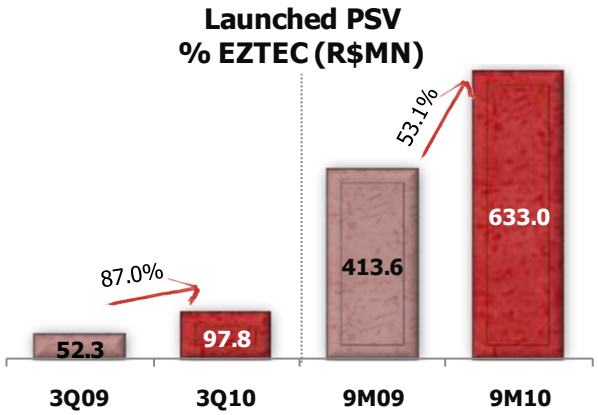
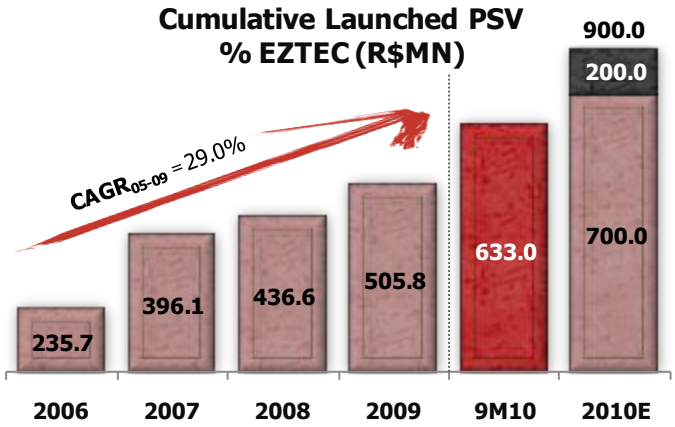
EZTEC's launches reach 79% of guidance´s midpoint and sales reach R$546 million in 9M10

São Paulo, October 14, 2010 – EZTEC S.A. (Bovespa: EZTC3; Bloomberg EZTC3: BZ) announces its preliminary operating results for the third quarter of 2010 (3Q10). The results presented are managerial data and subject to review by external audit. The complete and audited results for 3Q10 are scheduled to be released on November 5, 2010, after market close.

Launches

As announced on March 8, 2010, EZTEC's guidance for 2010 is to launch projects with combined PSV between R$700.0 million and R$900.0 million, representing an average growth of 58.2% over 2009. In 3Q10, EZTEC launched on September 30, the high-income residential project Sophis, located in Moema district in São Paulo, with own Potential Sales Value (PSV) of R$97.8 million. This, combined with the R$535.2 million launched in 1H10, **represents 79.1% of the midpoint of the guidance range**.





The volume launched in the first nine months of 2010 (9M10) is 53.1% higher than in the same period of the previous year and 25.1% higher than the PSV launched in all of 2009, confirming the Company's commitment to the growth planned for 2010.

The table provides information on the projects launched so far in 2010:

Project	Land Name	Units	Total PSV (R$MN)	% EZTEC	EZTEC's PSV (R$MN)	% Sold (Units)	Segment
1Q10							
Gran Village Club	Padre Arlindo Vieira	324	90.6	100%	90.6	99%	Residential
Clima Mascote	Tebas	176	77.6	100%	77.6	88%	Residential
Massimo Residence	Jundiaí II	108	57.6	50%	28.8	78%	Residential
2Q10							
Up Home	Aurora Alegretti	156	63.7	100%	63.7	78%	Residential
Quinta do Horto	Santa Inês	119	65.0	100%	65.0	71%	Residential
Prime House Sacomã	Alencar Araripe	184	38.6	100%	38.6	85%	Residential
Sky	Campo Belo	314	151.8	90%	136.6	68%	Residential
Varanda Tremembé	Sezefredo	192	68.5	50%	34.3	81%	Residential
3Q10							
Sophis	Chibarás	26	97.8	100%	97.8	0%	Residential
Total		**1,599**	**711.2**	**89%**	**633.0**	**81%**	

Upcoming Launches

At present, EZTEC has three projects approved, with sales stands operating and waiting to be launched: the high-middle income residential project Royale Prestige in Santo André, with estimated own PSV of R$88.6 million, the middle-income residential project Art'E in Jundiaí, with estimated own PSV of R$56.3 million, and the middle-income residential project Gran Village Vila Formosa in São Paulo, with estimated own PSV of R$79.5 million. With these launches, the Company **surpasses the midpoint of its guidance**, reaching R$857.4 million, which **represents 95.3% of the top of the guidance**.

The table provides information about the projects to be launched shortly:

Project	Land Name	Total PSV (R$MN)	% EZTEC	EZTEC's PSV (R$MN)	Segment
Royale Prestige	Pereira Barreto	221.5	40%	88.6	Residential
Art'E	Jundiaí III	112.6	50%	56.3	Residential
Gran Village V. Formosa	João XXIII	79.5	100%	79.5	Residential
Total		**413.6**	**54%**	**224.4**	

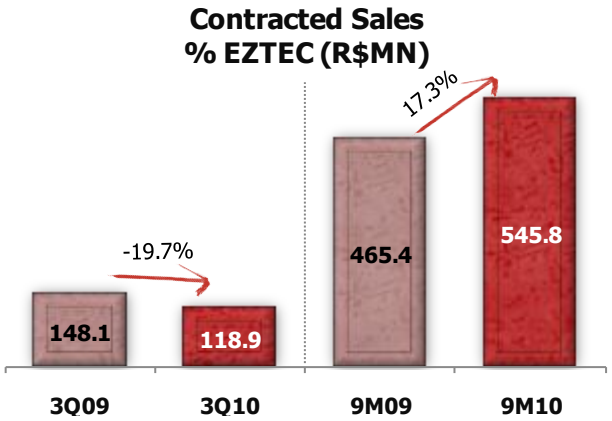

Royale Prestige

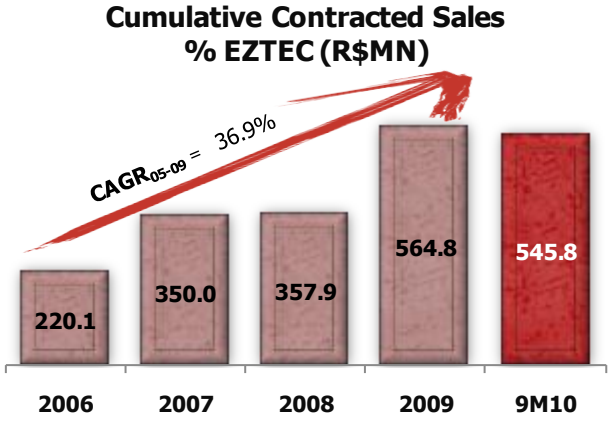

Art'E


Gran Village V. Formosa

Contracted Sales

The highlight of 3Q10 was the sales of units in inventory, especially finished units or whose delivery was scheduled for 2010. Sales totaled R$118.9 million in the quarter, of which R$60.0 million (50.4%) pertained to launches before 2010. In the first nine months sales grew by 17.3% to reach R$545.8 million.



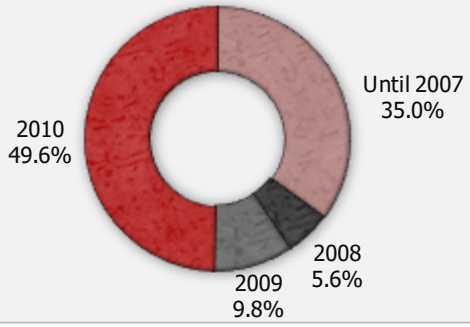


Managerial information

Sales by Segment



Sales by Launch Period



Following is the sales-over-supply ratio, which indicates the liquidity of the products originated.

SALES-OVER-SUPPLY	9M10
+ Inventory on Dec/09 (sq. m)	93,801
+ Launches at period (sq. m)	138,027
= Inventory + Launches (sq. m)	**231,828**
- Sales at period (sq. m)	156,246
= Final Inventory (sq.m)	**75,583**
Sales Over Supply	*67.4%*

(1) To eliminate the effect of the sales price increase during the period, which may cause distortions between initial inventory and contracted sales, the study used "square meters" as the measure for the Sales-over-Supply (VSO) ratio.

Projects Delivered

EZTEC delivered five projects in 3Q10: the commercial project Mundeo Moema, the middle-income residential projects Clima do Parque, Bell'Acqua and Sports Village Ipiranga, and the low middle-income residential project Ville de France. The five projects had a total PSV of R$242.3 million at the time of launch and an average of 93% of their units has already been sold. Following are the details of the projects concluded:

Project	Launch Date	Launch Total PSV (R$ MM)	% EZTEC	EZTEC's PSV (R$ MN)	Total Units	% Units Sold
Sports Village Ipiranga	Sep-07	64.8	100%	64.8	276	96%
Ville de France	Apr-06	24.2	50%	12.1	216	94%
Clima do Parque	Mar-08	109.9	100%	109.9	336	92%
Bell'Acqua	Apr-08	33.4	100%	33.4	152	88%
Mundeo	Jun-08	22.1	100%	22.1	84	100%
Total		**254.4**		**242.3**	**1,064.0**	**93%**


Sports Village Ipiranga


Clima do Parque


Bell'acqua

Apart from these projects, EZTEC concluded in 2Q10 the middle-income residential project Clima do Bosque, bringing own PSV delivered in 9M10 to R$319.2 million. The Company plans to complete two more projects by the year-end, taking the own PSV delivered in the year to R$414.7 million.

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About EZTEC S.A.

With a track record of 31 years, EZTEC is one of the most profitable publicly held companies in the Brazilian real estate industry. Through its totally integrated business model, the Company has already launched 64 projects, totaling more than 1.3 million sq.m. of built area, and 11,169 units. EZTEC is listed on the Novo Mercado Special Corporate Governance segment of the São Paulo Stock Exchange (Bovespa) under the ticker EZTC3.

"This release contains forward-looking statements concerning the business prospects, operating and financial estimates and growth outlook for EZTEC. These are merely projections and as such are based exclusively on the expectations of EZTEC's management concerning the future of the business and its continuous access to capital in order to finance its business plan. These forward-looking statements depend substantially on changes in market conditions, government regulations, competitive pressures, the economic performance of the industry and Brazil, among other factors, as well as the risks presented in the disclosure documents filed by EZTEC, and therefore are subject to change without prior notice."