



OR

**ODEBRECHT**

REALIZAÇÕES IMOBILIÁRIAS

## Organização Odebrecht

Odebrecht, a Brazilian Organization with global operations and comprising a wide-range of world-class businesses.

Elected one of the 10 Young People's Dream Companies in 2010 by Cia de Talentos.

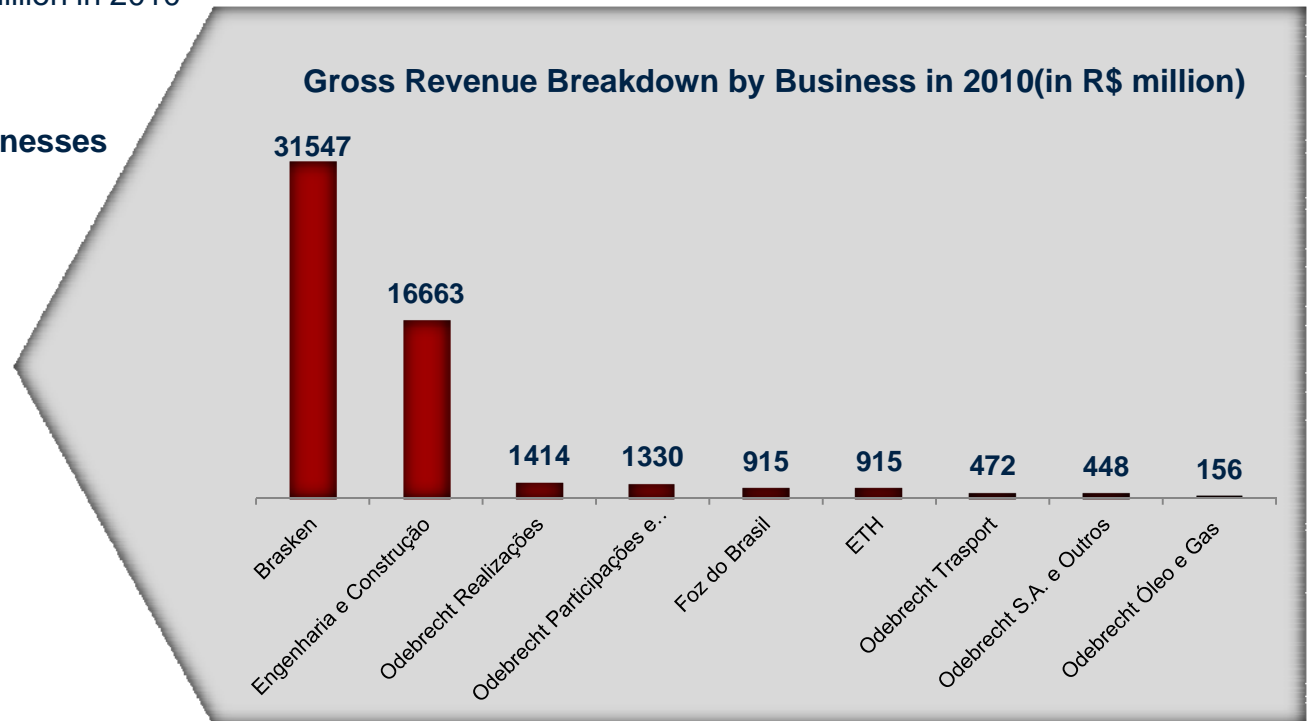
Odebrecht currently has 160.000 employees and operates in 20 countries.

- 160,000 employees
- with operations in 20 countries
- gross revenue of R\$ 53,860 million in 2010

### Organização Odebrecht's businesses

Engineering & Construction  
Environmental Engineering  
Oil & Gas  
Real Estate Developments  
Chemical & Petrochemical  
Ethanol & Sugar  
Holdings & Investments  
Defense & Technology  
Transportation & Logistic

Gross Revenue Breakdown by Business in 2010(in R\$ million)



# OR - Odebrecht Realizações Imobiliárias



## Residential and Corporate Mixed-use complexes, corporate solutions and Planned neighborhoods

The broad range of project options, tailored to the tastes and demands of our Clients, makes OR a unique real estate company. With presence in various states, OR develops residential, corporate, commercial and tourism projects. Its products range from high- and middle-income properties to multipurpose complexes for those who wish to live next to their workplace. OR develops residential condominiums close to big cities, with exclusive infrastructure and in harmony with the environment. OR conceives comprehensive, meticulously planned neighborhoods and is also a business partner for those wishing to invest in the real estate market. It seeks integrated solutions for the real estate needs of companies, which range from the disposal of assets and financial structuring programs to land acquisition and construction projects. For low income segments with income of up to 10 minimum wages, OR offers the Bairro Novo brand, which is dedicated to the construction of high-quality planned neighborhoods. Bairro Novo is already present in six states across Brazil and is included in the federal government's Minha Casa Minha Vida Program.

## Areas of Operation



Odebrecht Realizações Imobiliárias (OR) develops residential, corporate, commercial and tourism projects designed for the middle and upper-middle classes throughout Brazil.



Bairro Novo is OR's brand focused on low income segment. Its building method brings quality, excellence and agility to the construction process.

## Dreaming our Clients' Dreams

Odebrecht Realizações Imobiliárias (OR) was created in 2007 with total focus on Client satisfaction, adoption of the most modern principles of social and environmental responsibility and generation of tangible and intangible results for its Shareholders. We consider as tangible results those related to the creation of profit, financial health and productivity metrics. In terms of intangible results, we are constantly seeking to groom young entrepreneurs and attract seasoned and qualified market professionals.

Each of our projects is implemented by Leaders and teams with the objective of contributing uniquely to building and consolidating OR's image in our stakeholders' perception.

OR's management model is ODEBRECHT ENTREPRENEURIAL TECHNOLOGY (TEO), based on the decentralized and meritocratic culture that is characteristic of our controlling shareholder, which leads us to view OR as a confederation of entrepreneurs and teams. In this model, each Leader has the inalienable mission of DREAMING OUR CLIENTS' DREAMS. Our constant challenge is to make OR a benchmark in innovation, technology, creativity and efficiency aimed at Client satisfaction.

## Commitment to Clients

One of the key factors that enables OR to turn dreams and businesses into reality is the fact that its employees, guided by the principles, concepts and standards of Odebrecht Entrepreneurial Technology (TEO), have as their goal the determination to serve their Clients. Constantly evolving in real estate solutions, OR's aim is to satisfy its Clients day after day.

All phases of each project are worked in detail and bring exclusive aspects. The rigorous engineering planning process, which starts right at the product conception phase, results in privileged projects that widely use state-of-the-art technology. The results are projects with long maturation processes, differentiated design and unique finishing.

The leaders of each project and their highly qualified teams are responsible for all the phases of the real estate cycle, from the selection of the site until the delivery of the final product. It is this complete cycle that brings efficiency and accountability to the pursuit of what is best for Clients.

## Commitment to Shareholders

OR selects projects that are unique, balanced, and offer results and appropriate risks to its shareholders. Each project adds to building the reputation of OR and the Odebrecht Organization and hence the selection of the best projects is what matters. We are not concerned about quantity, but with quality, and our goal is to always exceed the results for the benefit of our investors and shareholders.

Well positioned to attract talent and grooming leaders, OR is one of the Organization's main entry doors for young professionals that see in the company the potential for growth. These young professionals work with experienced ones to form topnotch teams. They are the foundation for the growth and perpetuity of OR.

In 2010, while looking for a solid, profitable, innovative, and trustworthy real estate company to invest in, Gávea, one of the leading fund managers in Brazil's financial sector, led by the former Central Bank President, Armínio Fraga, chose OR. Since then, Gávea holds 14.5% of OR's capital.

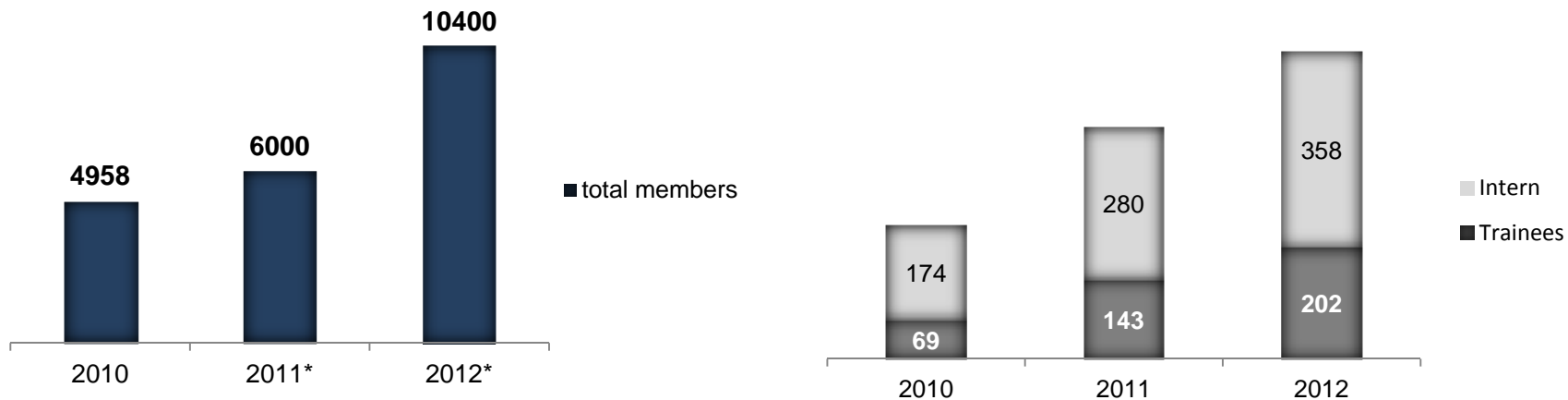
## Commitment to Communities

No real estate project from OR leaves the drawing board without taking into account the several dimensions of the sustainability concept, from the engineering and architectural aspects of the project to the selection of materials and the functioning of the properties. In terms of commitment to the surrounding communities, we consider not only the environment, but also health, security, social inclusion, and incentive to local cultural diversity. OR wants the surrounding communities, just as its projects, to increasingly prosper in a healthy and sustainable manner.

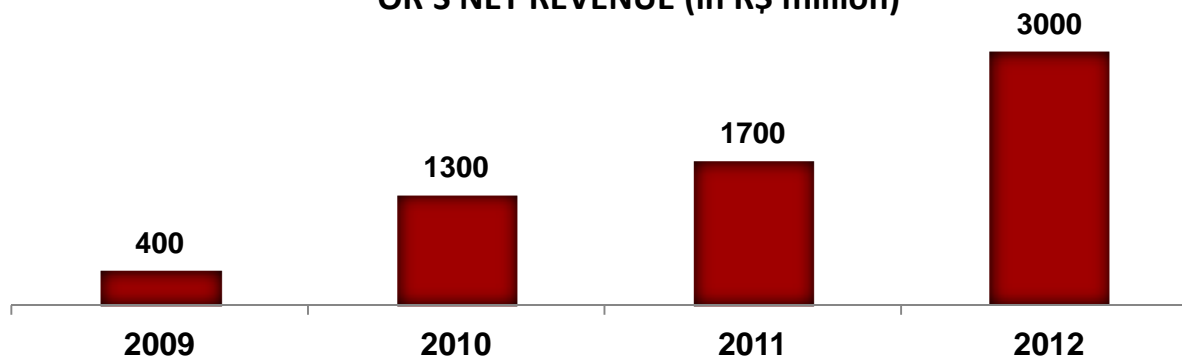
Environmental certificates and pre-certificates were awarded to OR's residential and commercial building projects, which follow rigorous sustainability standards. For example, seven projects are pursuing the Leadership in Energy and Environmental Design (LEED) certificate that endorses all phases of the project. The Park One Ibirapuera residential project in São Paulo already holds the Aqua certificate for the first phase of the project.

Beyond its business philosophy and its own actions, OR has a formal commitment: it is the founding member of the Green Building Council in Brazil, a non-governmental organization that assists in strengthening and developing the domestic sustainable construction industry.

## TOTAL HEADCOUNT GROWTH



## OR'S NET REVENUE (in R\$ million)



# São Paulo



**BMX**



# Vale dos Cristais - MG



Nascentes



Vila Hartt



# Reserva do Paiva - PE



Morada da  
Península



# Bahia



Mundo Plaza



Vale do Loire

# Sauípe - BA



Casas de Sauípe



# Rio de Janeiro

Porto Maravilha



Dimension



# Bairro Novo



**Bairro Novo  
Fortaleza - CE**



**Jardins  
Mangueiral - DF**



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REALIZAÇÕES IMOBILIÁRIAS

+

**ODEBRECHT**  
Infraestrutura



# SOLACE



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