

## TRISUL RELEASES ITS 3Q13 AND 9M13 OPERATIONAL REVIEW

**São Paulo, October 15, 2013** - TRISUL S.A. (BM&FBovespa: TRIS3; Bloomberg: TRIS3 BZ; Reuters: TRIS3.SA), focusing on middle and high-income residential projects, announces its preliminary results for 3Q13 and 9M13. The results presented herein are management results and are subject to external audit.

### CONTRACTED SALES

- In 3Q13, **contracted sales\*** amounted to **R\$97 million** in PSV, with Trisul's share being **R\$89 million**, from a total of **236 units sold**, which represents a rise of **134%** if compared to the same period of 2012.
- In 9M13, **contracted sales\*** amounted to **R\$400 million** in PSV, with Trisul's share being **R\$319 million**, from a total of **961 units sold**, which represents a rise of 93% if compared to the same period of 2012.

- In 9M13 **Sales over supply (in units)** reached 39%.

*\* Contracted sales are reported net of commissions and cancellations.*

### LAUNCHES

- In 9M13 The company launched **4 projects**, corresponding to 596 units. Trisul's **PSV launched** came to **R\$243 million**.

Launches									
Launchings	Region	Launching	Segment	Units	%	Total PSV	Trisul's	Average	
1 Imaginato	São Paulo	25/5/2013	Middle	114	100%	65,0	65,0	570	
2 My Station	São Paulo	29/6/2013	Middle	102	100%	45,0	45,0	441	
<b>2Q13 Launches</b>				<b>216</b>		<b>110,0</b>	<b>110,0</b>	<b>509</b>	
1 Oliva Vila Mascote	São Paulo	3/8/2013	High	86	100%	53,0	53,0	602	
2 Duetto Biagi Hotel & Residence Service*	São Paulo	10/9/2013	High	294	100%	80,0	80,0	272	
<b>3Q13 Launches</b>				<b>380</b>		<b>133</b>	<b>133</b>	<b>350</b>	
<b>9M13 Total launchings</b>				<b>596</b>		<b>243,0</b>	<b>243,0</b>	<b>286</b>	

## CONCLUDED WORKS

- \***Concluded Works**, until the present date, totaled **2,958 units**, reaching a Total PSV of R\$664 million, being **R\$506 million** Trisul's share.

YTD Concluded Works										
Launching Date	Delivered Date	Projects	City	Segment	Units	% Trisul	Total PSV R\$MM <sup>(1)</sup>	Trisul's PSV R\$MM <sup>(1)</sup>	Status	
1	Mar-10	Jan-13	Vida Plena Ribeirão - 2nd Step	Ribeirão Preto	Trisul Life	116	100%	41	41	Delivered
<b>1Q13</b>					<b>116</b>		<b>41</b>	<b>41</b>		
2	Aug-10	Apr-13	Vida Plena Campolim - 1st Step	Sorocaba	Trisul Lar	362	100%	38	38	Delivered
3	Sep-10	Apr-13	Viva Bem Ribeirão	Ribeirão Preto	Trisul Lar	292	100%	29	29	Delivered
4	Mar-10	Apr-13	L'Itaim	São Paulo	High	40	50%	59	30	Delivered
5	Jan-11	May-13	Vitrine Esplanada - 1st Step	Sorocaba	Trisul Life	198	100%	40	40	Delivered
6	Aug-11	Jun-13	Max Clube - 2nd Step	São José dos Campos	Trisul Lar	78	100%	10	10	Delivered
7	May-10	Jun-13	Vida Plena Cotia - 1st Step	Cotia	Trisul Lar	242	100%	22	22	Delivered
<b>2Q13</b>					<b>1.212</b>		<b>198</b>	<b>169</b>		
8	Jan-10	Jun-13	Alphastyle	Barueri	Middle	325	40%	95	38	Delivered
9	Mar-10	Jul-13	Reserva do Golfe	Ribeirão Preto	Middle	420	80%	108	87	Delivered
10	Aug-10	Jul-13	Supera Guarulhos - 2nd Step	Guarulhos	Middle	312	75%	115	86	Delivered
11	Sep-10	Sep-13	Vida Plena Cotia - 2nd Step	Cotia	Trisul Lar	344	100%	32	32	Delivered
<b>3Q13</b>					<b>1.401</b>		<b>350</b>	<b>243</b>		
12	Apr-10	Oct-13	Joy	Distrito Federal	Médio	169	50%	45	23	AGI Scheduled
13	May-10	Oct-13	Stellato	São Caetano do Sul	Médio	60	100%	30	30	AGI Scheduled
<b>YTD</b>					<b>2.958</b>		<b>664</b>	<b>506</b>		

\*Criterion:

<sup>(1)</sup> PSV's release date without considering monetary adjustments and setting the table;

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*All statements herein related to business prospects, future estimates of operating and financial results, and Trisul's growth prospects are merely estimates and, as such, are based solely on the expectations of the executive board regarding the company's business future. These expectations largely depend on changes in market conditions and the performance of the Brazilian economy, the sector, and the international market and are, therefore, subject to changes without prior notice. This performance report includes accounting data and non-accounting data such as operating and financial results and projections based on the expectations of Board of Directors. The non-accounting data was not reviewed by the Company's independent auditors.*