

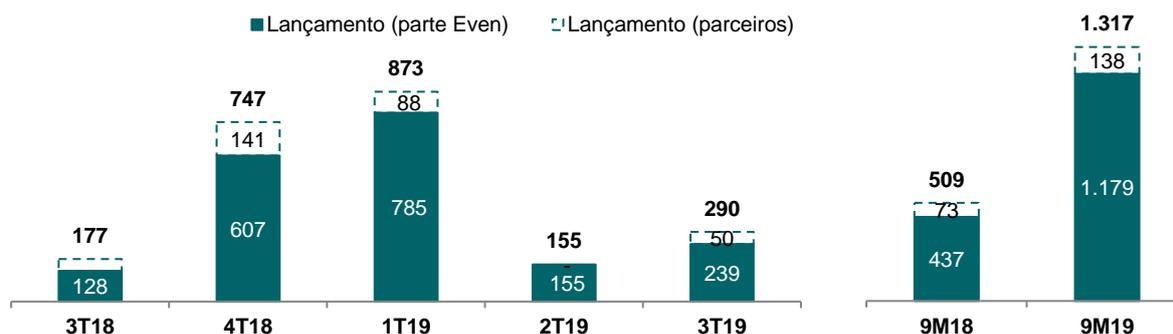
## Even divulga a prévia operacional do 3T19

**São Paulo, 14 de outubro de 2019** – A Even Construtora e Incorporadora S.A. – EVEN (B3: EVEN3), com atuação em São Paulo, Rio de Janeiro e Rio Grande do Sul e com foco nos empreendimentos residenciais a partir de R\$ 250 mil, anuncia dados preliminares e não auditados de lançamentos, vendas, aquisição de terrenos e entregas relativos ao terceiro trimestre de 2019.

### Lançamentos<sup>1</sup>

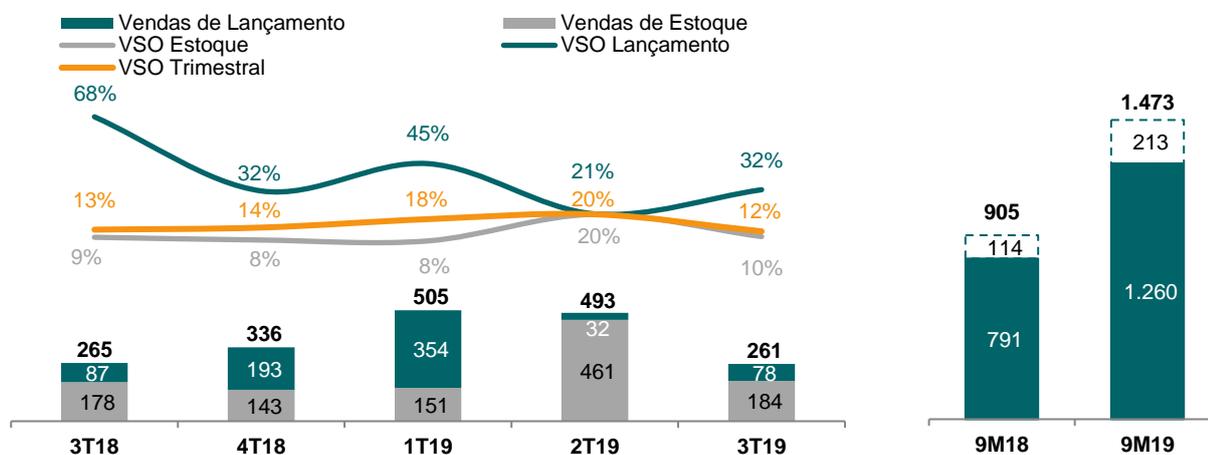
No 3º trimestre foram lançados 4 empreendimentos que totalizaram R\$ 239,5 milhões (parte Even).

Lançamentos 3T19	Região	VGW Total (R\$ mil)	VGW Even (R\$ mil)	Área Útil (m <sup>2</sup> )	Unid.	Valor Médio da Unidade (R\$ mil)	Segmento
Lume Alto da Boa Vista	SP	119.953	119.953	12.462	294	408	Médio
Byway Studio Vila Madalena	SP	20.906	20.906	1.588	62	337	Studio
High Garden	RS	135.223	91.952	13.031	105	1.288	Alto
Central Park - Fase 3	RS	13.899	6.672	55.615	234	59	Loteamento
<b>Total</b>		<b>289.982</b>	<b>239.483</b>	<b>82.697</b>	<b>698</b>	<b>417</b>	



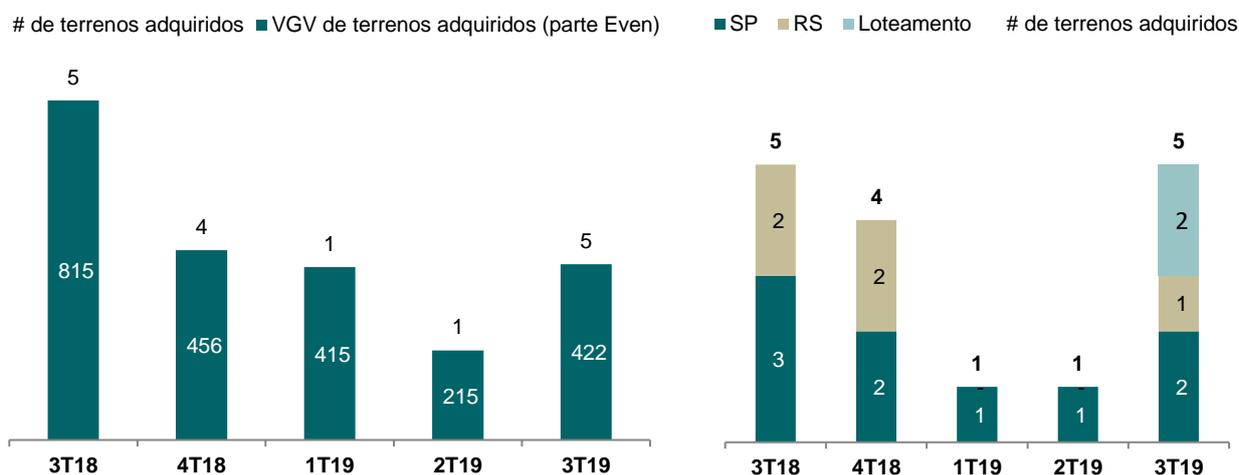
### Vendas<sup>1</sup>

No 3º trimestre, as vendas líquidas somaram R\$ 261 milhões (parte Even), das quais R\$ 78 milhões referem-se as vendas dos lançamentos do trimestre com VSO de 32%. A velocidade de vendas (VSO) do trimestre foi 12%.



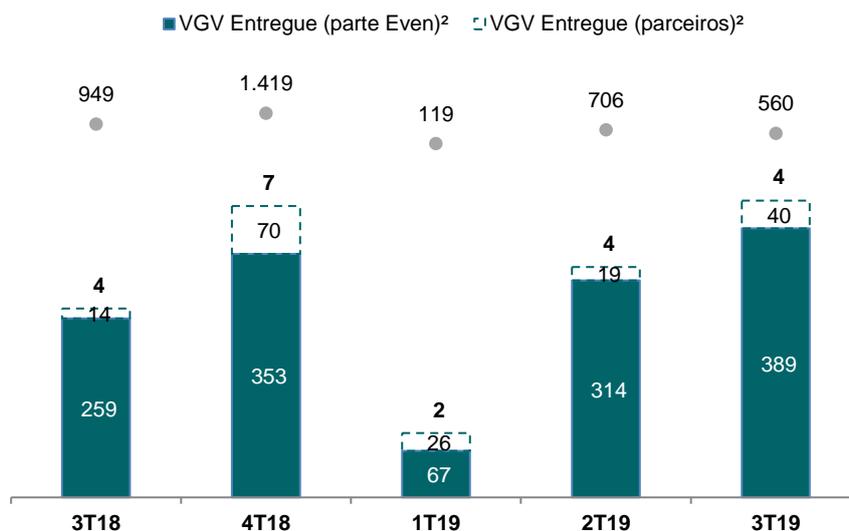
## Land Bank<sup>1</sup>

No 3º trimestre foi adquirido, por meio de permuta, 5 novos terrenos em São Paulo e Porto Alegre, com valor potencial de vendas de R\$ 422,2 milhões (parte Even). O *land bank* encerrou o 3º trimestre com R\$ 6,8 bilhões em VGV potencial (parte Even).



## Entregas<sup>1</sup>

No 3º trimestre foram entregues 4 projetos que equivalem a R\$ 389,5 milhões (VGV de lançamento parte Even) e 560 unidades.

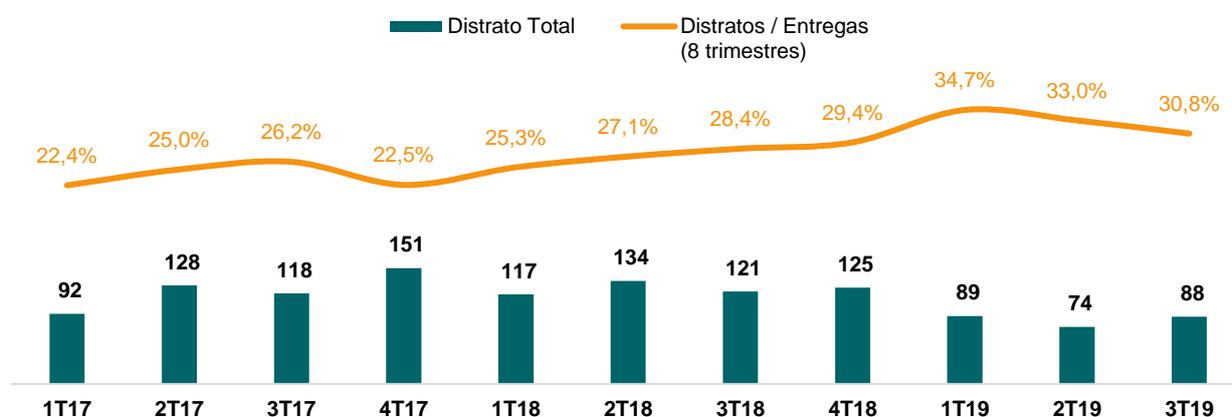


<sup>2</sup> Valor em R\$ milhões considerando os preços de venda da época do lançamento.

## Distratos<sup>1</sup>

No 3º trimestre foram distratados R\$ 88 milhões.

(% Even) (R\$ milhões)	2017				2018				2019		
	1T17	2T17	3T17	4T17	1T18	2T18	3T18	4T18	1T19	2T19	3T19
Entregas	586	331	292	1.410	50	74	259	353	67	314	389
Vendas Brutas	302	444	452	424	313	463	385	458	594	566	349
Distratos	(92)	(128)	(118)	(151)	(117)	(134)	(121)	(125)	(89)	(74)	(88)
Vendas Líquidas	211	315	334	273	196	329	264	333	505	492	261
<b>Distratos/Entregas (8 trimestres)</b>	<b>22,4%</b>	<b>25,0%</b>	<b>26,2%</b>	<b>22,5%</b>	<b>25,3%</b>	<b>27,1%</b>	<b>28,4%</b>	<b>29,4%</b>	<b>34,7%</b>	<b>33,0%</b>	<b>30,8%</b>



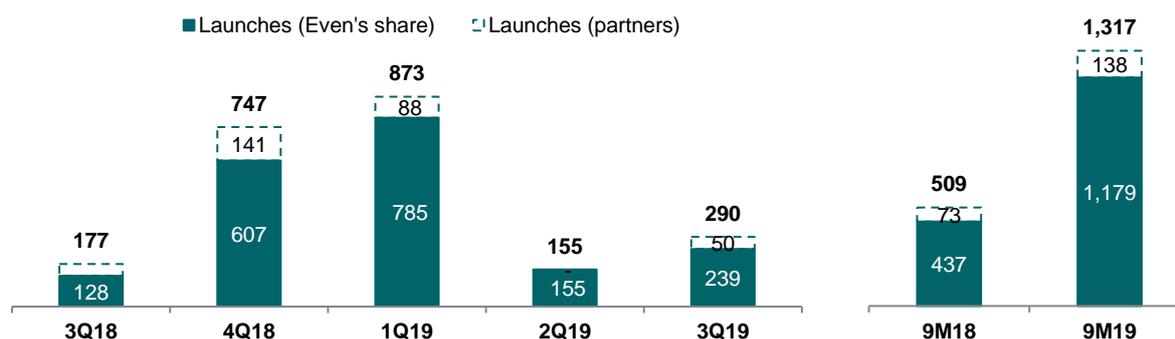
## Even discloses preliminary 3Q19 operating result

**São Paulo, October 14, 2019** – Even Construtora e Incorporadora S.A. – EVEN (B3: EVEN3), a builder and developer with operations in the states of São Paulo, Rio de Janeiro and Rio Grande do Sul, focused on residential developments with units priced above R\$ 250,000, announces its preliminary and unaudited data for launches, sales, land acquisitions and deliveries in the third quarter of 2019.

### Launches<sup>1</sup>

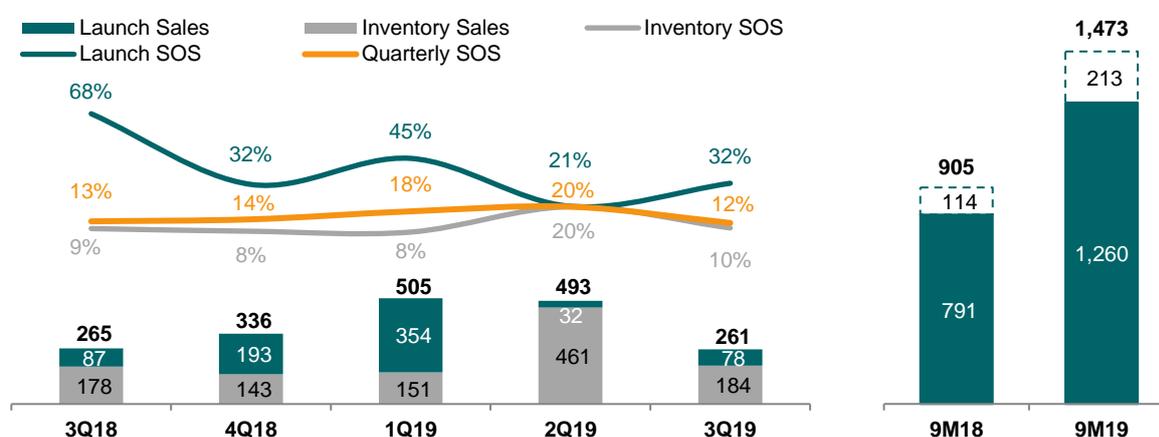
In the third quarter, there were 4 projects launched totaling R\$ 239.5 million (Even's share).

3Q19 Launches	Region	Total PSV (R\$ '000)	Even's PSV (R\$ '000)	Usable Area (sq.m.)	Unit	Average Unit Value (R\$ '000)	Segment
Lume Alto da Boa Vista	SP	119,953	119,953	12,462	294	408	Middle
Byway Studio Vila Madalena	SP	20,906	20,906	1,588	62	337	Studio
High Garden	RS	135,223	91,952	13,031	105	1,288	High
Central Park - Fase 3	RS	13,899	6,672	55,615	234	59	Lot development
<b>Total</b>		<b>289,892</b>	<b>239,483</b>	<b>82,697</b>	<b>698</b>	<b>417</b>	



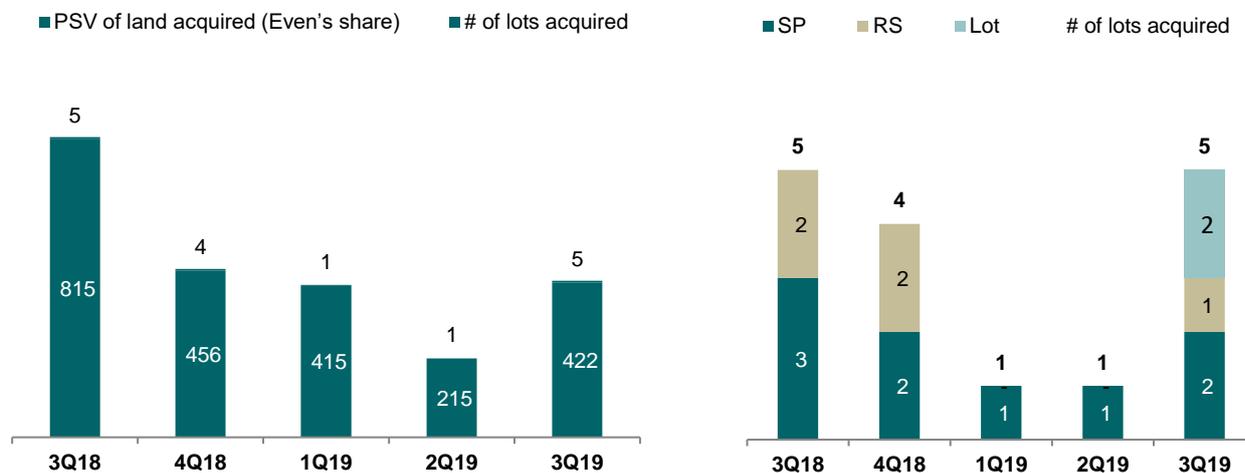
### Sales<sup>1</sup>

Net sales came to R\$ 261 million (Even's share) in the third quarter, R\$ 78 million of which from the project launched in the quarter which SOS was 32%. The sales over supply (SOS) ratio of the quarter was 12%.



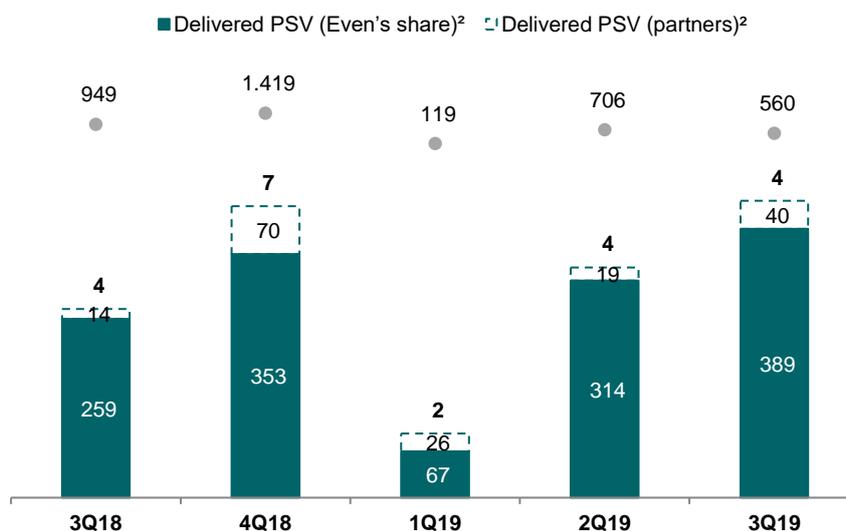
## Land Bank<sup>1</sup>

In the third quarter we acquired 5 new sites in São Paulo and Porto Alegre, through swap, totaling a potential sales value of R\$ 422.2 million (Even's share). The land bank ended the quarter with PSV of R\$ 6.8 billion (Even's share).



## Deliveries<sup>1</sup>

In the third quarter, we delivered 4 projects with launch PSV of R\$ 389.5 million (Even's share of launched PSV) and 560 units.



<sup>2</sup> Figure in R\$ million, considering the sales price at time of launch.

## Cancellations<sup>1</sup>

In the third quarter, there were R\$ 88 million of cancellations.

(Even's share) (R\$ million)	2017				2018				2019		
	1Q17	2Q17	1Q17	2Q17	1Q18	2Q18	1Q18	2Q18	1Q19	2Q19	3Q19
Deliveries	586	331	292	1.410	50	74	259	353	67	314	389
Gross Sales	302	444	452	424	313	463	385	458	594	566	349
Total Cancellations	(92)	(128)	(118)	(151)	(117)	(134)	(121)	(125)	(89)	(74)	(88)
Net Sales	211	315	334	273	196	329	264	333	505	492	261
<b>Cancellations/ Deliveries (8 quarters)</b>	<b>22.4%</b>	<b>25.0%</b>	<b>26.2%</b>	<b>22.5%</b>	<b>25.3%</b>	<b>27.1%</b>	<b>28.4%</b>	<b>29.4%</b>	<b>34.7%</b>	<b>33.0%</b>	<b>30.8%</b>

