

3Q12 Results Presentation



November, 2012

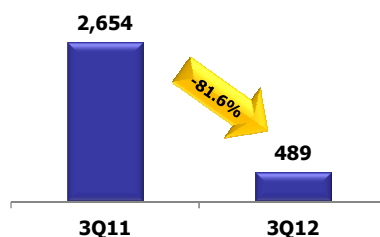
Highlights

<p>OPERATIONAL HIGHLIGHTS OF 3Q12 & 9M12</p>	<ul style="list-style-type: none"> ✓ LAUNCHES <i>PRO RATA</i> PDG REACHED R\$ 489 MILLION IN THE 3Q12, A 82% REDUCTION WHEN COMPARED TO THE THIRD QUARTER OF 2011; ✓ LAUNCHES <i>PRO RATA</i> PDG REACHED R\$ 2.008 BILLION IN THE 9M12, A 69% REDUCTION WHEN COMPARED TO 9M11; ✓ NET SALES <i>PRO RATA</i> PDG REACHED R\$ 713 MILLION IN THE 3Q12, A 63% REDUCTION WHEN COMPARED TO THE 3Q11; ✓ NET SALES <i>PRO RATA</i> PDG REACHED R\$ 3.747 BILLION IN THE 9M12, A 31% REDUCTION WHEN COMPARED TO THE 9M11; ✓ SALES OVER SUPPLY "VSO" REACHED 15% IN THE QUARTER; ✓ 19.072 UNITS WERE DELIVERED UNTIL SEPTEMBER, WHICH REPRESENTED 67% OF 2012 ESTIMATE (28 TO 30 THOUSAND UNITS).
<p>FINANCIAL HIGHLIGHTS OF 3Q12 & 9M12</p>	<ul style="list-style-type: none"> ✓ NET REVENUE OF THE 3Q12 REACHED R\$ 1.53 BILLION, A 17% REDUCTION WHEN COMPARED TO THE THIRD QUARTER OF 2011; ✓ NET INCOME OF THE QUARTER REACHED R\$ 27 MILLION, NINE MONTHS NET LOSS OF R\$ 391 MILLION IN THE 9M12; ✓ WE CLOSED THE SEMESTER WITH CASH POSITION OF R\$ 1.85 BILLION.
<p>HIGHLIGHTS AND RECENT EVENTS</p>	<ul style="list-style-type: none"> ✓ FIRST STEPS OF NEW MANAGEMENT <ul style="list-style-type: none"> • REVISION OF COMPANY'S STRATEGIC POSITIONING INITIATED; • ORGANIZATIONAL RESTRUCTURING INITIATED; • ADOPTION OF COST CONTROL INITIATIVES.

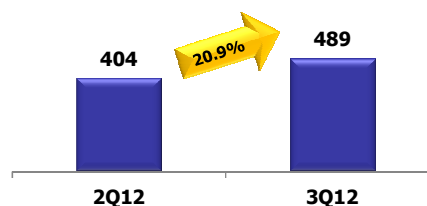
Launches and Sales – 3Q12 & 9M12

- Launched PSV (PDG's pro rata stake) totaled R\$ 489 million (total PSV of R\$ 506 million) in 3Q12, distributed across 7 projects. For the nine months of the year, launches totaled R\$ 2.01 billion.

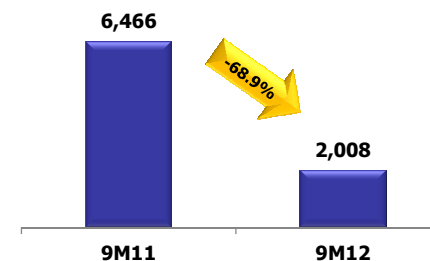
Launched PSV PDG – R\$ million



Launched PSV PDG – R\$ million

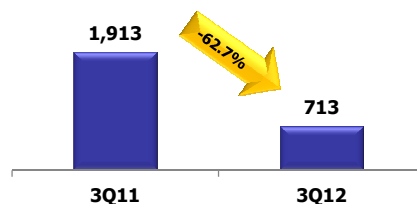


Launched PSV PDG – R\$ million

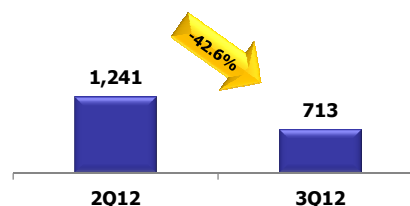


- Contracted Sales (PDG's pro rata stake) reached R\$ 713 million in 3Q12 (representing a 62.7% reduction when compared with 3Q11), with total contracted sales reaching R\$ 3.747 billion in the third quarter of 2012.

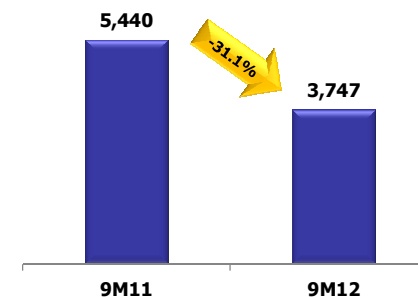
Contracted Sales PDG – R\$ million



Contracted Sales PDG – R\$ million

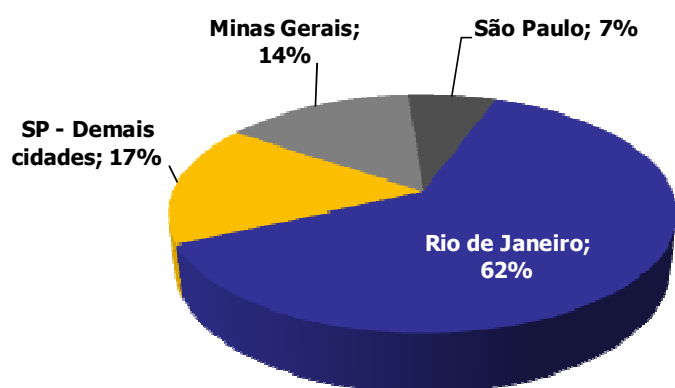


Contracted Sales PDG – R\$ million

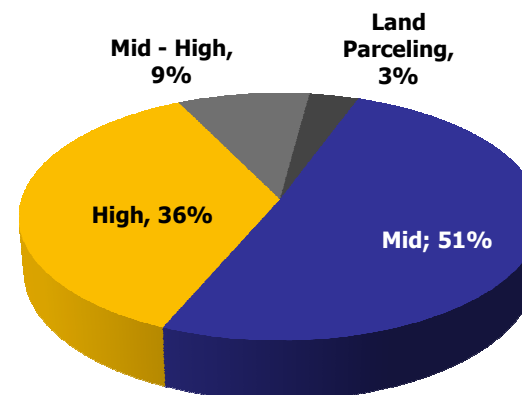


Operational Overview 3Q12 & 9M12

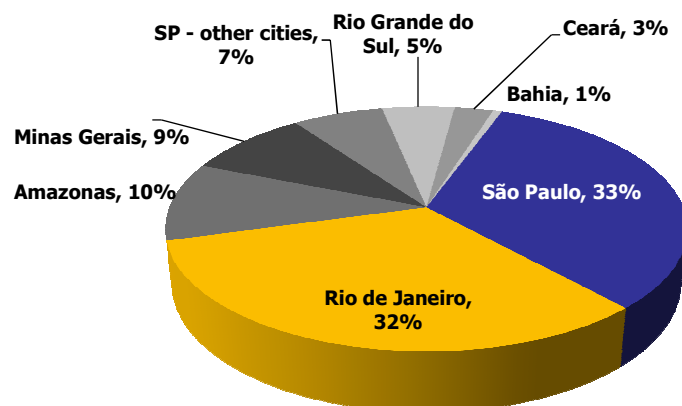
Geographic Breakdown of Launches 3Q12 (%)



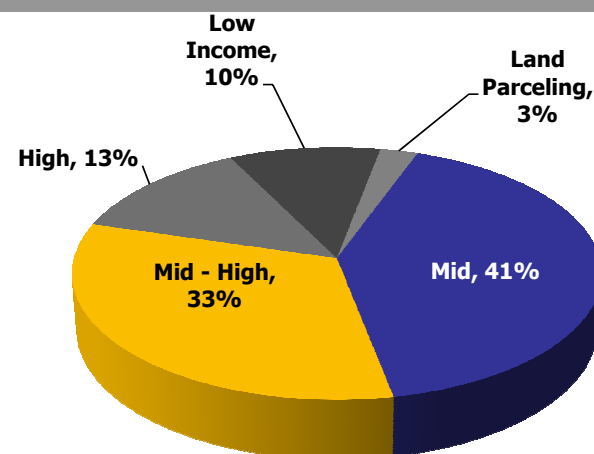
Launches Segmentation 3Q12 (%)



Geographic Breakdown of Launches 9M12 (%)



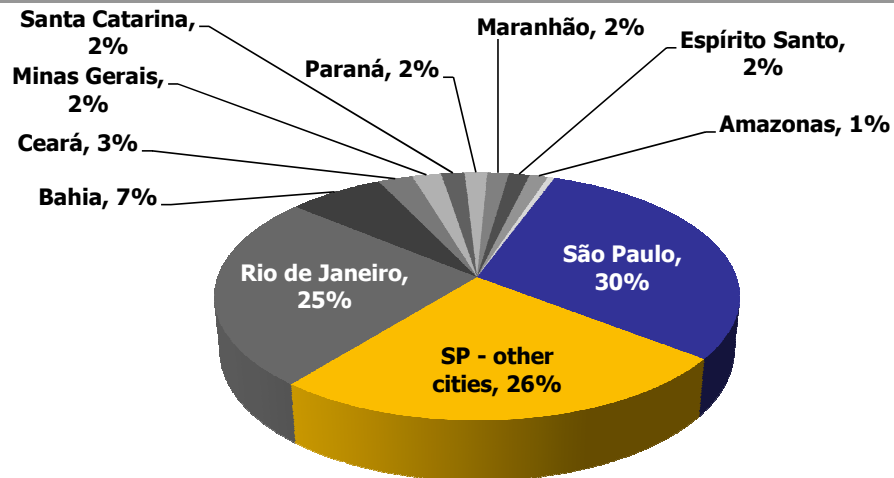
Launches Segmentation 9M12 (%)



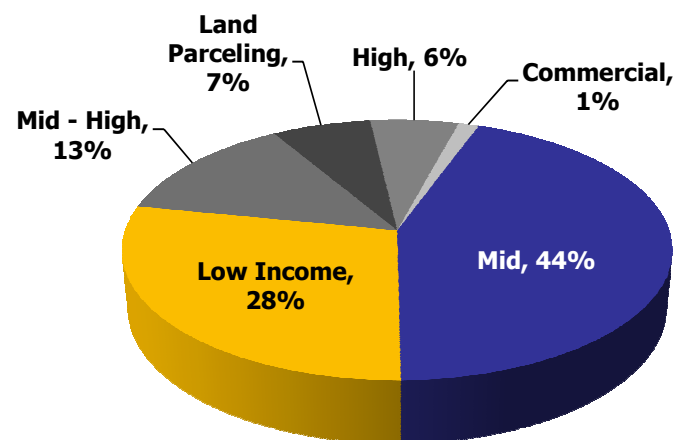
- High (Units above R\$ 1 million)
- Mid-High Income (Units from R\$ 500 thousand to R\$ 1 million)
- Mid Income (Units from R\$ 250 thousand to R\$ 500 thousand)
- Low Income (Units below R\$ 250 thousand)

Operational Overview 3Q12 & 9M12

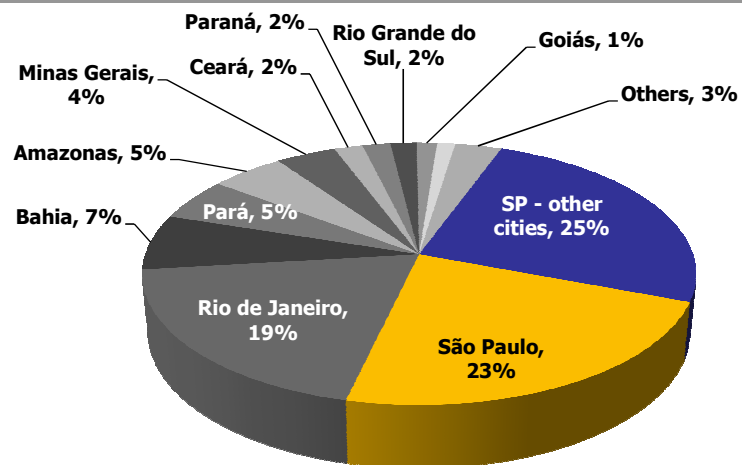
Geographic Breakdown of Sales 3Q12 (%)



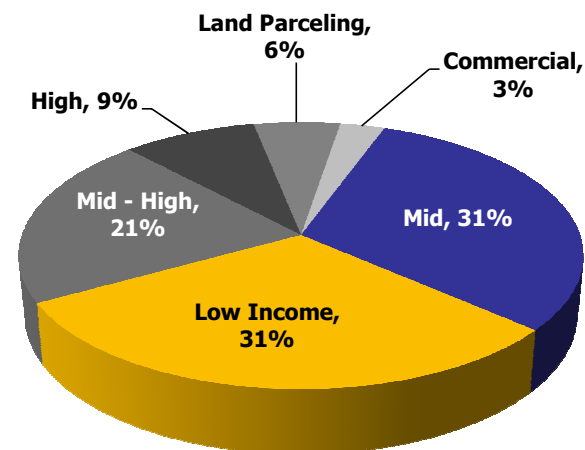
Sales Segmentation 3Q12 (%)



Geographic Breakdown of Sales 9M12 (%)

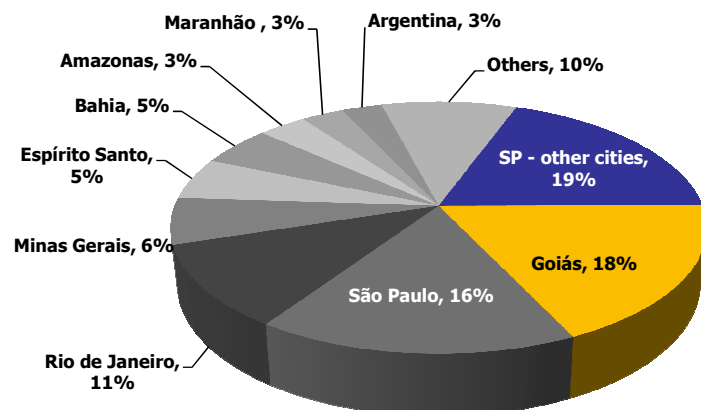


Sales Segmentation 9M12 (%)

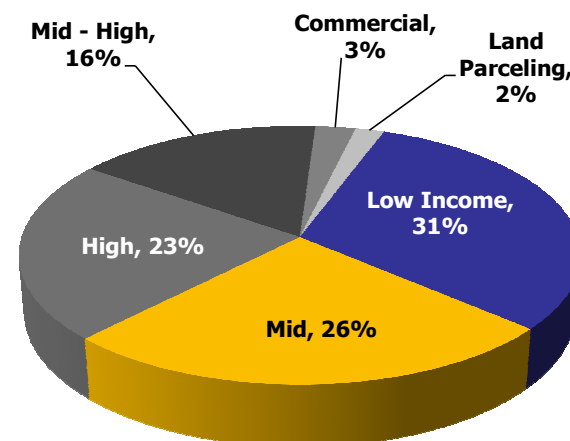


Inventory

Geographic Breakdown of Inventory – Pro Rata 3Q12 (%)



Segmentation of Inventory Pro Rata 3Q12 (%)



- The following table shows the calculation of changes in inventory and the VSO (Sales Over Supply) indicator: the "VSO" for the quarter reached 15%;

	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12
Beginning Inventory – R\$ mln (a)	3,507.0	3,229.2	3,411.3	3,688.9	3,385.5	3,632.7	3,820.5	4,173.7	4,178.2**	4,407.9	5,149.6	5,651.0	4,972.5	4,136.0
Launched PSV PDG Realty – R\$ mln (b)	737.8	1,511.4	1,548.3	1,051.7	1,803.7	2,039.9	2,109.6	1,757.9	2,053.7	2,654.4	2,541.6	1,115.3	404.3	488.9
Contracted Sales PDG Realty – R\$ mln (c)	1,015.6	1,329.4	1,270.7	1,355.1	1,556.5	1,852.1	1,756.5	1,703.7	1,824.0	1,912.8	2,040.1	1,793.9	1,240.7	712.6
Sales from Launches – R\$ mln	306.1	755.3	639.6	306.8	532.9	949.3	776.1	705.0	745.4	864.9	677.0	188.4	99.3	85.6
Sales from Inventory – R\$ mln	709.4	573.6	631.1	1,048.2	1,023.6	902.8	980.4	998.7	1,078.6	1,047.9	1,363.1	1,605.5	1,141.5	627.0
⁽¹⁾ Final Inventory – R\$ mln	3,229.2	3,411.3	3,688.9	3,385.5	3,632.7	3,820.5	4,173.7	4,227.8	4,407.9	5,149.6	5,651.0	4,972.5	4,136.0	3,912.3
SOS - Sales (c) / Total Supply (a+b) - %	24%	28%	26%	29%	30%	33%	30%	29%	29%	27%	27%	27%	23%	15%
Sales from Launches / Total Sales	30%	57%	50%	23%	34%	51%	44%	41%	41%	45%	33%	11%	8%	12%
Sales from Inventory / Total Sales	70%	43%	50%	77%	66%	49%	56%	59%	59%	55%	67%	89%	92%	88%

(*) Increase in Inventory due to increase in stake in Goldfarb and CHL and the Agre's incorporation

(**) Decrease in inventory due to the divestment of LDI

(1) Inventory at launch date in potential sales value

Landbank

- The consolidated landbank of PDG stood at R\$ 25.1 billion by the close of 3Q12, distributed among 410 projects and 117 thousand units.
- The table below shows a breakdown of the PDG landbank by residential units (excluding commercial units and land parceling).

Income Segment	Residential units	%	VGv PDG (R\$ mln)	%	VGv (R\$ mln)	%	Average Unit Price (R\$)
High	3,147	3%	3,104	12%	4,334	13%	1,377,308
Mid - High	7,238	6%	4,113	16%	4,706	14%	650,195
Mid	26,914	23%	6,972	28%	11,349	35%	421,660
Low Income	58,173	50%	7,655	31%	8,091	25%	139,092
<i>Residential</i>	<i>95,472</i>	<i>82%</i>	<i>21,843</i>	<i>87%</i>	<i>28,480</i>	<i>87%</i>	<i>298,312</i>
Commercial	4,613	4%	1,487	6%	2,146	7%	465,099
Land Parceling	16,941	14%	1,757	7%	1,992	6%	117,582
Total	117,026		25,088		32,618		

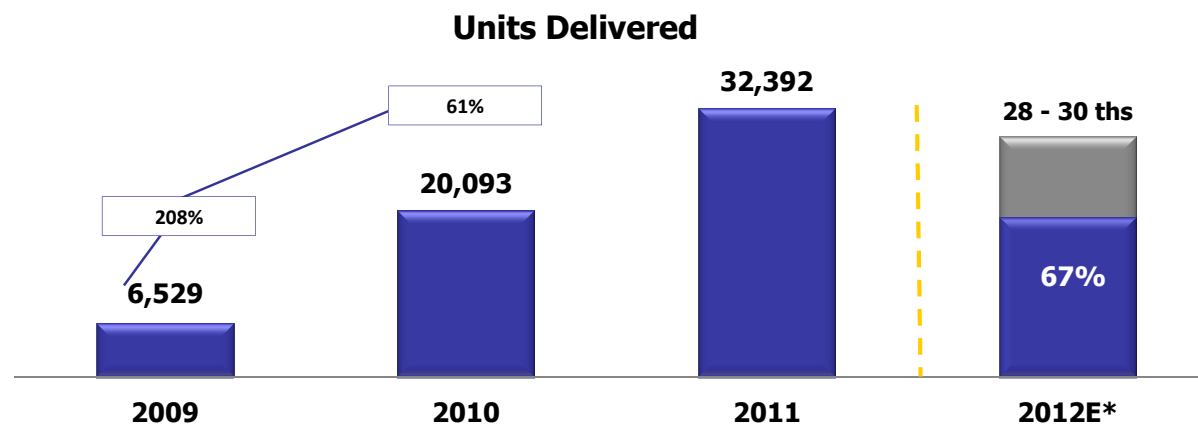
- The PDG's landbank is spread across 13 States and 64 cities, in addition to the Federal District and Argentina. A breakdown of the landbank by region is presented below, at the close of the third quarter of 2012:

Breakdown evolution	2007	2008	2009	2010	2011	3Q12
Southeast	95%	83%	66%	49%	52%	47%
Northeast	2%	1%	1%	28%	28%	39%
South	3%	3%	9%	12%	7%	4%
Middle West Region	0%	9%	21%	7%	7%	2%
North	0%	0%	0%	4%	5%	6%
Argentina	0%	4%	3%	1%	1%	1%
Total (R\$ billion)	5.7	6.2	10.3	29.6	26.9	25.1



Delivered Units

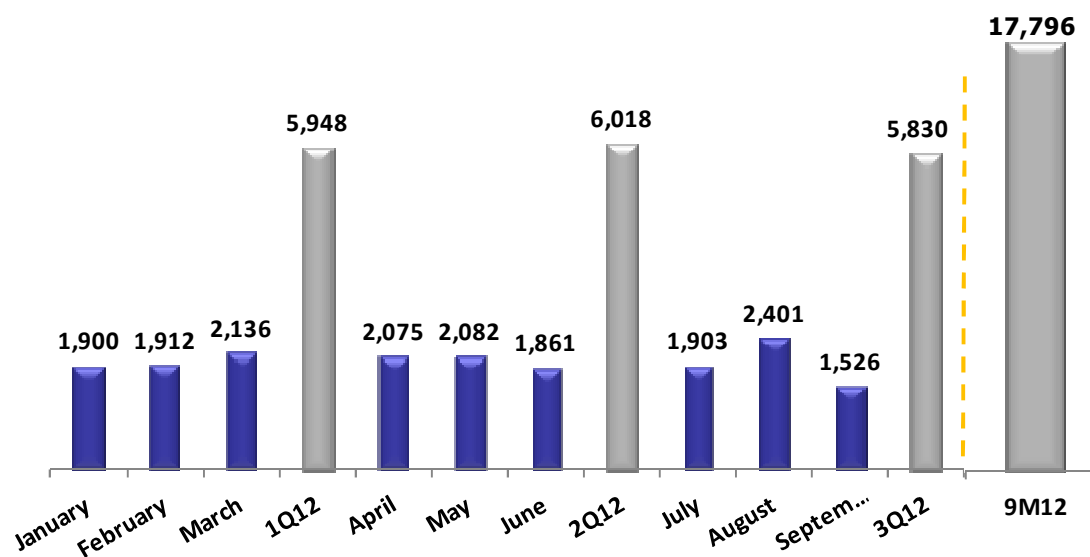
- The number of units delivered until September totaled 19.1 thousand, considering 8.9 thousand units delivered in the 3Q12. The total amount is distributed across 92 projects. Below we present the track record of delivered units.



Monitoring of Clients Credit Transfers

- : ■ Client transfers* on 17,796 units were made in the first nine months of 2012 and on 5,830 units in the third quarter. The chart below gives a monthly breakdown of credit transfers by units:

Monthly Breakdown of Credit Transfers – 9M12

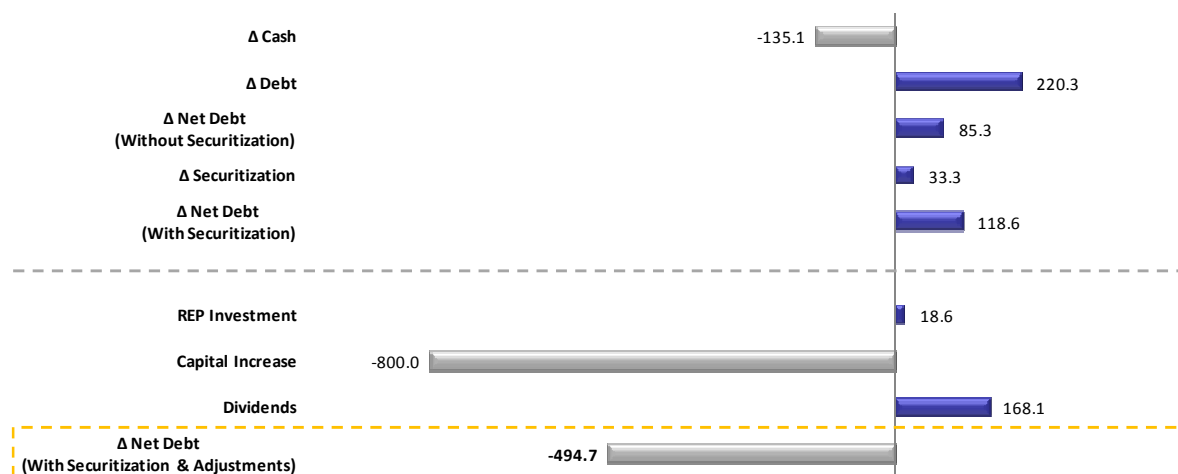


Indebtedness

- The following table presents the Company debt ratios at the close of 3Q12:

	3Q12	2Q12
Cash	1,846,624	1,981,712
Debt	5,742,991	5,963,330
<i>SFH Debt</i>	<i>3,834,458</i>	<i>3,952,648</i>
<i>Corporate Debt</i>	<i>1,908,533</i>	<i>2,010,682</i>
Securitization (obligation)	1,523,925	1,557,247
Net debt without securitization	3,896,367	3,981,618
Net debt with securitization	5,420,292	5,538,865
Equity	6,889,778	6,065,724
Net debt to Equity	56.6%	65.6%
Debt to Equity (ex securitization)	78.7%	91.3%

- Our 3Q12 cash burn amounted to R\$495 million. The Company's net debt variation (cash burn) in 3Q12 is presented below:



Income Statements

Quarters ended in September 30th, 2012 e 2011

INCOME STATEMENT (R\$ '000)			
	3Q12	3Q11	Chg. %
Operating Gross Revenue			
Real State sales	1,548,161	1,879,507	-18%
Other Operating Revenues	36,644	26,287	39%
(-) Taxes Over Sales	(41,003)	(65,671)	-38%
Operating Net Revenue	1,543,802	1,840,123	-16%
Interest Expenses	(108,484)	(122,952)	-12%
Recognition of goodwill of identifiable assets in the acquisition of Agre	(7,938)	-	-6%
Cost of Sold Units	(1,091,279)	(1,157,558)	-6%
Gross Income	336,100	559,612	-40%
Gross margin	21.8%	30.4%	-864.1 bps
Adjusted gross margin (1)	29.3%	37.1%	-778.1 bps
Operating Revenues (expenses):			
Commercial	(62,268)	(103,825)	-40%
General and Administrative	(139,046)	(102,823)	35%
Taxes	(23,541)	(5,861)	302%
Financial	(19,650)	(38,428)	-49%
Depreciation & Amortization	(34,580)	(10,792)	220%
Other	1,680	3,407	-51%
Total operating revenues (expenses)	(277,405)	(258,323)	7%
Operating Result	58,696	301,290	-81%
Non operating result			
Income before taxes	58,696	301,290	-81%
Income Taxes and Social Contribution	(32,802)	(39,558)	-17%
Income before minority stake	25,894	261,731	-90%
Employees' Stake			
Minority interest	1,159	(4,237)	-127%
Net Income (loss)	27,053	257,494	-89%
Net margin	1.8%	14.0%	-1,224.1 bps
Adjusted Net Income (2)	32,066	265,185	-88%
Adjusted Net margin	2.1%	14.4%	-1,233 bps
(1) adjusted by interest expenses in cost of sold units and recognition of goodwill			
(2) adjusted by stock options plan provision and recognition of goodwill			
ADJUSTED EBITDA			
	3Q12	3Q11	Chg. %
Income (loss) before taxes	58,696	301,290	
(-/+) Financial Result	19,650	38,428	
(+) Depreciation and Amortization	34,580	10,792	
(+) Stock Option Plan	(2,925)	7,691	
(+) Interest Expenses - Cost of Sold Units	108,484	122,952	
(+) Recognition of goodwill of identifiable assets in the acquisition of Agre	7,938	-	
EBITDA	226,422	481,153	-53%
Adjusted EBITDA Margin	14.7%	26.1%	-1,148.1 bps

Income Statements

Nine months ended in September 30th, 2012 e 2011

INCOME STATEMENT (R\$ '000)			
	9M12	9M11	Chg. %
Operating Gross Revenue			
Real State sales	4,142,396	5,144,883	-19%
Other Operating Revenues	92,129	84,149	9%
(-) Taxes Over Sales	(154,145)	(164,606)	-6%
Operating Net Revenue	4,080,379	5,064,426	-19%
Interest Expenses	(336,458)	(349,049)	-4%
Recognition of goodwill of identifiable assets in the acquisition of Agre	(22,920)	-	
Cost of Sold Units	(3,309,912)	(3,241,259)	2%
Gross Income	411,089	1,474,118	-72%
Gross margin	10.1%	29.1%	-1,903.3 bps
Adjusted gross margin (2)	18.9%	36.0%	-1,711.7 bps
Operating Revenues (expenses):			
Commercial	(208,060)	(288,358)	-28%
General and Administrative	(351,760)	(278,676)	26%
Taxes	(35,995)	(9,352)	285%
Financial	(56,470)	(58,137)	-3%
Depreciation & Amortization	(61,118)	(18,136)	237%
Other	2,635	12,335	-79%
Total operating revenues (expenses)	(710,768)	(640,325)	11%
Operating Result	(299,679)	833,793	-136%
Non operating result			
Income before taxes	(299,679)	833,793	-136%
Income Taxes and Social Contribution	(99,714)	(93,363)	7%
Income before minority stake	(399,393)	740,429	-154%
Employees' Stake			
Minority interest	8,787	(12,613)	-170%
Net Income (loss)	(390,606)	727,816	-154%
Net margin	-9.6%	14.4%	-2,394.4 bps
Adjusted Net Income (2)	(355,683)	751,784	-147%
Adjusted Net margin	-8.7%	14.8%	-2,356 bps
(1) adjusted by interest expenses in cost of sold units and recognition of goodwill			
(2) adjusted by stock options plan provision and recognition of goodwill			
ADJUSTED EBITDA			
	9M12	9M11	Chg. %
Income (loss) before taxes	(299,679)	833,793	
(-/+) Financial Result	56,470	58,137	
(+) Depreciation and Amortization	61,118	18,136	
(+) Stock Option Plan	12,003	23,968	
(+) Interest Expenses - Cost of Sold Units	336,458	349,049	
(+) Recognition of goodwill of identifiable assets in the acquisition of Agre			
EBITDA	189,290	1,283,083	-85%
Adjusted EBITDA Margin	4.6%	25.3%	-2,069.6 bps

Investors Relations Contacts:

- ri@pdg.com.br
- Phone: + 5521 3504-3800
- www.pdg.com.br/ri