

# Barham Financial Consulting **BFC**

## Home Building and Real Estate Development

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## Strategic Opportunity

São Paulo, December 18 2024

### Introduction

Barham Financial Consulting has been retained by a leading home builder and real estate development company, with strong growth potential, to act as its financial advisor with the aim of conducting a search for potential investors in the Company.

### Summary of the Company

Founded 29 years ago, the Company's business activity is legally and factually defined as follows in its statutes: (a) the development, construction and sale of real estate undertakings of any nature, but especially residential including by way of financing.(b) renting of real estate; (c) participation in other companies, business or otherwise, as a partner, investor or shareholder.

The Company's market is focussed on the building of units of 430,56 to 861,12 square feet suited for Class C and B members of the public. The Company enjoys a stellar reputation for the design and quality of its material and the finishing of its buildings. Equally important is the fact that it fulfils 100% its deadlines for the delivery of the units sold. The Company is active in the Greater São Paulo área and the Metropolitan Region of Campinas (RMC), mainly in the towns of Diadema, Paulínia, Valinhos, Hortolândia and São Bernardo do Campo apart from other important towns like São José dos Campos and São Sebastião.

### Pipeline of new Buildings

The Company has a pipeline of 12 residential undertakings under construction or in the process of approval for launching in the near future. The Total Potential Sales (VGV) of this pipeline in preparation is US\$ 247 million and US\$ 137 million for the estimated building cost. The following table shows the distribution of this pipeline. The VGV amounts are net of the cost of the land/payment in kind swap. Apart from these, there are others under negotiation for the contracting of land plots.

Key  
Numbers  
US\$ equiv

Pipeline of the Company's Future Constructions

Works	Start of Works	End of Works	Sales Potential	Construction Cost
FINISHED	nov/21	out/24	12.035.372	8.214.761
IN				
CONSTRUCTION	Feb/22	jan/25	12.944.554	8.242.143
			24.979.926	16.456.903
UNDER WAY				
sept/24	apr/25	oct/27	14.020.036	8.626.191
jan/25	jul/25	jan/28	19.054.876	11.834.906
apr/25	oct/25	apr/28	12.922.467	8.101.409
jul/25	jan/26	jul/28	22.037.836	11.148.330
oct/25	apr/26	oct/28	29.269.870	15.283.950
mar/26	sept/26	mar/29	14.865.521	9.085.289
mar/26	sept/26	mar/29	29.269.870	15.283.950
jul/26	jan/27	jul/29	36.550.788	18.758.793
sept/26	mar/27	sept/29	22.044.751	11.559.182
jun/27	jan/28	jul/30	22.044.751	11.559.182
LAUNCHES			222.080.766	121.241.181
SUM TOTAL WORKS			247.060.692	137.698.084

MONTHLY SALES FROM JANUARY 2020 TO NOVEMBER 2024 IN UNITS					
Month/Year	2020	2021	2022	2023	2024
January	17	13	9	8	13
February	24	22	4	7	8
March	17	10	14	19	7
April	5	8	14	21	14
May	9	10	15	16	11
June	37	9	11	7	7
July	14	18	13	7	6
August	25	6	6	8	13
September	15	8	4	9	12
October	18	7	7	9	20
November	22	7	7	8	17
December	2	10	7	20	
TOTAL	205	128	111	139	128
CUMULATIVE TOTAL	205	333	444	583	710

MONTHLY SALES FROM JANUARY 2020 TO NOVEMBER 2024 IN US\$					
Month/Year	2020	2021	2022	2023	2024
January	799.009	713.264	449.142	428.532	874.826
February	1.081.719	1.229.027	223.394	456.107	503.363
March	738.311	647.814	786.142	1.189.571	459.422
April	231.508	424.287	812.129	1.159.215	989.860
May	435.999	494.251	733.458	986.292	723.555
June	803.209	413.645	577.475	476.863	515.174
July	674.911	914.367	694.368	363.867	377.655
August	1.177.959	334.670	315.905	429.633	968.006
September	744.173	393.725	255.916	582.795	795.956
October	850.393	398.496	409.535	569.594	1.458.629
November	1.016.531	400.996	484.342	514.310	1.400.702
December	167.187	490.470	443.069	1.300.793	
TOTAL	8.720.910	6.855.013	6.184.873	8.457.572	8.870.666

#### Landbank

The Company has a Landbank of 12 “prime” plots in locations especially selected to guarantee future constructions.

Total measurement in meters: more than 237 thousand m<sup>2</sup>.

## Corporate Governance

The Company has a credit standing (Geric) with the Caixa Econômica Federal (Federal Savings Bank which is the major real estate financing bank in Brazil), with an excellent “rating”, as well as being certified by PBQP-H (level A), ISO 9.001, and is updating its ESG management and controls. The Company is also in the process of a profound Due Diligence review which will be available for all candidates who are really interested in an acquisition of the Company.

## Additional Opportunity

The Company is open to considering offers for its acquisition in more than one stage...

## Information

### Contact Information:

For more information please contact::

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