Construindo qualidade de vida

Preliminary Operational Results 4Q13

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EZTEC S.A.
ON (Bovespa: EZTC3)
Closing Price: R$28.10
Shares: 146,724,120
Market Share: R$4,123 MM
Date: 01/22/2014



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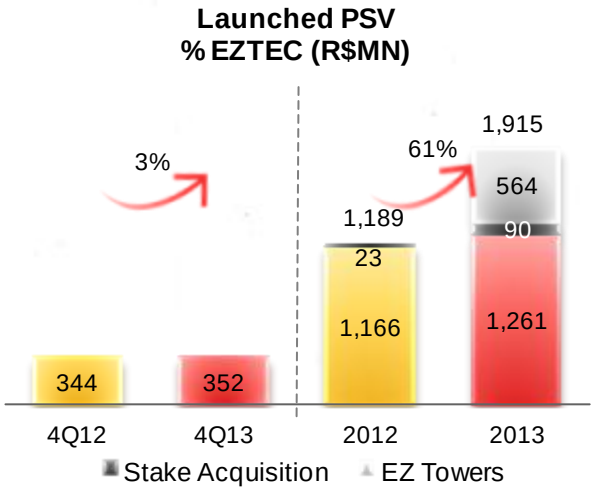
With Launches on the top of the guidance, Sales grow 84% and reaches the record of R$1.61 billion in 2013

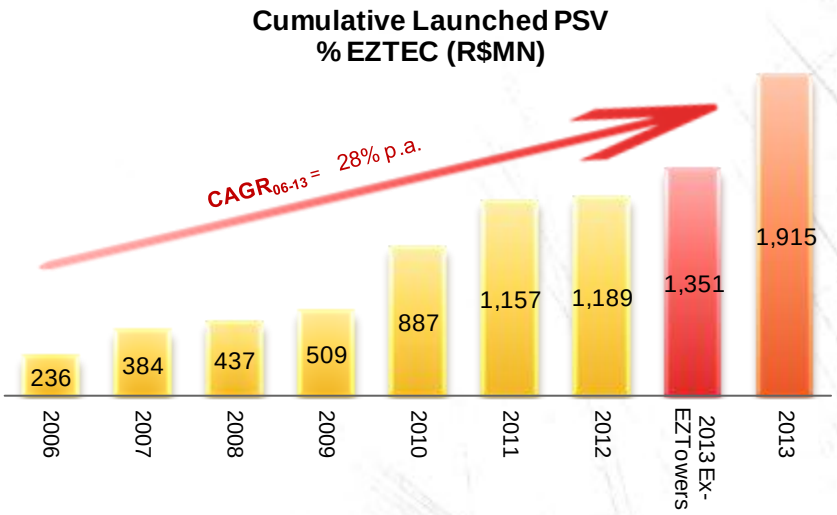
SoS reaches 56.3%

São Paulo, January 22th, 2014 - EZTEC SA (BOVESPA: EZTC3; Bloomberg: EZTC3: BZ), announces its preliminary operating results for the fourth quarter 2013 (4Q13) and 2013. Note that the results presented here are managerial results and are subject to revision following the external audit. The complete and audited results for 4Q13 and the fiscal year of 2013 are scheduled to be disclosed on March 26th, 2014, after market closure.

Launches

EZTEC launched, in the fourth quarter of 2013, the first three phases of the *Cidade Maia* project, located in Guarulhos, in the São Paulo Metropolitan Area, with units of mid-end standards. The first phase, called *Jardim* has 2 residential towers, with a total of 280 mid-end units and R$115.8 million in own PSV. The second phase, called *Praça,* has 2 residential towers, with a total of 451 mid-end units and R$147.3 million in own PSV, and The third phase called *Alameda*, has 1 residential tower, with a total of 448 mid-end units and R$89.0 million in own PSV. Therefore, the company launched 1,179 units for an own PSV of **R$352.2 million in the fourth quarter of 2013.**





For the year of 2013, EZTEC´s guidance of launches was between R$1.2 and R$1.4 billion. The Company launched in the end of 2013, R$1.35 billion in recurring business, reaching 104% of the guidance midpoint. Finally, considering the R$564 million of the *EZ Towers – Tower A* corporate project, **the Company launched R$1.92 billion in 2013, 61% higher than in the same period of the previous year.**

The following table provides information on the real estate projects launched in 2013:

Project	Land Name	Units	Total PSV (R$MN)	% EZTEC	EZTEC's PSV (R$MN)	% Sold (Units)	Segment
1Q13							
Premiatto Sacomã	Arroio Grande	138	50.3	100%	50.3	81%	Residential
Splendor Vila Mariana	Três de Maio	34	66.2	100%	66.2	88%	Residential
Le Premier Paraíso	Correia Dias	40	85.4	100%	85.4	65%	Residential
Total 1Q12		**212**	**201.9**	**100%**	**201.9**	**79%**	
2Q13							
EZ Mark	Domingos de Morais	323	333.8	100%	333.8	61%	Commercial
Jardins do Brasil - Mantiqueira	Osasco II	498	234.2	27.5%	64.4	63%	Residential
Centro Empresarial - Torre São Paulo	Osasco II	424	122.2	27.5%	33.6	79%	Commercial
Total 2Q13		**1,245**	**690.1**	**63%**	**431.8**	**68%**	
3Q13							
Centro Empresarial - Torre Osasco	Osasco II	424	122.2	28%	33.6	56%	Commercial
Quality House Ana Costa	Arnaldo de Carvalho	238	109.2	100.0%	109.2	42%	Residential
Massimo Vila Mascote	Ática	162	132.5	100.0%	132.5	46%	Residential
Total 3Q13		**824**	**363.9**	**76%**	**275.3**	**50%**	
4Q13							
Cidade Maia - Jardim	Guarulhos III	280	165.5	70%	115.9	23%	Residential
Cidade Maia - Praça	Guarulhos III	451	210.5	70.0%	147.4	43%	Residential
Cidade Maia - Alameda	Guarulhos III	448	127.2	70.0%	89.0	48%	Residential
Total 4Q13		**1,179**	**503.2**	**70%**	**352.3**	**40%**	
Total 2013		**3,460**	**1,759.1**	**72%**	**1,261.3**	**55%**	

EZTEC provides historical data going back to 2005 for its real estate launches on its Investor Relations website (www.eztec.com.br/ir), in the Historical Launch Data section. With this initiative, the Company seeks to keep its investors and clients informed on the characteristics of each project launched.



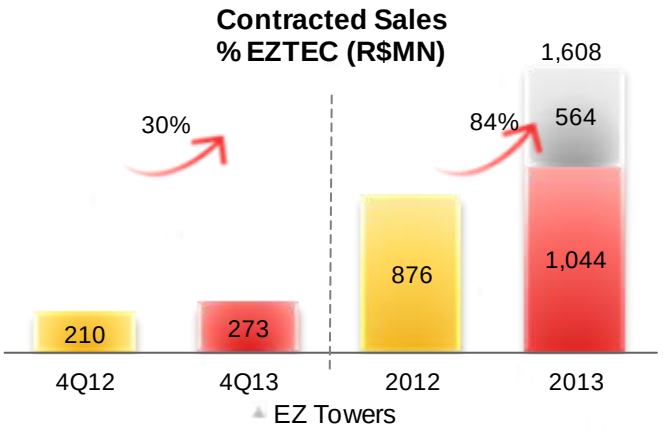
Cidade Maia Project – first three phases with 5 Mid-End standard towers totaling 1179 units. On the left, are the residential *Bosque Ventura and Parque Ventura*, Launched in 2012, and are, respectively, 94% and 97% sold.

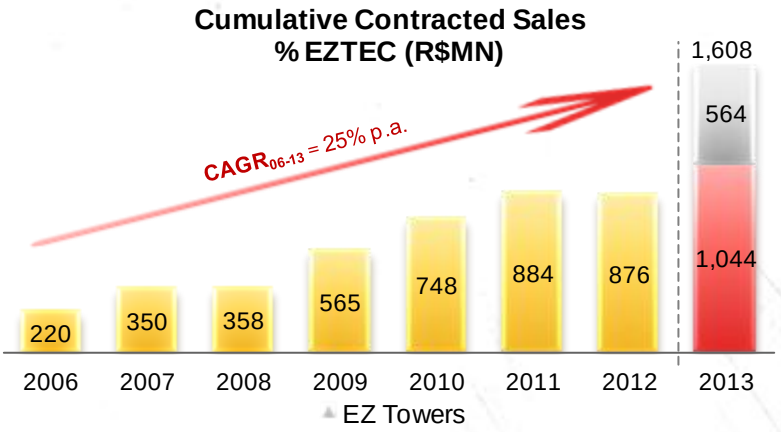
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Contracted Sales

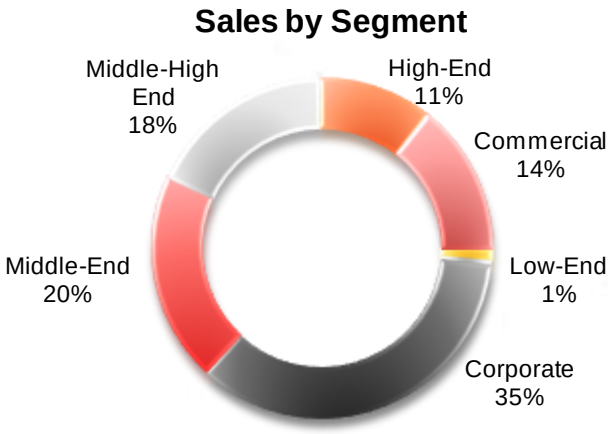
In 2013, EZTEC set a historical sales record (net of cancellations and brokerage fees), **R$1.6 billion sold**, **84% higher than the same period of the previous year**. Considering just the Company's recurring business, EZTEC sold R$1.04 billion, growing 19% compared with the same period of the previous year. It is important to highlight that, in 2013, the company sold 50% of the biggest project in its history, *EZ Towers – Tower A for R$564 millions;* besides being able to provide liquidity as for launches as to units in inventory, whereas R$421 million of sales refers to projects launched in previous years, and ending the year with 97% of delivered project units sold.

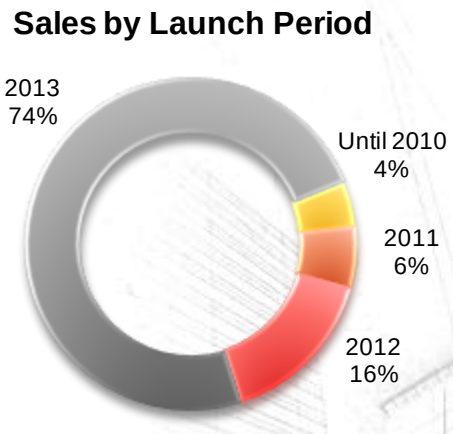
In the 4Q13, EZTEC´s contracted sales reached R$273.0 million, highlighting the sales of the project *Cidade Maia,* launched in Mid-December, and it is 40% sold. Managerial data points out that by the closing time of this document this project had 57% of its units sold. As for quarter sales, R$152.2 million refers to projects launched in previous quarters.





Managerial Data – 2013

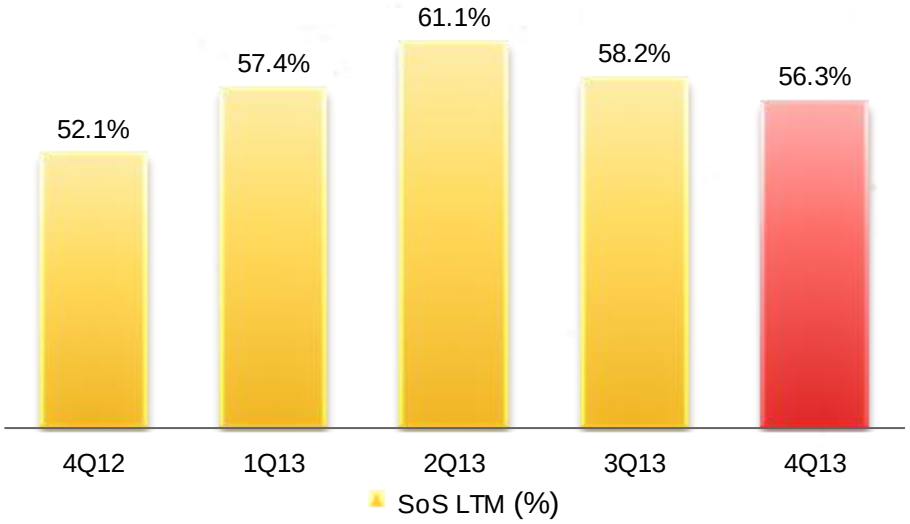




The sales-over-supply (SoS) ratio, weighted by EZTEC´s share, is shown below. This ratio indicates the liquidity of EZTEC´s projects.

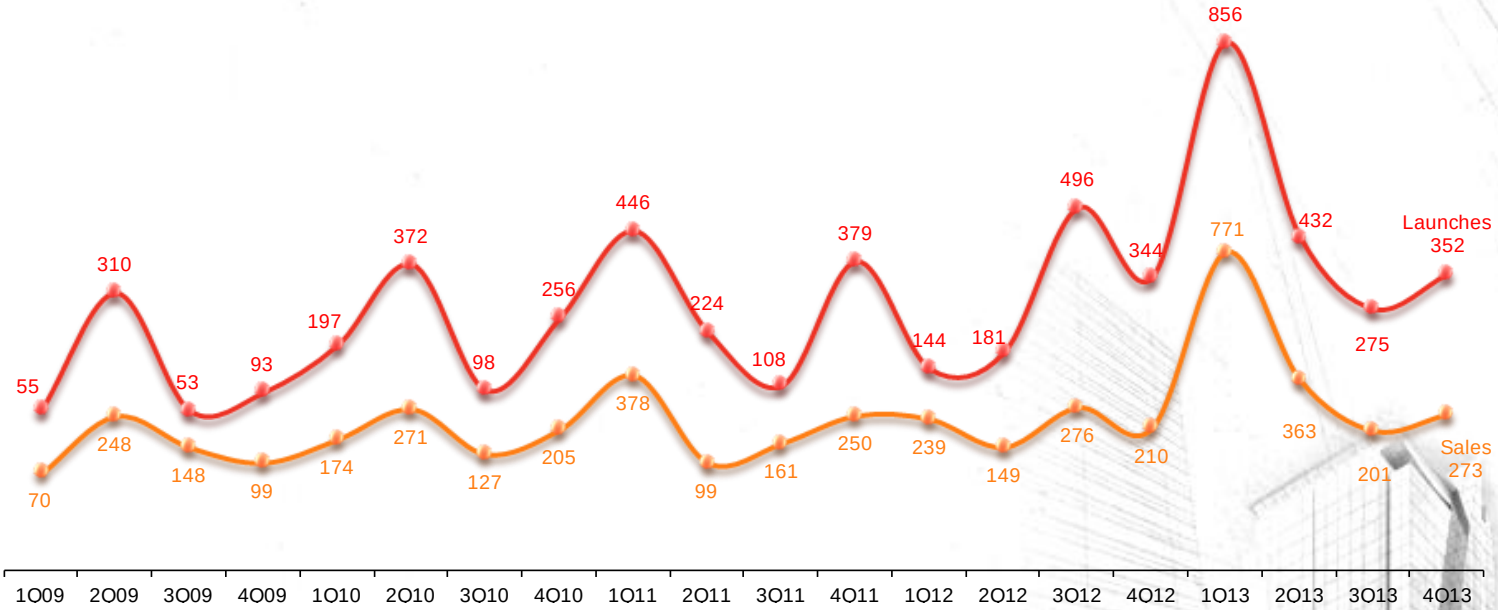
SALES-OVER-SUPPLY	4Q13	4Q12	2013	2012
+ Inventory on Dec/12 (sq. m)	144,591	131,959	152,324	116,099
+ Launches at period (sq. m)	60,183	61,805	211,979	201,943
= Inventory + Launches (sq. m)	**204,774**	**193,764**	**364,304**	**318,043**
- Sales at period (sq. m)	45,558	41,440	205,088	165,718
= Final Inventory (sq.m)	**159,216**	**152,324**	**159,216**	**152,324**
Sales Over Supply	*22.2%*	*21.4%*	*56.3%*	*52.1%*

Analysing, quarterly, the last twelve months (LTM) accumulated SoS, we can observe that it has been consistently reporting high levels throughout the last periods.



Sales and Launches

Analyzing EZTEC's launches and sales history, quarter after quarter, it is clear that the sales volume are correlated to the launched volume. In quarters with more launched PSV, there is also a boost in Contracted Sales. When launching new projects, effort and money spent in publicity and advertising are more intense, bringing forth a greater number of clients visiting EZTEC's sales stand, generating a positive impact not only in the Sale of recently launched projects but also from units in the Company´s inventory.



Acquisition of New Sites

EZTEC acquired 4 new land sites, and other two land sites were extended, adding R$ 1.5 billion in own PSV to the Company´s Landbank position. Three of the land sites are located in the city of São Paulo, and the other one is located in Guarulhos, in the São Paulo Metropolitan Area. In the year of 2013 EZTEC acquired 12 new land sites, adding R$2.2 billion in own PSV, generating a net increase of Land Bank of R$850 million in the year. The profitability criteria adopted by the Company in the acquisition of these sites were the same as those adopted before the IPO.



During 4Q13, As informed by the company, EZTEC´s announced the acquisition of a land piece called *Chucri Zaidan,* with 17,792 sqm, located inside the Urban Operation *Água Espraiada – Chucri Zaidan* sub-region where EZTEC has been launching since 2009 and already has 4 different projects in this region, including the EZ Towers project, EZTEC´s largest project under construction. Initial studies indicate an estimated PSV of R$900 million for this land piece when launched.

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About EZTEC S.A.

With a track record of 34 years, EZTEC is one of the most profitable publicly held companies in the Brazilian real estate industry. Through its totally integrated business model, the Company has already launched 108 projects, totaling more than 3.1 million sq.m. of built area and area under construction, and 22,776 units. EZTEC is listed on the *Novo Mercado* Special Corporate Governance segment of the São Paulo Stock Exchange (BM&FBOVESPA) under the ticker EZTC3.

"This release 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. These are merely projections and, as such, are based exclusively on the expectations of the Company's management concerning the future of the business and its continued access to capital to fund its 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 the Company's filed disclosure documents and are, therefore, subject to change without prior notice".