

## PRÉVIA OPERACIONAL DO 4T19

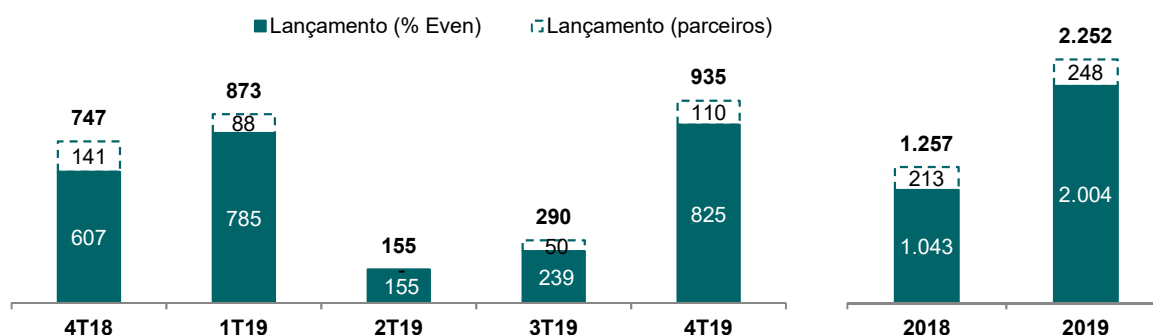
**São Paulo, 20 de janeiro de 2020** – A Even Construtora e Incorporadora S.A. – EVEN (B3: EVEN3), com atuação em São Paulo, Rio de Janeiro e Rio Grande do Sul, foco nos empreendimentos residenciais de média e alta renda, anuncia os dados preliminares e não auditados de lançamentos, vendas, aquisição de terrenos e entregas relativos ao quarto trimestre de 2019.

### EVEN LANÇA R\$ 825 MILHÕES E VENDE R\$ 583 MILHÕES NO 4T19 (%EVEN) VSO CONSOLIDADA DE 22% NO TRIMESTRE

#### Lançamentos<sup>1</sup>

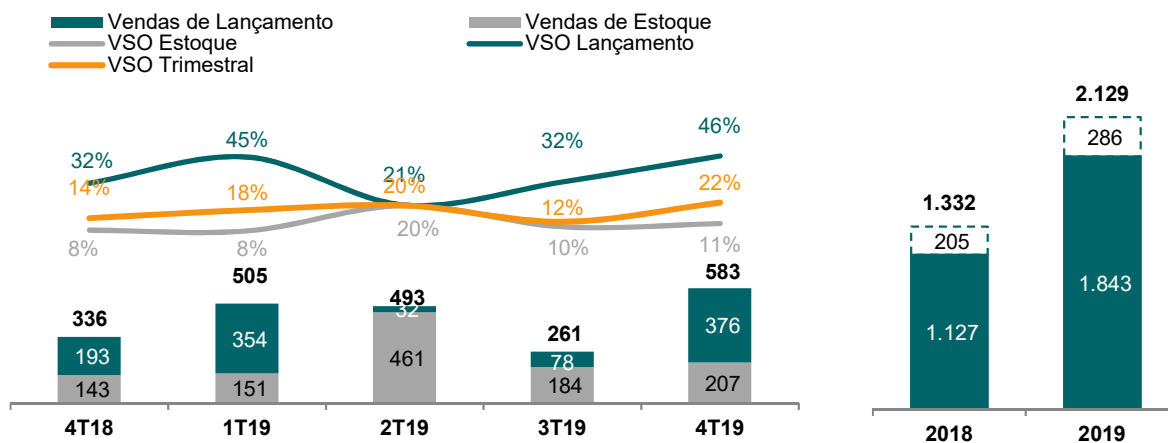
No 4º trimestre foram lançados 8 empreendimentos que totalizaram R\$ 825 milhões (% Even).

Lançamentos 4T19	Região	VGV Total (R\$ mil)	VGV Even (R\$ mil)	Área Útil (m2)	Unid.	Valor Médio da Unidade (R\$ mil)	Segmento
Stella Campo Belo	SP	274.936	274.936	25.167	196	1.403	Alto
Arbo Casas Verticais	SP	207.386	207.386	18.513	65	3.191	Alto
VM 303	SP	161.700	161.700	13.712	157	1.030	Médio
Completo Piedade - Fase 1	RJ	87.284	43.642	21.920	500	175	MCMV
Casa Vista	RS	63.852	43.419	4.785	16	3.991	Alto
Radisson Moinhos 1903	RS	63.229	42.996	2.340	440	144	Hotel
Central Park Passo Fundo	RS	42.957	24.056	101.616	283	152	Loteamento
Open Canoas Centro - Fase 1	RS	33.193	26.554	8.817	200	166	MCMV
<b>Total</b>		<b>934.537</b>	<b>824.689</b>	<b>196.869</b>	<b>1.857</b>	<b>503</b>	



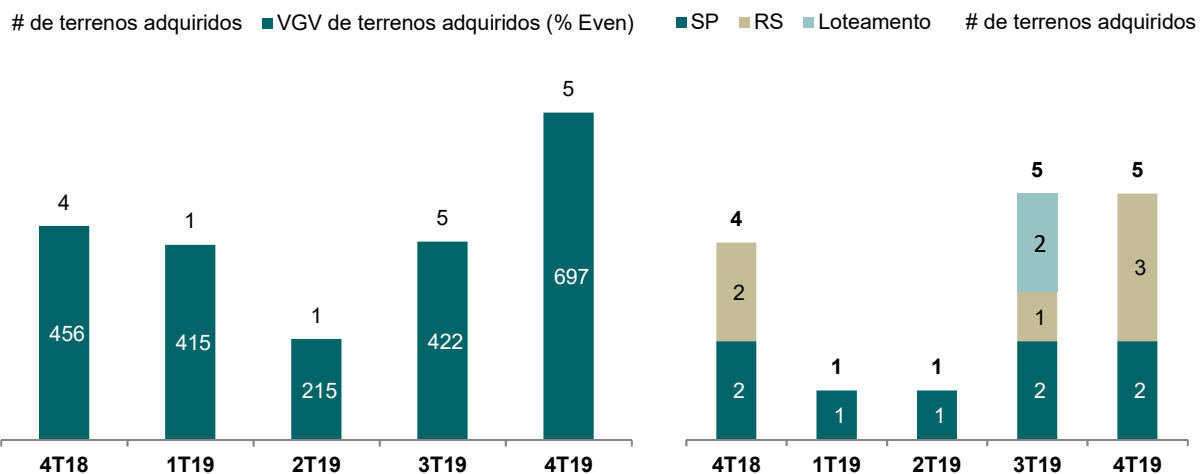
## Vendas<sup>1</sup>

No 4º trimestre, as vendas líquidas somaram R\$ 583 milhões (% Even), das quais R\$ 376 milhões referem-se as vendas dos lançamentos do trimestre com VSO de 46%. A velocidade de vendas consolidada do trimestre foi 22%.



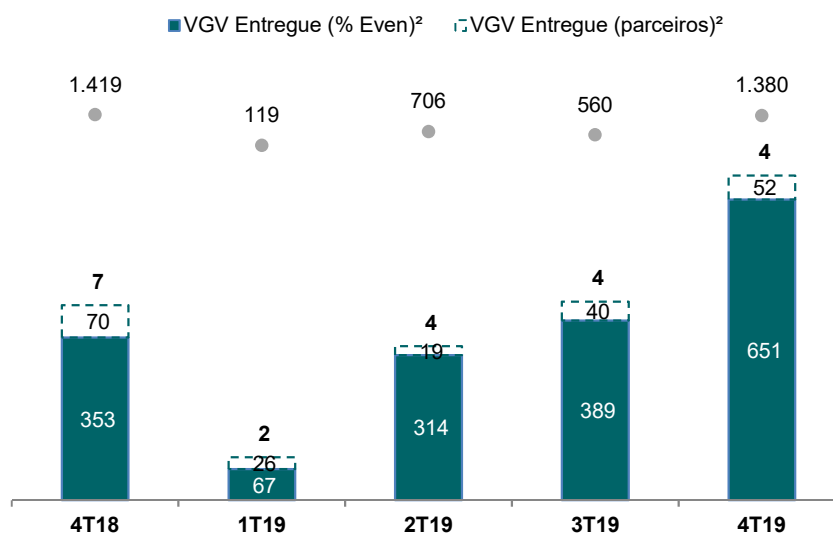
## Land Bank<sup>1</sup>

No 4º trimestre foram adquiridos, por meio de permuta, 5 novos terrenos em São Paulo e Porto Alegre, com valor potencial de vendas de R\$ 697 milhões (% Even). O *land bank* encerrou o 4º trimestre com R\$ 6,7 bilhões em VGV potencial (% Even).



## Entregas<sup>1</sup>

No 4º trimestre foram entregues 4 projetos que equivalem a R\$ 651,1 milhões (VGV de lançamento % Even) totalizando 1.380 unidades.

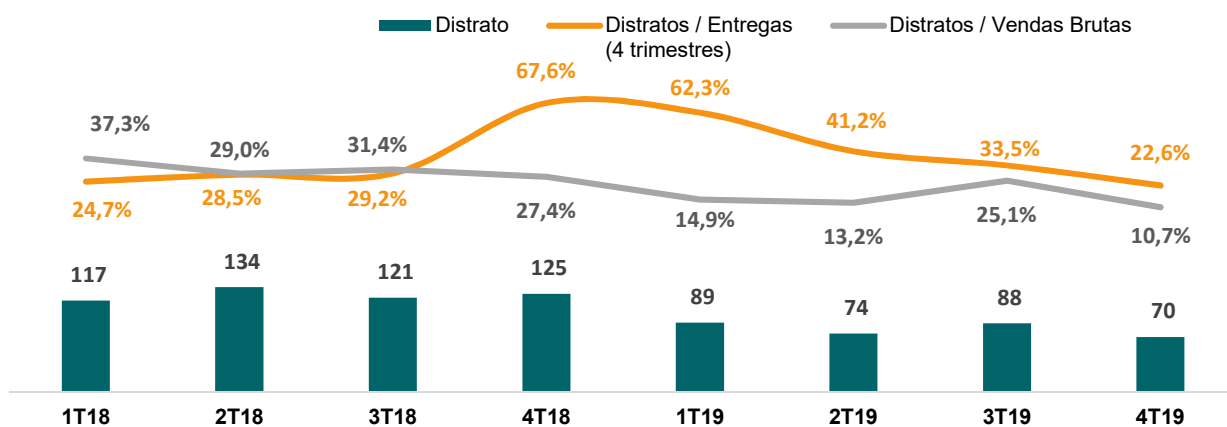


<sup>2</sup> Valor em R\$ milhões considerando os preços de venda da época do lançamento.

## Distratos<sup>1</sup>

No 4º trimestre o distrato representou 11% das vendas brutas.

(% Even) (R\$ milhões)	2018				2019			
	1T18	2T18	3T18	4T18	1T19	2T19	3T19	4T19
Entregas	50	74	259	353	67	314	389	651
Vendas Brutas	313	463	385	458	594	566	349	653
Distrato	(117)	(134)	(121)	(125)	(89)	(74)	(88)	(70)
Vendas Líquidas	196	329	265	336	505	493	261	583
<b>Distratos / Entregas (4 trimestres)</b>	<b>24,7%</b>	<b>28,5%</b>	<b>29,2%</b>	<b>67,6%</b>	<b>62,3%</b>	<b>41,2%</b>	<b>33,5%</b>	<b>22,6%</b>
<b>Distratos / Vendas Brutas</b>	<b>37,3%</b>	<b>29,0%</b>	<b>31,4%</b>	<b>27,4%</b>	<b>14,9%</b>	<b>13,2%</b>	<b>25,1%</b>	<b>10,7%</b>



## OPERATING RESULTS PREVIEW 4Q19

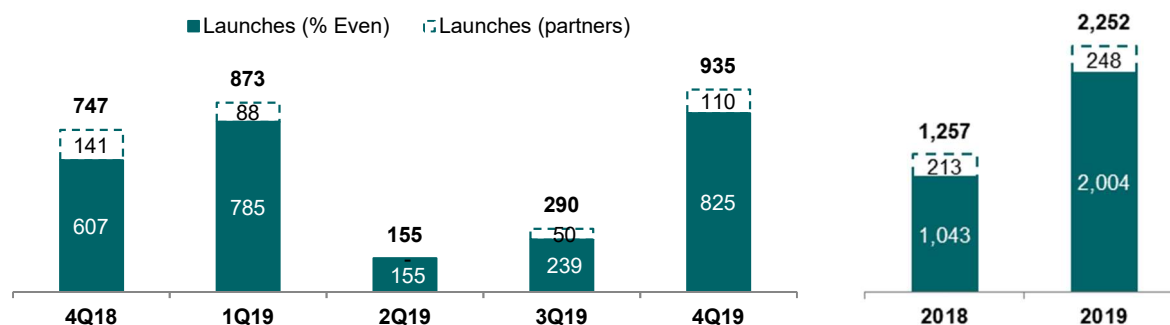
**São Paulo, January 20 th, 2020** – Even Construtora e Incorporadora S.A. – EVEN (B3: EVEN3), high medium income homebuilder, with operations in São Paulo, Rio de Janeiro and Rio Grande do Sul, announces its operating results preview of the 4Q19.

### EVEN LAUNCHES R\$ 825 MILLION AND SELL R\$ 583 MILLION IN THE 4Q19 (%EVEN) CONSOLIDATED VSO OF 22% IN THE QUARTER

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

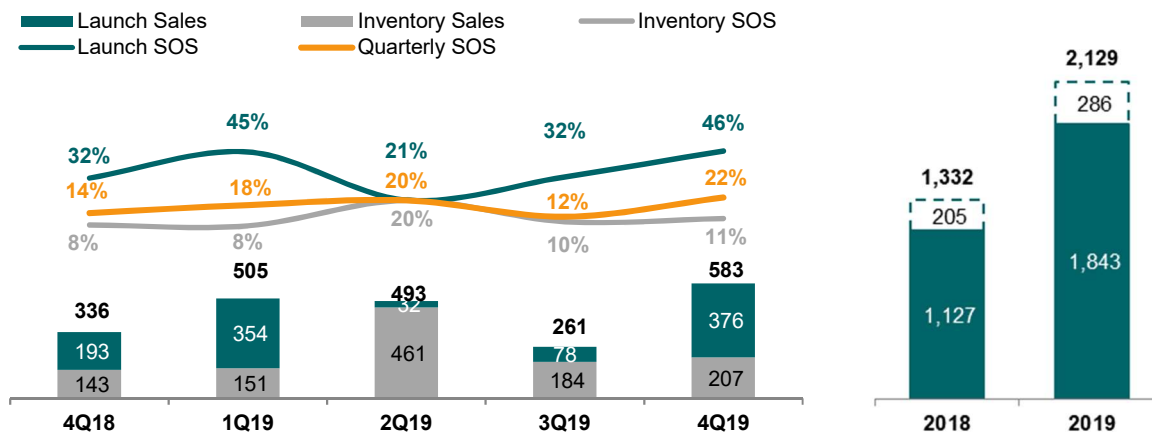
Even launches 8 projects in the 4Q19, reaching a PSV of R\$ 825 million (%Even)

4Q19 Launches	Region	Total PSV (R\$ '000)	Even's Share (R\$ '000)	Area (sq.m.)	Unit.	Average Unit Value (R\$ '000)	Segment
Stella Campo Belo	SP	274,936	274,936	25,167	196	1,403	High
Arbo Casas Verticais	SP	207,386	207,386	18,513	65	3,191	High
VM 303	SP	161,700	161,700	13,712	157	1,030	Middle
Completo Piedade - Fase 1	RJ	87,284	43,642	21,920	500	175	Low Income
Casa Vista	RS	63,852	43,419	4,785	16	3,991	High
Radisson Moinhos 1903	RS	63,229	42,996	2,340	440	144	Hotel
Central Park Passo Fundo	RS	42,957	24,056	101,616	283	152	Allotment
Open Canoas Centro - Fase 1	RS	33,193	26,554	8,817	200	166	Low Income
<b>Total</b>		<b>934,537</b>	<b>824,689</b>	<b>196,869</b>	<b>1,857</b>	<b>503</b>	



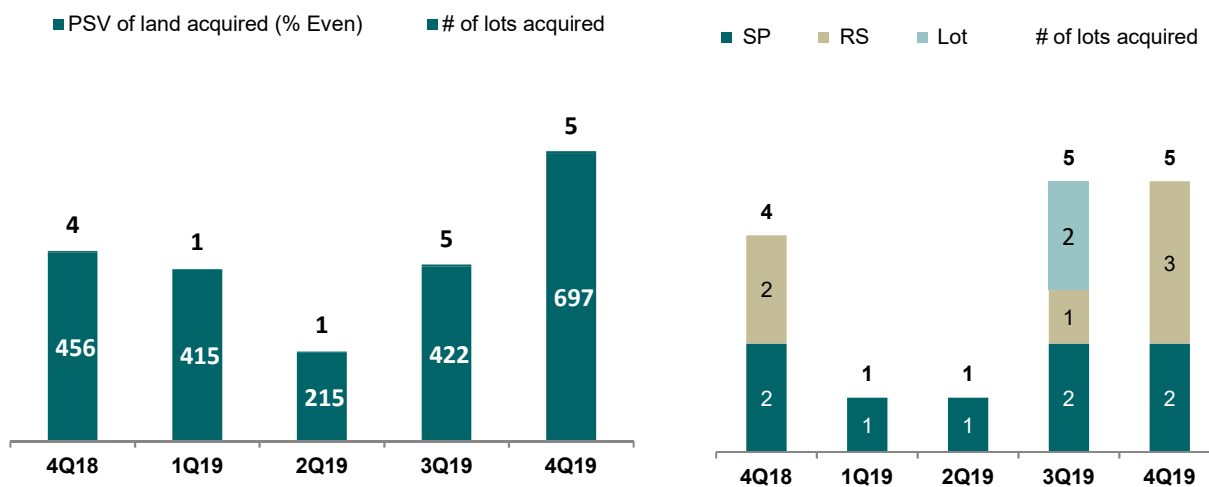
## Sales<sup>1</sup>

Net sales reached R\$ 583 million (% Even) in the 4Q19. Sales of projects launched in the quarter totaled R\$ 376 million, reaching VSO of 46%. The consolidated VSO was 22%.



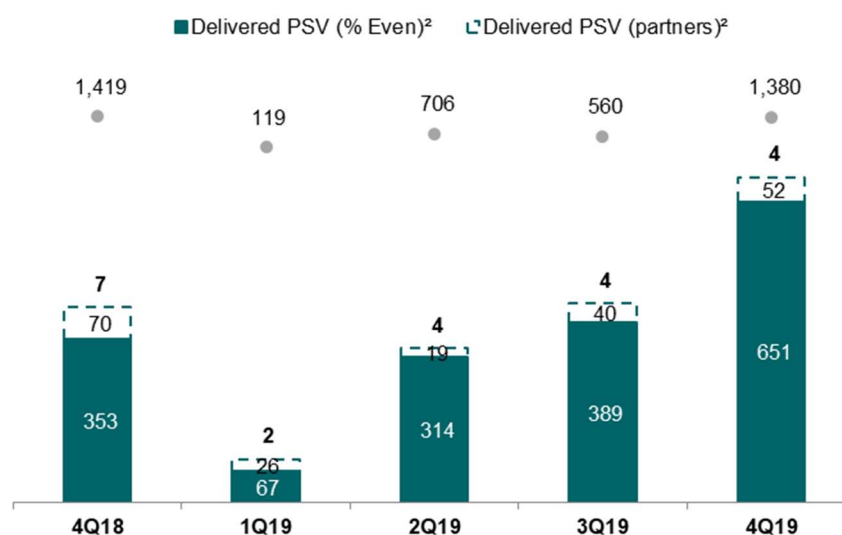
## Land Bank<sup>1</sup>

Five plots of land were acquired in the quarter (two in São Paulo and three in Rio Grande do Sul), with PSV of R\$ 967 million (% Even). Total land bank reached R\$ 6.7 billion (% Even).



## Deliveries<sup>1</sup>

Four projects delivered in the quarter, totalizing PSV of R\$ 651 million (% Even) and 1,380 units.



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

## Cancellations<sup>1</sup>

Cancellation continue to consistently reduce, reaching 11% of gross sales in the 4Q19.

(% Even) (R\$ million)	2018				2019			
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
Deliveries	50	74	259	353	67	314	389	651
Gross Sales	313	463	385	458	594	566	349	653
Cancellations	(117)	(134)	(121)	(125)	(89)	(74)	(88)	(70)
Net Sales	196	329	265	336	505	493	261	583
<b>Cancellations / Deliveries (4 quarters)</b>	<b>24.7%</b>	<b>28.5%</b>	<b>29.2%</b>	<b>67.6%</b>	<b>62.3%</b>	<b>41.2%</b>	<b>33.5%</b>	<b>22.6%</b>
<b>Cancellations/ Gross Sales</b>	<b>37.3%</b>	<b>29.0%</b>	<b>31.4%</b>	<b>27.4%</b>	<b>14.9%</b>	<b>13.2%</b>	<b>25.1%</b>	<b>10.7%</b>

