

# EARNINGS RELEASE 2021



Earnings Conference Call:

## Portuguese

March 23, 2022

3:00 p.m. (Brasília time)

2:00 p.m. (NY time)

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## English

March 23, 2022

3:00 p.m. (Brasília time)

2:00 p.m. (NY time)

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**BrasilBrokers**

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## MANAGEMENT REPORT

Management of Brasil Brokers Participações S.A. (“Brasil Brokers” or “Company”) presents for your appreciation its Management Report and the Parent Company and Consolidated Financial Statements, accompanied by the Independent Auditor's Report, for the year ended December 31, 2021.

### Message from Management

The year of 2021 was, without a doubt, the year in which Brasil Brokers consolidated the growth of its business model, focusing on digital transformation. During the year, we built a company whose purpose was to ***make each real estate experience a unique partnership*** and this guided us in the improvements that needed to be implemented.

Today, we can confirm that we are a '*Figital*' company since we aligned our years of experience in traditional real estate with technological transformations that offer humanized services, allowing us to better understand the needs of each client and improve the journey of this relationship. For this, we invested in proprietary technology and transformed our processes and systems so we could offer unique experiences in the buying and selling journeys, in which clients have access to all the necessary information about a property, including a virtual tour and integration with key points of interest on Google, therefore enabling us to boost sales in a fully digital format without the need for a physical visit. This development, initially carried out at Desenrola, is being gradually implemented in the group's other companies, including Brasil Brokers' website, and has significantly improved customer experience and navigability through a modern layout and quick updates on properties available by our sales team.

Another technological development we implemented at the Company was the CredIntegrados system, a digital Real Estate Credit platform that connects the country's main banks so that we can monitor all stages of the financing process, from simulation to the effective hiring of a housing loan. The development of this platform will continue to be very important for Credimorar, as it allows our partners, even with little experience in offering real estate credit, to offer this service through our platform quickly and with no bureaucracy.

Digital transformation has been the leverage engine for our operations, having contributed to reductions in operating costs and better remuneration for the sales team. During the year, we made several improvements to our “tech” team, including: the strengthening of the team by hiring new talents and offering employee training, the advancement in the implementation of the scrum agile model to ensure agility in developments and recurring improvements to our proprietary systems, as well as the migration of our data centers to the cloud based and SaaS model, which generated gains in availability and performance in our applications.

On the ESG front, which could not be ignored, we also incorporated practices into our corporate activities and the daily lives of our employees. We treat this agenda with great responsibility and we know this will help us to position ourselves in a more sustainable and long-lasting way, in line with best market practices. Meeting the needs of social and cultural transformation, we advanced in the #Gigantesca Movement, which is the key catalyst for change in this matter, addressing topics such as: unconscious bias and gender, sexual, social and racial ethnic diversity, all of which had enormous engagement from our employees and helped to positively transform our work environment by fostering diversity of thoughts and perspectives.

In line with our purpose, our group companies acted in the direct intervention of housing projects since this matter is directly related to our business. Through the “Future Starts at Home” project, in partnership with the



NGO Habitat para a Humanidade Brasil, we supported 10 vulnerable families in the city of Goiânia by renovating their homes. Through this, we believe that we were able to serve our society by meeting several critical factors, in addition to contributing with the evolution of the country and the cities where we operate.

We also promote specific assistance actions, such as the donation of 1,363 (one thousand, three hundred and sixty-three) items, including books, milk, and toys, to support projects such as the *Pastoral da Criança de Inhoaíba - RJ*, *Projeto Batucando - RJ*, *Projeto Nossa Turma - SP*, *Assentamento Buenos Aires- GO*, therefore leaving a positive legacy in all the States in which we are present.

## Operating Performance

Looking at our business performance in 2021, we had a record year in the real estate market, achieving excellent sales results in cities such as Rio de Janeiro and São Paulo, the main cities in the country, which resumed sales and launching activities, surpassing 2019, a year prior to the COVID-19 pandemic. A good part of this result was driven by the search for larger properties due to the increasingly amount of people working from home, in addition to the reduction in the Selic rate, to an annual rate of 2%, which also helped strengthen the market's recovery and, consequently, the performance of Brasil Brokers.

Home loans granted by the Brazilian System of Savings and Loans (SBPE) reached R\$205.41 billion in 2021, up by 65.7% from the R\$123.97 billion granted in 2020, a record annual result. With this, Credimorar consolidated itself as one of the main companies for the intermediation of real estate financing in the country, being the largest originator of housing loans for Banco Bradesco, the third largest originator for Santander and one of the five largest originators for Banco Itaú. A total of R\$4.1 billion was originated in real estate credit (produced GFV), up by 60% over 2020 and corresponding to 13,252 financed units. When we compare the results for Credimorar against the numbers in 2019, we had a 109% growth from the R\$1.9 billion in produced GFV, reaffirming, once again, the Company's strategic direction approach during the year.

In the primary market, we reached a potential sales value (PSV) of R\$2.5 billion, corresponding to a 56% growth from the R\$1.6 billion in 2020, and, despite the reduction in the number of units sold, we ended the year with an average ticket of R\$658 thousand, increasing by 51% over the previous year. In the secondary market, PSV was R\$1.5 billion, 42% higher than in 2020. Just like the primary market, the average ticket for units sold also **increased** by 7%, to R\$660 thousand.

As a result, the Company's gross revenue ended 2021 at R\$168 million, a strong 40% growth from the R\$120 million reported in 2020 and 32% higher than the R\$127 million reported in 2019, mainly due to our financial services vertical, which had gross revenues of R\$98 million in 2021, accounting for 59% of the total amount. Our gross margin (as a percentage of gross revenue) ended the year at 52.8%, increasing by 3% over 2020 when this margin was 51.4%.

Our administrative expenses, as a percentage of gross revenue, fell 16.3 p.p., reaching 53.0% in 2021 compared to 69.4% in 2020, and was 20.8 p.p. lower than the 73.9% reported in 2019. This significant reduction consolidates the restructuring process we have been implementing during the last two years.

The **adjusted EBITDA after legal liabilities was negative R\$0.3 million** in 2021, improving by R\$19.36 million from the negative R\$19.66 million in 2020. Adjusted EBITDA from continued operations ended December 31, 2021, with a **recovery of approximately R\$4.9 million**, reaching a negative R\$39.0 million compared to a negative R\$43.8 million at the end of 2020.

The table below shows the breakdown of EBITDA and Adjusted EBITDA from the Company's continued operations, based on the losses recorded in the fiscal years ended December 31, 2021 and December 30, 2020, reconciled to the Company's consolidated interim financial information, in line with the provisions of CVM Instruction 527/12:

(em R\$ mil, exceto %)	Exercício social encerrado em			
	31 de dezembro de 2021			
Medições não contábeis	2021	AH%	2020	AH%
Prejuízo atribuído aos acionistas controladores	-72.945	59,05%	-178.125	-99,85%
Lucro líquido atribuído aos acionistas não controladores	-194	-183,26%	233	-98,73%
Prejuízo do exercício	-73.139	58,89%	-177.892	-151,38%
(-) Resultado financeiro	17.526	356,53%	3.839	75,62%
(-) Imposto de renda e contribuição social	667	-31,80%	978	40,52%
(-) Depreciação e amortização	8.987	-21,00%	11.376	191,94%
EBITDA <sup>(1)</sup>	-45.959	71,58%	-161.699	-101,48%
(-) Ajuste ao valor recuperável de ativos	7.000	-94,11%	118.862	100%
(-) Lucro líquido proveniente das operações descontinuadas	0	100,00%	-979	-104,42%
EBITDA Ajustado das operações continuadas (1)	-38.959	11,08%	-43.816	24,61%

(1) EBITDA and Adjusted EBITDA from continuing operations are not recognized measures under Brazilian GAAP or International Financial Reporting Standards ("IFRS"), do not have a standard definition and may not be comparable to similar measures provided by other companies. The Company uses EBITDA and Adjusted EBITDA from continuing operations as additional performance indicators for management purposes and for comparison with similar companies.

## Operating Performance

The Company operates in four main markets, all of which geographically located in Brazil, defined as financial services market, secondary market, rental market, and primary market. There is a lot to celebrate when we analyze the breakdown by operating market:

- The **financial services market**, which offers advisory services for the trade of financial services, such as home loans and home equity, recorded **13,252 financed units** in 2021, a significant increase of 11% over the number of financed units (11,969) in 2020.

Credimorar Serviços Financeiros e Securitários S.A. achieved historic performance results in 2021, in line with the real estate credit market in the country, and this result drove us to end the year with R\$4,318 million in billed GFV, making us one of the largest credit intermediaries in the country. Thus, **gross revenue grew by an impressive 74%** in 2021, to **R\$98.4 million** from the R\$56.6 million recorded in 2020. The financial services market alone accounted for 59% of the Company's total gross revenue.

- The **secondary market**, which is responsible for the sale of used or ready-to-move-in properties, ended 2021 with 2,226 units sold, **an increase of 33%** against 2020, when 1,704 were sold.

The **potential sales value (PSV) increased by 42%**, from R\$1,055.9 million in 2020 to **R\$1,496.0 million in 2021**, contributing to a 7% increase in the average ticket of the units sold in the year, from R\$619,7 thousand to R\$660,4 thousand per unit.

Despite the increase registered for both units sold and PSV, we had a slight retraction of 5% in this segment's gross revenue, ending 2021 at R\$21.7 million from R\$22.9 million in 2020.

- In the **rental market**, “Desenrola”, a digital platform to buy, rent, and sell commercial and residential properties operating in São Paulo (SP), Niterói (RJ), Cuiabá (MT), and Goiânia (GO), **brokered 934 properties** until December 31, 2021, **growing by 14%** over the 816 units brokered in 2020.
- In the **primary market**, sales of real estate projects launched by developers, with a historic year for the granting of housing loans in the country, with a slight increase of the number of units sold by 3% (3,864) over the 3,745 units sold in 2020. **83 developments were launched in 2021, of which 48 were in the city of São Paulo and 35 in Rio de Janeiro.**

However, we recorded an increase in potential sales value (PSV) of the units sold, from 1,634.6 million in 2020 to 2,543.8 million in 2021. We managed to increase the average **ticket by 51%**, from R\$436.5 thousand to **R\$658.3 thousand in 2021**. This allowed our **gross revenue to reach R\$35.5 million at the end of 2021, up by 21%** over the R\$29.4 million recorded in 2020.

## Closing Message

We begin 2022 marked, undoubtedly by uncertainties in both the national and international markets. In the domestic market, we have an election year ahead and this always causes an uncertain political scenario with great risk aversion from economic agents. We also have macroeconomic scenario of double-digit inflation and a strong tendency for further increases of the Selic rate. On the international stage, the war between Ukraine and Russia still has unknown outcomes on how it will impact markets, in particular commodities, but we can see how this can compromise investor appetite by looking at the recent movements in the stock market. However, the Management of Brasil Brokers believes the real estate market will continue to recover in 2022 and we also strongly believe in the scalability of the Company's operations as a crucial factor for us to increase our market share, in addition to a recurring organic growth of our digital platforms. Brasil Brokers is prepared to face any instability, as it has been focusing on its revenue diversification strategy, operating competitively and with innovation in each of its operational segments, improving customer experience every day. The Company's service portfolio has proven to be essential for the sustainability of the business, increasing revenue through operational synergy and great potential for organic growth. All of the Company's actions are aimed to pave the way for new trends in this increasingly digital universe to turn it into a Proptech company.

The drivers of the new strategic guidance being implemented are: business profitability, digital transformation, improving customer experience, and working as an ecosystem to expand and integrate the products and services portfolio. In addition, we constantly revise costs and administrative expenses, as well as all spending incurred in operations and the corporate division. Through this initiative, we increased profitability and preserved cash without jeopardizing the Company's target growth.

Finally, the Company's Management daily manages cash, monitoring financial and non-financial assets and investments focused on digital transformation to improve its business model and increase profitability.

## Relationship with Independent Auditors

The Company engaged BDO RCS Gestão Empresarial Ltda. (“BDO”) to audit the parent company and consolidated financial information, prepared under the accounting practices adopted in Brazil and the International Financial Reporting Standards (IFRS) for the year ended December 31, 2021.

Brasil Brokers' policies for engaging services not related to the external audit with its independent auditors aim to ensure that there is no conflict of interest and loss of independence or objectivity, ensuring the principles that preserve the auditor's independence.

BDO was not engaged to provide services other than the review of the parent company and consolidated financial statements for the year ended December 31, 2021.

**Daniel Guerbatin**

CEO of the Group



## 1. Operating and Financial Highlights

### Financial Results

- Gross revenue of R\$167.8 million in 2021, up by 40% over 2020 and 32% higher than in 2019. This resulted in a net revenue of R\$167.8 million in 2021, up by 41% and 35% over 2020 and 2019, respectively.
- The Company's digital presence ended the year at 77% of gross revenue, remaining at an excellent level and accounting for R\$129.2 million of gross revenue.

### Financial Services Market

- All-time high home loan grants of R\$4,318.1 million in Potential Sales Value financed through Credimorar, which is dedicated to the trade of Financial Services. Growth came to 76% YoY and 116% versus 2019, once again proving the success of the case.

### Secondary Market

- Gross revenue of R\$21.7 million in the secondary market in 2021, down by 5% from 2020 and a significant increase of 13% over 2019.
- The number of units sold increased by 33%, with 2,226 units sold in 2021 against 1,704 units in 2020. The average ticket increased by 7%, from R\$619.7 million in 2020 to R\$660.4 million in 2021.

### Rental Market

- The number of brokered properties increased by 14% in 2021, to 934 units, against 816 units in 2020. The property portfolio managed by the Company totaled 2,300 units at the end of 2021, down 10% versus 2020.

### Primary Market

- Gross revenue of R\$35.5 million in the primary market in 2021, up by 21% over 2020 and 17% lower than in 2019.
- Potential Sales Value (PSV) reached R\$2,543.8 million in 2021 compared to R\$1,634.6 million in 2020, increasing by 56%. The average ticket was R\$658.3 thousand in 2021, from R\$436.5 thousand in 2020, a 51% growth.



## 2. Gross Revenue from Services

Brasil Brokers' gross revenue from services, represented by fees from the different operating markets, reached R\$167.8 million in 2021, up by 40% over 2020 and by 32% over Q4' 19. The increase is due to the financial services vertical, which accounted for 59% of all revenue from the group. As a result, the Company's net revenue was R\$143.3 million in 2021 versus R\$101.6 million in 2020, up by 41%. If we compare this to 2019, when net revenue was R\$106.5 million, we had a growth of 35%.

**Table 1 – Revenue and Adjusted Brokerage Fee**

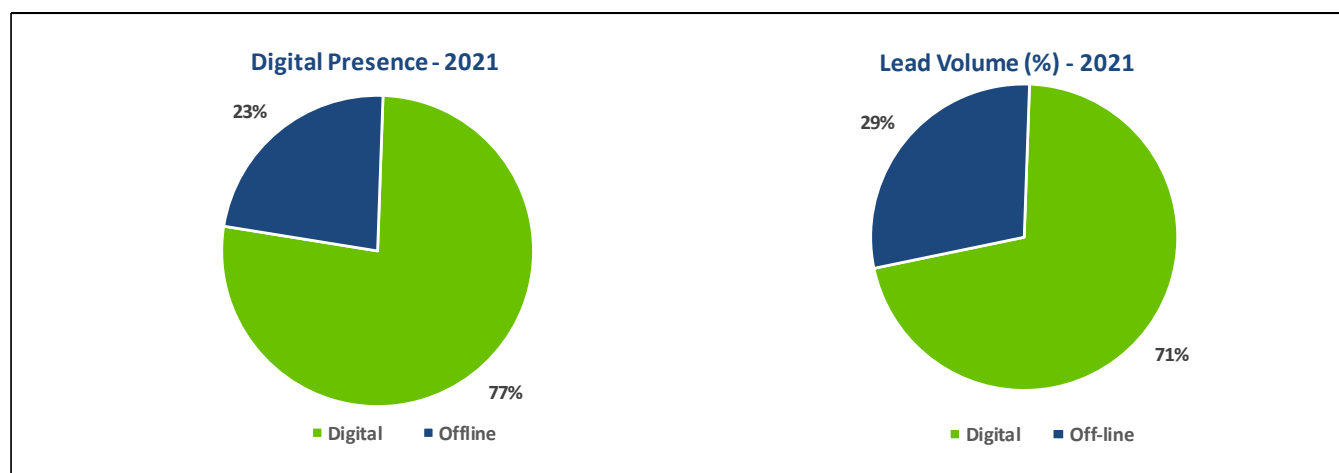
Gross Operating Revenue per Vertical (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
Lauches - Primary Market	35.5	29.4	21%	42.8	-17%
Finished Properties - Secondary Market	21.7	22.9	-5%	19.2	13%
Financial Services	98.4	56.6	74%	52.3	88%
Rental*	9.2	10.3	-10%	12.0	-23%
Other Revenues	3.0	1.0	192%	0.6	429%
<b>Gross Operating Revenue</b>	<b>167.8</b>	<b>120.2</b>	<b>40%</b>	<b>126.9</b>	<b>32%</b>
Taxes	21.4	16.0	34%	17.4	23%
Cancellations	3.1	2.6	18%	3.0	3%
<b>Net Revenue</b>	<b>143.3</b>	<b>101.6</b>	<b>41%</b>	<b>106.5</b>	<b>35%</b>

\* The gross operating revenue of the Rental Market includes related businesses, such as insurance and receivables management, among others.

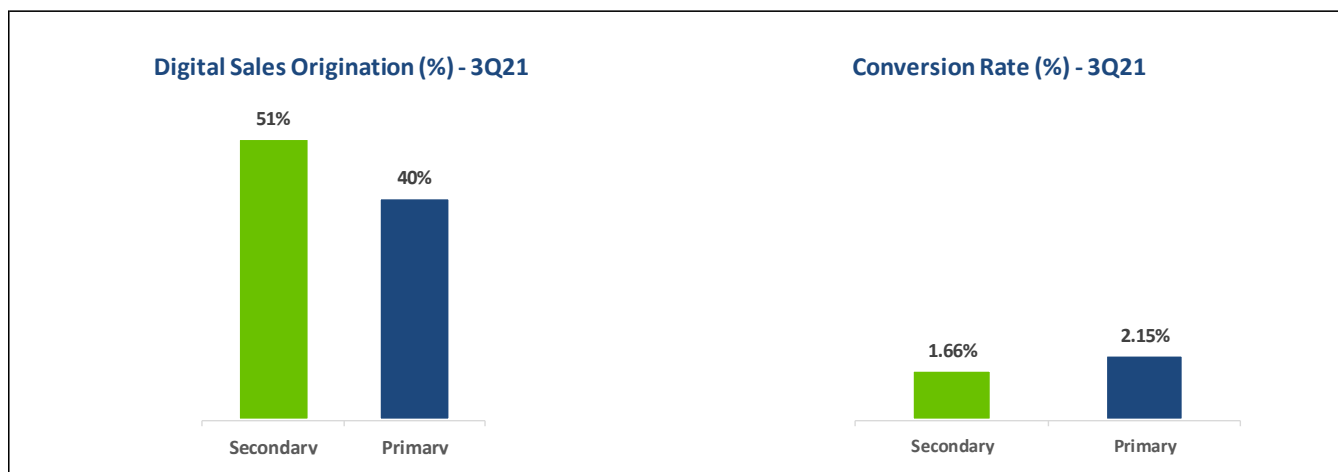
### 2.1 Digital Presence

The Company's digital presence accounted for 77% of total gross revenue in 2021, which was originated through online platforms and/or started through digital channels. This shows the great importance of the Company in continuing its intensive digitization process.

Of the total customer interactions in 2021, 71% were 100% digital and/or through a digital platform, and results from the Company's investments and strategy to improve its digital platforms, which are highly scalable in all group companies.



Excluding Desenrola and Credimorar, which have a highly digital DNA, the secondary market accounted for 51% of the digital sales, while the primary market accounted for 40%, in 2021. It is worth noting that digital sales in the primary and secondary markets consider customers who started the process through our digital platforms. It does not mean that the sale was exclusively online, as customers may have had some type of in-person interaction, such as visiting the property – that is our concept of “Figital”.



## 2.2 Secondary Market

The secondary market is responsible for the commercial sale of used or ready-to-move-in properties, where the real estate agent, acting as a commercial broker, earns a commission payable by the property owner. The gross revenue from the secondary market totaled R\$21.7 million, accounting for 13% of the Company's total gross revenue, in the year ended December 31, 2021.

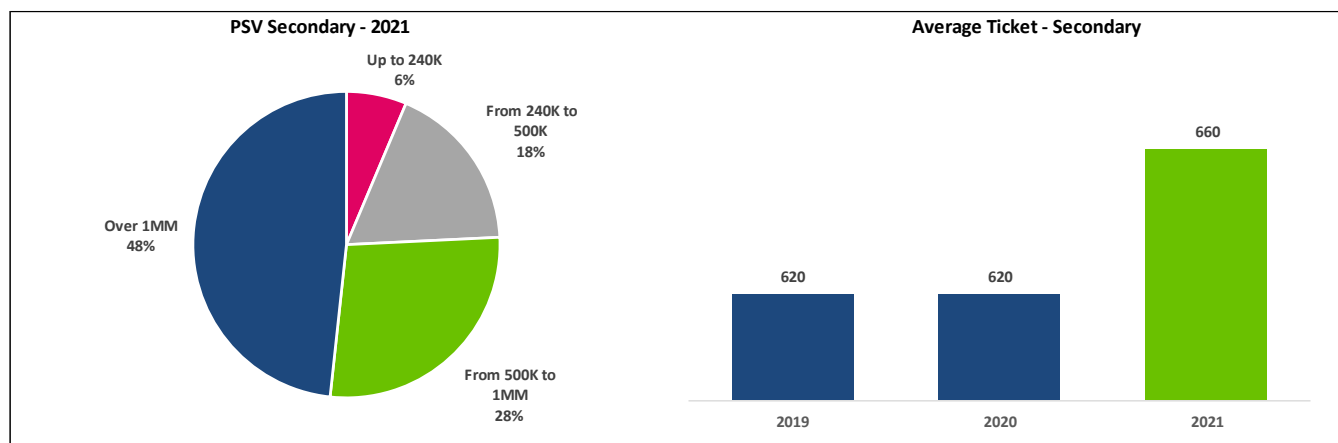
**Table 6 – Ready-To-Move-In or Used Property Sales**

Potential Sales Value (PSV) - Secondary (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
PSV	1,496.5	1,055.9	42%	849.0	76%
Units Sold	2,266	1,704	33%	1,370	65%
Average Ticket (R\$ thousand)	660.4	619.7	7%	619.7	7%

In 2021, the potential sales value (PSV) of brokerages carried out in the secondary market reached R\$1,496.5 million, an increase of 42% compared to the R\$1,055.9 million in 2020 and up by 76% when comparing to the same period of 2019. The number of units sold increased by 33% in the year, to 2,226 units from 1,704 units sold in 2020 and was 65% higher than the 1,370 units sold in 2019. The average ticket of the units brokered in 2021 was R\$660.4 thousand, increasing by 7% over the average ticket of R\$619.7 thousand in 2020 and 2019.

Note that properties sold in the R\$500 thousands to R\$1 million price range, as well as those priced over R\$1 million were the most representative in the secondary market, which helped increase the average ticket by 7% in 2021.

Rio de Janeiro continues to be our main location for the secondary market, with a 62% share on December 31, 2021, followed by São Paulo with 33%, and other regions with 6%. Comparing 2021 and 2020, the growths came to 45% in Rio de Janeiro, 39% in São Paulo, and 28% in other regions.



The PSV of the secondary market is broken down as follows: 48% from properties priced over R\$1 million; 28% from properties priced between R\$500,000 and R\$1 million; 18% from properties priced between R\$240,000 and R\$500,000; and 6% from properties priced up to R\$240,000. The properties that grew the most by price range were those priced between R\$500,000 and R\$1 million (+46%), and those priced above R\$1 million (+41%) YoY in 2021.

## 2.3 Rental Market

In the rental market, Brasil Brokers operates through its digital platform “Desenrola”, which is currently one of the Company's main growth drivers. Desenrola aims to simplify the lives of tenants and owners. One of its competitive advantages is the ability to assist those who wish to rent a commercial or residential property by offering online services, not asking for any type of guarantees nor bureaucracies, without losing the humanization while providing this service.

The gross revenue of the rental segment totaled R\$9.2 million in 2021 (6% of the total), down 10% from 2020. 934 properties were brokered at the close of 2021, up by 14% over the 816 properties brokered in 2020, and down by 18% from the 1,144 properties brokered in 2019. The property portfolio under management totaled 2,260 properties in 2021, compared to 2,515 properties in 2020, mainly impacted by the transfer of LI LIBORIO to C&M Negócios (“Libório”) and cancellations during the course of the transaction. Despite this, a reversal of this behavior was observed in the last quarters of the year due to efforts from the funding team.

**Table 8 – Rental**

Rent (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
Number of Intermediated Properties	934	816	14%	1,144	-18%
Real Estate Portfolio	2,260	2,515	-10%	2,371	-5%

The customers’ journey in the rental segment is highly replicable to the model of buying and selling ready-to-move-in properties, as the processes of advertising, selection, scheduling, visit and submission of proposals are virtually identical in both operations. The biggest difference would be the negotiation and regularization stage, which, in the case of the secondary market, needs to be addressed differently, given the complexity involved in this process. Our greatest advantage is the ability to assist clients in any segment by offering an end-to-end experience, from the moment of searching for the desired property to assisting them with the property financing.

## 2.4 Financial Services Market

The financial services market offers, through Credimorar, the largest multi-bank platform in Brazil, advisory services for the trade of real estate products, such as home loans, home equity, personal loan, and public consortiums. By offering these products, Credimorar is Banco Bradesco's major home loan generator.

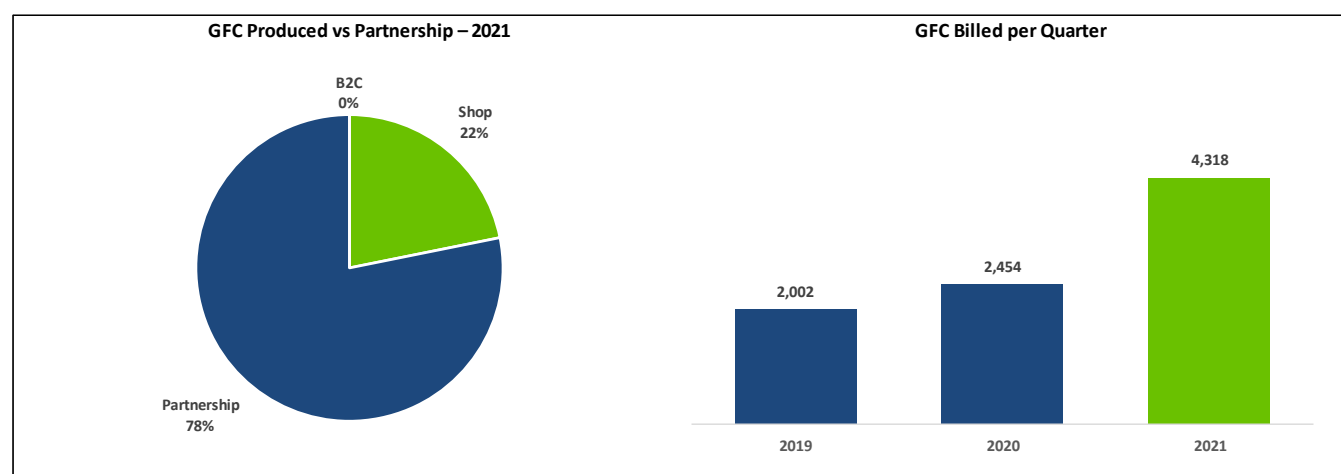
Home loans are offered through the Housing Financing System (SFH) or Real Estate Financial System (SFI) through Credintegrados, a platform created and developed by BBRK's team that is connected with Brazil's main financial institutions in a fully automated fashion, ensuring fast services and reducing problems across the service contracting process.

**Table 10 – Credimorar Operations**

Real State Credit (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
<b>Produced GFV</b>	<b>4,122.7</b>	<b>2,581.6</b>	<b>60%</b>	<b>1,971.5</b>	<b>109%</b>
Billed GFV	4,318.1	2,454.3	76%	2,001.8	116%
<b>Funded Units</b>	<b>13,252</b>	<b>11,969</b>	<b>11%</b>	<b>6,872</b>	<b>93%</b>
Loan to Value	69%	65%	6%	64%	7%

Gross revenue from this segment was R\$98.4 million and accounted for 59% of the Company's total gross revenue at the end of December 31, 2021, increasing by 74% from the R\$56.6 million recorded in 2020 and 88% higher than at the end of 2019, when gross revenue was R\$52.3 million. The contracted sales of the financial services market the billed GFV totaled R\$4,318.1 million in 2021, up by 76% over the R\$2,454.3 million recorded in 2020 and by 116% over the same period of 2019 (R\$2,001.8 million). The number of units financed grew by 11%, from 11,969 units in 2020 to 13,252 units in 2021. In relation to 2019, the growth was 93% over the 6,872 units financed at that time. This result consolidates Credimorar as one of the main real estate credit intermediation companies in Brazil.

The factors that explain the increase in Credimorar's net revenue were: (i) the reduction of the Selic rate, reaching a level of 2% p.a.; (ii) the expansion of the partner network with the addition of 351 new partners in 2021; and (ii) the transformation of Credimorar into a distributor of financial products and expansion of partnerships with new institutions.





## 2.5 Primary Market

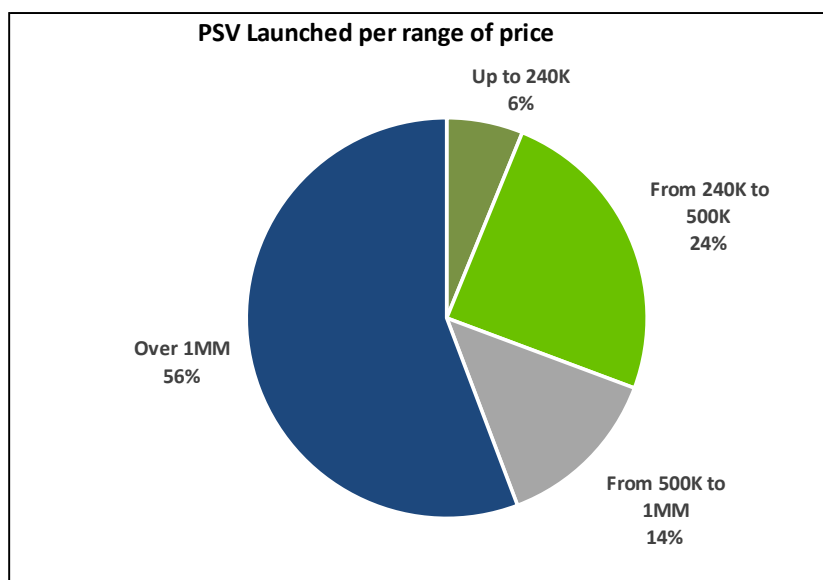
The primary segment is responsible for commercial activities in real estate projects launched by developers in a condominium system even before these units are finished. It is present in different markets through own or licensed stores, operating from the identification of market and region trends, conception and planning of the development, planning of the marketing strategy, to the sale and formalization of the transaction. Gross revenue totaled R\$35.5 million in 2021, accounting for 21% of the Company's total gross revenue, up by 21% over 2020 and down by 17% from 2019.

**Table 2 - Brazil Launches**

Launches (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
PSV Launched	9,343.9	3,667.2	155%	8,528.0	10%
Launched Units	14,045	7,137	97%	17,330	-19%
Average Ticket (R\$ thousand)	665.3	513.8	29%	492.1	35%

In the end of 2021, a total of 83 launching projects were brokered by the Company, of which 48 were in the city of São Paulo and 35 in Rio de Janeiro. A total of 14,045 units were launched in 2021, compared to 7,137 units in 2020, up by 97%, and when compared to 2019, there was a retraction of 19%. The potential sales value (PSV) of launches totaled R\$9,343.9 million in 2021, up by 155% versus the R\$3,667.2 million recorded in 2021. In comparison to 2019, potential sales value (PSV) increased by 10% against the R\$8,528.0 million recorded at that time.

São Paulo accounted for 51% of the PSV launched in 2021, while Rio de Janeiro accounted for 49%. In 2020, São Paulo accounted for 72% and Rio de Janeiro for 28%.



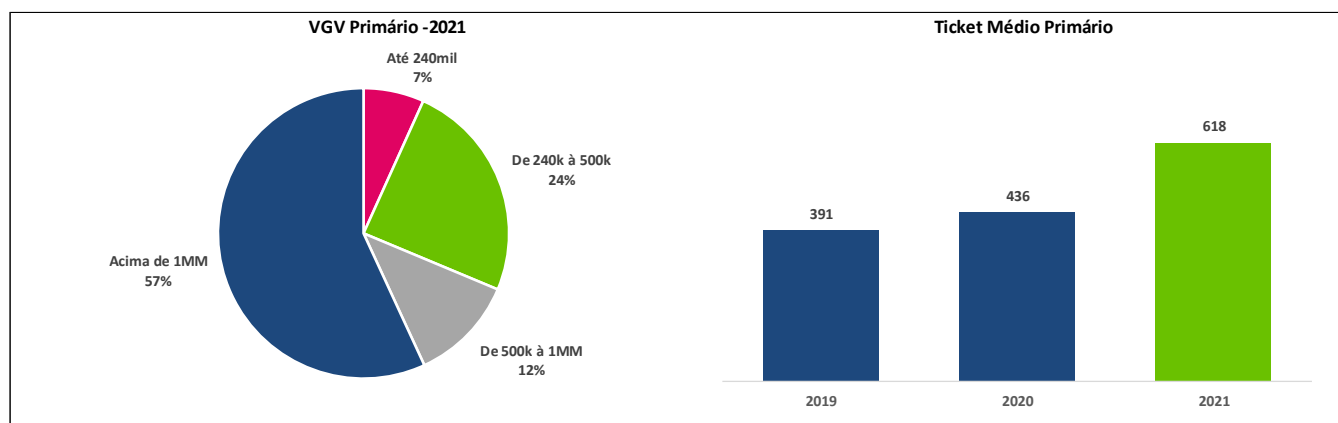
Of the R\$9,343.9 million in projects launched in 2021, 56% refer to properties priced over R\$1 million; 24% to properties priced between R\$240,000 and R\$500,000; 14% to properties priced between R\$500,000 and R\$1 million; and 6% to properties priced up to R\$240,000.

**Table 4 – Primary Market Contracted Sales**

Primary	2021	2020	2021 vs 2020	2019	2021 vs 2019
<b>I - Sales of Launches (R\$ million)</b>					
Potential Sales Value (PSV)	2,535.7	1,486.2	71%	1,458.2	74%
<b>Units Sold</b>	<b>3,854</b>	<b>3,329</b>	<b>16%</b>	<b>3,725</b>	<b>3%</b>
Average Ticket (R\$ thousand)	657.9	446.4	47%	391.5	68%
<b>II - Sales of Remnants (R\$ million)</b>	<b>2021</b>	<b>2020</b>	<b>2021 vs 2020</b>	<b>2019</b>	<b>2021 vs 2019</b>
Potential Sales Value (PSV)	8.1	148.4	-95%	837.6	-99%
<b>Units Sold</b>	<b>10</b>	<b>416</b>	<b>-98%</b>	<b>2,152</b>	<b>-100%</b>
Average Ticket (R\$ thousand)	810.2	356.7	127%	389.2	108%
<b>I + II = Primary Market Total (R\$ million)</b>	<b>2021</b>	<b>2020</b>	<b>2021 vs 2020</b>	<b>2019</b>	<b>2021 vs 2019</b>
Potential Sales Value (PSV)	2,543.8	1,634.6	56%	2,295.8	11%
<b>Units Sold</b>	<b>3,864</b>	<b>3,745</b>	<b>3%</b>	<b>5,877</b>	<b>-34%</b>
Average Ticket (R\$ thousand)	658.3	436.5	51%	390.6	69%

The PSV of the primary market contracted sales reached R\$2,543.8 million in 2021, up by 56% from the R\$1,634.6 million recorded in 2020. If compared to the same period in 2019, we had a retraction of 11% over the R\$2,295.89 million recorded as PSV sold. The number of units up by 3%, with 3,864 units in 2021 versus 3,745 units in 2020. In comparison to 2019, the reduction was significant, by 34%, against the 5,877 units sold. In 2021 it is possible to appreciate that despite the slight increase in sales, combined with the strengthening in the average ticket, was due to the better quality of the Company's sales team, which made efforts not only to improve quality, but also their remuneration. Another reason for the increase in the average ticket was the higher concentration of unit sold under the price range of over R\$1 million.

In this quarter, São Paulo continued to lead the primary market, accounting for 56% of total sales, followed by Rio de Janeiro with 42%.



Of the total sales in the primary market in 2021, 57% refers to properties priced over R\$1 million; 24% to properties priced between R\$240,000 and R\$500,000; 12% to properties from R\$500,000 to R\$1 million; and 7% to properties up to R\$240,000.

### 3. Cost, Administrative Expenses and Legal Liabilities

#### 3.1 Cost of Services Rendered

At the end of 2021, cost of services rendered totaled R\$54.7 million, an increase of R\$16.7 million, or 44%, compared to 2020, and 63%, equivalent to R\$21.1 million, versus the same period in 2019, when they totaled R\$33.6 million. This variation was mainly due to higher costs of Financial Services, which reflects the increase in the volume of transfers, thus leading to higher fees paid to our partners in the completion of home loans in the period. Excluding costs of Financial Services, a reduction of R\$1.2 million is observed, or 18%, in 2021, reflecting the improvement in company's structure, mainly, for operations in the primary and secondary markets.

**Table 11 – Costs of Services Rendered**

Costs of Services Rendered (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
Lauches - Primary Market	3.0	4.5	-32%	6.1	-50%
Finished Properties - Secondary Market	1.3	0.9	48%	0.7	88%
Financial Services	49.5	31.6	57%	25.2	96%
Rental*	0.7	0.8	-11%	0.4	85%
Other Costs	0.1	0.1	-40%	1.2	-94%
<b>Total of Costs of Services Rendered</b>	<b>54.7</b>	<b>37.9</b>	<b>44%</b>	<b>33.6</b>	<b>63%</b>

#### 3.2 Administrative Expenses

Administrative expenses totaled R\$88.3 million in the 12-month period ended December 31, 2021, up by R\$5.0 million, or 6%, over the R\$83.3 million recorded in 2020. If we compare this to 2019, we had a reduction of R\$3.5 million, or 9%.

**Table 12 - Adjusted Administrative Expenses**

General and Administrative Expenses (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
Personnel and Charges	60.7	51.8	17%	54.0	13%
Occupancy	9.4	9.0	4%	12.6	-26%
Outsourced Services	15.3	15.3	0%	18.7	-18%
Other Administrative Expenses	1.4	0.5	209%	1.0	41%
<b>Administrative Expenses</b>	<b>86.8</b>	<b>76.5</b>	<b>13%</b>	<b>86.2</b>	<b>1%</b>
Allowance for doubtful accounts	-0.5	2.5	-120%	1.2	-141%
Other operating income (expenses)	2.0	4.3	-54%	4.2	-53%
<b>Total General and Administrative Expenses</b>	<b>88.3</b>	<b>83.3</b>	<b>6%</b>	<b>91.7</b>	<b>-4%</b>

The main items are explained below:

**Personnel and Charges** – Increased by 17%, from R\$51.8 million in 2020 to R\$60.7 million in 2021. This increase is explained by the strengthen in the operational teams and its digitalization process that has driven the Company's growth during the year. If we compare this to 2019, when this line was R\$54.0 million, the growth is 13%.

**Occupancy** – Increased by R\$0.4 million, or 4%, reaching R\$9.4 million in 2021 over R\$9.0 million in 2020. This result is explained by the renegotiation carried out due to the pandemic of Covid 19. Compared to the 2019 result (R\$12.6 million), a reduction of R\$3.2 million is observed, or 26%, mainly explained as per the reduction in occupancy costs resulting from the renegotiation of rentals, including the change of holding

company's head office.

**Outsourced Services** – Remained flat at R\$15.3 million versus 2020 and was R\$3.4 million, or 18%, lower than in 2019. Among the outsourced services in 2021, we had: marketing services, consulting services for the cultural transformation process, and IT services for the digital transformation that the Company carried out in 2021.

**Other operating income (expenses)** – Reduced by R\$2.3 million, or 54%, in 2021 over 2020, and by R\$2.2 million, or 53%, over 2019. This is explained by fines on contractual terminations and costs associated to the sale of assets.

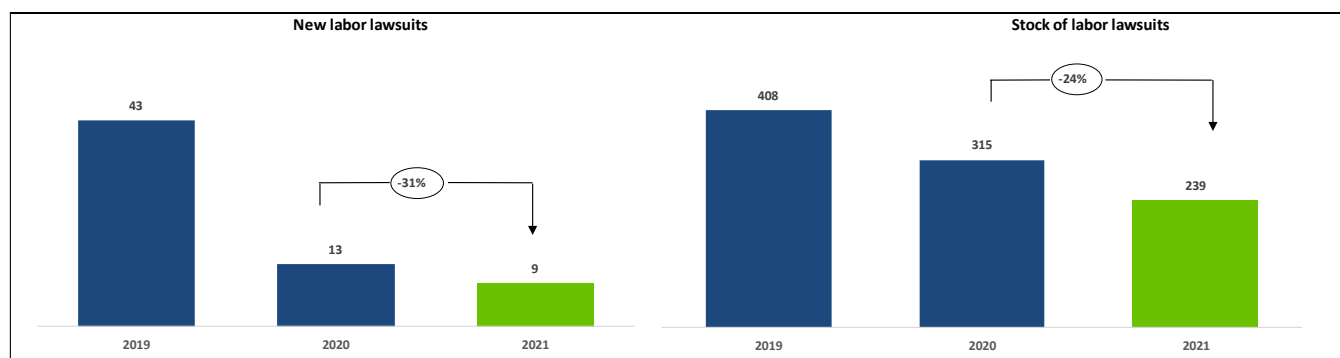
### 3.3 Legal Liabilities

2021 was very important year for the Company's lawsuits: in April 2021, the Superior Labor Court (TST) ruled out the employment relationship recognized in a lawsuit filed by a real estate broker against the companies Sardenberg Consultoria Imobiliária and Brasil Brokers. Another important decision occurred in June when the Superior Court of Justice (STJ), for the first time, reassessed the thesis of the defendant's inability to show cause and changed the Court's understanding, acknowledging the lack of liability of the real estate agency to respond for damages arising from the obligations agreed between sellers and buyers.

With the ruling out of the old thesis of solidarity between the members of the consumption chain, in which everyone who worked to carry out the business was considered liable for any damages caused to the consumer, we stand a greater chance of reversing the unfavorable decisions that address this issue, even if this is not a precedent binding the lower courts.

These decisions, along with the work of our legal department, allowed the Company to confirm that labor liabilities arising from lawsuits filed by independent brokers claiming for employment recognition and social security charges in the judicial spheres, was controlled in 2021 and brings future concerns. It is worth noting that the Company will continue to act in labor lawsuits that are still pending, however, we emphasize that new lawsuits filed during 2021 have no correlation with past lawsuits and are part of the operational course of any company the size of Brasil Brokers.

In 2021, the number of labor lawsuits decreased by 24%, ending with 239 lawsuits in comparison to 315 lawsuits in 2020. Comparing this to 2019, when 408 labor lawsuits were reached, a reduction by 41%. Regarding the new labor lawsuits filed against the Company, there were only 9 new lawsuits compared to 13 in 2020 and 43 in 2019, down by 31% and 41%, respectively.





**Table 13 – Legal Expenses**

Legal Expenses (R\$ million)	2021	2020	2021 vs 2020	2019	2021 vs 2019
Loss in Labor Lawsuits	33.2	30.9	7%	43.0	-28%
Reversal of Labor Provisions	-3.4	-18.9	-82%	0.4	-4488%
Procedural costs and other Legal Expenses	8.9	12.1	-27%	19.8	-39%
<b>Total Legal Expenses</b>	<b>38.7</b>	<b>24.2</b>	<b>60%</b>	<b>63.2</b>	<b>-62%</b>

Legal expenses increased by 60% in 2021, totaling R\$38.7 million, over R\$24.2 million in 2020. This increase was due to final rulings and/or agreements settled between the parties involved.

## 4. ESG

The result of the delivery of projects and initiatives previously adopted by the company consolidates the effectiveness and efficiency of strategic and operational decisions regarding our ESG practices.

The external look brought us the need to act directly on our purpose: "To make each real estate partnership a unique experience".

This intervention took place through the "Future Starts at Home" project, in partnership with the NGO Habitat para Humanidade Brasil, in which 10 families in vulnerable housing situation in the Jardim Curitiba III community, in the city of Goiânia, were benefited. In addition to the situation of housing vulnerability, the criterion also prioritized families with school-age children and family income of up to 2 minimum wages, with a woman as the head of the family and the main source of income. We believe that in this way, we meet several critical factors in our society and contribute to the evolution of the country and cities where we operate.

With this project, in September, we concluded the 1st batch of renovations, which benefited 38 people and provided improvements to make the homes of these families more dignified.

Still on the Social side, but meeting the needs of social and cultural transformation, we evolved in the #Gigantesca Movement as the main catalyst for change in these spheres internally at the Company. Here at the Brasil Brokers group "Everything fits, there's no place for prejudice", and through this maxim, the campaign permeates all of our companies, clarifying the existence of diversity in the corporate environment, and making room for the true existence and belonging, of integral and humanized form, with no separation between the personal and professional spheres. For this, the movement has monthly meetings, which vary between lectures, debates, conversation circles and actions of a reflective and analytical nature of the company's own processes and the behavior of all that make up the company.

Today, #Gigantesca has already crossed the path of more than 400 people, including employees, partners and suppliers, in addition to having a fixed and fully volunteer working group acting as ambassadors for the topic. Thus, we deliver not only reflection, but practical and effective changes towards cultural transformation.

In addition to awareness and diversity actions, but still in the social contribution bias, the #Gigantesca Movement also held seasonal interventions for the collection and distribution of more than 4.5 tons of food during 2021, which were destined for individuals in vulnerable situations in the states of RJ, GO, and SP, where the Company has operations.

The Company acted in specific assistance actions aimed at the development of Children, with the donation of 1,363 (one thousand, three hundred and sixty-three) items, including books, milk, and toys, to support projects

such as the Pastoral da Criança de Inhoaíba - RJ, Projeto Batucando - RJ, Projeto Nossa Turma - SP, Assentamento Buenos Aires- GO, therefore leaving a positive legacy in all the States where it is present.

Additionally, we also acted in the educational front, supporting 30 underprivileged young individuals for professional training, with the promotion and application of workshops in Excel, English, Information Technology and Non-Violent Communication, given by internal volunteers from our Group.

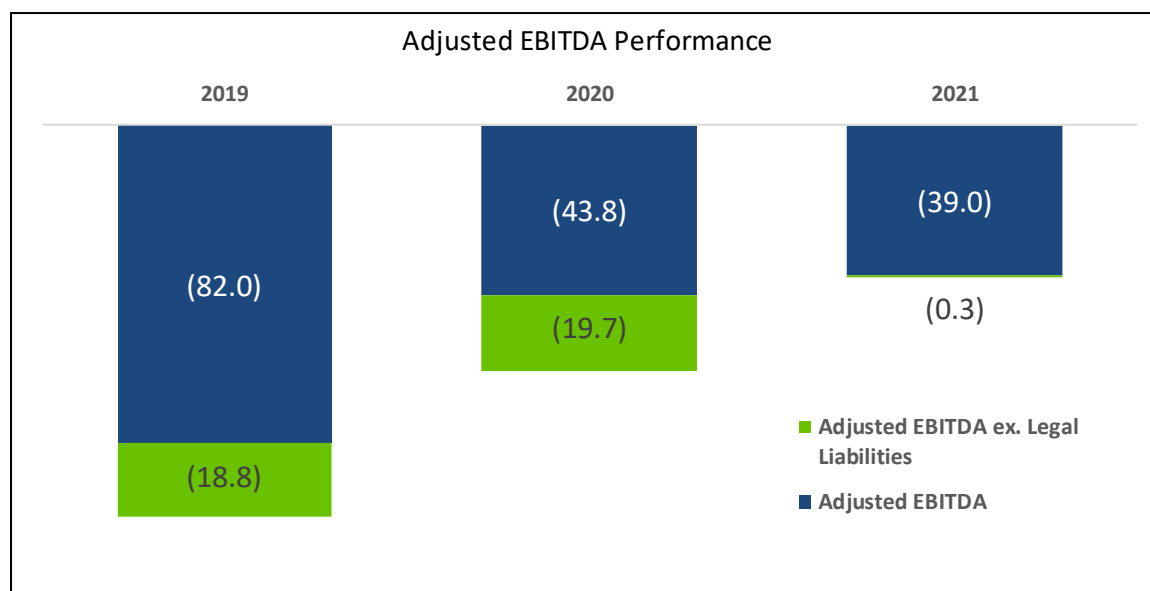
We also participated in blood bank campaigns, with 60 donations made, to meet demands generated by Covid-19.

On the environmental front, we continued to evolve in the control of solid waste disposal, delivering, in the third quarter, 837 items for recycling, of which 711 were technological waste, 120 textiles, and 6 real estate, in addition to 2 tons of paper for recycling

The strategy and implementation of sustainability in governance remains firm in the analysis and reformulation of policies, management systems and code of ethics, seeking to reconstruct these documents in order to improve them as a reference and mirror of the cultural change sought by the company.

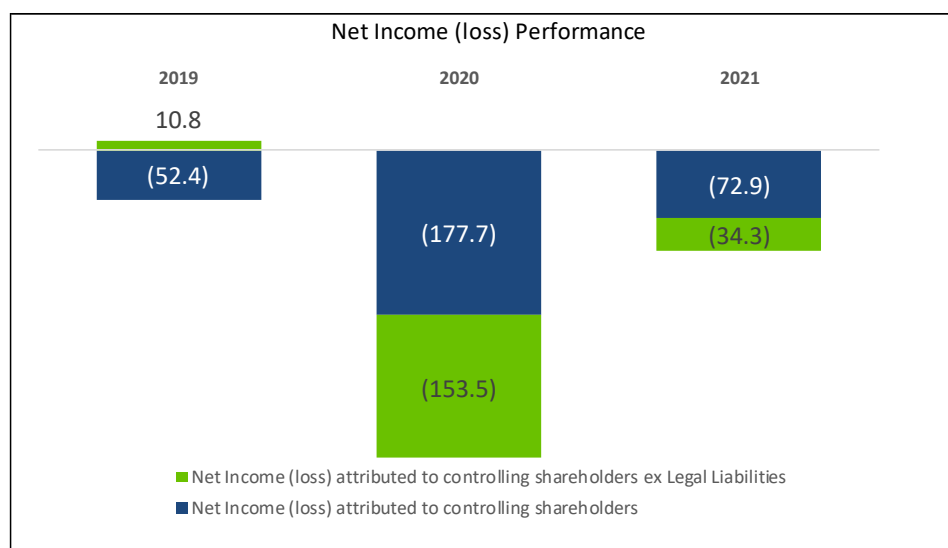
## 5. Operating Results

### 5.1 EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization



Adjusted EBITDA after Legal Liabilities was negative R\$0.3 million in 2021, compared to a negative R\$19.7 million in 2020 and a negative R\$18.8 million in 2019, improving by 98% for both comparisons. Adjusted EBITDA before Legal Liabilities was negative R\$39.0 million in 2021 compared to a negative R\$43.8 million in 2020, improving by 11%. If we compare to the negative R\$82.0 million in 2019, the improvement was by 52%.

## 5.2 Adjusted Net Income

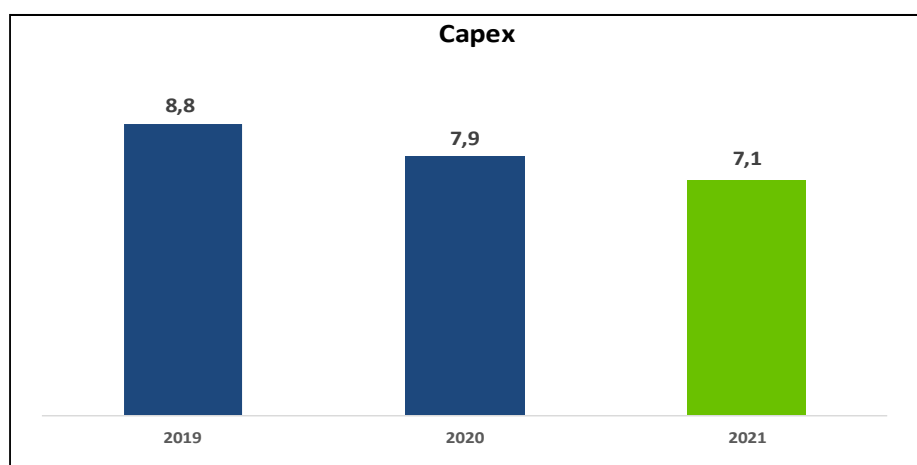


In 2021, the Net Result attributed to the controlling shareholders, after Legal Liabilities, was negative by R\$72.9 million, improving by 59% over the negative R\$177.7 million in 2020. Adjusted Net Income before Legal Liabilities was negative R\$34.3 million, improving by 78% over the negative R\$153.5 million in 2020. This result was impacted by interest updates on tax installments, the creation of a reserve for stock options in line with the approved stock option plan, and expenses related to the early settlement of convertible debentures issued in 2020.

## 6. Investments and Cash

### 6.1 Capex (Accrual Basis)

The Company's investments totaled R\$7.1 million in the 12-month period ended December 31, 2021, reducing by R\$0.8 million, or 9%, from the R\$7.9 million recorded in 2020. Investments in 2021 were mostly related to the Company's digital transformation over the last years and have been dedicated to obtaining software licenses for our digital Purchase & Sale, Rental, and Financial Services platforms, and improvements in third-party properties.



## 6.2 Cash and Financial Investments

Table 14 – Cash and Financial Investments

Fluxo de Caixa (R\$ MM)	2019	2020	2021
<b>Caixa e Aplicações Financeiras no início do período</b>	<b>51,7</b>	<b>90,9</b>	<b>48,4</b>
<b>Caixa Gerado Atividades Operacionais</b>	<b>18,6</b>	<b>23,8</b>	<b>15,5</b>
Perdas Trabalhistas	(35,6)	(28,1)	(25,0)
Outras Despesas Jurídicas	(15,3)	(9,2)	(10,7)
Bloqueio de Ação Judicial	-	(0,5)	(0,4)
Projeto Transformação	(0,0)	-	-
Reestruturação	(3,1)	(3,6)	(2,6)
<b>Caixa Líquido Gerado</b>	<b>(35,4)</b>	<b>(17,6)</b>	<b>(23,2)</b>
Aumento de Capital	-	-	-
Atividades de Investimento	(8,8)	(7,9)	(7,1)
Atividade de Financiamento com Terceiros	(14,0)	(16,0)	(3,8)
<b>Atividades de Financiamento com Acionistas</b>	<b>97,4</b>	<b>(1,0)</b>	<b>0,2</b>
Debêntures	112,1	-	-
Dos Acionistas Minoritários	(14,7)	(1,0)	0,2
<b>Caixa e Aplicações Financeiras no final do período</b>	<b>90,9</b>	<b>48,4</b>	<b>14,5</b>

The Company's total cash and financial investments amounted to R\$14.5 million at the close of 2021. These amounts mainly refer to financial investments in bank certificates of deposit and fixed income funds, with yields varying based on the interbank deposit (CDI) rate.

The Company does not invest in derivatives, bonds, or any other instruments exposed to foreign exchange variation, neither in equities. All investments rigorously comply with the Company's Policy, which includes rules about the relevance of the financial institution, maturity, concentration and minimum rating of the issuer.

Cash generated from operating activities totaled R\$15.5 million in 2021, compared to the R\$23.8 million recorded in 2020.

In 2021, we spent a total of R\$25.0 million with losses in labor lawsuits and R\$10.7 million with other legal expenses. Restructuring expenses totaled R\$2.6 million.



## 7. Corporate Governance

Table 15 – Corporate Agenda

Earnings Release Agenda	
Event	Date
Conference Call 2021	March 23 <sup>th</sup> , 2022
Earnings Release Report Q1' 22	May 12 <sup>th</sup> , 2022
Conference Call Q1' 22	May 13 <sup>th</sup> , 2022
Earnings Release Report Q2' 22	August 11 <sup>th</sup> , 2022
Conference Call Q2' 22	August 12 <sup>th</sup> , 2022
Earnings Release Report Q3' 22	November 10 <sup>th</sup> , 2022
Conference Call Q3' 22	November 11 <sup>th</sup> , 2022

## 8. Subsequent Events

On January 20, 2022, the Company's Executive Board, authorized by the Board of Directors, signed a credit operation with Banco Bradesco, which issued a Bank Credit Note of sixty million reais (R\$60.000.000,00), under the following main conditions:

- Grace period: 6 months
- Interest rate: 128.8% of the CDI rate
- Maturity: 48 months
- Guarantees: (i) fiduciary assignment of receivables; and (ii) fiduciary assignment of investments, to be formalized in up to 10 months as of the issue date of the Bank Credit Note. The Company will use the net proceeds from said loan to reestablish its cash position within the scope of the normal course of its business and to reinforce its digital transformation.

On January 27, 2022, the Company's Board of Directors approved a capital increase, in a minimum amount of thirty-nine million reais (R\$39,000,000.00) and a maximum amount of one hundred million reais (R\$100,000,000.00), through the issuance, for private subscription, of common, registered, book-entry shares, with no par value ("Shares"), at a maximum of 99,009,901 Shares at an issue price of one real and one cent (R\$1.01) per Share.

As disclosed in a notice to shareholders issued on March 10, 2022, after the end of the preemptive period, a total of 43,707,321 new common shares issued by the Company ("Subscribed Shares") were subscribed until March 3, 2022 (including this date), at the issue price of R\$1.01 per share, totaling R\$44,144,394.21. The Subscribed Shares correspond to approximately 44% of the maximum number of shares allowed under the Capital Increase, that is, 99,009,901 common shares ("Maximum Number of Shares"), as informed in the Notice to Shareholders released on January 27, 2022 ("Notice to Shareholders"). Therefore, considering the Maximum Number of Shares, a total of 55,302,580 shares were not subscribed during the preemptive right exercise period ("Remaining Shares").

The capital increase aims to strengthen the Company's capital structure and improve its liquidity to support the execution of its business plan and digital transformation strategy. The proceeds will allow the Company to improve its cash position so that it can continue to invest in technology and grow the business.

## Exhibit I - Quarterly Income Statement (R\$ thousand)

### Financial statements

**Disclaimer:** For better comparison with previous operating results, this report shows our operating results for the periods of 2021, 2020 and 2019, highlighting the effects of the asset recovery amortization.

All adjustments are shown in the table below:

	2021	2020	2019
<b>Receita de serviços</b>	<b>167.840</b>	<b>120.230</b>	<b>126.883</b>
Descontos e abatimentos	(3.065)	(2.605)	(2.973)
Impostos incidentes	(21.438)	(16.024)	(17.374)
<b>Receita líquida</b>	<b>143.337</b>	<b>101.601</b>	<b>106.536</b>
Custo dos serviços prestados	(54.668)	(37.949)	(33.537)
<b>Resultado bruto</b>	<b>88.669</b>	<b>63.652</b>	<b>72.999</b>
<b>Despesas administrativas e operacionais</b>	<b>(127.628)</b>	<b>(107.468)</b>	<b>(155.017)</b>
Despesas administrativas	(84.251)	(72.218)	(81.019)
Honorários de diretoria	(2.554)	(4.302)	(5.285)
Provisão para devedores duvidosos	.506	(2.519)	(1.244)
Outras receitas (despesas) operacionais	(1.979)	(4.278)	(4.244)
Equivalência Patrimonial	(.693)	-	-
Passivos Judiciais	(38.657)	(24.151)	(63.225)
<b>EBITDA Ajustado das operações continuadas</b>	<b>(38.959)</b>	<b>(43.816)</b>	<b>(82.018)</b>
<b>Amortização de Recuperação de Ativos</b>	<b>(7.000)</b>	<b>(118.862)</b>	<b>-</b>
<b>Resultado Líquido das Operações Descontinuadas</b>	<b>-</b>	<b>.979</b>	<b>22.136</b>
<b>EBITDA</b>	<b>(45.959)</b>	<b>(161.699)</b>	<b>(59.882)</b>
<b>Depreciações e amortizações</b>	<b>(8.987)</b>	<b>(11.376)</b>	<b>(12.373)</b>
Depreciações	(1.744)	(2.632)	(2.971)
Amortização do Intangível	(2.603)	(2.668)	(2.492)
Amortização Arrendamentos	(4.640)	(6.076)	(6.910)
<b>Resultado Financeiro</b>	<b>(17.528)</b>	<b>(3.839)</b>	<b>2.186</b>
Despesas financeiras	(19.402)	(5.668)	(2.973)
Receitas financeiras	1.874	1.829	5.159
<b>LAIR</b>	<b>(72.474)</b>	<b>(176.914)</b>	<b>(70.069)</b>
Provisão para imposto de renda	(.481)	(.704)	(.487)
Provisão para contribuição social	(.183)	(.274)	(.209)
<b>Lucro Líquido das Operações</b>	<b>(73.138)</b>	<b>(177.893)</b>	<b>(70.765)</b>
<b>Participação acionistas minoritários</b>	<b>.191</b>	<b>.233</b>	<b>18.363</b>
<b>Lucro (prejuízo) Líquido atribuído aos acionistas controladores com Passivos Judiciais</b>	<b>(72.947)</b>	<b>(177.660)</b>	<b>(52.402)</b>

**Exhibit II – Consolidated Balance Sheet on December 31, 2021 and 2020 (R\$ thousand).**

<b>Assets</b>		
	<b>2021</b>	<b>2020</b>
<b>Current assetss</b>		
Cash and cash equivalents	12,816	8,957
Financial assetss	634	28,721
Trade accounts receivable	6,255	8,575
Advances from suppliers	488	517
Taxes and contributions receivable	5,705	4,066
Dividends and interest on equity - receivable	-	-
Prepaid expenses	1,547	932
Accounts receivable - Resell companies	-	300
Other receivables	3,389	3,920
<b>Total current assets</b>	<b>30,834</b>	<b>55,988</b>
<b>Non current assetss</b>		
Financial assetss	1,133	10,687
Trade accounts receivable	1,105	220
Properties for sale	947	1,447
Taxes and contributions receivable	-	1,927
Loan from related parties	-	-
Judicial Blockade	12,972	13,698
Accounts receivable - Resell companies	39	40
Other credits	1,553	1,108
Lease-purchase agreement	9,537	13,825
Property, plant and equipment	5,628	7,769
Intangible assetss	95,328	98,506
<b>Total non current assetss</b>	<b>128,242</b>	<b>149,227</b>
<b>Total assets</b>	<b>159,076</b>	<b>205,215</b>

**Exhibit III – Consolidated Balance Sheet on December 31, 2021 and 2020 (R\$ thousand).**

<b>Liabilities and Equity</b>		
	<b>2021</b>	<b>2020</b>
<b>Current liabilities</b>		
Suppliers	6,881	3,232
Lease-purchase agreement - costs	4,154	5,447
Payroll and related taxes	14,527	10,119
Judicial installments payable	13,979	10,777
Taxes and contributions payable	13,236	16,753
Dividends payable	69	70
Provisions for lawsuits risks	22,502	24,848
Advances from customers	233	750
Operation values to be transferred	2,656	5,541
Other accounts payable	10,883	1,671
<b>Total current liabilities</b>	<b>89,119</b>	<b>79,208</b>
<b>Non current liabilities</b>		
Judicial installments payable	408	2,381
Payroll and related taxes	4,326	-
Taxes and contributions payable	13,894	-
Lease-purchase agreement - costs	7,718	10,528
Provisions for lawsuits risks	33,754	37,273
Other accounts payable	-	3,090
<b>Total non current liabilities</b>	<b>60,100</b>	<b>167,809</b>
<b>Equity</b>		
Capital	760,671	640,671
Earnings reserve	37,433	43,478
Treasury shares	(17,562)	(23,717)
Provision for Long Term Incentive Plan	5,044	628
Noncontrolling transations	(79,591)	(79,536)
Earnings (deficit) reserve	(696,512)	(623,567)
<b>Shareholders' equity of controllers</b>	<b>9,484</b>	<b>(42,043)</b>
Noncontrolling interests in subsidiaries	372	241
<b>Total equity</b>	<b>9,856</b>	<b>(41,802)</b>
<b>Total liabilities and equity</b>	<b>159,075</b>	<b>205,215</b>



## Exhibit IV - Consolidated Cash Flow on December 31, 2021 and 2020 (R\$ thousand).

CASH FLOW	2021	2020
<b>Cash flows from operating activities</b>		
Net income (loss) of the period	(72,474)	(177,893)
<b>Adjustments to reconcile net income to net cash provided by operating activities</b>		
Depreciation	1,744	2,632
Amortization	2,603	2,668
Amortization from lease-purchase agreement	4,640	6,076
Equity in subsidiaries	(693)	-
Provisions - Allowance for doubtful accounts	(506)	2,519
Provisions for lawsuits risks	32,769	(12,057)
Present value adjustment - accounts receivable	(410)	(38)
Write-off of property and Intangible assetss	1,793	2,553
Lease-purchase agreement expenses	908	801
Income from loan agreement	-	-
		(1,141)
Call option of shares balance	4,416	37
Asset recovery adjustment	7,000	118,862
Amortization of issuance of debentures costs	5,463	1,509
<b>Decrease (increase) in Assets and Liabilities</b>		
Trade accounts receivable	2,359	7,435
Advances from suppliers	29	248
Taxes recoverable	288	3,020
Prepayments	(615)	912
Accounts receivable - Resell companies	301	154
		-
Judicial Blockade	726	1,881
Other credits	1,025	(9,856)
Other long term assets	(445)	3,962
Suppliers	3,651	6,551
		-
Lawsuits risks	(38,636)	(515)
Interest paid - lease-purchase agreement	(812)	4,290
Payroll and related taxes	8,734	9,484
Taxes and contributions	9,711	147
		-
Advances from customers	(525)	-
		-
Others current liabilities	6,399	3,147
Others liabilities	(2,654)	12,183
<b>Cash (used in) generated by continued operating activities</b>	<b>(23,211)</b>	<b>(10,340)</b>
Cash (used in) generated by discontinued operating activities	-	(7,277)
<b>Net cash (used in) generated by operating activities</b>	<b>(23,211)</b>	<b>(17,617)</b>
<b>Cash flows from investment activities</b>		
Securities	37,641	43,258
Repurchase of shares	110	-
Capital Increase (decrease) advance	-	-
Related parties	-	-
Investments	693	-
Lands for sale	500	(340)
Property, plant and equipment increase	(1,109)	(2,168)
Intangible assetss increase	(7,206)	(5,347)
Dividends received	-	2,887
	-	-
<b>Net Cash (used in) generated by investment activities from continued operating</b>	<b>30,630</b>	<b>38,290</b>
Net Cash (used in) generated by investment activities from discontinued operating	-	(2,905)
<b>Net Cash (used in) generated by investment activities</b>	<b>30,630</b>	<b>35,385</b>
<b>Cash flows from financing activities</b>		
Judicial installments	1,229	(11,113)
Lease-purchase agreement - costs	(4,984)	(4,749)
<b>Net Cash (used in) generated by financing activities from continued operating</b>	<b>(3,755)</b>	<b>(15,862)</b>
Net Cash (used in) generated by financing activities from discontinued operating	-	(141)
<b>Net Cash (used in) generated by financing activities</b>	<b>(3,755)</b>	<b>(16,003)</b>
<b>Cash flow from activities with shareholders</b>		
Non-controlling interest in subsidiaries	196	(972)
<b>Net Cash (used in) generated by financing activities with shareholders</b>	<b>196</b>	<b>(972)</b>
Net Cash (used in) generated by financing activities with shareholders from discontinued operating	-	-
<b>Cash and cash equivalents increase (decrease)</b>	<b>3,859</b>	<b>793</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>8,957</b>	<b>8,164</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>12,816</b>	<b>8,957</b>