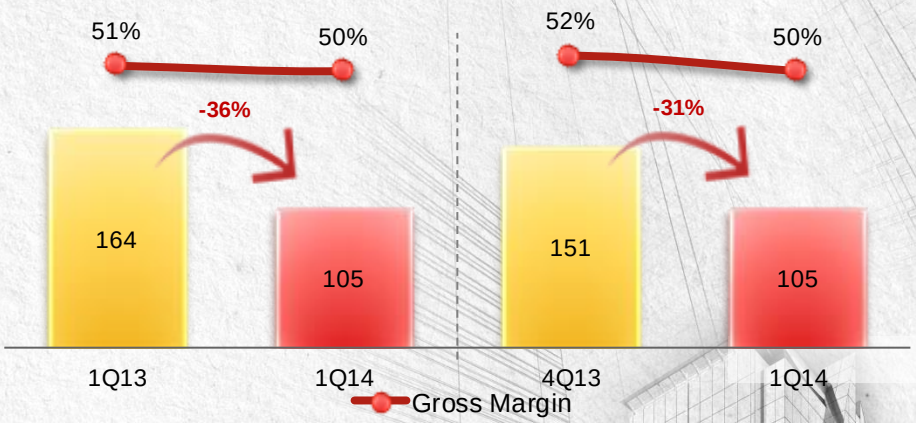
Santana
(Jucumã)
Location: São Paulo/SP
Segment: Residential
Standard: Mid-High end
EZTEC's PSV: R$46.8 million

Financial Performance I

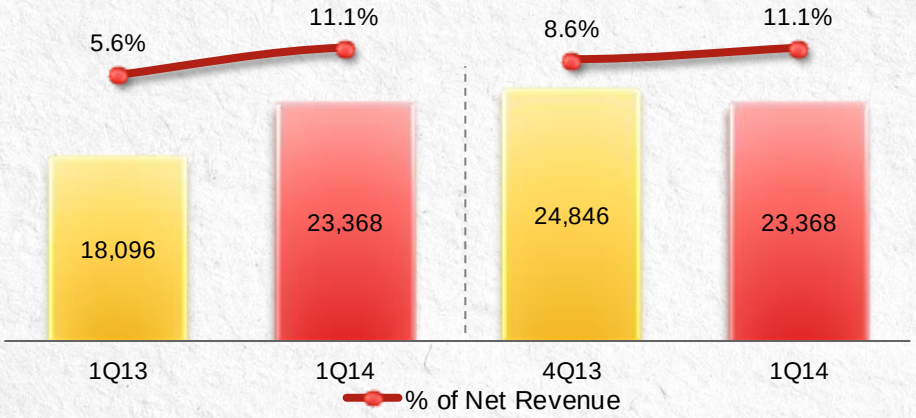
Net Revenue (R$ million)



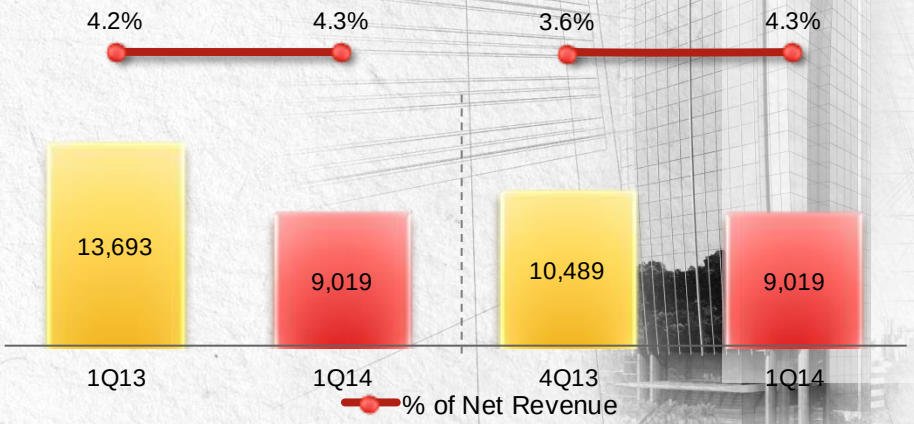
Gross Income (R$ million) and Gross Margin (%)



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



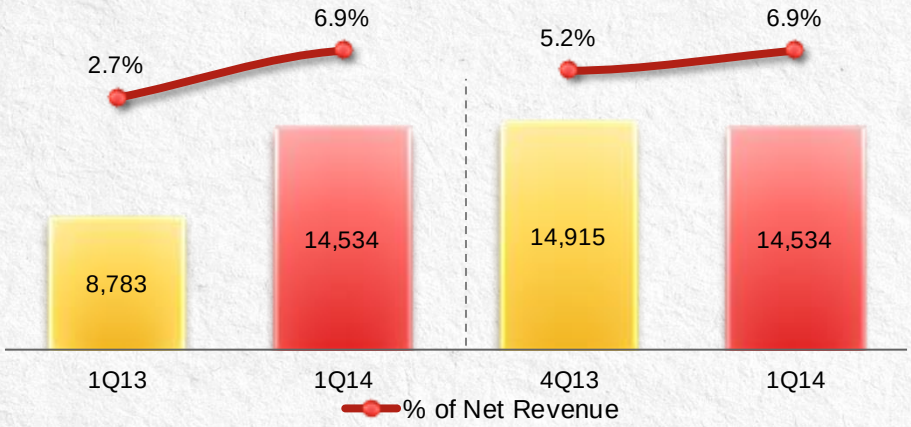
Selling Expenses (R$ '000) Net Revenue(%)



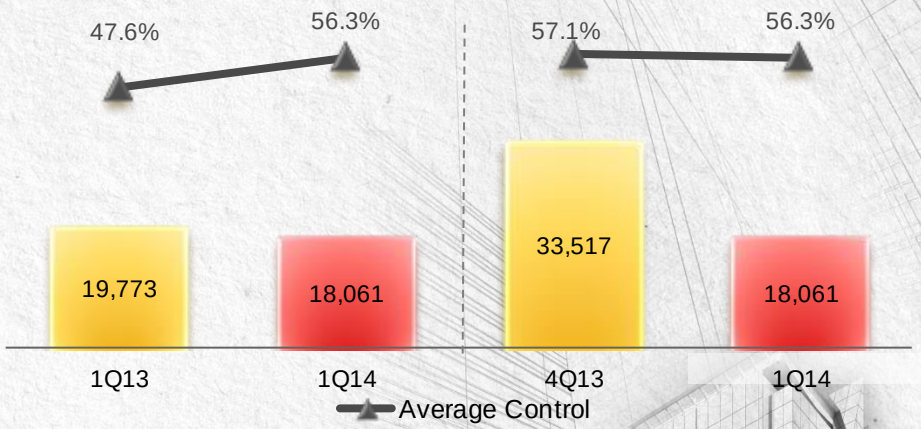
*Includes G&A for all projects, including projects not consolidated

Financial Performance II

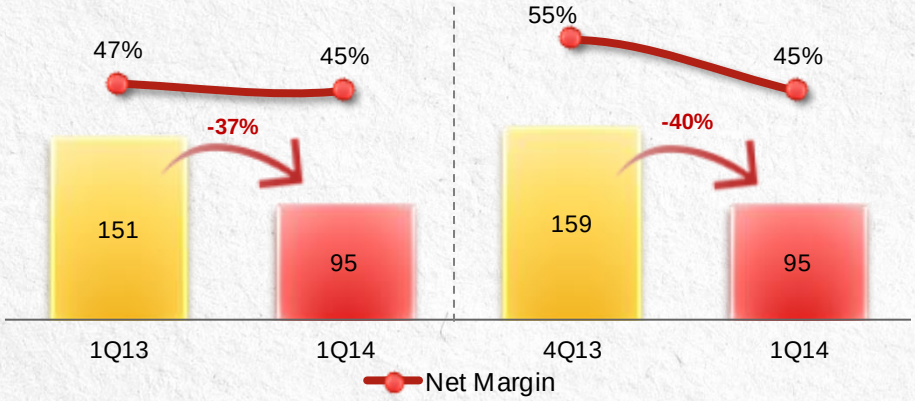
Financial Results (R$ '000) and Net Revenue (%)



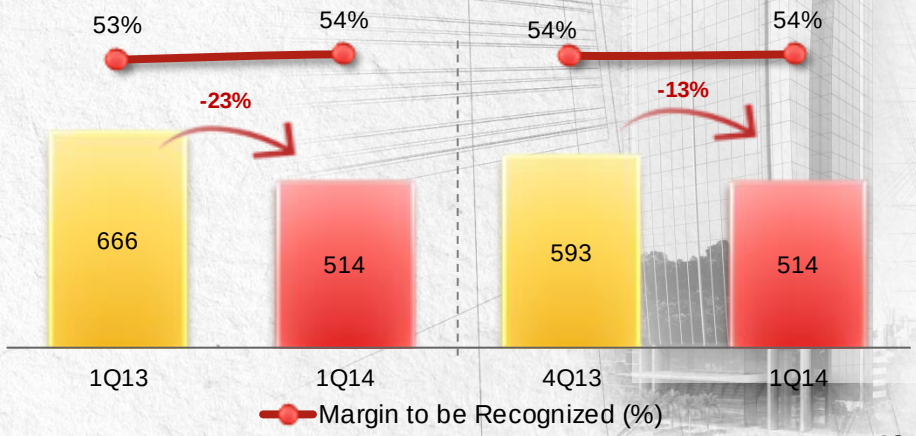
Equity Income (R$ '000); Gross Margin and Average Control (%)



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

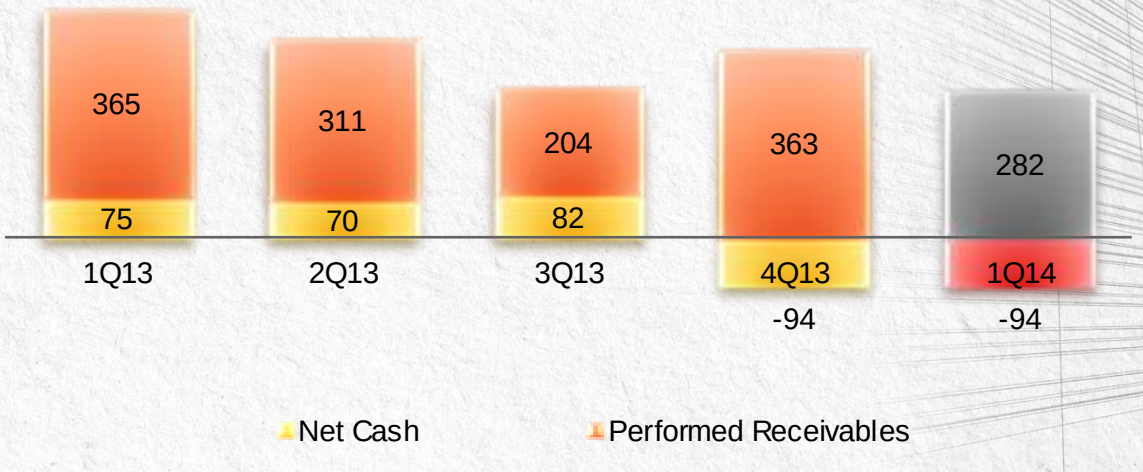


Results to be Recognized (R$ million) and Margin (%)



Cash Position

Financial Debt (Amount expressed in thousand of Brazilian Reais – R$)	1Q14	4Q13	Var.%
Short-Term Debt	12,576	20,348	-38.2%
Long-Term Debt	338,948	272,584	24.3%
Cash and Cash Equivalents	(51,400)	(62,808)	-18.2%
Financial Investments	(206,276)	(136,517)	51.1%
Net (Cash) Debt	**93,848**	**93,607**	**0.3%**



EZ Towers' Debt	209,097	157,355	32.9%
Net Debt (Cash) Excluding EZ Towers	**(115,249)**	**(63,748)**	**80.8%**

Capital Market

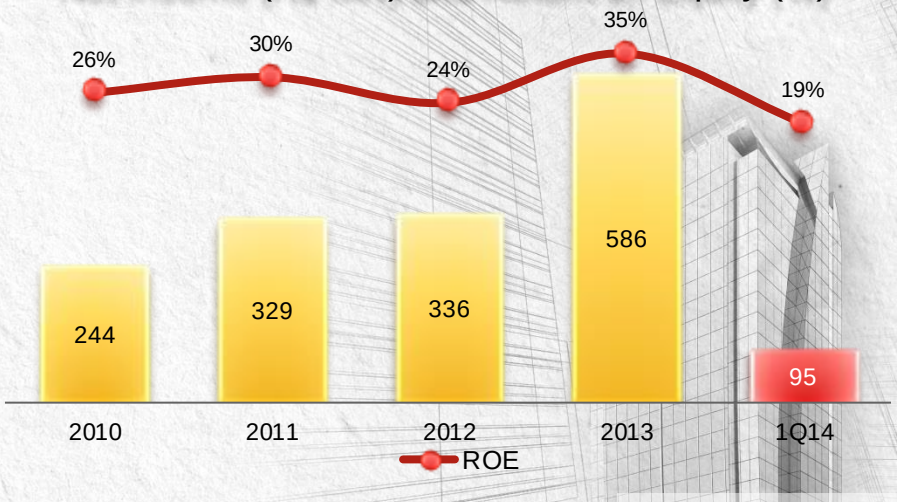
Net Asset Value (NAV)

Calculation of the Net Asset Value (Amount expressed in thousands of Brazilian Reais - R$)	1Q14	4Q13
Controller	**1,732,113**	**1,713,795**
(+) Cash	257,676	199,325
(-) Debt	(351,524)	(292,932)
(-) Dividends to be Paid	(139,172)	(139,172)
(+) CEPAC	-	-
(+) Unperformed Receivables	1,850,541	1,884,195
(+) Performed Receivables	282,498	362,753
(-) Construction Obligation	(684,634)	(808,104)
(+) Land bank Inventory (1)	580,716	551,722
(-) Land bank / Project Quotas Payable (2)	(138,155)	(130,689)
Present Value Adjustment - On-Balance	30,426	31,229
Present Value Adjustment - Off-Balance	43,741	55,468
Inventory - Managerial Data	**2,021,059**	**1,827,732**
(+) Units in Inventory (3)	1,372,414	1,191,732
(+) EZ Towers (Project Under Construction)	636,000	636,000
(+) Sales to be Recognized	12,645	0
Shared Control	**425,431**	**578,622**
Adjusted Net Asset Value	**4,178,603**	**4,120,149**
Total of Shares	**146,724**	**146,724**

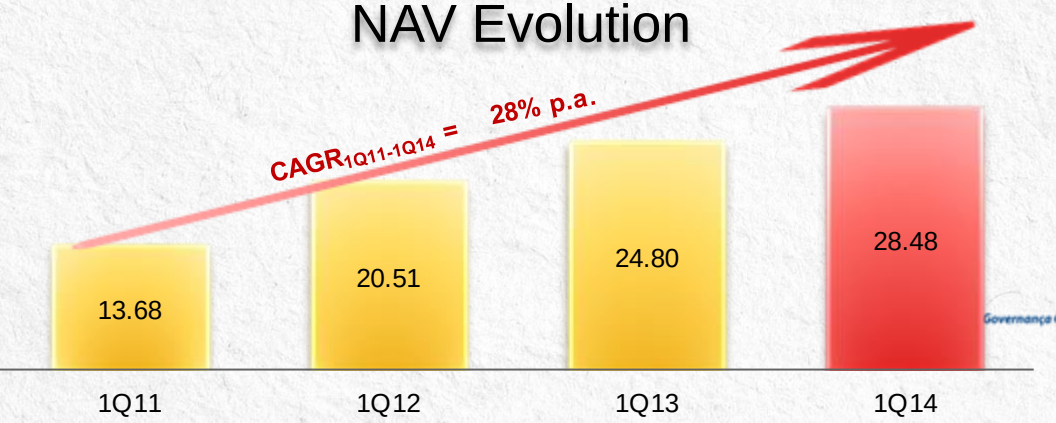
Information*

Free-Float	33.4%
Number of Shares Excluding Treasury (MN)	146.7
Stock Price (R$)	25.55
Market Cap (R$ MN)	3,748.8
Enterprise Value (R$ MN)	3,842.6
Daily Trading Volume 2014 (R$ MN)	9.8

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 May 8th, 2014*

EZ TEC

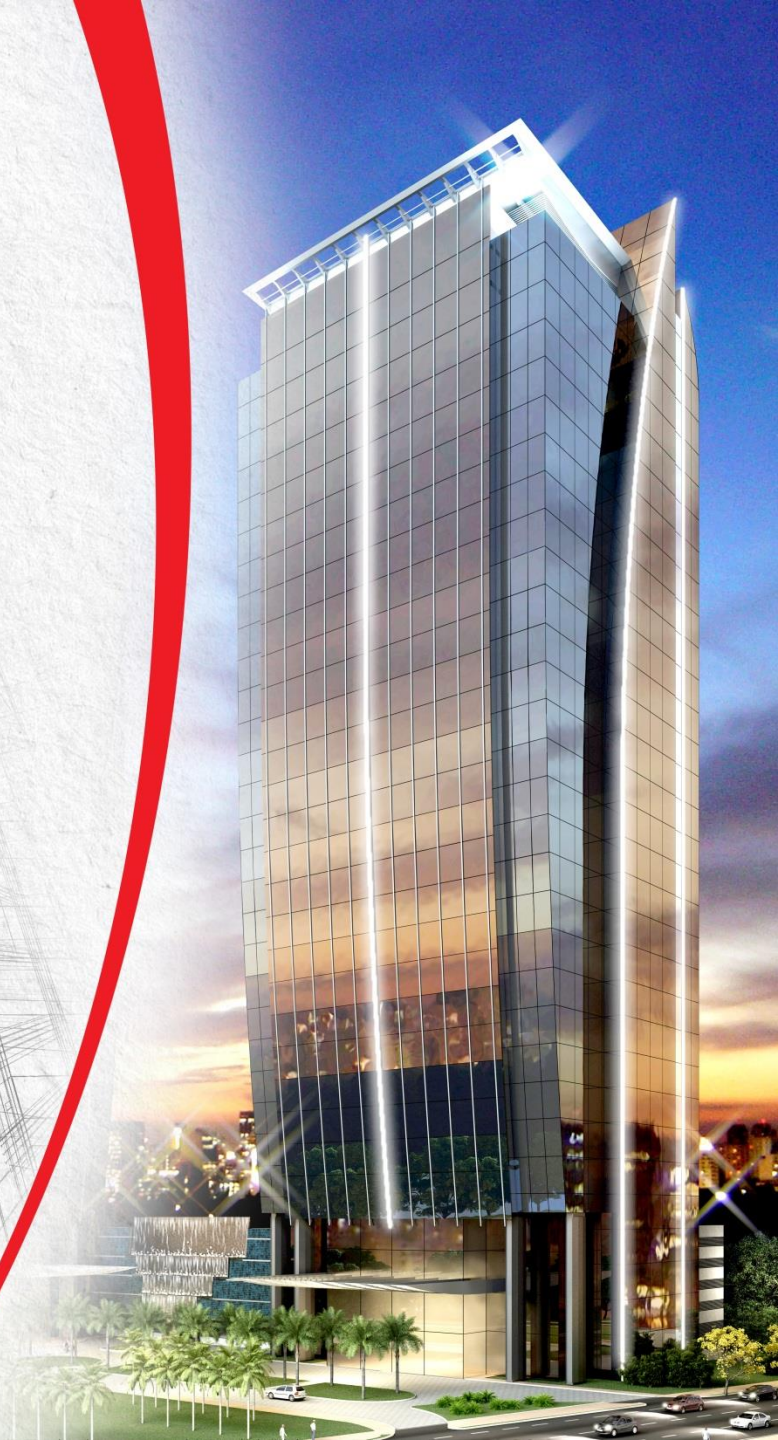
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Índice Imobiliário IMOB

Índice do Setor Industrial INDX