



FINANCIAL STATEMENTS
SEPTEMBER 30, 2019
with independent auditor's review report
on interim financial information

# FINANCIAL STATEMENTS

**SEPTEMBER 30, 2019** 

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# Comments on performance related to the financial information for the quarter ended September 30, 2019

**São Paulo, November 13, 2019** SUGOI S.A. In compliance with legal and statutory provisions, the Management of Sugoi S.A. ("Sugoi") submits for your consideration the Management Report and the Financial Statements, accompanied by the Independent Auditor's Report, for the quarter ended September 30, 2019.

#### **HIGHLIGHTS**

- Net revenue for the quarter totaled R\$ 105 million;
- The Company ended the 3Q19 with a Gross Margin of 36%;
- Profit for the period was R\$ 17.8 million;

**Operational and Financial Performance** 

#### Launches and sales

For the third quarter of 2019, no launches were realized due to the slow approval and licensing of the projects.

# Completed projects and projects under construction

For the third quarter of 2019, no development projects were delivered. The company currently has 12 condominiums under construction, 9 of which are scheduled for delivery in 2020.

#### Land bank

At September 30, 2019, the Company's land bank presented an estimated VGV of R\$ 2.9 billion, with expected launches in the next 5 years.

# Operating revenue

Net operating revenue totaled R\$ 105 million in the nine-month period of 2019, an increase of 89% compared to R\$ 55.7 million in the same period of 2018.

### Cost of real estate units

In the nine-month period of 2019, the cost of real estate units totaled R\$ 67.4 million, compared to a cost of R\$ 37.3 million in the same period in 2018, due to the increase in launches and recognition of costs of projects under construction.

SUGOI

Selling, general and administrative expenses

In the nine-month period of 2019, selling expenses totaled R\$ 6.4 million, an increase when compared with the

same period of 2018 due to the increase in the Company's operating volume due to the increase in projects

launched mainly in 2018.

Net general and administrative expenses totaled R\$ 8 million as at September 30, 2019. These expenses are

in accordance with the Company's planning, seeking to sustain the demand for launches and works that will

occur in the next years.

**Gross profit** 

In the nine-month period of 2019, gross profit was R\$ 37.8 million, higher if compared with 2018 when we

reported gross profit of R\$ 18.4 million. Such increase was caused by the Company's resumption of launches

and the good performance in sales of projects launched, and the evolution of works of the respective projects.

Profit for the period

In the nine-month period of 2019, we reported an accumulated profit of R\$ 17.8 million. The positive result is

especially attributed to the conclusion of the project in the first quarter and transfer of the units, as well as the

effect of the launches that occurred during 2018.

Reinvestment of profits and distribution of dividends

In accordance with the provisions of article 189 of Law 6,404/76, no payment of dividends was proposed.

**Independent Auditors** 

Pursuant to CVM Ruling 381 of January 14, 2003, we inform that the Company engaged Crowe Macro

Auditores Independentes S.S. to provide services related to the audit of its financial statements. Still in

accordance with CVM Ruling 381 of January 14, 2003, we inform that the Company did not hire other services

from the independent auditor responsible for the audit of its financial statements, other than those related to

audit work.

São Paulo, November 13, 2019.

**Investor Relations** 

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Crowe Macro Auditoria e Consultoria

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#### INDEPENDENT AUDITOR'S REVIEW REPORT ON QUARTERLY INFORMATION - ITR

To the Management and shareholders of Sugoi S.A. São Paulo - SP

#### Introduction

We have reviewed the individual and consolidated interim financial information of Sugoi S.A. ("Company"), included in the Quarterly Information Form (ITR) for the quarter ended September 30, 2019, which comprises the statement of financial position as at September 30, 2019, the statements of profit or loss, comprehensive income, changes in equity and cash flows for the three-and nine-month period then ended, including the notes to the interim financial information.

The Company's Management is responsible for the preparation of the individual and consolidated interim financial information in accordance with Technical Pronouncement NB TG 21 - Interim Financial Reporting and with the international standard IAS 34 - Interim Financial Reporting, applicable to real estate development entities in Brazil, registered with the Brazilian Securities and Exchange Commission ("CVM"), as well as for the presentation of such information in a manner consistent with the standards issued by the CVM, applicable to the preparation of Interim Financial Information (ITR). Our responsibility is to express a conclusion on this interim financial information based on our review.

### Scope of review

We conducted our review in accordance with Brazilian and International standards on review of interim information (NBC TR 2410 and ISRE 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, respectively). A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Brazilian and International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion on the individual and consolidated interim financial information

Based on our review, nothing has come to our attention that causes us to believe that the accompanying individual and consolidated interim financial information included in the quarterly information referred to above has not been prepared, in all material respects, in accordance with Technical Pronouncement NBC TG 21 and IAS 34, applicable to real estate development entities in Brazil, registered with the Brazilian Securities and Exchange Commission (CVM), and presented in a manner consistent with the standards issued by the CVM, applicable to the preparation of the Quarterly Information (ITR).



# **Emphasis of matter**

As described in Note 2.13, the individual and consolidated interim financial information contained in the Quarterly Information Form (ITR) has been prepared in accordance with Technical Pronouncement NB TG 21 and IAS 34, applicable to real estate development entities in Brazil, registered with the CVM. Accordingly, the determination of the accounting policy adopted by the entity for the recognition of revenue in contracts for the purchase and sale of unfinished real estate units on the issues related to the transfer of control, comply with the understanding expressed by Company Management regarding the application of NBC TG 47, aligned with that manifested by the CVM in CVM/SNC/SEP Circular Letter No. 02/2018. Our opinion is not qualified in respect of this matter.

#### Other matters

#### Interim statements of value added

The quarterly information referred to above includes the individual and consolidated statements of value added (DVA) for the nine-month period ended September 30, 2019, prepared under the responsibility of the Company's management and presented as supplementary information for the purposes of IAS 34 applicable to real estate development entities in Brazil, registered with the CVM. These statements were subject to the same review procedures performed in conjunction with the review of quarterly information, in order to conclude whether they are reconciled to the interim financial information and accounting records, as applicable, and whether their form and content are in accordance with the criteria defined in Technical Pronouncement NBC TG 09 - Statement of Added Value. Based on our review, nothing has come to our attention that causes us to believe that they have not been prepared, in all material respects, in accordance with the criteria defined in such Technical Pronouncement and are consistent with the individual and consolidated financial statements taken as a whole.

São Paulo, November 13, 2019.

**Crowe Macro Auditores Independentes** 

CRC-2SP033508/O-1

Fábio Debiaze Pino

Accountant CRC - 1SP251154/O-9

Sérgio Ricardo de Oliveira

Accountant CRC - 1SP186070/O-8

# Sugoi S.A. Statements of financial position at September 30, 2019 and December 31, 2018

(In thousands of Reais - R\$)

# **ASSETS**

			Parent		Consolidated
Assets	Notes	9/30/2019	12/31/2018	9/30/2019	12/31/2018
Current assets					
Cash and cash equivalents	3	1.841	6.087	21.220	10.270
Trade receivables	4	-	-	46.625	39.403
Real estate for sale	5	9.778	8.552	165.049	142.854
Other receivables	6	25.588	13.089	34.383	21.309
Taxes and contributions available for offset	-	108	65	441	267
Deferred selling expenses	-	-	-	3.668	3.987
	_	37.315	27.793	271.386	218.090
Noncurrent assets					
Real estate for sale	5	-	-	59.030	92.248
Related parties	9	26.769	29.176	6.744	9.030
Deferred selling expenses	-	-	-	145	-
Investments	7	80.510	57.169	-	-
Property and equipment, net	8	234	174	613	774
Intangible assets	-	810	-	810	-
		108.323	86.519	67.342	102.052
Total assets	_	145.638	114.312	338.728	320.142

The accompanying notes are an integral part of these financial statements.

# Sugoi S.A. Statements of financial position at September 30, 2019 and December 31, 2018

(In thousands of Reais - R\$)

## LIABILITIES AND EQUITY

			Parent		Consolidated
Liabilities	Notes	9/30/2019	12/31/2018	9/30/2019	12/31/2018
Current liabilities					
Borrowings	11	12.964	9.227	20.726	11.219
Debentures	16	10.714	5.270	10.714	5.270
Trade payables	12	197	81	11.686	8.082
Payroll and related taxes and other taxes payable	13	579	512	1.752	1.579
Other payables	14	18.383	14.875	20.268	15.590
Advances from customers and others	15	8.622	10.815	182.699	132.053
Related parties	9	32.697	20.756	378	-
Provision for investment losses	7	4.437	2.524	-	-
		88.593	64.060	248.223	173.793
Noncurrent liabilities					
Borrowings	11	19	4.526	19	4.526
Debentures	16	9.331	14.419	9.331	14.419
Current account with special partnership	10	10.405	10.405	10.405	10.808
Payroll and related taxes and other taxes payable	13	-	-	1.422	1.713
Other payables	14	-	-	500	500
Advances from customers and others	15	-	-	27.934	91.392
Provisions	17	-	-	1.280	1.226
Related parties	9	1.744	1.744		-
		21.499	31.094	50.891	124.584
Total liabilities		110.092	95.154	299.114	298.377
Equity	18				
Share capital		1.000	1.000	1.000	1.000
Legal reserve		200	200	200	200
Earnings reserve		34.346	17.958	34.346	17.958
Cumulative translation adjustment		-	-	124	52
		35.546	19.158	35.670	19.210
Noncontrolling interests		-	-	3.944	2.555
Total equity		35.546	19.158	39.614	21.765
Total liabilities and equity		145.638	114.312	338.728	320.142

Sugoi S.A. Statements of profit or loss for the nine-month periods ended September 30, 2019 and 2018

(In thousands of Reais)

			Parent		Consolidated
	Notes	9/30/2019	9/30/2018	9/30/2019	9/30/2018
Net revenue	19		-	105.220	55.702
Cost of sales	19		-	(67.440)	(37.317)
Gross profit	19	-	-	37.780	18.385
Operating income (expenses)					
General and administrative expenses	20	(4.165)	(1.934)	(8.041)	(3.920)
Selling expenses	20	(187)	(102)	(6.381)	(3.284)
Other operating income, net		(9)	-	(41)	408
Share of profit (loss) of subsidiaries and joint ventures	7	25.675	12.521	-	
		21.314	10.485	(14.463)	(6.796)
Profit before finance costs (income)		21.314	10.485	23.317	11.589
Finance costs	-	(5.025)	(1.777)	(5.873)	(2.251)
Finance income	-	99	(33)	333	8
Finance costs (income), net		(4.926)	(1.810)	(5.540)	(2.243)
Profit before income tax and social contribution		16.388	8.675	17.777	9.346
Income tax and social contribution - current	-	-	(76)	-	(83)
Profit for the period		16.388	8.599	17.777	9.263
Attributable to: Owners of the Company Noncontrolling interests				16.388	8.599
Noncontrolling interests  Basic and diluted earnings per share	18 c	16,3880	8,5990	1.389	664

Sugoi S.A.
Statements of comprehensive income for the nine-month periods ended September 30, 2019 and

(In thousands of Reais - R\$)

		Parent		Consolidated	
	9/30/2019	9/30/2018	9/30/2019	9/30/2018	
Profit for the period	16.388	8.599	17.777	9.263	
Translation adjustment in subsidiaries	-	-	124	81	
(=) Total comprehensive income for the period	16.388	8.599	17.901	9.344	
Attributable to:					
Owners of the Company			16.512	8.680	
Noncontrolling interests			1.389	664	
	_	_	17.901	9.344	

The accompanying notes are an integral part of these financial statements.

Sugoi S.A.
Statements of changes in equity

(In thousands of Reais - R\$)

	Paid-in capital	Legal reserve	Earnings reserve	Cumulative translation adjustment	Equity	Noncontrolling interests	Consolidated equity
							(
Balance at January 1, 2018	1.000	200	4.034	-	5.234	1.521	6.755
Translation adjustment in subsidiaries	-	-	-	81	81	-	81
Profit for the period	-	-	8.599	-	8.599	664	9.263
Balance at September 30, 2018	1.000	200	12.633	81	13.914	2.185	16.099
Balance at January 1, 2019	1.000	200	17.958	52	19.210	2.555	21.765
Translation adjustment in subsidiaries	-	-	-	72	72	-	72
Profit for the period	-	-	16.388	-	16.388	1.389	17.777
Balances at September 30, 2019	1.000	200	34.346	124	35.670	3.944	39.614

The accompanying notes are an integral part of these financial statements.

Sugoi S.A. Statements of cash flows for the nine-month periods ended September 30, 2019 and 2018  $_{\rm (In\ thousands\ of\ Reais\ -R\$)}$ 

Part			Donout		Consolidated
Profit for the period   16.388   8.599   17.777   9.083   Adjustments to reconcile profit to net cash generated   Profit for the period   16.388   8.599   17.777   9.083   Provision for construction warranty   2   3   497   39   Provision for construction warranty   2   3   54   782   Provision for construction warranty   3   497   79   79   79   79   79   79   7		9/30/2019	Parent 9/30/2018	9/30/2019	9/30/2018
Poof to the period   16,888   8,99   17,777   9,262   Adjustments to reconcile profit to net cash generated   18,000   18,000   18,000   19,000					
Nationals to reconcile profit to net cash generated by operating activities   Separating activities					
Properiating activities   28   36   497   39   198	1	16.388	8.599	17.777	9.263
Pepre califor and amortization   28   36   497   39   79   79   79   79   79   79					
Provision for construction warranty					
Deferent claxes	-	28	36		
Translation adjustment in subsidiaries   72   72   72   73   73   74   74   74   74   74   74	·	-	-		•
Same of profit (loss) of subsidiaries and joint ventures		-	-	291	79
Changes in assets and liabilities   Charges in assets and liabilities   Charges in assets are liabilities   Charges in assets   Charges   Charges in assets   Charges   Charge	•		-	72	-
Changes in assets and liabilities   Clurerase   Clur	Share of profit (loss) of subsidiaries and joint ventures				-
Trade receivables   1,000		(9.259)	(3.886)	18.691	10.163
Trade receivables   1,000	Changes in assets and liabilities				
Trade receivables         -         -         (7.222)         (19.992)           Real estate for sale         (1.226)         (52)         11.023         16.043           Taxes and contributions available for offset         (43)         76         (17.4)         47.           Cher receivables         (12.499)         (1.150)         (13.074)         (2.866)           Deferred selling expenses         -         17.4         (741)           Increase/(decrease) in liabilities         -         16.0         3.60         2.241           Trade payables         67         (5         (40)         6.231           Cher payables         3.508         (3.001)         4.678         (4.389)           Advances from customers         (2.193)         671         (12.812)         699           Income tax and social contribution paid         -         (4)         -         (4)           Income tax and social contribution paid         -         (4)         -         (4)           Income tax and social contribution paid         -         (4)         -         (4)           Vet cash generated by (used in) operating activities         (21.529)         (7.377)         4.479         8.0           In property and equipment	_				
Real estate for sale         (1.226)         (52)         11.023         16.434           Taxes and contributions available for offset         (43)         76         (174)         4.76           Chefrer cease with subsidies         (12.499)         (1.150)         (1.047)         2.680           Defered selling expenses         -         -         174         (741)           Total payables         67         5         (409)         622           Trade payables         3.508         (3.00)         4.678         (4.389)           Advances from customers         (2.193)         671         (12.812)         699           Advances from customers         (2.193)         671         (1.2812)         699           Income tax and social contribution paid         -         (4)         -         (4)           Net cash generated by (used in) operating activities         (21.529)         (7.373)         4.479         2.103           Cash flows from investing activities         (21.529)         (7.377)         4.479         2.103           Cash generated by (used in) operating activities         (2.1529)         (7.377)         4.479         2.03           Cash generated by (used in) investing activities         (81	•	_	_	(7 222)	(10 002)
Taxes and contributions available for offset		(1 226)	(52)		
Cher receivables   (12.499)   (1.150)   (13.074)   (2.686)   Cher receivabling expenses   174   (741)		` '			
Deferred selling expenses					
Payrol   Index   Payrol   Pa		(12.499)	(1.130)		
Payroll and related taxes and other taxes payable   67   5   (409)   622     Trade payables   3.568   (3.001)   4.678   (4.389)     Advances from customers   (2.193)   671   (12.812)   699     Advances from customers   (2.1529)   (7.373)   4.479   2.107     Income tax and social contribution paid   - (4)   - (4)     Net cash generated by (used in) operating activities   (21.529)   (7.377)   4.479   2.103     Cash flows from investing activities   (21.529)   (7.377)   4.479   2.103     Cash flows from investing activities   (21.529)   (7.377)   4.479   2.103     Cash flows from investing activities   (21.529)   (7.377)   4.479   2.103     Cash flows from investing activities   (880)   - (864)   - (80)   - (80)     In intangible assets   (810)   - (810)   - (810)   - (810)   - (810)   - (810)     Net cash generated by (used in) investing activities   (810)   - (81	5 1			1/4	(/41)
Trade payables         116         (36)         3.604         2.341           Other payables         3.508         (3.001)         4.678         (4.89)           Advances from customers         (2.193)         671         (12.812)         699           Leading the payables         (2.1529)         (7.373)         4.479         2.107           Income tax and social contribution paid         -         (4)         -         (4)           Net cash generated by (used in) operating activities         (21.529)         (7.377)         4.479         2.103           Cash flows from investing activities         8         -         (4)         -         (4)           Cash flows from investing activities         8         -         (36)         (7.2)           In intangible assets         (810)         -         (810)         -           Net cash generated by (used in) investing activities         (810)         -         (810)         -           Cash flows from financing activities         6529         10.125         18.439         12.564           Repayment of borrowings and others         (6.943)         (2.731)         (13.486)         (4.829)           Related parties         13.394         8.887         7.617         5.38		67	_	(400)	622
Other payables         3.508         (3.001)         4.678         (4.389)           Advances from customers         (2.193)         671         (12.812)         699           Locate of the contribution paid         (21.529)         (7.373)         4.479         2.107           Income tax and social contribution paid         -         (4)         -         (4)           Net cash generated by (used in) operating activities         (21.529)         (7.377)         4.479         2.103           Cash flows from investing activities         Value         Value         Value         2.103           Cash flows from investing activities         4.247         (864)         -         80           In intangible assets         (810)         -         (810)         -           Net cash generated by (used in) investing activities         3.349         (864)         (1.146)         8           Cash flows from financing activities         6.529         10.125         18.439         1.2.54           Repayment of borrowings and others         (6.943)         (2.731)         (13.486)         (4.829)           Related parties         14.348         1.493         2.664         (2.350)           Net cash generated by (used in) financing activities         13.934		·			
Advances from customers         (2.193)         671         (12.812)         699           (21529)         (7.373)         4.479         2.107           Income tax and social contribution paid         -         (4)         -         (4)           Net cash generated by (used in) operating activities         (21.529)         (7.377)         4.479         2.103           Cash flows from investing activities         80         -         80         -         80         1         80         -         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         80         1         1         80         1         2         336         1         72         1         1         1         80         1         1         80         1         1         80         1         1         8         1         1         1         80         1         1 <td< td=""><td></td><td></td><td></td><td></td><td></td></td<>					
(21529) (7.373) (4.479   2.107     Income tax and social contribution paid   - (4)   - (4)     Net cash generated by (used in) operating activities   (21529)   (7.377)   4.479   2.103     Cash flows from investing activities   (21529)   (7.377)   4.479   2.103     Cash flows from investing activities   (80					
Income tax and social contribution paid   -   (4)   -   (4)	Advances nom customers	(2.193)	0/1	(12.012)	099
Net cash generated by (used in) operating activities         (21,529)         (7,377)         4.479         2.103           Cash flows from investing activities         300 <t< td=""><td></td><td>(21.529)</td><td>(7.373)</td><td>4.479</td><td>2.107</td></t<>		(21.529)	(7.373)	4.479	2.107
Cash flows from investing activities         Capital (increase)/decrease in subsidiaries, net       4.247       (864)       - 80         In property and equipment       (88)       - (336)       (72)         In intangible assets       (810)       - (810)       -         Net cash generated by (used in) investing activities       3.349       (864)       (1.146)       8         Cash flows from financing activities         Borrowings and others       6.529       10.125       18.439       12.564         Repayment of borrowings and others       (6.943)       (2.731)       (13.486)       (4.829)         Related parties       14.348       1.493       2.664       (2.350)         Net cash generated by (used in) financing activities       13.934       8.887       7.617       5.385         Increase/(decrease) in cash and cash equivalents       (4.246)       646       10.950       7.496         Cash and cash equivalents       6.087       81       10.270       2.320         Cash and cash equivalents at the beginning of the period       6.087       81       10.270       2.320         Cash and cash equivalents at the end of the period       1.841       7.27       21.220       9.816	Income tax and social contribution paid	-	(4)	-	(4)
Capital (increase)/decrease in subsidiaries, net         4.247         (864)         -         80           In property and equipment         (88)         -         (336)         (72)           In intangible assets         (810)         -         (810)         -           Net cash generated by (used in) investing activities         3.349         (864)         (1.146)         8           Cash flows from financing activities           Borrowings and others         6.529         10.125         18.439         12.564           Repayment of borrowings and others         (6.943)         (2.731)         (13.486)         (4.829)           Related parties         14.348         1.493         2.664         (2.350)           Net cash generated by (used in) financing activities         13.934         8.887         7.617         5.385           Increase/(decrease) in cash and cash equivalents         (4.246)         646         10.950         7.496           Cash and cash equivalents at the beginning of the period         6.087         81         10.270         2.320           Cash and cash equivalents at the end of the period         1.841         727         21.220         9.816	Net cash generated by (used in) operating activities	(21.529)	(7.377)	4.479	2.103
Capital (increase)/decrease in subsidiaries, net         4.247         (864)         -         80           In property and equipment         (88)         -         (336)         (72)           In intangible assets         (810)         -         (810)         -           Net cash generated by (used in) investing activities         3.349         (864)         (1.146)         8           Cash flows from financing activities           Borrowings and others         6.529         10.125         18.439         12.564           Repayment of borrowings and others         (6.943)         (2.731)         (13.486)         (4.829)           Related parties         14.348         1.493         2.664         (2.350)           Net cash generated by (used in) financing activities         13.934         8.887         7.617         5.385           Increase/(decrease) in cash and cash equivalents         (4.246)         646         10.950         7.496           Cash and cash equivalents at the beginning of the period         6.087         81         10.270         2.320           Cash and cash equivalents at the end of the period         1.841         727         21.220         9.816	Cash flows from investing activities				
In property and equipment		4 247	(864)	_	80
In intangible assets   (810)   - (	-		-	(336)	
Net cash generated by (used in) investing activities         3.349         (864)         (1.146)         8           Cash flows from financing activities         5.529         10.125         18.439         12.564           Repayment of borrowings and others         (6.943)         (2.731)         (13.486)         (4.829)           Related parties         14.348         1.493         2.664         (2.350)           Net cash generated by (used in) financing activities         13.934         8.887         7.617         5.385           Increase/(decrease) in cash and cash equivalents         (4.246)         646         10.950         7.496           Cash and cash equivalents         6.087         81         10.270         2.320           Cash and cash equivalents at the beginning of the period         6.087         81         10.270         2.320           Cash and cash equivalents at the end of the period         1.841         7.27         21.220         9.816			_		
Cash flows from financing activities         Borrowings and others       6.529       10.125       18.439       12.564         Repayment of borrowings and others       (6.943)       (2.731)       (13.486)       (4.829)         Related parties       14.348       1.493       2.664       (2.350)         Net cash generated by (used in ) financing activities       13.934       8.887       7.617       5.385         Increase/(decrease) in cash and cash equivalents       (4.246)       646       10.950       7.496         Cash and cash equivalents       6.087       81       10.270       2.320         Cash and cash equivalents at the end of the period       6.087       81       10.270       2.320         Cash and cash equivalents at the end of the period       1.841       727       21.220       9.816			(864)		8
Borrowings and others   6.529   10.125   18.439   12.564     Repayment of borrowings and others   (6.943)   (2.731)   (13.486)   (4.829)     Related parties   14.348   1.493   2.664   (2.350)     Net cash generated by (used in ) financing activities   13.934   8.887   7.617   5.385     Increase/(decrease) in cash and cash equivalents   (4.246)   646   10.950   7.496     Cash and cash equivalents at the beginning of the period   6.087   81   10.270   2.320     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents at the end of the period   1.841   727   21.220   9.816     Cash and cash equivalents   (4.829)   (4.8					
Repayment of borrowings and others       (6.943)       (2.731)       (13.486)       (4.829)         Related parties       14.348       1.493       2.664       (2.350)         Net cash generated by (used in ) financing activities       13.934       8.887       7.617       5.385         Increase/(decrease) in cash and cash equivalents       (4.246)       646       10.950       7.496         Cash and cash equivalents       6.087       81       10.270       2.320         Cash and cash equivalents at the end of the period       1.841       727       21.220       9.816	_				
Related parties       14.348       1.493       2.664       (2.350)         Net cash generated by (used in ) financing activities       13.934       8.887       7.617       5.385         Increase/(decrease) in cash and cash equivalents       (4.246)       646       10.950       7.496         Cash and cash equivalents       6.087       81       10.270       2.320         Cash and cash equivalents at the beginning of the period       1.841       727       21.220       9.816	-	6.529	10.125	18.439	
Net cash generated by (used in ) financing activities         13.934         8.887         7.617         5.385           Increase/(decrease) in cash and cash equivalents         (4.246)         646         10.950         7.496           Cash and cash equivalents         Cash and cash equivalents at the beginning of the period         6.087         81         10.270         2.320           Cash and cash equivalents at the end of the period         1.841         727         21.220         9.816	Repayment of borrowings and others	(6.943)	(2.731)	(13.486)	(4.829)
Increase/(decrease) in cash and cash equivalents         (4.246)         646         10.950         7.496           Cash and cash equivalents         Cash and cash equivalents at the beginning of the period Cash and cash equivalents at the end of the period         6.087         81         10.270         2.320           Cash and cash equivalents at the end of the period         1.841         727         21.220         9.816	Related parties	14.348	1.493	2.664	(2.350)
Cash and cash equivalents  Cash and cash equivalents at the beginning of the period 6.087 81 10.270 2.320  Cash and cash equivalents at the end of the period 1.841 7.27 21.220 9.816	Net cash generated by (used in ) financing activities	13.934	8.887	7.617	5.385
Cash and cash equivalents at the beginning of the period 6.087 81 10.270 2.320 Cash and cash equivalents at the end of the period 1.841 727 21.220 9.816	Increase/(decrease) in cash and cash equivalents	(4.246)	646	10.950	7.496
Cash and cash equivalents at the beginning of the period 6.087 81 10.270 2.320 Cash and cash equivalents at the end of the period 1.841 727 21.220 9.816	·				
Cash and cash equivalents at the end of the period 1.841 727 21.220 9.816	Cash and cash equivalents				
	Cash and cash equivalents at the beginning of the period	6.087	81	10.270	2.320
Increase/(decrease) in cash and cash equivalents (4.246) 646 10.950 7.496			727		
	Increase/(decrease) in cash and cash equivalents	(4.246)	646	10.950	7.496

Sugoi S.A Statements of value added for the nine-month periods ended September 30, 2019 and 2018  $_{\rm (In\ thousands\ of\ Reais\ -\ R\$)}$ 

Revenues         Sales and services         -         -         109.189           Other revenues         -         -         -         (41)           -         -         -         109.148         -           Inputs purchased from third parties           Cost of sales and services         -         -         (67.440)           Materials, energy, third-party services and other operating         (3.051)         (1.270)         (9.326)           Others         (9)         -         -         -           Gross value added         (3.060)         (1.270)         (76.766)         -           Depreciation, amortization and depletion, net         (28)         (36)         (497)	9/30/2018  57.861 408 58.269  (37.317) (5.651) - (42.968)  15.301
Sales and services       -       -       109.189         Other revenues       -       -       (41)         Inputs purchased from third parties         Cost of sales and services       -       -       67.440         Materials, energy, third-party services and other operating       (3.051)       (1.270)       (9.326)         Others       (9)       -       -         Gross value added       (3.060)       (1.270)       (76.766)	408 58.269 (37.317) (5.651) - (42.968)
Other revenues         -         -         (41)           Inputs purchased from third parties           Cost of sales and services         -         -         (67.440)           Materials, energy, third-party services and other operating         (3.051)         (1.270)         (9.326)           Others         (9)         -         -           (3.060)         (1.270)         (76.766)           Gross value added         (3.060)         (1.270)         32.382	408 58.269 (37.317) (5.651) - (42.968) 15.301
Other revenues         -         -         (41)           Inputs purchased from third parties           Cost of sales and services         -         -         (67.440)           Materials, energy, third-party services and other operating         (3.051)         (1.270)         (9.326)           Others         (9)         -         -           (3.060)         (1.270)         (76.766)           Gross value added         (3.060)         (1.270)         32.382	408 58.269 (37.317) (5.651) - (42.968)
Inputs purchased from third parties   Cost of sales and services   Cost	58.269 (37.317) (5.651) (42.968)
Cost of sales and services  Materials, energy, third-party services and other operating Others  (3.051) (1.270) (9.326) (76.766)  Gross value added  (3.060) (1.270) (1.270) (1.270) (1.270) (3.360)	(5.651) - (42.968) 15.301
Cost of sales and services  Materials, energy, third-party services and other operating Others  (3.051) (1.270) (9.326) (76.766)  Gross value added  (3.060) (1.270) (1.270) (1.270) (1.270) (3.360)	(5.651) - (42.968) 15.301
Materials, energy, third-party services and other operating Others  (9) (1.270) (9.326)  (1.270) (76.766)  Gross value added (3.060) (1.270) (1.270) (1.270) (76.786)	(5.651) - (42.968) 15.301
Others       (9)       -       -       -         (3.060)       (1.270)       (76.766)       -         Gross value added       (3.060)       (1.270)       32.382	(42.968)
Gross value added (3.060) (1.270) (76.766) (76.766) (1.270) 32.382	15.301
Depreciation, amortization and depletion, net (28) (36)	(30)
	(09)
Wealth created by the Company (3.088) (1.306) 31.885	15.262
Wealth received in transfer	
Share of profit (loss) of subsidiaries and joint ventures 25.675 12.521 -	_
	8
Finance income 99 (33) 333 25.774 12.488 333	8
Total wealth for distribution 22.686 11.182 32.218	15.270
Wealth distributed	
Personnel	
Salaries and related charges 734 141 734	180
Sales commissions 3.086	392
Management compensation 45 30 45	30
Taxes, fees and contributions	
Federal - 76 3.969	2.242
Lenders and lessors	
Interest 5.025 1.777 5.873	2.251
Rentals 494 559 734	912
Shareholders	
Profit for the period 16.388 8.599 16.388	8.599
Noncontrolling interests in retained earnings 1.389	664
22.686 11.182 32.218	

 $The \, accompanying \, notes \, are \, an \, integral \, part \, of \, these \, financial \, statements.$ 

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

#### 1 General information

Sugoi SA and its subsidiaries ("Company") are primarily engaged in the management of Company's assets, the development, construction and sale of Company's real estate, and in holding equity interests in other companies, as shareholder. The development of real estate projects and the construction of real estate are carried out directly by the Company, its subsidiaries or other partners. The interest of partners occurs directly in the project through interests in Special Partnerships (SCP) or Special Purpose Entities (SPE), created for development of projects, as well as through strategic partnerships involving barter of land for the development of the real estate activity.

The Company, incorporated on April 4, 2011, is a publicly held company, with registered office at Avenida Chedid Jafet, 222, Bloco C, Conjunto 52, in the City of São Paulo, State of São Paulo, enrolled under CNPJ/MF (corporate taxpayer number) 13.584.310/0001-42, which has as main focus the segment of first home with management and administration of economic and medium level residential buildings, aimed at offering excellent quality products with the best cost-benefit of the market, intelligent projects that bet on security, comfort, innovation, and affordable prices.

The Company has a management with more than 40 years of experience in the real estate market and a network in various Brazilian capitals that allow easily obtaining and capturing differentiated business opportunities in the market. The Company has corporate governance that is transparent in its relations with the market, customers and investors, conducting inspection in each stage of the project and monitoring the physical and financial process of the construction.

Currently, the Company is present in the cities of São Paulo, Guarulhos, Itapecerica da Serra, Itapetininga, Francisco Morato, Campinas, Paulínia, Salto, São José do Rio Preto, Mauá, Franco da Rocha, Caçapava, Sumaré, Santo André, Mirassol and Rio Branco, in the states of São Paulo and Acre, with approximately 27,000 units under development, execution and delivery.

Since 2013, the Company has been assessed by the risk area of Caixa Economica Federal - (GERIC), and currently its GERIC covers the production of all its pipeline of projects.

The Company has important certifications, such as the PBQPH level A (Brazilian Housing Quality and Productivity Program) and ISO 9001, which further qualifies it in the entire cycle of the construction execution process and attests to the effectiveness in the process of the Company's activities, contributing to a better cost management and control.

On July 19, 2016, the Company obtained the CVM registration in the Category A, with private ownership control. This process is very important for the Company, which reinforces the commitment to good practices and corporate governance adopted by Management.

### 2 Summary of significant accounting practices

The significant accounting policies applied in the preparation of these financial statements are presented below. These policies have been applied in a consistent manner with the prior year, unless otherwise stated.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

#### 2.1 Statement of compliance

The Quarterly Information (ITR) has been prepared in accordance with Technical Pronouncement NBC TG 21 (R1) - Interim Financial Reporting and with the international standard IAS 34 - Interim Financial Reporting, applicable to real estate development entities in Brazil, registered with the Brazilian Securities and Exchange Commission ("CVM"). The aspects related to transfer of control in the sale of real estate units follow the understanding of the management of the Company regarding the application of NBC TG 47 in line with that manifested by the CVM in Circular Letter/ CVM/ SNC/ SEP n° 02/18, in a manner consistent with the standards issued by the Brazilian Securities and Exchange Commission (CVM), applicable to the preparation of the Quarterly Information (ITR).

The individual and consolidated financial statements were approved by the Company's Management on November 13, 2019.

### 2.2 Basis for preparation

The financial statements have been prepared on the historical cost basis, except for certain financial assets measured at fair value. The Company's functional and presentation currency is the Brazilian Real, and it has not entered into transactions in foreign currencies.

The preparation of financial statements requires the Company's Management to use critical accounting estimates and judgments in the application of accounting policies. The estimates are used to, among others, determine the useful life of property, plant and equipment, provisions for risks, allowance for doubtful debts, projects' budgeted costs, taxes and similar charges. Based on this fact, actual results may differ from the results considered by these estimates.

The settlement of transactions that involve these estimates may result in significantly different amounts from the amounts recorded in the financial statements, due to the probabilistic approach inherent to the estimation process. The Company reviews its estimates and premises periodically, within a time period shorter than one year.

The areas which require a greater level of judgment by the Company's Management in the process of applying the accounting policies and which have a greater complexity, as well as the areas in which assumptions and estimates are significant for the preparation of the financial statements, are described in Note 3.

#### 2.2.1 Individual financial statements

In the individual financial statements, the subsidiaries and joint ventures are accounted for under the equity method of accounting. The same adjustments are made in both individual and consolidated financial statements, in order to obtain the same profit or loss and equity attributable to Parent Company's shareholders. The borrowing costs incurred in certain borrowings, which resources were applied by the Parent in the acquisition of land and construction of projects in the subsidiaries and joint ventures, are capitalized and presented in the individual financial statements in line item investments, in order to obtain the same profit or loss and equity attributable to Parent's shareholders, which are presented in the consolidated financial statements. These adjustments, related to the borrowing costs attributable to units not sold of projects under construction, in the consolidated financial statements, are presented in line item "real estate for sale" and recognized against line item "cost of sales", as the corresponding units are sold. The effect of the realization of borrowing costs on the consolidated financial statements is recognized in the individual financial statements based on the equity method of accounting.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

The financial statements from subsidiaries and joint ventures, for purposes of equity method of accounting, are prepared for the same reporting period of the Company and, when necessary, are adjusted to be in accordance with the Company's accounting policies.

The interest in subsidiaries and joint ventures is presented in the profit or loss of the Parent as "equity in subsidiaries and joint ventures", which represents the net profit from investee attributable to controlling shareholders.

After the application of equity method of accounting, the Company assess if it is necessary to record the additional loss in the recoverable amount in Company's investment in its subsidiary or joint venture. The Company determines, at each reporting date, if there is objective evidence that its investments in subsidiaries and joint ventures are impaired. If so, the Company calculates the amount of impairment as the difference between the recoverable amount of subsidiary or joint venture and their carrying amount, and recognizes such difference in the statement of profit or loss in the Parent company.

#### 2.2.2 Consolidation

The following accounting policies are applicable in the preparation of the consolidated financial statements.

#### (a) Subsidiaries

Subsidiaries are all entities (including specific purpose entities - SPE), in which the Company holds control. The Company controls an entity when it is exposed to or has rights to variable results arising from its involvement with the entity, and has the ability to interfere in such returns due to the its influence over the entity. Subsidiaries are fully consolidated from the date in which the control is transferred to the Company. The consolidation ends from the date the Company loses its control in the entity.

	Interest Percentage			
Direct subsidiaries and joint ventures	September 30, 2019	December 31, 2018		
Vista Cantareira Empreendimentos Imobiliários Ltda.	95%	95%		
Condomínio Varandas Jardim do Lago Ltda.	95%	95%		
Residencial Monte Serrat SPE Ltda.	95%	95%		
Haifa Investimentos e Participações Ltda.	100%	60%		
Residencial São Mateus SPE Ltda.	95%	95%		
Residencial Colina Francisco Morato SPE Ltda.	95%	95%		
Residencial Bom Retiro SPE Ltda.	95%	95%		
Residencial Jacú-Pessego II SPE Ltda.	95%	95%		
Residencial Colina Guarapiranga SPE Ltda.	95%	95%		
Residencial Paulínia I SPE Ltda.	95%	95%		
Residencial Parque do Carmo SPE Ltda.	95%	95%		
Residencial Idemori SPE Ltda.	95%	95%		
Sugoi Projeto SPE Ltda.	95%	95%		
Residencial Sports Gardens da Amazônia Ltda.	95%	95%		
Sugoi N Empreendimentos Imobiliários Ltda.	50%	50%		
Residencial Portal do Belo Horizonte SPE Ltda.	95%	95%		
Residencial Barcelona SPE Ltda.	95%	95%		
Condomínio Varandas Jardim do Lago II SPE Ltda.	95%	95%		
Residencial Isabel Ferrari SPE Ltda.	95%	95%		
Residencial São Jose SPE Ltda.	95%	95%		
Residencial Jacú-Pessego I SPE Ltda.	95%	95%		

SUGOI S.A.

Notes to the interim financial information at September 30, 2019
In thousands of reais, unless otherwise stated

Sugoi Residencial I SPE Ltda.	95%	95%
Sugoi Residencial II SPE Ltda.	95%	95%
Sugoi Residencial III SPE Ltda.	95%	95%
Residencial Via Verde SPE Ltda.	95%	95%
Sugoi Residencial IV SPE Ltda.	95%	95%
Sugoi Residencial V SPE Ltda.	95%	95%
Sugoi Residencial VI SPE Ltda.	95%	95%
Sugoi Residencial VII SPE Ltda.	95%	95%
Sugoi Residencial VIII SPE Ltda.	95%	96%
Sugoi Residencial IX SPE Ltda.	95%	95%
Sugoi Development USA, LLC	100%	100%
Sugoi Residencial X SPE Ltda.	95%	95%
Sugoi Residencial XI SPE Ltda.	95%	95%
Sugoi Residencial XII SPE Ltda.	95%	-
Sugoi Residencial XIII SPE Ltda.	95%	-
Sugoi Residencial XIV SPE Ltda.	95%	-
Sugoi Residencial XV SPE Ltda.	95%	-
Sugoi Residencial XVI SPE Ltda.	95%	-
Sugoi Residencial XVII SPE Ltda.	95%	-
Sugoi Residencial XVIII SPE Ltda.	95%	-
Sugoi Residencial XIX SPE Ltda.	95%	-
Sugoi Residencial XX SPE Ltda.	95%	-
Sugoi Residencial XXI Ltda.	95%	-
Sugoi Residencial XXII SPE Ltda.	95%	-
Sugoi Residencial XXIII SPE Ltda.	95%	-
Sugoi Residencial XXIV SPE Ltda.	95%	-
Sugoi Residencial XXV SPE Ltda.	95%	-
HTG Infraestrutura e Participação Ltda.	33,33%	-

# (b) Transactions with noncontrolling interests

The Company treats transactions with noncontrolling interests as transactions with owners of Group's assets. In the purchase of non-controlling interests, the difference between the consideration paid and the acquired subsidiary's net assets, is recorded in equity. The gains or losses on disposal of non-controlling interests are recognized in equity, in line item "accumulated losses".

When the Company ceases to hold control, any remaining interest in the investee is measured at fair value, and the change in the carrying amount is recognized in profit or loss. The fair value is the initial amount recognized, for subsequent record of interest held in a specific purpose entity (SPE) or a financial asset.

The non-controlling interests are stated in equity.

### (c) Joint ventures

Investments in special purpose entities (SPEs) are accounted for under the equity method of accounting and are initially recognized at cost.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

The unrealized gains with special purpose entities (SPEs) are eliminated to the extent of the Company's interest. Unrealized losses are eliminated in the same way as unrealized gains, but only to the extent that there is no evidence of impairment. The accounting policies of joint ventures are modified, when necessary, to ensure consistency with the Company's accounting policies.

### 2.3 Cash and cash equivalents

Cash and cash equivalents are stated at cost and includes cash on hand and in banks, which are readily convertible into a known amount of cash and subject to an insignificant risk of change in value.

#### 2.4 Present value adjustment

Monetary assets and liabilities are adjusted to present value based on the effective interest method when arising from short-term transactions, if material, and when arising from long-term transactions they are not subject to interest or are subject to: (i) fixed interest rates; (ii) interest rates that are clearly below the market for similar transactions; and (iii) adjusted only by inflation, not subject to interest. The Company regularly assesses the effect of such procedure.

#### 2.5 Financial instruments

# Classification and measurement of financial assets and liabilities

Under IFRS 9/CPC 48, on initial recognition, a financial asset is classified as: at amortized cost; at fair value through other comprehensive income ("FVOCI") - debt instrument; at FVTOCI - equity instrument; and at fair value through profit or loss ("FVTPL"). The classification of financial assets is generally based on the business model in which a financial asset is managed and on its contractual cash flow characteristics. The new significant accounting policies adopted by the Company are described below:

Financial assets at amortized cost - These assets are measured subsequently at amortized cost using the effective interest method. The amortized cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognized in profit or loss. Any gain or loss on derecognition is recognized in profit or loss.

A financial asset is measured at amortized cost if it meets both of the following conditions and is not designated as measured at FVTPL:

- the financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows: and
- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A debt instrument is measured at FVOCI if it meets both of the following conditions and is not designated as measured at FVTPL:

- Debt instrument that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and
- the contractual terms of the debt instrument give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

The Company's financial assets are substantially represented by cash and cash equivalents (Note 3), classified at fair value through profit or loss, trade receivables (Note 4), other receivables (Note 6) and amounts due from related parties (Note 9), classified as measured subsequently at amortized cost.

Financial liabilities were classified as measured at amortized cost or at fair value through profit or loss (FVTPL). A financial liability is classified as at FVTPL if it is classified as held-for-trading, it is a derivative or it is designated as such on initial recognition. Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognized in profit or loss. Financial liabilities are measured subsequently at amortized cost using the effective interest method. Interest expense, exchange gains and losses are recognized in the profit and loss. Any gain or loss on derecognition is recognized in profit or loss.

The financial liabilities of the Company are substantially represented by amounts due to related parties (Note 9), borrowings (Note 11), trade payables (Note 12), other payables (Note 14) and debentures (Note 16), which are classified as measured subsequently at amortized cost.

#### Impairment

Expected credit losses - ECLs are estimates weighted by the likelihood of credit losses based on historical credit loss experience and projections of related assumptions. ECLs are measured at present value based on all cash insufficiencies (i.e. the difference between all contractual cash flows that are due to the Company in accordance with the contract and all cash flows that the Entity expects to collect). ECLs are discounted at the financial asset effective interest rate.

#### 2.6 Trade receivables

Units are usually sold during the launch and construction phases. The trade receivables are recognized based on the construction's percentage of completion (PoC), applied over the revenues from sold units, adjusted according to the contractual provisions, thus determining the amount of accumulated revenues to be recognized, which is deduced by the installments received.

The trade receivables are recognized initially at fair value and, subsequently, measured at amortized cost through the effective interest method.

If the recognized accumulated amount of revenue, less received installments, is lower than the expected amount receivable from the total receivables portfolio in a year or less, the revenue recognized is classified under current assets. If not, the exceeding portion is presented as noncurrent assets.

#### 2.7 Real estate for sale

The amount recorded in inventory corresponds to the incurred cost in the current construction phase of real estate not yet sold, which is lower than the net realizable value.

The net realizable value is the estimated sale price in the normal course of business, less the estimated costs to completion and estimated selling expenses.

The cost comprises land, materials, workforce (from third parties) and other costs related to the construction.

#### 2.8 Property and equipment

Property and equipment items are carried at acquisition cost, less depreciation, which was calculated on a straight-line basis at the rates mentioned in Note 8.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

#### 2.9 Impairment of non-financial assets

The Company assesses, at least annually, if there are indications of impairment of its property and equipment items. No indications that these assets may be impaired were identified, therefore, it was not necessary to recognize impairment losses.

# 2.10 Trade payables

Trade payables refer to obligations payable for goods or services, which were acquired in the normal course of operations. These obligations are classified as current liabilities if their payments are due in less than one year; if not, they are presented as noncurrent liabilities.

The trade receivables are recognized initially at fair value and, subsequently, measured at amortized cost through the effective interest rate method. In practice, they are usually recognized at the amount of the corresponding invoice.

#### 2.11 Provisions

Provisions are recognized when: (i) the Company has a present obligation (legal or constructive) as a result of a past event, (ii) it is probable that the Company will be required to settle the obligation, and (iii) a reliable estimate can be made of the amount of the obligation.

The estimates and premises involved in the determination of the provision amounts, to cover future disbursements during the warranty period of units, present a significant risk of causing a material adjustment to subsequent periods. Therefore, the accounting estimates and judgments are reviewed on an ongoing basis and are based on historical experience and other factors, including the expectations of future events, that are considered to be reasonable in the circumstances.

#### 2.12 Income tax and social contribution

Income tax and social contribution expenses comprise current and deferred taxes. The income tax and social contribution are recorded in the statements of profit or loss.

The current income tax and social contribution debit is calculated based on tax legislation in force at the reporting date. Management periodically assesses the assumptions made by the Company in its income tax and social contribution calculation, related to the situations in which the applicable legislation is open to interpretation. It recognizes provisions, when appropriate, based on estimated amounts payable to tax authorities.

As allowed by tax legislation, the Company chose the presumed profit regime, according to which the income tax base is calculated at the rate of 8% and social contribution at the rate of 12%, upon the gross revenues (32% when the revenue is related to services rendered and 100% upon finance income), upon which the statutory rates of 15% are applied, plus a surcharge of 10%, for the income tax, and 9% for the social contribution.

Deferred income tax and social contribution are recognized on temporary differences arising from real estate revenues taxed on a cash basis, and the amount is recognized using the accrual basis (Note 2.13).

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

#### 2.13 Recognition of revenues, costs and expenses

## (a) Revenue recognition process

In the process of recognizing revenue from contracts with customers, the precepts introduced by CPC 47 were adopted as from January 1, 2018, also contemplating the guidelines contained in Circular Letter CVM/SNC/SEP No. 02/2018, of December 12, 2018, which establishes accounting procedures related to the recognition, measurement and disclosure of certain types of transactions arising from contracts for the purchase and sale of uncompleted real estate units in Brazilian publicly traded companies in the real estate development sector. The adoption of CPC 47 and the mentioned Circular Letter did not have impact on the Company's financial statements.

Under CPC 47, the recognition of revenue from contracts with customers has a new normative discipline, based on the transfer of control of the promised good or service, which may be at a point in time or over time, according to the satisfaction or not of the so-called "contractual performance obligations". Revenue is measured at the amount that reflects the consideration that is expected to be earned and is based on a five-step model detailed below: (1) identify the contract with a customer; (2) identify the performance obligations in the contract; (3) determine the transaction price; (4) allocate the transaction price to the performance obligations in the contract, and (5) recognize revenue when (or as) the entity satisfies a performance obligation.

The Company's business model is predominantly based on contracts for the purchase and sale of real estate units with "plan financing". In this model, usually aimed at low income customers, the customer signs a "contract for the purchase and sale of real estate unit in the plan" with the developer, already foreseeing the payment conditions, as follows: (i) Direct payments to the developer; (ii) Bank financing; (iii) Funds from the Severance pay fund (FGTS); and (iv) Possible subsidies from government housing programs.

The amounts directly paid to the developer (item (i) above) represent approximately 10% to 15% of the real estate unit value, with the remainder being bank financing, amounts from FGTS, and possible subsidies (items (ii) to (iv) above). The customer then signs a bank financing agreement ("private contract with a public deed") with a financial institution, including the amounts of bank financing, FGTS and possible subsidies from government housing programs. The release of these amounts is conditioned to the progress of the works, according to the percentage attested in the Project Monitoring Report according to the physical-financial schedule approved by the financial institution. This monitoring, for purposes of release of the installments, is carried out by the engineering area of the financial institution. At the time of signature of the bank financing agreement, the ownership of the real estate unit is transferred to the customer, being fiduciarily pledged to the respective financial institution.

Below is a summary of the contracts entered into in the "plan financing" modality, parties involved, guarantees and existing risks:

Contract	Parties	Real estate guarantee	Credit risk	Market risk	Dissolution risk
Bank financing	Developer (Sellers); Buyer and Financial Institution (Fiduciary Creditor)	Financial institution (FI)	10% - 15% of the Developer and 85% - 90% of the FI	Buyer and Financial institution	Not applicable In the event of default by the customer, the FI may consolidate the real estate unit on its behalf for subsequent sale of the property to third parties, in accordance with the

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

procedures set forth in article 27 of Law 9,514/ 97. The amount collected will have as main objective the settlement of the customer's debt balance to the FI.

#### (b) Determination of the profit or loss from development and sale of real estate

In sales of unfinished real estate units, the following procedures are observed:

- Sales revenues are recognized when there is a continuous transfer of control to a financial institution or
  customer, using the percentage of completion method ("PoC") of each project, and this PoC is measured
  by the cost incurred in relation to the total budgeted cost of the respective projects. In the event that during
  the customer approval period with the FI, there are indications that the customer will not comply with its
  contractual part, a provision for dissolution is established for the full amount.
- The amounts of recognized sales revenues that are higher than the amounts actually collected from customers are recorded in current or noncurrent assets, in line item Trade receivables. The collected amounts in connection with the sale of real estate units that are higher than the recognized amounts of revenues are recorded in line item Advances from customers;
- Inflation adjustment on trade receivables balance until the delivery of the keys, as well as the present value adjustment on trade receivables balance, are allocated to the Revenue from real estate sale when incurred, according to the accrual basis;
- The cost incurred (including the cost of land and other expenses directly related to the formation of the inventory) corresponding to the real estate units sold is fully allocated to profit or loss. For real estate units not yet sold, the cost incurred is allocated to inventory (Note 2.7);
- The financial charges on trade payables for land acquisition and those directly associated with construction financing are capitalized and recorded in inventories of real estate for sale and allocated to the cost incurred of the real estate units under construction until their completion and observing the same criteria of allocation of the real estate development cost in the proportion of real estate units sold under construction;
- Current and deferred taxes on the difference between the revenue earned from real estate development and the accumulated revenue subject to taxation are calculated and recorded when this difference in revenue is recognized;
- Other expenses, including advertising and publicity, are recognized in profit or loss when incurred.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

# 2.14 New standards, technical pronouncements, revisions and interpretations

#### IFRS 16 - Leases (CPC 06 (R2))

NBC TG 06 (R3) "Leases" (IFRS 16 - Leases) – The standard was applied as from January 1, 2019, and intends to unify the accounting model for leases, requiring lessees to recognize the liabilities assumed against the respective right-of-use assets for all leases that are in the scope of the standard, with the exception of those classifying under some form of exemption.

The Company adopted the standard using the modified retrospective approach that does not require the restatement of the comparative balances.

In adopting the standard, the Company recognized the lease liabilities in relation to the contracts that meet the lease definition, whose liabilities were measured at the present value of the remaining lease payments, discounted based on the incremental interest rate. Assets associated with the right of use were measured at the amount equal to the lease liability on January 1, 2019, without any impact on retained earnings. The effects of the adoption of this new standard are presented in assets, intangible assets and liabilities, in the Accounts payable, in the amount of R\$ 1,015.

### 3 Cash and cash equivalents

			Consolidated		
Description	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018	
Cash and banks	140	33	12,543	4,153	
Bank Certificates of Deposit (CDBs)	1,701	6,054	8,677	6,117	
	1,841	6,087	21,220	10,270	

#### 4 Trade receivable

		Consolidated
Description	September 30, 2019	December 31, 2018
Deferred sales revenue	263,062	167,128
(-) Amount received	(216,693)	(127,925
	46,369	39,203
Other receivables	256	200
	46,625	39,403
		Consolidated
	September 30, 2019	December 31, 2018
Receivables from deferred sales	263,062	167,128
Total receivables	(216,693)	(127,925)
Deferred sales revenue (*)	211,981	265,517
Total receivables	258,350	304,720
Advances from customers	(22,912)	(15,819)
Total net portfolio receivable	235,438	288,901
		2.4

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

(\*) Subject to the effects of the present value adjustment of recognition.

The expectation of the years of realization of the receivables, not considering the effects of the present value adjustments, are summarized below:

Year	September 30, 2019	December 31, 2018
2019	231,221	288,621
2020	4,217	640
	235,438	288,901

As established in the sales agreements, the receivables are collateralized by the related real estate units. Moreover, the delivery of keys occurs only if the customer is compliant with his/ her contractual obligations. Therefore, Management considers the credit risk in the construction period insignificant.

#### 5 Real estate for sale

		Parent		Consolidated
Description	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
Land bank (i)	9,778	8,552	190,345	204,189
Real estate under construction	-	-	32,359	30,601
Real estate completed	-	-	1,375	312
	9,778	8,552	224,079	235,102
Current	9,778	8,552	165,049	142,854
Noncurrent	-	-	59,030	92,248

(i) The balances of real estate for sale refer to land for development whose real estate units are expected to be launched in less than one year, and this estimate is periodically reviewed by Management.

	<b>September 30, 2019</b>	December 31, 2018
Total cost incurred	216,732	147,038
Deferred cost of units sold	(182,998)	(116,125)
Cost of units of real estate for sale	33,734	30,913

#### 6 Other receivables

		Parent	Consolidate		
Description	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018	
Advances to suppliers	1,796	1,415	6,317	5,390	
Checks for collection	1,000	1,000	1,000	1,000	
Brasinco Incorporações Ltda. (I)	9,830	9,830	9,830	9,830	
Willian Gadelha (ii)	-	-	4,142	4,142	
Brasinco Incorporações Ltda. (iii)	12,117	-	12,117	-	
Others	845	844	977	947	
	25,588	13,089	34,383	21,309	

# Notes to the interim financial information at September 30, 2019 In thousands of reais, unless otherwise stated

- (i) The Company is guarantor of a loan obtained by Brasinco Incorporações Ltda. and in view of such commitment, payments were made in this amount. There is no other amount payable to the financial institution, remaining only the refund of the amounts paid by Brasinco Incorporações Ltda.
- (ii) Refers to a third-party debt that was subrogated by Sugoi to clear a real estate project, which will be later charged from the respective debtor.
- (iii) Refers to the contractual right to receive another financial asset. (for more detail on the transaction see Note 14).

### 7 Investments

		Parent
Description	September 30, 2019	December 31, 2018
Investments in subsidiaries and joint ventures	80,511	57,169
Provision for equity deficit	(4,436)	(2,524)
Investments (a)	76,074	54,645
Reclassification to liabilities	4,436	2,524
	80,510	57,169

# a) Changes in investments

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Notes to the interim financial information at September 30, 2019
In thousands of reais, unless otherwise stated

		Share of Profit			Share of Profit		
	Balancete at December 31,	(loss) of subsidiaries and		Balance at December 31,	(loss) of subsidiaries and	Addition	Balance at September 30,
Subsidiary	2017	joint ventures	Addition	2018	joint ventures	(reduction)	2019
Vista Cantareira Empreendimentos Imobiliários Ltda.	6,500	(490)		6,010	(270)		5,740
Condomínio Varandas Jardim do Lago Ltda.	6,551	6,338	-	12,889	4,104	(5,079)	11,914
Residencial Monte Serrat SPE Ltda.	2,225	(330)	-	1,895	85	· -	1,980
Haifa Investimentos e Participações Ltda.	(6)	(2)	-	(8)	(2)	-	(10)
Residencial São Mateus SPE Ltda.	12,704 <sup>°</sup>	4,619	-	17,323	12,891	-	30,214
Residencial Parque do Carmo SPE Ltda.	7,115	(12)	-	7,103	(417)	-	6,686
Residencial Colina Francisco Morato SPE Ltda.	(227)	(64)	-	(291)	(25)	-	(316)
Residencial Bom Retiro SPE Ltda.	(243)	11,307 <sup>°</sup>	-	11,064	11,905	-	22,969
Residencial José Vigna Talhado SPE Ltda.	(21)	(5)	-	(26)	(167)	-	(193)
Residencial Colina Guarapiranga SPE Ltda.	(9)	(7)	-	(16)	· (1)	-	(17)
Residencial Paulínia I SPE Ltda.	(13)	(7)	-	(20)	(1)	-	(21)
Residencial Idemori SPE Ltda.	(7)	(2)	-	`(9)	(1)	-	(10)
Sugoi Projeto SPE Ltda.	(33)	(8)	-	( <del>4</del> 1)	(1)	-	(42)
Residencial Sports Gardens da Amazônia Ltda.	(88)	(918)	-	(1,006)	(582)	-	(1.588)
Sugoi Inovare Empreendimentos Imobiliários Ltda.	`(1)	` (1)	-	2	` (1)	-	(3)
Residencial Portal do Belo Horizonte SPE Ltda.	(5)	(20)	-	(25)	(5)	-	(30)
Residencial Barcelona SPE Ltda.	(349)	(419)	-	(768)	(671)	-	(1,439)
Condomínio Varandas Jardim do Lago II SPE Ltda.	(3)	(7)	-	(10)	(11)	-	(21)
Residencial Isabel Ferrari SPE Ltda.	(5)	(2)	-	(7)	(2)	-	`(9)
Residencial São José SPE Ltda.	(3)	(3)	-	(6)	(1)	-	(7)
Residencial Barra Bonita SPE Ltda.	(2)	(2)	-	(4)	(1)	-	(5)
Sugoi Residencial I SPE Ltda.	(2)	(3)	-	(5)	(1)	-	(6)
Sugoi Residencial II SPE Ltda.	(1)	(3)	-	(4)	(3)	-	(7)
Sugoi Residencial III SPE Ltda.	(1)	(3)	-	(4)	(1)	-	(5)
Residencial Via Verde SPE Ltda.	- ` `	(1)	-	(1)	- ` `	-	(1)
Sugoi Residencial IV SPE Ltda.	-	(1)	-	(1)	(1)	-	(2)
Sugoi Residencial V SPE Ltda.	-	(261)	-	(261)	(388)	-	(649)
Sugoi Residencial VI SPE Ltda.	(1)	(1)	-	(2)	(7)	-	(9)
Sugoi Residencial VII SPE Ltda.	- ` ´	(2)	-	(2)	- ` `	-	(2)
Sugoi Residencial VIII SPE Ltda.	-	(2)	-	(2)	-	-	(2)
Sugoi Residencial IX SPE Ltda.	-	(2)	-	(2)	(10)	-	(12)
Sugoi Development USA, LLC	-	(258)	1,142	884	(710)	832	1,006
Sugoi Residencial X SPE Ltda.	-	-	-	-	(1)	-	(1)
Sugoi Residencial XIII SPE Ltda.	-	-	-	-	(17)	-	(17)
Sugoi Residencial XIV SPE Ltda.	-	-	-	-	(1)	-	`(1)
Sugoi Residencial X SPE Ltda.	-	-	-	-	(1)	-	(1)
Sugoi Residencial XII SPE Ltda.	-	-	-	-	(4)	-	(4)
Sugoi Residencial XV SPE Ltda.	-	-	-	-	(5)	-	(5)
	34,075	19,428	1,142	54,645	25,676	(4,247)	76,074

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In thousands of reais, unless otherwise stated

# 8 Property and equipment

			Parent		Consolidated
Description	Depreciation rate	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
Facilities	10% p.a.	44	44	33	44
Furniture and fixtures	10% p.a.	109	86	216	173
Machinery and equipment	20% p.a.	127	88	82	104
Leasehold improvements	20% p.a.	20	11	14	11
Telecommunication leases	20% p.a.	72	72	39	72
Vehicles		-	-	169	63
Properties		17	-	90	23
Sales stand	-			467	634
		389	301	1,110	1,124
Accumulated depreciation		(155)	(127)	(497)	(350)
		234	174	613	774

# (a) Changes in the Property and equipment

				Parent			Consc	lidated
Description	2018	Additions	Disposals	2019	2018	Additions	Disposals	2019
Facilities	44		_	44	44	_	(11)	33
Furniture and fixtures	86	23	-	109	173	43	-	216
Machinery and equipment	88	39	-	127	104	-	(22)	82
Leasehold improvements	11	9	-	20	11	3	-	14
Telecommunication leases	72	-	-	72	72	-	(33)	39
Vehicles	-	-	-	-	63	108	(2)	169
Properties	-	17	-	17	23	67	-	90
Decorated apartments	-	-	-	-	634	-	(167)	467
	301	88	_	389	1.124	221	(235)	1,110
Accumulated depreciation	(127)	(28)	-	(155)	(350)	(147)	-	(497)
	174	60		234	774	74	(235)	613

# 9 Related parties

	Parent		Consolidated
September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
26,769	29,176	6,744	9,030
(32,697)	(20,756)	(378)	-
(1,744)	1,744	-	-
(7,672)	6,676	6,366	9,030
	30, 2019 26,769 (32,697) (1,744)	September 30, 2019         December 31, 2018           26,769         29,176           (32,697)         (20,756)           (1,744)         1,744	September 30, 2019         December 31, 2018         September 30, 2019           26,769         29,176         6,744           (32,697)         (20,756)         (378)           (1,744)         1,744         -

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Notes to the interim financial information at September 30, 2019
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		Parent	Consolidate		
Description (asset)	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018	
Haifa Investimentos e Participações Ltda.	17	14			
Sugoi Engenharia e Construção Ltda.	12	19	234	1,839	
Residencial Monte Serrat Ltda.	143	55	-	, -	
Kibutz Participações Ltda.	7	7	7	7	
Kibutz Administração e Participações Ltda.	5,909	6,884	5,909	6,612	
Residencial São Mateus SPE Ltda.	-	3,038	-	-	
Residencial Colina Francisco Morato SPE Ltda.	1,328	1,116	7	_	
Residencial Bom Retiro SPE Ltda.	272	5,265	_	6	
Residencial José Vigna Talhado SPE Ltda.	285	201	_	<u>-</u>	
Residencial Colina Guarapiranga SPE Ltda.	874	838	-	_	
Residencial Paulínia I SPE Ltda.	161	160	-	_	
Residencial Parque do Carmo SPE Ltda.	1,859	1,221	_	_	
Residencial Idemori SPE Ltda.	387	, 381	_	_	
Sugoi Projeto SPE Ltda.	90	89	-	_	
Residencial Sports Gardens da Amazônia Ltda.	4,727	4,317	-	_	
Sugoi N Empreendimentos Imobiliários Ltda.	221	175	-	_	
Residencial Portal do Belo Horizonte SPE Ltda.	522	483	-	_	
Residencial Barcelona SPE Ltda.	1,976	1,261	_	_	
Condomínio Varandas Jardim do Lago II	540	387	_	_	
Residencial Isabel Ferrari SPE Ltda.	159	110	_	_	
Residencial São José SPE Ltda.	191	149	_	_	
Residencial Barra Bonita SPE Ltda.	87	23		_	
Sugoi Residencial I SPE Ltda.	165	163	_	_	
Sugoi Residencial II SPE Ltda.	177	90	_	_	
Sugoi Residencial III SPE Ltda.	171	127	_	_	
Sugoi Residencial IV SPE Ltda.	76	76	_	_	
Sugoi Residencial V SPE Ltda.	2,859	965	_	_	
Sugoi Residencial VI SPE Ltda.	821	613	_	_	
Sugoi Residencial VII SPE Ltda.	-	2	_	_	
Sugoi Residencial VIII SPE Ltda.	773	278	_	_	
Sugoi Residencial IX SPE Ltda.	1,147	641	_	_	
Sugoi Residencial Via Verde SPE Ltda.	1	1	_	_	
Tsuri Acre	16	16	16	14	
Sugoi Residencial XIII SPE Ltda.	579	11	-		
Sugoi Residencial XI SPE Ltda.	62	-	_	_	
Sugoi Residencial XII SPE Ltda.	17	_	_	_	
Sugoi Residencial X SPE Ltda.	9	_	_	_	
Sugoi Residencial XVI SPE Ltda.	107	- -	- -		
Sugoi Residencial XIV SPE Ltda.	1	-	_ _		
Sugoi Residencial XV SPE Ltda.	2	-	_ _	- -	
Residencial Av SPE Ltda.  Residencial Guarapiranga SPE Ltda.	19	-	19	- -	
Other	-	-	552	552	
Out.	26,769	29,176	6,744	9,030	
			-		

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Notes to the interim financial information at September 30, 2019
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		Parent	Consolidat		
Description (liability)	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018	
Condomínio Varandas Jardim do Lago (fee)	873	873		-	
Condomínio Varandas Jardim do Lago	9,789	13,956	-	-	
Vista Cantareira Empreendimentos Imobiliários Ltda	6,450	6,780	-	-	
Residencial Monte Serrat Ltda	586	606	168	-	
Residencial Colina Francisco Morato SPE Ltda	175	175	-	-	
Residencial Parque do Carmo SPE Ltda	110	110	-	-	
Residencial São Mateus SPE Ltda	16,290	-	-	-	
Residencial Sports Gardens da Amazônia	-	-	199	-	
Residencial Guarapiranga SPE Ltda	168	-	-	-	
Tsuri Brasil Ltda.	-	-	11	-	
	34,441	22,500	378	-	
Current Noncurrent	32,697 1,744	20,756 1,744	378	-	

The balances of the accounts held with subsidiaries and joint ventures refer to non-interest-bearing loans in current account without a defined maturity and do not have predefined maturity.

The balances receivable by the parent company refer to amounts transferred to subsidiaries and joint ventures for development of real estate development projects in those companies. The balances in liabilities refer to amounts received from subsidiaries and joint ventures derived from collection from customers for sale of real estate units.

## 10 Current account with special partnership

		Parent		Consolidated
	September	December	September	December
Description	30, 2019	31, 2018	30, 2019	31, 2018
Current account with special partnership	10,405	10,405	10,405	10,808
	10,405	10,405	10,405	10,808

The operations involving Special Partnership (SCP) are presented on a consolidated basis with the Company's operations. The acquisitions contracted with partners are presented in current and noncurrent liabilities according to the expectation of the Company's disbursement, in the line item of Current account with special partnership.

# Notes to the interim financial information at September 30, 2019

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### 11 Borrowings

				Parent	(	Consolidated
Туре	Financial institutions	Interest rate	Septembe r 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
CCB	Domus Cia. Hipot.	8% p.a. + CDI	-	-		
Working capital	CEF	9.6% p.a. + CDI	2,357	1,912	9,285	1,912
SFH	CEF	11% p.a.	-	-	-	1,365
Lease	Banco Daycoval	22.99% pa	28	37	28	37
CCB	Banco PINE	CDI + 8.47% p.a.	6,887	7,760	6,887	7,760
CCB	CHB	CDI + 10.5% p.a.	3,711	4,044	3,711	4,044
Others	Others	N/A	-	-	834	627
			12,983	13,753	20,745	15,745
Current Nocurrent			12,964 19	9,227 4,526	20,726 19	11,219 4,526

The balances by year of maturity are as follows:

		Parent		Consolidated
Year	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
2019	9,917	9,227	11,627	11,219
2020	3,047	4,452	9,099	4,452
2021	19	74	19	74
	12,983	13,753	20,745	15,745

As established by CVM, through Ruling 475, the Company's Management presents the sensitivity analysis of material balances, considering:

- Scenario of probable interest rate variation estimated by Management:
  - o Estimated interest rate for the years 2019 and 2020: 6.5% p.a.
- Scenario of possible interest rate variation, with deterioration of 25% (twenty-five percent), in the risk variable considered as probable:
  - o Estimated interest rate for the years 2019 and 2020: increase to 8.1% per year.
- Scenario of remote interest rate variation, with deterioration of 50% (fifty percent), in the risk variable considered as probable:
  - o Estimated interest rate for the years 2019 and 2020: increase to 9.8% per year.

The impact presented in the table below refers to 2019 and 2020, when its significant obligations to financial agents will end and projections for the other years will no longer be necessary.

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								Parent
						8.1	1%	9.8%
Current					6.5% p.a.	р	.a.	p.a.
year	Balance		Risk of increase in	n interest rat	Probable	Possik	ole	Remote
2019	9,917		unting effect (cost/ e		645		03	972
2020	3,047	Acco	unting effect (cost/ e	expense)	198	2	247	299
								solidated
						8.1	1%	9.8%
Vaar	Dolonos		Diek of incress in	interest rate	6.5% p.a.	•	.a.	p.a.
Year	Balance		Risk of increase in		Probable 756	Possik	42	Remote
2019 2020	11,627 9,099		unting effect (cost/ e unting effect (cost/ e		756 591		'42 '37	1.139 892
zοzο Γrade paya		Accor	anting enect (cost) t	эхрепве <i>)</i>	331	,	51	032
rrado paya	15.00			Parent			Cor	nsolidated
Maturities			September 30, 2019	December 31, 2018	September 20	30, 019	Dec	ember 31, 2018
Past due			2	2		951 <u> </u>		1,347
Falling due	up to 30 day	s	195	79	8,8	392		5,738
Falling due days	between 31	and 60	-	-	-	753		240
Falling due	between 61	and 90	-	-	;	536		188
,	from 91 to 12	20 days	-	-		85		115
-	from 121 to	180	_	_	4	446		200
days	ofter 100 de	<b>'</b> 0				23		
Total falling	e after 180 day g due	/S	195	79	10,			254 6,735
	,		407					
Total			197	81	11,0	<u> </u>		8,082
Payroll and	d related taxe	s and o	other taxes payabl				0	!! .! 4!
		_	September 30,	Parent December 31,	September 3	20		solidated ember 31,
Descriptio	ın		2019	2018		50, 19	Dec	2018
Taxes paya			501	501		03		503
	d related taxes	2	74	6		27		64
Withholding		,	4	5		58		634
	rrent tax regin	ne	· -	-		64		378
Special def			-	-	1,4	22		1,713
regime (RE	=1)	_	579	512	3,1			3,292
Current		_	579	512	1,7	<u></u>		1,579
Noncurrer	nt		5/5	512	1,7			1,579
Noncurrer	ıı		-	-	1,4	~~		1,713

# Notes to the interim financial information at September 30, 2019 In thousands of reais, unless otherwise stated

#### 14 Other payables

	Parent Consolidated					
Description	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018		
Acquisition of equity interests (i)	16,361	13,875	16,361	13,875		
Commission upon land	-	-	500	500		
Contingencies (Civil/ Labor)	8	-	803	715		
Others	2,014	1,000	3,104	1,000		
	18,383	14,875	20,768	16,090		
Current Noncurrent	18,383 -	14,875 -	20,268 500	15,590 500		

- (i) This amount is composed of: R\$ 9,305 (R\$ 13,875 at December 31, 2018) related to the acquisition of the companies Residencial São Mateus SPE Ltda and Residencial Parque do Carmo SPE Ltda., in the balances of R\$ 2,182 and R\$ 7,123, respectively (R\$ 6,752 and R\$ 7,123 as at December 31, 2018), which will be paid through promissory notes and; R\$ 7,056 referring to the balance of the debt for the acquisition of contractual rights generated by the conclusion of the agreement for the acquisition of equity interest held by Brasinco Incorporações Ltda. in the context of the partnership for the development of real estate projects through Haifa Investimentos e Participações Ltda., in which it already held 60% of capital stock.
- (ii) In the normal course of its activities, the Company is subject to tax, labor and civil lawsuits. Management, based on the opinion of its legal counsel and, when applicable, based on specific opinions issued by experts, assesses the expected outcome of ongoing lawsuits and determines the need to recognize a provision for contingent liabilities. The existing provision of R\$ 803 (R\$ 715 at December 31, 2018) refers to ongoing civil and labor lawsuits assessed by the Company's legal counsel as probable losses. In addition to the referred amount, R\$ 8,910 (R\$ 8,910 at December 31, 2018) were not computed also due to labor and civil lawsuits, assessed by the Company's legal counsel as possible loss, which is the reason why the Company did not record this amount in the financial statements.

### 15 Advances from customers and others

		Parent		Consolidated
Description	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
Advances from customers - developments	-	-	22,856	9,735
Advances from customers - barters, units launched	-	-	11,116	13,914
Creditors for committed real estate	2,942	5,680	120,059	140,035
Physical exchanges (*)	5,680	1,900	54,197	54,197
Others	-	3,235	2,406	5,564
	8,622	10,815	210,633	223,445
Current	8,622	10,815	182,699	132,053
Noncurrent	-	-	27,934	91,392

<sup>(\*)</sup> In certain land purchase operations, the Company carried out a physical barter with units to be constructed. These physical barters were recognized at fair value, as land bank for development, as a balancing item to advances from customers, considering the cash price of the real estate unit given as accord and satisfaction, and these barter operations are recognized in profit or loss considering the same assumptions used for recognition of sales of real estate units.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

#### 16 Debentures

		Parent		Consolidated
	September 30,	December 31,	September 30,	December 31,
Туре	2019	2018	2019	2018
Debentures	17,397	17,397	17,397	17,397
(-) Amortization	(3,072)	-	(3,072)	-
(-) Unamortized debenture costs	(49)	(435)	(49)	(435)
Interest on debentures	5,769	2,727	5,769	2,727
	20,045	19,689	20,045	19,689
Current Noncurrent	10,714 9,331	5,270 14,419	10,714 9,331	5,270 14,419

On April 4, 2017, the Company obtained the approval for its first public issue of distribution of simple, nonconvertible, single series debentures, with a collateral in the amount of R\$ 17,397, comprising 17,397 debentures with par value of R\$ 1 each.

The debentures are adjusted by the Broad National Consumer Price Index (IPCA), plus interest of 9.15% per year on the nominal value, calculated on a *pro rata temporis* basis by business days, with monthly payments beginning in May 2019.

The debentures will be collateralized by land of a subsidiary and rights to equity interests in a subsidiary.

The Company and its subsidiaries have covenants in the debenture agreement that restrict the ability to make certain decisions and may require the early maturity or the execution of collateral if the Company does not comply with such covenants.

#### 17 Provisions

		Consolidated
Description	September 30, 2019	December 31, 2018
Provision for warranty (i)	1,280	1,226
	1,280	1,226

<sup>(</sup>i) Provision for warranty – recognized during the project construction period to cover the estimated costs to be incurred during the five-year period after project completion.

# 18 Equity

# (a) Share capital

Capital comprises 1,000,000 share units, partially paid in, and distributed as follows:

	September 30, 2019	December 31, 2018
Number of share units	_	
Kibutz Administration and Participações Ltda	1,000,000	1,000,000
	1,000,000	1,000,000

Canadidated

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

Pursuant to the 7th amendment to the articles of organization entered into on February 3, 2016, Sugoi changes its legal type and corporate name and becomes a corporation, governed by Law 6,404, of December 15, 1976 ("Corporation Law").

According to the minutes of the General Shareholders' Meeting on November 24, 2016, Kibutz Participações Ltda. transfers its common shares to Kibutz Administração e Participações Ltda.

The Company structured the CVM category A registration granted on July 19, 2016, and is currently registered under code CVM 23957.

### (b) Profits

In accordance with the articles of organization, the profit calculated at the end of each year can be distributed, retained (totally or partially) or capitalized, as determined by all shareholders. There is no minimum amount established to be distributed.

In compliance with the corporate law (article 193 of Law 6,404/76) a legal reserve in the amount of R\$ 200 at December 31, 2016 was recognized.

#### (c) Earnings per share

The table below shows the consolidated profit (loss) and the calculation of basic and diluted earnings (loss) per share:

	September 30, 2019	December 31, 2018
Profit/ loss for the year/ period (in reais)	17,777,000	13,924,000
Number of shares	1,000,000	1,000,000
	17.777	13.924

Basic earnings (loss) per share is calculated by the division of the profit (loss) attributable to the Company's controlling shareholders by the weighted average number of common shares outstanding during the period, as established by NBC TG 41 (R2) (CVM Resolution 636/10) – earnings per share.

Diluted earnings (loss) per share is calculated by the adjustment of the weighted average number of common shares outstanding, to assume the conversion of all diluted potential common shares.

There is no difference between basic earnings (loss) per share and diluted earnings (loss) since there are no potential common shares which could be issued in the future and converted. The debentures issued, as mentioned in Note 16, are not convertible into shares.

### (d) Cumulative translation adjustment

The Company recognizes in this line item the effect of foreign exchange differences on the investment in foreign subsidiary Sugoi Development USA, LLC, whose functional currency is the currency to which a foreign operation is subject. The cumulative effect, recognized in a specific line in equity and in the statement of comprehensive income, will be transferred to profit or loss for the year as a gain or loss only upon the disposal or derecognition of the investment.

# Notes to the interim financial information at September 30, 2019 In thousands of reais, unless otherwise stated

#### 19 **Gross profit**

The reconciliation between gross revenue and net operating revenue is as follows:

3	1 3	Consolidated
Description	September 30, 2019	September 30, 2018
Revenue from real estate	110,147	57,981
Sales canceled	(958)	(120)
Gross operating revenue	109,189	57,861
Taxes levied thereon	(3,969)	(2,159)
Net operating revenue	105,220	55,702
Cost of land, development and construction	(67,440)	(37,317)
Gross profit	37,780	18,385
Gross margin - %	35.9%	33.0%

#### 20 **Expenses by nature**

Expenses by nature		Parent		Consolidated
Description	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018
Selling expenses				
Commissions	-	-	(3,086)	(417)
Advisory and consulting	(79)	(25)	(148)	(143)
Advertising and publicity	(67)	-	(1,457)	(1,243)
Expenses with sales stand and decorated apartments	-	-	(1,277)	(784)
Rental expenses	-	-	(215)	(351)
Other selling expenses	(41)	(77)	(198)	(346)
	(187)	(102)	(6,381)	(3,284)
General and administrative expenses				
Advisory and consulting	(2,109)	(879)	(3,309)	(2,139)
Personnel expenses	(759)	(186)	(768)	(225)
Rental expenses	(469)	(554)	(469)	(590)
Office supplies expenses	(278)	(154)	(394)	(184)
Depreciation	(335)	(35)	(337)	(38)
Expenses on notary's office and registry	(28)	(19)	(326)	(226)
Expenses on agreements and contracts	-	-	-	(121)
Provision for contingencies	-	-	(217)	-
Insurance	-	-	(1,015)	-
Other administrative expenses	(187)	(107)	(1,206)	(397)
•	(4,165)	(1,934)	(8,041)	(3,920)
	(4,352)	(2,036)	(14,422)	(7,204)

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

# 21 Real estate projects under development

Description	September 30, 2019	<b>December 31, 2018</b>
Deferred sale (Note 4)	211,981	265,517
Contributions on sales	(8,479)	(10,621)
	203,502	254,896
Costs to be incurred of units sold	(149,282)	(182,056)
	54,220	72,840
Deferred gross margin percentage	26.6%	28.6%

(a) The table below shows the deferred revenue (cost) of the project under construction.

Description	September 30, 2019	<b>December 31, 2018</b>
Recognized revenue	148,292	102,060
Contribution on sales	(5,932)	(4,082)
	142,360	97,978
Recognized	(104,371)	(67,398)
Gross profit	37,989	30,580
Deferred gross margin -%	26.69%	31,21%

(b) The table below shows the total budgeted cost to be incurred in the project.

Description	September 30, 2019	December 31, 2018
Units sold under construction	149,292	182,056
Units not sold under construction	55,274	91,299
Budgeted cost to be incurred	204,556	273,355
Real estate units under construction	32,359	30,601
Total cost to be deferred in the future	236,915	303,956

### 22 Insurance

The Company has insurance coverage in amounts considered sufficient by Management to cover any risks on its assets and/or liabilities.

The scope of our auditors' work does not include to issue an opinion on the sufficiency of the insurance coverage.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

# 23 Risk management and financial instruments

#### (a) Risk management

The Company enters into transactions with financial instruments. These financial instruments are managed through operating strategies and internal controls, which are aimed at ensuring liquidity, profitability and security. Financial instruments for hedging purposes are contracted based on a periodic analysis of the risk exposure management intends to mitigate. The control policy consists of ongoing monitoring of the contracted conditions against market conditions. The Company does not make speculative investments in derivatives or any other risk financial instruments.

The carrying amounts of the financial assets and liabilities in the financial statements were determined according to criteria and accounting policies disclosed in specific explanatory notes.

The Company is exposed to the following risks arising from the use of financial instruments:

#### Credit risk

Arises from the possibility of the Company incurring losses due to default of its customers. To mitigate these risks, the Company performs an analysis of the financial situation of its customers and manages the credit risk through a credit rating and granting program.

#### Interest rate risk

Arises from the possibility of the Company generating gains or losses due to fluctuations in interest rates applied to its financial assets and liabilities. To mitigate such risks, the Company has contracts which ballast the financial assets and liabilities, through fixed rates.

#### Market risk

Arises from the possibility of fluctuations in market prices of raw materials and inputs used in the construction of the real estate units. These price fluctuations may cause significant changes in the Company's costs. To mitigate these risks, the Company manages the buffer stocks of these raw materials and inputs.

### Liquidity risk

Arises from the possibility of reducing the amounts earmarked for payment of debts. Management monitors the rolling forecast of the Company's liquidity requirements to ensure it has sufficient cash to meet its operational needs.

Additionally, the Company maintains balances in financial investments which can be redeemed at any time to cover any mismatches between the maturity date of its contractual obligations and its cash generation.

### Operational risk

Operational risk is the risk of direct or indirect losses arising from a variety of causes associated to the Company's processes, personnel, technology and infrastructure and external factors, except credit, market and liquidity risks, as those derived from legal and regulatory requirements and generally accepted business behavior standards. Operational risks arise from all the Company's operations.

# Notes to the interim financial information at September 30, 2019

In thousands of reais, unless otherwise stated

The Company's objective is to manage the operational risk to avoid the occurrence of financial losses and damages to the Company's reputation, seek cost effectiveness and avoid control procedures that restrict initiative and creativity.

The main responsibility for developing and implementing controls to address operational risks is attributed to senior management. The responsibility is supported by the development of Company general standards for the management of operational risks in the following areas:

- requirements for proper segregation of duties, including the independent authorization of operations;
- requirements for reconciliation and monitoring of operations;
- compliance with regulatory and legal requirements;
- documentation of controls and procedures;
- requirements for periodic assessment of operational risks faced and the appropriateness of controls and procedures to address the risks identified;
- requirements to report operational losses and proposed corrective actions;
- development of contingency plans;
- professional training and development;
- ethical and business standards;
- risk mitigation, including insurance when effective.

### (b) Financial instruments

For disclosure purposes, the fair values of the financial assets and liabilities, together with their carrying amounts, are presented in the statement of financial position in the line items of cash and cash equivalents, financial investments, trade receivables and other receivables, trade payables, other payables, borrowings and related parties

#### Capital management

The Company manages its capital in order to ensure the continuity of the return to its shareholders and benefit the other stakeholders, as well as to maintain an optimum capital structure to invest in its growth.

#### (d) Derivative financial instruments

The Company does not enter into derivative transactions in order to mitigate or eliminate risks inherent to its operation.

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