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Preliminary Operational Results 2Q13

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EZTEC S.A.
ON (Bovespa: EZTC3)
Closing Price: R$25.28
Shares: 146,724,120
Market Share: R$3,709 MM
Date: 07/15/2013



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Contracted Sales reaches new Record of R$1.13 billion in the 1H13
SoS accelerates and reaches 48.1%

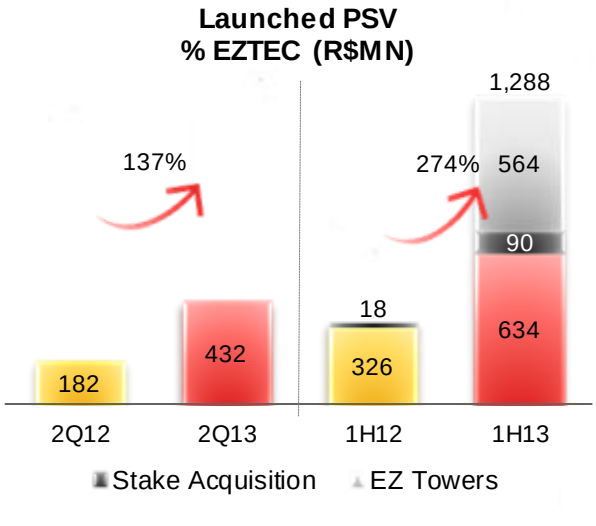
São Paulo, July 15th, 2013 - EZTEC SA (BOVESPA: EZTC3; Bloomberg: EZTC3: BZ), announces its preliminary operating results for the second quarter of fiscal year 2013 (2Q13). Note that the results presented here are managerial results and are subject to revision following the external audit. The complete and audited results for 2Q13 are scheduled to be disclosed on August 14th, 2013, after market closure.

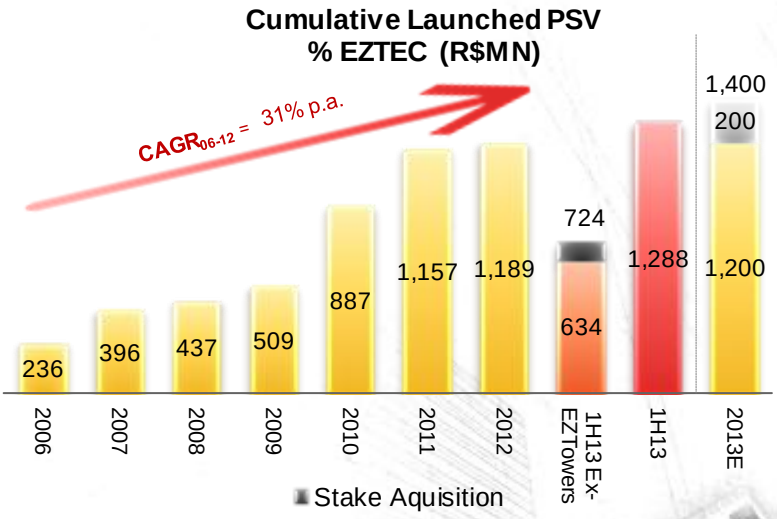
Launches

EZTEC launched three new projects in the second quarter of 2013. The commercial project *EZ Mark*, located in the city of São Paulo, which has two office towers totaling 323 units and a total PSV of R$ 333.8 million. Besides that, there was the launch of two more phases of *Jardins do Brasil*, located in Osasco, in the São Paulo Metropolitan Area. A residential phase, called *Mantiqueira*, with 498 middle-high end apartments, and a commercial phase, called *Centro Empresarial Jardins do Brasil – Torre São Paulo* with 424 commercial offices. Together, these phases have a total of 922 units for a total PSV of R$356.3 million (R$98.0 million in own PSV). Therefore, in the second quarter of 2013, the Company launched 1.245 units for an own PSV of **R$431.8 million**, an increase of 137% compared to the 2Q12.

Considering the R$292.1 million Launched in the 1Q13, **EZTEC launched R$723.9 million in the first half of 2013**, reaching **55.7% of the midpoint of the Company´s Launch Guidance** for 2013.

Finally, considering the R$564 million of the *EZ Towers – Tower A* corporate project, **the Company launched R$1.29 billion in the first half of 2013, 274% higher than in the same period of the previous year.**





The following table provides information on the real estate projects launched in the 1H13:

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	80%	Residential
Splendor Vila Mariana	Três de Maio	34	66.2	100%	66.2	85%	Residential
Le Premier Paraíso	Correia Dias	40	85.4	100%	85.4	65%	Residential
Total 1Q12		**212**	**201.9**	**100%**	**201.9**	**78%**	
2Q13							
EZ Mark	Domingos de Morais	323	333.8	100%	333.8	55%	Commercial
Jardins do Brasil - Mantiqueira	Osasco II	498	234.2	28%	64.4	0%	Residential
Centro Empresarial Jardins do Brasil - Torre São Paulo	Osasco II	424	122.2	28%	33.6	0%	Commercial
Total 2Q13		**1,245**	**690.1**	**63%**	**431.8**	**14%**	
Total 1H13		**1,457**	**892.0**	**71%**	**633.7**	**24%**	

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.

Projects *Jardins do Brasil - Mantiqueira* and *Centro Empresarial Jardins do Brasil – Torre São Paulo* were launched during the last weekend of the 2Q13 and, therefore, their sales were not registered in the second quarter. However, current managerial data indicates that these developments are already 28% and 80% sold respectively.



EZ Mark



Centro Empresarial Jardins do Brasil - Torre São Paulo



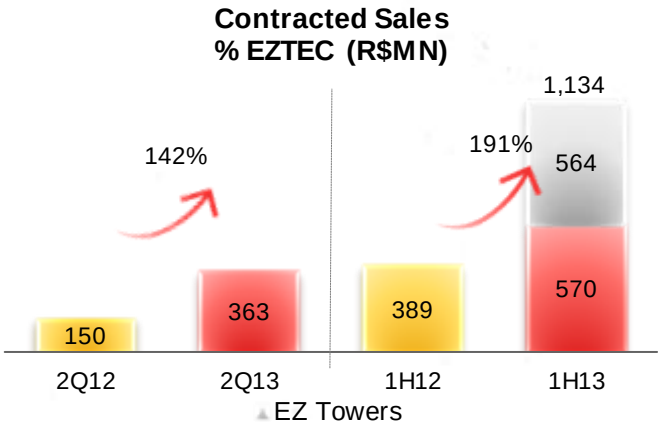
Jardins do Brasil - Mantiqueira

Contracted Sales

EZTEC´s Contracted Sales (net of cancellations and brokerage fees), reached R$363.0 million in the 2Q13, which highlights not only the good Sales performance of the *EZ Mark* project, with 55% of its units sold, but also the Sales of projects launched in previous quarters which accounted for R$198.6 million or 55% of total sales in the quarter. This result not only demonstrates the Demand´s resilience in markets which EZTEC operates, but also the attention given by the Company to the units in its inventories and the growing strength and importance of *Tec Vendas*, EZTEC's own Real Estate brokerage house. Therefore, if considered the R$207.0 million sold in the 1Q13, **EZTEC has sold R$570.0 million in the first half of 2013.**

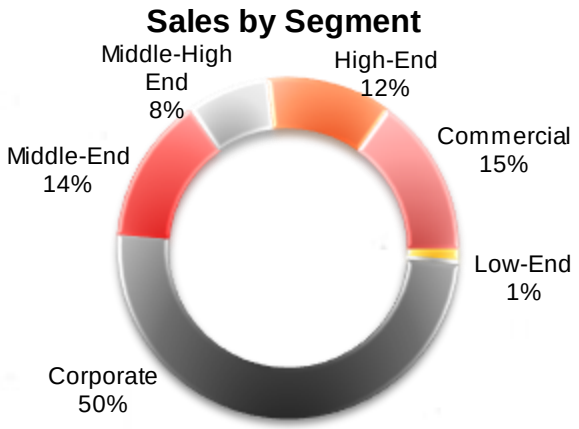
Considering the Sale of the *EZ Towers – Tower A* corporate project, **Contracted Sales reached R$1.13 billion in 1H13**, another record and **191% higher** than in the same period of the previous year.

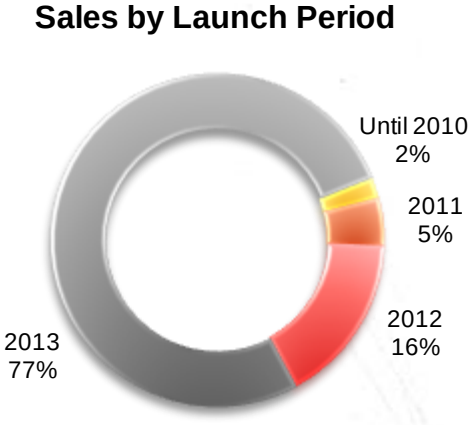
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Managerial Data – 1H13





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

SALES-OVER-SUPPLY	2Q13	2Q12	1H13	1H12
+ Inventory on Dec/11 (sq. m)	146,963	94,341	152,324	116,099
+ Launches at period (sq. m)	36,752	30,642	112,744	57,967
= Inventory + Launches (sq. m)	**183,715**	**124,983**	**265,068**	**174,066**
- Sales at period (sq. m)	46,043	28,373	127,396	77,456
= Final Inventory (sq.m)	**137,672**	**96,610**	**137,672**	**96,610**
Sales Over Supply	*25.1%*	*22.7%*	*48.1%*	*44.5%*

Acquisition of New Sites

EZTEC acquired 3 new land sites during the 2Q13, adding R$323.8 million in own PSV to the Company´s Landbank position. All of the 3 new land sites are located in the city of São Paulo. Besides these new land sites, EZTEC continued expanding existing sites. The profitability criteria adopted by the Company in the acquisition of these sites were the same as those adopted before the IPO.

IR Contacts

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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 103 projects, totaling more than 3.0 million sq.m. of built area and area under construction, and 21,197 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".