



TRISUL S.A. ANNOUNCES 1Q14 RESULTS

1Q14 RESULTS CONFERENCE CALL

May 14, 2014

Portuguese

Date: May 15, 2014
Time: 11:00 a.m. (Brasília time)
10:00 a.m. (US-EST)
Phone: +55 (11) 2188-0155
Password: Trisul

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São Paulo, May 14, 2014 - TRISUL S.A. (BM&FBovespa: TRIS3; Bloomberg: TRIS3 BZ; Reuters: TRIS3.SA) announces its results for the first quarter of 2014 (1Q14). The Company's operating and financial information, except where indicated otherwise, is presented based on consolidated figures and in Reais (R\$), originating from interim consolidated financial information, which was prepared in compliance with generally accepted accounting practices in Brazil (BR GAAP) and the International Financial Reporting Standards (IFRS) applicable to real estate development companies in Brazil, as approved by the Accounting Pronouncements Committee (CPC), the Brazilian Securities and Exchange Commission (CVM) and the Federal Accounting Council (CFC).

- **Net operating cash generation** stood at R\$59 million;
- Trisul closed the first quarter with **total receivables** (on and off balance) of R\$768 million, R\$344 million of which were **performed receivables**;
- Decrease of **54 p.p.** in the net debt/shareholders' equity ratio in the last 12 months;
- **Gross profit** totaled R\$36 million in 1Q14, up 11% on 4Q13.
- **Gross margin** stood at 36%, **12 p.p.** up on the same period the year before;
- **Gross margin to be recognized** stood at **38%**.

OPERATING AND FINANCIAL HIGHLIGHTS

Operating Data (in R\$ thousand)	1Q14	1Q13	Var. %	4Q13	Var. %
Contracted Sales					
Total Contracted Sales ⁽²⁾	63.181	102.568	-38%	121.640	-48%
Trisul's Contracted Sales	47.582	90.716	-48%	106.910	-55%
% of Trisul's Participation	75%	88% 	-13 p.p.	88% 	-13 p.p.
Number of Units Sold	142	247	-43%	299	-53%
Average Sales Price (in R\$/m²)	7.191	5.206	38%	6.702	7%
Average Sales Price (in R\$ thousand/unit)	444.940	415.253	7%	406.821	9%
Total Usable Area Sold (m²)	8.787	19.700	-55%	18.149	-52%
Financial Data (in R\$ thousand)					
Gross Operating Revenue	102.804	161.009	-36%	115.552	-11%
Net Operating Revenue	99.942	158.991	-37%	112.521	-11%
Gross Profit	35.969	38.372	-6%	32.510	11%
% Gross Margin	36,0%	24,1% 	11,9 p.p.	28,9% 	7,1 p.p.
Net Income (Loss)	6.106	8.046	-24%	8.223	-26%
% Net Margin	6,1%	5,1% 	1 p.p.	7,3% 	-1,2 p.p.
EBITDA ⁽³⁾	9.327	14.875	-37%	10.115	-8%
Adjusted EBITDA ⁽⁴⁾	13.660	22.061	-38%	13.590	1%
% EBITDA Margin	13,7%	13,9%	-0,2 p.p.	12,1%	1,6 p.p.
Cash and Banks	65.206	101.964	-36%	135.805	-52%
Cash, net of Indebtedness	-352.449	-680.343	48%	-381.584	8%

(1) Total contracted sales of projects in which Trisul holds an interest, including Trisul's share plus its development partners' share. Contracted sales are reported net of commissions and cancellations.

(2) Earnings before taxes, the net financial result, amortization and depreciation.

(3) Adjusted for capitalized interest allocated to cost (SFH interest).

OPERATING PERFORMANCE

SALES OVER SUPPLY (SOS)

VSO (Sales over Supply)	Units	Total PSV in R\$ thousand	Trisul's PSV in R\$ thousand
Inventory of units as of 01/01/2014	1.396	646.480	554.553
(+) Launchings in 1Q14	0	0	0
Total units for sale in 1Q14 (a)	1.396	646.480	554.553
(-) Units sold in 1Q14 (b)	142	63.181	47.582
Total units for sale as of 04/01/2014	1.254	583.299	506.971
VSO in 1Q14 (b)/(a)	10%	10%	9%

CONTRACTED SALES

Contracted sales totaled 142 units in 1Q14, with PSV of R\$63 million. Trisul's share of contracted sales totaled R\$48 million.

1Q14 Units Sold and Contracted Sales by Segment						
Segment	Units sold	%	Total Sales in R\$ thousand	%	Trisul's Sales in R\$ thousand	%
Low-income	54	38%	11.631	18%	10.734	23%
Middle	53	37%	26.048	41%	21.907	46%
Middle-high	-1	-1%	-324	-1%	-324	-1%
High	36	25%	25.826	41%	15.265	32%
Total	142	100%	63.181	100%	47.582	100%

Contracted sales are reported net of commissions and cancellations.

CONCLUDED PROJECTS

Trisul closed 1Q14 with 1 **project**, corresponding to 78 units, in which Trisul's share came to R\$12 million.

Concluded Works YTD								
Launching Date	Delivered Date ⁽¹⁾	Projects	City	Segment	Units	% Trisul	Total PSV R\$MM ⁽²⁾	Trisul's PSV R\$MM ⁽²⁾
1 Aug-11	Apr-14	Max Club - 3rd Step	São José dos Campos	Trisul Lar	78	100%	12	12
1Q14								
Total					78		12	12

(1) PSV on the launch date, excluding monetary restatement or adjustments to the sales table.

PROJECTS UNDER CONSTRUCTION

Trisul closed 1Q14 with **15 construction sites** totaling 1,952 units and PSV of R\$846 million (Trisul's share).

Projects Under Construction										
	Project	City	Launching Date	Delivery Date	Standard	Units	% Trisul	PSV* Total R\$MM	PSV* Trisul R\$MM	% Sold
1	Poema Castro Alves	Santos	Apr-11	Aug-14	High	56	100%	67	67	54%
2	Sax Itaim	São Paulo	Jun-11	Dec-14	High	44	50%	82	41	85%
3	Altino Residencial Club	Osasco	Aug-11	Feb-14	Middle	280	50%	68	34	95%
4	Ibirapuera Diamond	São Paulo	Nov-11	Jun-14	High	28	50%	31	16	79%
5	Style Santa Paula	São Caetano do Sul	Nov-11	May-14	Middle	90	100%	33	33	73%
6	Magnific Santana	São Paulo	May-12	Nov-14	High	76	35%	64	23	47%
7	Space Anália Franco	São Paulo	May-12	Nov-14	High	100	100%	82	82	46%
8	ADD Nova Berrini	São Paulo	Nov-12	Oct-15	Middle High	288	100%	152	152	83%
9	ADD Vila Mariana	São Paulo	Nov-13	Jul-16	High	170	100%	95	95	36%
10	Allegro - Fase 1	Cotia	Dec-13	Nov-16	Low - Income	154	100%	25	25	25%
11	Duetto Biagi	Ribeirão Preto	Sep-13	Jul-16	High	294	100%	80	80	45%
12	Immaginato Casa Verde	São Paulo	May-13	Apr-16	High	114	100%	62	62	81%
13	My Station	São Paulo	Jun-13	Feb-16	Middle	102	100%	43	43	68%
14	Oliva Vila Mascote	São Paulo	Aug-13	Feb-16	High	88	100%	53	53	59%
15	Paysage	São Paulo	Oct-13	May-16	High	68	100%	42	42	40%
						1.952		978	846	

* PSV on the launch date, excluding monetary restatement or adjustments to the sales table.

INVENTORY POSITION

Trisul ended 1Q14 with 1,254 units in inventory, corresponding to PSV of R\$507 million (Trisul's share).

■ 29% of the units in inventory are currently under construction:

Inventories as of 04/01/2014	Units		Trisul's PSV in R\$ thousand		Total PSV in R\$ thousand	
Finished units	390	31%	104.059	21%	156.396	27%
Units under construction	365	29%	237.316	47%	261.307	45%
→ 2.011 launching	76	21%	51.506	22%	75.496	29%
→ 2.012 launching	199	55%	135.455	57%	135.455	52%
→ 2.013 launching	90	25%	50.356	21%	50.356	19%
Units under launching phases	499	40%	165.596	33%	165.596	28%
	1.254	100%	506.971	100%	583.299	100%

■ 79% of the units in inventory are targeted at the middle- and high-income segments:

Inventories as of 04/01/2014	Units		Trisul's PSV in R\$ thousand		Total PSV in R\$ thousand	
Low-Income	262	21%	44.592	9%	55.894	10%
Middle/High-income	992	79%	462.379	91%	527.405	90%
	1.254	100%	506.971	100%	583.299	100%

LANDBANK

On March 31, 2014, Trisul's **landbank** corresponded to **PSV of R\$1.2 billion** (Trisul's share). Trisul is focusing on the middle- and high-income segments, replicating in future projects the same success achieved for over 30 year in these niches.

The Company has a diversified landbank, distributed among nine cities in the state of São Paulo, with 61% of Trisul's PSV located in the São Paulo metropolitan region.

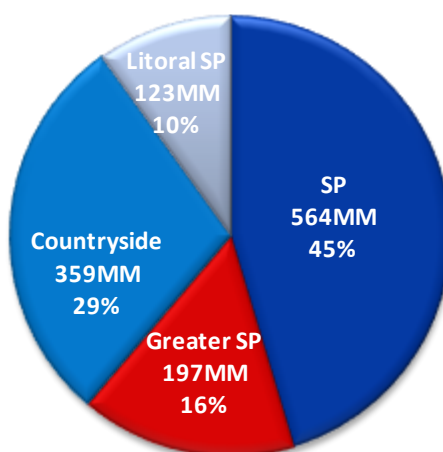
The following table gives a breakdown of the Company's landbank as of March 31, 2014:

Landbank	Low income*	Middle/High**	Total
Total PSV (in R\$ million)	677	609	1.286
Trisul's PSV (in R\$ million)	677	566	1.244
Number of Projects	14	10	24
Number of Units	4.339	1.354	5.693
Number of Units per project	310	135	237
Average Price per Unit (in R\$ thousand)	156	449	226

* Low-income product: average price/unit of up to R\$200,000

** Middle- and upper middle income: average price/unit above R\$350,000

**Landbank - Geographic Breakdown
(Trisul's PSV of R\$ 1.2 billion)**



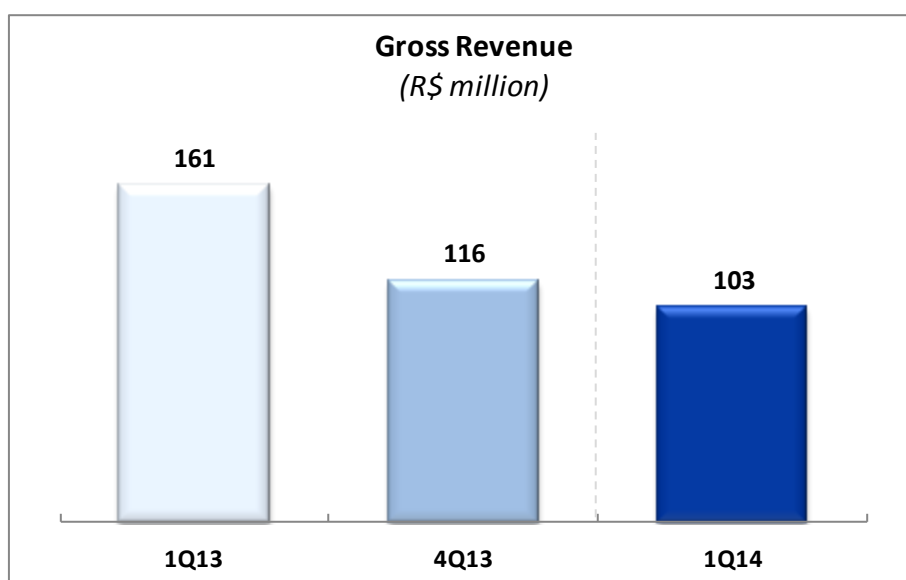
FINANCIAL PERFORMANCE

The financial information (parent company and consolidated) is presented in Reais (R\$) in accordance with the accounting practices adopted in Brazil, which include the rules of the Brazilian Securities and Exchange Commission (CVM), and the pronouncements, interpretations and guidelines of the Brazilian Accounting Pronouncements Committee (CPC); it is also in accordance with the International Financial Reporting Standards (IFRS) applicable to real estate developers in Brazil, approved by the Brazilian Accounting Pronouncements Committee (CPC), the Brazilian Securities Exchange Commission (CVM) and the Federal Accounting Council (CFC), including OCPC Guideline 04 – Technical Interpretation ICPC 02 Applicable to Brazilian Real Estate Developers, with respect to the recognition of revenues, costs and expenses resulting from real estate development operations during the course of construction (percentage of completion method – PoC) and the application of the concept of continuous transfer of risks, benefits and control on the sale of real estate units by Brazilian real estate development companies, on which revenue recognition is based.

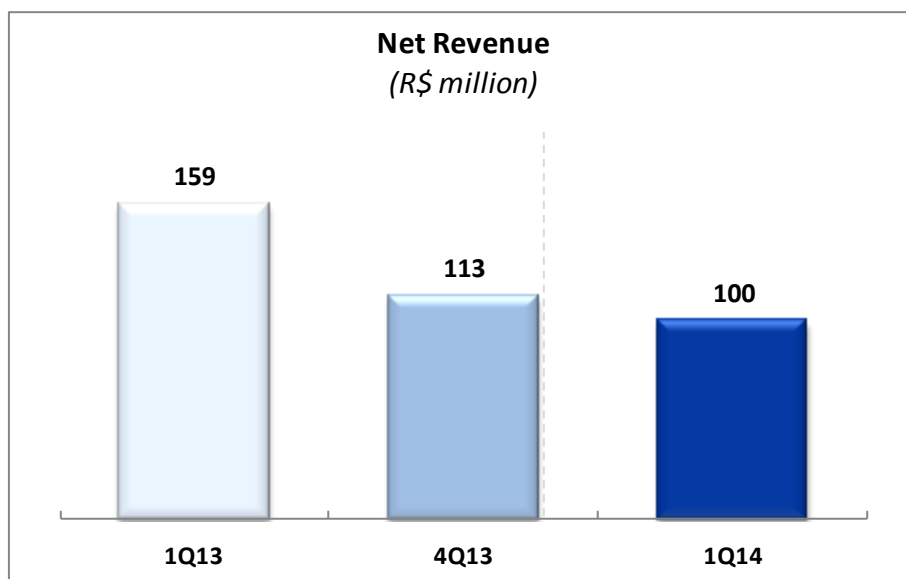
It is worth mentioning that certain matters relating to the meaning and application of the concept of continuous transfer of risks, benefits and control in the sale of real estate units are being reviewed by the International Financial Reporting Interpretation Committee (IFRIC). The results of this analysis may cause the Company to revise its accounting practices related to revenue recognition.

The information, amounts and data in this financial performance report which do not correspond to the balances and accounting information contained in our consolidated financial statements, such as: Potential Sales Value – Trisul's PSV, Contracted Sales, Trisul Sales, Adjusted EBITDA and Adjusted EBITDA margin, among others, have not been reviewed by our Independent Auditors.

GROSS OPERATING REVENUE



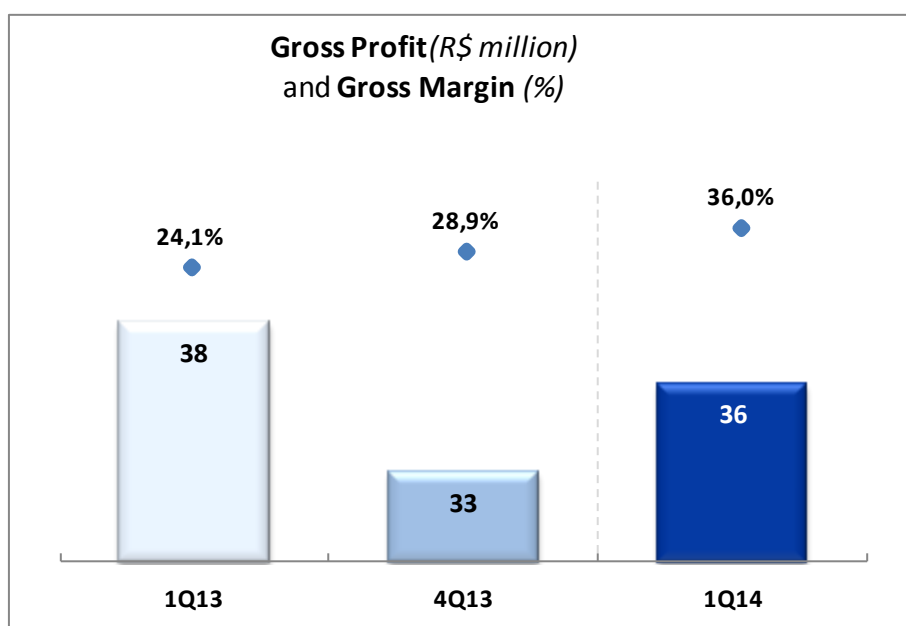
NET OPERATING REVENUE

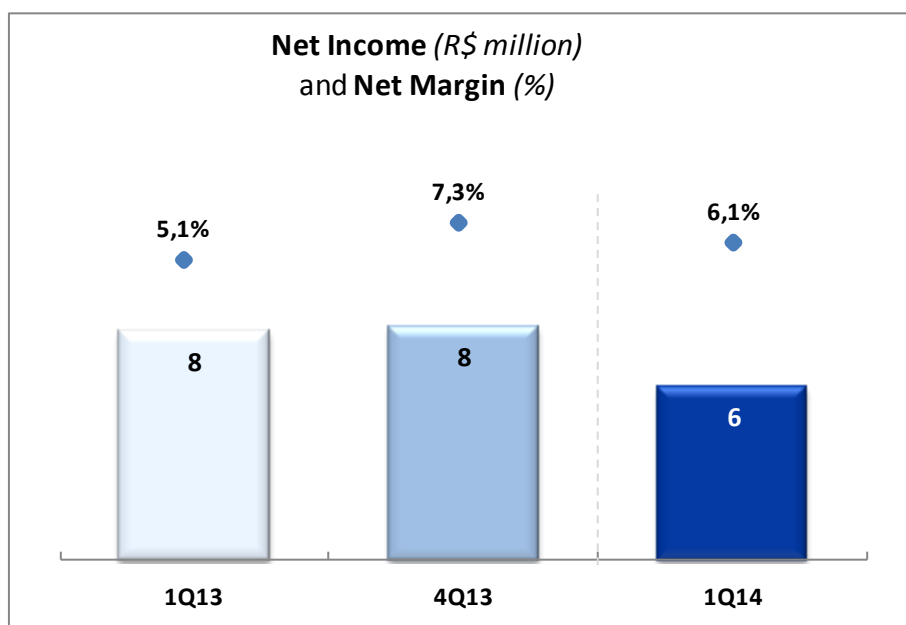


Revenue from contracted sales of each project is appropriated to the Company's results during the construction period through the Percentage of Completion Method (PoC). This percentage is the ratio of the cost incurred to total budgeted cost of the units sold per project. The Adjustment to Present Value (AVP) is deducted from appropriated revenue in accordance with CPC 12.

GROSS PROFIT AND GROSS MARGIN

In 1Q14, gross profit totaled R\$36 million, 11% up on 4Q13, while gross margin stood at 36%, 12 *p.p.* up on the same period the year before.



NET INCOME AND NET MARGIN

OPERATING EXPENSES

The table below presents an analysis of selling and administrative expenses as a percentage of net revenue and Trisul's Contracted Sales.

<i>(in R\$ thousand)</i>	1Q14	1Q13	Var. %	4Q13	Var. %
Net Operating Revenue	99.942	158.991	-37,1%	112.521	-11,2%
Operating (expenses) income:					
Administrative expenses	(13.459)	(10.650)	26,4%	(11.091)	21,4%
% Net Revenue	13,5%	6,7%	6,8 p.p.	9,9%	3,6 p.p.
% Trisul's Contracted Sales	28,3%	9,0%	19,3 p.p.	10,4%	17,9 p.p.
Selling expenses	(9.297)	(8.413)	10,5%	(12.373)	-24,9%
% Net Revenue	9,3%	5,3%	4,0 p.p.	11,0%	-1,7 p.p.
% Trisul's Contracted Sales	19,5%	7,1%	12,4 p.p.	11,6%	8,0 p.p.
Tax expenses	(525)	(271)	93,7%	(57)	821,1%
Depreciation & Amortization expenses	(517)	(552)	-6,3%	(540)	-4,3%
Amortization of goodwill	-	(82)	-	-	-
Provision for contingencies	65	(158)	-	(36)	-280,6%
Other operating (expenses) income	1.233	1.781	-	593	107,9%
Total	(22.500)	(18.345)	22,6%	(23.504)	-4,3%

ADMINISTRATIVE EXPENSES:

Administrative Expenses (in R\$ K)	1Q14	1Q13	▲ %
Personnel Expenses	5.704	5.418	5%
Management fees	288	264	9%
Occupancy	1.221	596	105%
Advisory and consultancy expenses	4.639	3.099	50%
General expenses	1.607	1.273	26%
Total administrative expenses	13.459	10.650	26%

SELLING EXPENSES:

Selling Expenses (in R\$ K)	1Q14	1Q13	▲ %
Marketing expenses	5.904	4.016	47%
Sales stand – depreciation	949	578	64%
Sales stand – general expenses	1.545	2.312	-33%
Provision for doubtful accounts	450	714	-37%
General expenses	449	793	-43%
Total selling expenses	9.297	8.413	11%

FINANCIAL REVENUES AND EXPENSES

(in R\$ thousand)	1Q14	1Q13	Var. %	4Q13	Var. %
Financial expenses	(3.898)	(7.042)	-45%	-4.719	-17%
Financial revenues	4.144	3.381	23%	6.799	-39%
Financial Results	246	-3.661		2.080	-88%

EBITDA AND EBITDA MARGIN

(In R\$ million)	1Q14	1Q13	% Var.	4Q13	% Var.
Net Profit (Loss)	6.106	8.046	-24%	8.223	-26%
(+) Financial Results	(246)	3.661	-	(2.080)	-88%
(+) Income and Social Contribution Taxes	2.950	2.534	16%	3.432	-14%
(+) Amortization of goodwill	-	82	-	-	-
(+) Depreciation and Amortization	517	552	-6%	540	-4%
EBITDA	9.327	14.875	-37%	10.115	-8%
(+) Financial expenses with Financing for construction	4.333	7.186	-40%	3.475	25%
Adjusted EBITDA	13.660	22.061	-38%	13.590	1%
Adjusted EBITDA Margin (%)	13,7%	13,9%	-0,2 pp	12,1%	1,6 pp

Note: Adjusted for capitalized interest allocated to cost.

REVENUE, COST AND RESULT TO BE APPROPRIATED

Revenue to be appropriated from units sold and still under construction (before taxes) and the respective costs to be incurred on them have not been included in the financial statements. Thus, the table below shows the result to be appropriated of R\$78 million on March 31, 2014, with a gross margin to be appropriated of 38%.

(In Thousand)	03/31/2014	12/31/2013
Revenue to be appropriated from units sold ⁽¹⁾	203.729	212.359
Cost to be incurred from units sold ⁽²⁾	-125.927	-131.060
Net Results to be appropriated	77.802	81.299
Gross Margin to be appropriated	38%	38%

(1) Gross revenue from properties sold to be appropriated does not take into account the adjustment to present value;

(2) The cost of units sold to be appropriated does not include financial charges and provision for guarantees, which, when incurred, are appropriated to the result (cost of properties sold) in proportion to the number of units sold.

CASH POSITION AND DEBT

Trisul ended 1Q14 with a cash position of R\$65 million. On March 31, 2014, total loans and financing reached R\$418 million.

<i>Indebtedness</i> <i>(in R\$ thousand)</i>	03/31/2014 (a)	03/31/2013 (b)	Var. (a/b)	12/31/2013 (c)	Var. (a / c)
Financing for construction - SFH ⁽¹⁾	(162.756)	(154.161)	6%	(264.470)	-38%
Loans for working capital ⁽²⁾	(131.085)	(166.686)	-21%	(171.191)	-23%
Consortium/Finame	(17)	(20)	-15%	(53)	-68%
Leasing ⁽³⁾	(82)	(104)	-21%	(180)	-54%
Debentures ⁽⁴⁾	(2.512)	(9.465)	-73%	(106.413)	-98%
Debentures CEF ⁽⁵⁾	(121.202)	(186.953)	-35%	(240.000)	-49%
Total Indebtedness	(417.655)	(517.389)	-19%	(782.307)	-47%
Short term debt	(288.310)	(338.978)	-15%	(543.971)	-47%
Long term debt	(129.345)	(178.411)	-28%	(238.336)	-46%
Cash and cash equivalents	7.172	8.886	-19%	10.653	-33%
Financial Investments	58.034	126.919	-54%	89.634	-35%
Financial Investments CEF ⁽⁶⁾	-	-	-	1.677	-100%
Total Cash and Banks	65.206	135.805	-52%	101.964	-36%
Cash, net of Indebtedness	(352.449)	(381.584)	-8%	(680.343)	-48%
Book Value	587.563	598.914	-2%	597.223	-2%
Net debt/Book Value	60%	64%	-3,7 p.p.	114%	-53,9 p.p.
Net debt excl. SFH/Book Value	32%	38%	-5,7 p.p.	70%	-37,3 p.p.
Net debt excl. SFH and Debentures CEF / Book Value	12%	7%	4,9 p.p.	29%	-17,8 p.p.

(1) Financing in reais at rates ranging between 8.30% and 10.50% p.a. plus the TR reference rate;

(2) Loans in reais at rates ranging between 3.38% and 5.91% p.a. plus the CDI interbank rate;

(3) Leasing in reais to acquire machinery and equipment at rates ranging between 16.25% and 16.88% p.a.;

(4) The remuneration rates for the Debentures are mentioned below:

(5) Debentures acquired by Caixa Econômica Federal (CEF) using FGTS funds;

(6) Financial investments related to the Debentures acquired by CEF.

The table below shows a breakdown of the Company's debt:

Debt Breakdown (in R\$ million)	03/31/2014
Financing for construction - SFH	41.251
Loans for working capital	123.250
FINAME	12
Leasing	82
Debentures	3.715
Debentures CEF	120.000
Short term debt	288.310
Financing for construction - SFH	121.505
Loans for working capital	7.835
FINAME	5
Long term debt	129.345
Indebtedness Total	417.655

DEBENTURES PAYABLE:

<i>(in R\$ thousand)</i>	3/31/2014	12/31/2013
Principal amount	122.511	190.008
(-) Expenses with issuance to be appropriated	(412)	(549)
Changes incurred	1.616	6.959
Total	123.715	196.418
Current	123.715	136.458
Non-current	-	59.960

Covenants - 3rd Debenture Issue

Net Debt (+) Land Payable (-) SFH Debt (/) Shareholder's Equity $\leq 0,7$	0,16
Total Trade Acct. Receivables on B/S (+) Total Receivables off B/S (+) Total Properties for Sales (/) Net Debt (-) SFH Debt (+) Lands Payable (+) Cost from units sold to be allocated $\geq 1,5$	3,77

Covenants - 5th Debenture Issue

Net Debt (+) Land Payable (-) SFH Debt (/) Shareholder's Equity $< 0,7$	0,16
Total Trade Acct. Receivables on B/S (+) Total Receivables off B/S (+) Total Properties for Sales (/) Net Debt (-) SFH Debt (+) Lands Payable (+) Cost from units sold to be allocated $> 1,5$	3,77

3rd Debenture Issue: In January, 2010, the Company executed a private deed of the third public issue of simple non-convertible debentures, with floating lien and additional guarantee, by which it issued 300 simple debentures for limited public distribution efforts exclusively targeted at qualified investors, totaling R\$300 thousand. The debentures were subscribed and paid, and proceeds credited to the Company in March 2010. The release and utilization of these funds is linked to the progress of each project financed.

The proceeds from the debenture issue will be used to finance up to 90% (ninety percent) of the total cost of residential units whose sales value does not exceed the maximum limit allowed for financing by the National Housing System (SFH).

The face value of the debentures will be paid in five equal and successive half-yearly installments, with the fourth installment being paid in August 2014 and the final one in February 2015.

The debentures will be remunerated according to the Reference Rate, plus interest of 8.5% p.a. or 10.5% p.a., according to the sales value of the housing units.

The debentures are guaranteed by the Company's fiduciary sale of: (i) one hundred percent (100%) of the shares representing the capital of the Special Purpose Entities (SPEs) constituted or to be constituted by the Company for the development and construction of real estate units related to those projects financed by the funds from the Issue; (ii) one hundred percent (100%) of the balance of shares of the Fixed income Investment Fund held by the Company and not yet invested in the SPEs; and (iii) the fiduciary assignment of receivables from financed real estate developments and/or escrow accounts and their respective funds.

These debentures are subject to certain restrictive conditions, including, among others, compliance with certain operating and financial indices. On March 31, 2014, the Company is in compliance with all the commitments in the document.

Expenses incurred with the debenture issue are recognized as a deduction under current and non-current liabilities and are amortized based on the straight-line method, within the maturity of the debentures.

5th Debenture Issue: In April 2013, we concluded the 5th public issue of 30 simple, non-convertible, book-entry, registered, unsecured debentures in a single series at the unit price of R\$1,000 per debenture, for a total of R\$30 thousand.

The interest on the debentures is 4.00% p.a. plus the variation in the interbank rate (CDI). Interest payments and amortization of the principal began in May 2013, in 12 monthly installments, with the final installment due in April 2014. The debentures are subject to certain conditions to prevent their early redemption, as detailed in the debenture indenture, dated April 23, 2013. On March 31, 2014, the Company was in compliance with the commitments in the document.

Expenses incurred with the debenture issue are recognized as a deduction under current and non-current liabilities and are amortized based on the straight-line method, within the maturity of the debentures.

RECEIVABLE FROM CUSTOMERS

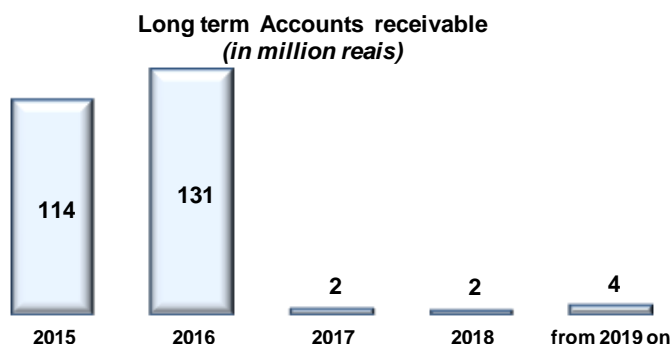
The balance of accounts receivable (revenue not appropriated), plus the book value of customers on March 31, 2014 totaled approximately R\$768 million. Of this total, R\$575 million in revenue were already appropriated. The balance related to accounts receivable from revenues not yet appropriated, net of advances from customers, totaled R\$204 million at the close of 1Q14.

<i>(in R\$ thousand)</i>	03/31/14	12/31/13
Accounts receivable - Realized Income ⁽¹⁾	575.084	621.953
Accounts receivable - Unrealized Income	203.729	212.359
Advances from customers ⁽²⁾	-10.671	-11.186
TOTAL	768.142	823.126

⁽¹⁾ Excludes accounts receivable from administration services, adjustment to present value and provision for doubtful accounts.

⁽²⁾ Amount received from clients that exceeded the recognized revenue and financial swap.

Of the accounts receivable (appropriated and unappropriated) of R\$768 million on March 31, 2014, R\$515 million is short term and R\$253 million is long term, broken down by year of maturity in the graph below:


PROPERTIES FOR SALE

This line is represented by the costs of acquiring land for future developments and/or sale, costs associated with real estate units under construction and not yet sold and cost of completed real estate units in inventory.

Property to commercialize (in R\$ thousand)	3/31/2014	%	12/31/2013	%
Lands for future developments	190.885	50%	163.431	46%
Real Estate under construction	127.765	33%	130.193	36%
Finished Real Estate	63.158	17%	63.898	18%
Total	381.808	100%	357.522	100%

FINANCIAL INSTRUMENTS

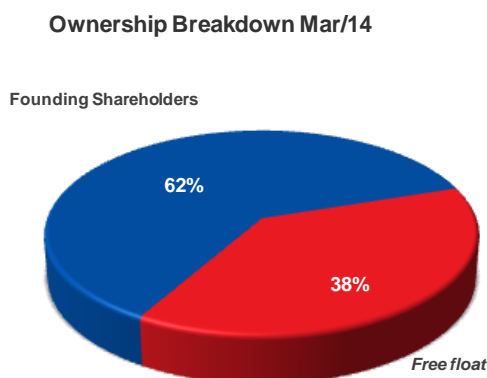
The Company and its subsidiaries participate in operations that involve financial instruments which are restricted to financial investments and borrowings for working capital and loans for construction and the acquisition of land, as well as operations with partners in real estate projects under regular market conditions, all of which are recognized in the financial statements. Their purpose is to meet the Company's operating needs and reduce its exposure to credit and interest rate risks.

These instruments are managed through operating strategies aiming at liquidity, profitability and risk minimization.

The Company has not made any investments of speculative nature in derivatives or any other risk assets. On April 27, 2012, the Company contracted a swap transaction related to the 5th debenture issue, a future interest rate swap with no initial disbursement. The swap transaction may be based on indices, rates and currencies, with the purpose of changing the exposure of certain liabilities subject to variations. The adjustment value will be the result of the variation of the short leg from the initial date until maturity, multiplied by the base value minus the result of the long leg from the initial date until maturity, multiplied by the base value. If the value is positive, the Company will receive the funds; if it is negative, the Company will have to pay.

OWNERSHIP BREAKDOWN

On March 31, 2014, the Company's fully subscribed and paid-in capital totaled R\$461 million, represented by 81,798,769 registered, book-entry common shares with no par value.



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. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors; therefore, they are subject to change without prior notice. This performance report includes accounting data and non-accounting data such as pro-forma operating and financial results and projections based on Management's expectations. Note that the non-accounting figures have not been reviewed by the Company's independent auditors.

SUBSEQUENT EVENTS:

On April 12, 2014, we **launched Line SP Conceição**, according to the information below:



PSV:

R\$50.5 million

Units:

114

Number of Towers:

One

Estimate Delivery Time:

October, 2016

INCOME STATEMENT

Pursuant to the adoption of IFRS 11 for FY 2013, the financial statements will be presented based on the equity method in accordance with IAS 28R, which differs from the pro rata consolidation method previously adopted. The following table refers to the Income Statement based on the new consolidation accounting method, presenting the comparison between quarters.

Income Statement (IFRS) (in R\$ thousand)	1Q14	1Q13	1Q14 vs. 1Q13	4Q13	4Q13 vs. 1Q14
Gross Operating Revenue	102.804	161.009	-36%	115.552	-11%
From real estate sold	100.366	159.920	-37%	115.059	-13%
From services provided	2.405	1.006	139%	556	333%
From the leases of properties	33	83	-	(63)	-
(-) Deductions from gross revenue	(2.862)	(2.018)	42%	(3.031)	-6%
Net Operating Revenue	99.942	158.991	-37%	112.521	-11%
Operating Costs	(63.973)	(120.619)	-47%	(80.011)	-20%
Gross Profit	35.969	38.372	-6%	32.510	11%
% Gross Margin	36%	24%	11,9 p.p.	29%	7,1 p.p.
Operating Expenses (Income)	(19.762)	(14.481)	36%	(18.115)	9%
General and Administrative Expenses	(13.459)	(10.650)	26%	(11.091)	21%
% G&A expenses	13%	7%	6,8 p.p.	10%	3,6 p.p.
Selling Expenses	(9.297)	(8.413)	11%	(12.373)	-25%
% selling expenses	9%	5%	4 p.p.	11%	-1,7 p.p.
Tax Expenses	(525)	(271)	94%	(57)	821%
Results by Equity Equivalence	2.738	3.864	-29%	5.389	-49%
Provision for contingencies	65	(158)	-141%	(36)	-281%
Depreciation & Amortization	(517)	(552)	-6%	(540)	-4%
Amortization of goodwill	-	(82)	-100%	-	-
Other operating (expenses) income, net	1.233	1.781	-31%	593	108%
Operating Income	16.207	23.891	-32%	14.395	13%
Financial Expenses	(3.898)	(7.042)	-45%	(4.719)	-17%
Financial Revenues	4.144	3.381	23%	6.799	-39%
Income before Income Taxes and Social Contribution	16.453	20.230	-19%	16.475	0%
Income tax and social contribution	(2.950)	(2.534)	16%	(3.432)	-14%
Income before Minority Interest	13.503	17.696	-24%	13.043	4%
Minority Interest	(7.397)	(9.650)	-23%	(4.820)	53%
Net Income (loss)	6.106	8.046	-24%	8.223	-26%
% Net Margin	6,1%	5%	1 p.p.	7,3%	-1,2 p.p.
% Net Margin before Minority Interest	10,8%	8,7%	2,1 p.p.	6,8%	4 p.p.

1. BALANCE SHEET

The table below presents the Balance Sheet based on the new accounting consolidation method.

Balance Sheet (in R\$ thousand)	03/31/2014	03/31/2013	Var.	
Current Assets	841.188	1.267.948	-426.760	-34%
Cash and cash equivalents	65.206	101.964	(36.758)	-36%
Bonds and Securities	0	-	-	-
Trade accounts receivable	460.534	879.186	(418.652)	-48%
Real estate to be sold	295.776	270.779	24.997	9%
Other Receivables	15.188	11.243	3.945	35%
Recoverable taxes	4.484	4.776	(292)	-6%
Non-Current Assets	290.989	266.640	24.349	9%
Bonds and Securities	0	0	-	-
Trade accounts receivable	96.346	58.912	37.434	64%
Real estate to be sold	86.032	90.135	(4.103)	-5%
Related parties	30.870	24.031	6.839	28%
Recoverable taxes	4.009	4.513	(504)	-11%
Other Receivables	5.407	11.636	(6.229)	-54%
Investments	0	-	-	-
Property and equipment, net	0	-	-	-
Intangible assets	68.325	77.413	(9.088)	-12%
Total Assets	1.132.177	1.534.588	-402.411	-26%
Current Liabilities	403.939	684.985	-281.046	-41%
Trade accounts payable	22.314	30.387	(8.073)	-27%
Loans and financing	164.595	319.645	(155.050)	-49%
Debentures payable	123.715	224.326	(100.611)	-45%
Accrued payroll obligations and taxes payable	9.956	13.281	(3.325)	-25%
Deferred taxes	19.838	42.419	(22.581)	-53%
Land payable	24.331	12.366	11.965	97%
Advances from customers	10.671	5.575	5.096	91%
Accounts payable	11.657	11.421	236	2%
Dividends	7.294	13.031	(5.737)	-44%
Related parties	9.568	12.534	(2.966)	-24%
Non-Current Liabilities	140.675	252.380	-111.705	-44%
Loans and financings	129.345	116.249	13.096	11%
Debentures payable	0	122.087	(122.087)	-100%
Accrued payroll obligations and taxes payable	0	1.081	(1.081)	-100%
Land payable	0	890	(890)	-100%
Provision for litigation and administrative	5.070	6.556	(1.486)	-23%
Deferred taxes	4.760	2.808	1.952	70%
Accounts payable	1.500	2.709	(1.209)	-45%
Shareholders' Equity	587.563	597.223	-9.660	-2%
Capital stock	461.080	461.080	-	0%
Capital reserve	12.564	12.564	-	0%
Earnings reserve	42.264	20.785	21.479	103%
Treasury stock	(6.119)	-	(6.119)	-
Cumulative Profits (Losses)	-	-	-	-
Minority interest in subsidiaries	77.774	102.794	(25.020)	-24%
Total Liabilities and Shareholders' Equity	1.132.177	1.534.588	-402.411	-26%

2. CASH FLOW

The table below presents the Cash Flow based on the new accounting consolidation method.

Cash Flow (in R\$ thousand)	03/31/14	03/31/13
By operating activities		
Income before Income Taxes and Social Contribution	16.453	20.230
Reconciliation of net income to net cash provided by operating activities:		
Provision for bad debt	453	698
Provision for litigation and administrative	(65)	158
Adjustment to present value	215	(1.761)
Depreciation and amortization	517	552
Amortization of goodwill	-	82
Sales stand depreciation	949	578
Interest on loans and debentures	7.254	11.237
Taxes deferred	(1.153)	(3.261)
Ownership Equity	(2.738)	(3.864)
Increase (decrease) in operating assets:		
Trade accounts receivable	49.447	17.051
Real estate to be sold	9.735	39.771
Recoverable taxes	576	696
Related parties	6.714	(7.158)
Other receivables	1.652	7.890
Increase (decrease) in operating liabilities:		
Trade accounts payable	234	2.220
Accrued payroll obligations and taxes payable	(614)	(391)
Land payable	(24.651)	(24.546)
Advances from customers	(515)	(30)
Accounts payable	(405)	(4.326)
Cash used in operating activities	64.058	55.826
Income tax and social contribution	(5.101)	(6.259)
Net Cash used in operating activities	58.957	49.567
Cash flow from investment activities		
Dividends paid	-	(7.274)
Acquisition of fixed assets	(1.036)	(213)
Reduced Investment	3.176	10.442
Intangible assets acquisition	(497)	(74)
Disposal of Investments	643	-
Disposal of intangible	(5.395)	-
Cash used in investment activities	(3.109)	2.881
Cash flow from loan activities		
Capital reserve - stock option plan	-	8
Debentures issue, Net	(76.398)	(75.220)
Loans and financing, Net	(30.590)	(22.587)
Minority interest	(19.459)	(7.694)
Cash used in loan activities	(126.447)	(105.493)
Increase (decrease) in cash, banks and financial investments	(70.599)	(53.045)
Balance Of Cash, Banks And Financial Investments		
At the beginning of the period	135.805	155.009
At the end of the period	65.206	101.964
Decrease in cash, banks and financial investments	(70.599)	(53.045)

3. PRO-FORMA – OPERATING AND FINANCIAL

The tables and charts below analyze some operating and financial data based on the equity method, and in some cases the additional column for adjustments helps visualize the differences. **Note that the information included in this exhibit has not been reviewed/audited by independent auditors.**

4.1. Sales over Supply (SOS)

VSO (Sales over Supply)	Units	Total PSV in R\$	Trisul's PSV in R\$
Inventory of units as of 01/01/2014	1.396	646.480	536.495
(+) Launchings in 1Q14	0	0	0
Total units for sale in 1Q14 (a)	1.396	646.480	536.495
(-) Units sold in 1Q14 (b)	142	63.181	48.234
Total units for sale as of 04/01/2014	1.254	583.299	488.261
VSO in 1Q14 (b)/(a)	10%	10%	9%

4.2. Inventory Position

Inventory in 03/01/2014	Units		PSV Trisul in R\$ Thousand		PSV Total in R\$ Thousand	
Concluded	390	31%	102.271	21%	156.396	27%
Units under Construction	365	29%	220.394	45%	261.307	45%
→ Launching 2011	76	21%	60.206	27%	75.496	29%
→ Launching 2012	199	55%	109.832	50%	135.455	52%
→ Launching 2013	90	25%	50.356	23%	50.356	19%
Units under launching phases	499	40%	165.596	34%	165.596	28%
	1.254	100%	488.261	100%	583.299	100%

Inventory in 01/01/2014	Units		PSV Trisul in R\$ Thousand		PSV Total in R\$ Thousand	
Low Income	262	21%	54.060	11%	55.894	10%
Mid-High	992	79%	434.201	89%	527.405	90%
	1.254	100%	488.261	100%	583.299	100%

4.3. Cash Position and Debt

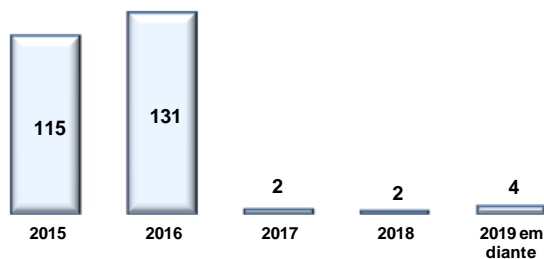
Indebtedness (PROFORMA) In R\$ million	Historical Data											Mar/14 vs. Sep/11
	Mar-14	Dec-13	Sep-13	Jun-13	Mar-13	Dec-12	Sep-12	Jun-12	Mar-12	Dec-11	Sep-11	
Financing for construction - SFH ⁽¹⁾	-154	-144	-145	-187	-213	-226	-248	-284	-289	-345	-345	-55%
Loans for working capital ⁽²⁾	-131	-167	-181	-201	-171	-174	-157	-149	-184	-183	-173	-24%
Consortium/Finame	-0	0	-0	-0	-0	-0	-0	-0	-0	-0	-0	-96%
Leasing ⁽³⁾	-0	0	-0	-0	-0	-0	-1	-1	-1	-1	-1	-90%
Debentures ⁽⁴⁾	-3	-9	-19	-105	-106	-113	-121	-202	-177	-192	-196	-99%
Debentures CEF ⁽⁵⁾	-121	-187	-180	-240	-240	-300	-300	-300	-300	-300	-300	-60%
Total Indebtedness	-409	-507	-526	-734	-731	-814	-826	-935	-951	-1.022	-1.014	-60%
Short term debt	289	-341	-360	-483	-497	-526	-526	-477	-510	-538	-529	-155%
Long term debt	120	-166	-166	-251	-233	-288	-300	-458	-441	-484	-485	-125%
Cash and cash equivalents	11	11	14	23	0	149	136	161	150	144	68	-84%
Financial Investments	57	125	78	185	88	0	0	32	19	25	34	69%
Financial Investments CEF (6)	0	0	0	2	2	0	0	21	47	65	121	-100%
Total Cash and Banks	68	136	92	210	90	149	136	214	217	234	222	-70%
Cash, net of Indebtedness	-342	-371	-434	-524	-641	-665	-690	-721	-734	-788	-792	-57%
Book Value	512	511	511	504	496	488	483	475	471	468	466	10%
Net debt/Book Value	67%	73%	85%	104%	129%	136%	143%	152%	156%	168%	170%	-103,1 p.p.
Net debt excl. SFH/Book Value	37%	44%	57%	67%	86%	90%	91%	92%	95%	95%	96%	-59,3 p.p.
Net debt excl. SFH and Debentures CEF / Book Value	13%	8%	21%	19%	38%	28%	29%	29%	31%	31%	32%	-18,7 p.p.

4.4. Accounts Receivable from Customers

Trisul ended the first quarter with **total receivables** of **R\$741 million**, **R\$330 million** of which corresponding to **performed receivables**.

(in R\$ thousand)	03/31/2014	Adjustment	03/31/2014
Accounts receivable - Realized Income ⁽¹⁾	552.356	22.728	575.084
Accounts receivable - Unrealized Income	199.930	3.799	203.729
Advances from customers ⁽²⁾	-11.521	850	-10.671
TOTAL	740.765	27.377	768.142

Contas a Receber a Longo Prazo
(em R\$ milhões)



⁽¹⁾ Excludes accounts receivable from administration services, adjustment to present value and provisions for doubtful accounts.

⁽²⁾ Amount received from clients that exceeded the recognized revenue and financial swap.

Income Statement

The table below analyzes income statements based on both accounting methods (proportionate consolidation and equity), with an additional column for adjustments to help visualize the differences.

Income Statement	1Q14		1Q13
(in R\$ thousand)	IFRS	Adjustment	Pro-Forma
Gross Operating Revenue	102.804	2.298	100.506
From real estate sold	100.366	2.640	97.726
From services provided	2.405	(342)	2.747
From the leases of properties	33	-	33
(-) Deductions from gross revenue	(2.862)	3	(2.865)
Net Operating Revenue	99.942	2.301	97.641
Operating Costs	(63.973)	3.086	(67.059)
Gross Profit	35.969	(5.387)	30.582
% Gross Margin	36%		31%
Operating Expenses (Income)	(19.762)	2.143	(21.905)
General and Administrative Expenses	(13.459)	66	(13.525)
% G&A expenses	13%	(0)	14%
Selling Expenses	(9.297)	(659)	(8.638)
% selling expenses	9%	0	9%
Tax Expenses	(525)	(41)	(484)
Results by Equity Equivalence	2.738	2.738	-
Provision for contingencies	65	(1)	66
Depreciation & Amortization	(517)	(3)	(514)
Amortization of goodwill	-	-	-
Other operating (expenses) income, net	1.233	43	1.190
Opetating Income	16.207	7.530	8.677
Financial Expenses	(3.898)	32	(3.930)
Financial Revenues	4.144	(210)	4.354
Income before Income Taxes and Social Contribution	16.453	7.352	9.101
Income tax and social contribution	(2.950)	(78)	(2.872)
Income before Minority Interest	13.503	7.274	6.229
Minority Interest	(7.397)	(7.274)	(123)
Net Income (loss)	6.106	-	6.106
% Net Margin before Minority Interest	10,8%		6,4%

Balance Sheet

Consolidated Balance Sheet (in R\$ thousand)	03/31/2014 IFRS	Adjustment	03/31/2014 PRO FORMA
Current Assets	841.188	26.861	814.327
Cash and cash equivalents	65.206	-2.461	67.667
Trade accounts receivable	460.534	22.980	437.554
Real estate to be sold	295.776	7.297	288.479
Other Receivables	15.188	10.505	4.683
Recoverable taxes	4.484	-11.460	15.944
Non-Current Assets	290.989	68.970	222.019
Trade accounts receivable	96.346	-244	96.590
Real estate to be sold	86.032	-3.545	89.577
Related parties	30.870	17.110	13.760
Recoverable taxes	4.009	0	4.009
Other Receivables	5.407	204	5.203
Investments	55.428	55.428	0
Property and equipment, net	10.839	17	10.822
Intangible assets	2.058	0	2.058
Total Assets	1.132.177	95.831	1.036.346
Current Liabilities	403.939	10.575	393.364
Trade accounts payable	22.314	1.050	21.264
Loans and financing	164.595	-632	165.227
Debentures payable	123.715	0	123.715
Accrued payroll obligations and taxes payable	9.956	-486	10.442
Deferred taxes	19.838	186	19.652
Land payable	24.331	0	24.331
Advances from customers	10.671	-850	11.521
Accounts payable	11.657	3.039	8.618
Dividends	7.294	0	7.294
Related parties	9.568	8.268	1.300
Non-Current Liabilities	140.675	9.550	131.125
Loans and financings	129.345	8.974	120.371
Debentures payable	0	0	0
Accrued payroll obligations and taxes payable	0	0	0
Land payable	0	0	0
Provision for litigation and administrative	5.070	584	4.486
Deferred taxes	4.760	-8	4.768
Accounts payable	1.500	0	1.500
Shareholders' Equity	587.563	75.706	511.857
Capital stock	461.080	0	461.080
Capital reserve	12.564	0	12.564
Earnings reserve	42.264	0	42.264
Treasury Stock	(6.119)		(6.119)
Cumulative Profits (Losses)	-	0	-
Minority interest in subsidiaries	77.774	75.706	2.068
Total Liabilities and Shareholders' Equity	1.132.177	95.831	1.036.346

Cash Flow

Cash Flow (in R\$ thousand)	IFRS 03/31/2014	Adjustment	Pro-Forma 03/31/2014
By operating activities			
Income before Income Taxes and Social Contribution	16.453	7.352	9.101
Reconciliation of net income to net cash provided by operating activities:			
Provision for bad debt	453	-	453
Provision for litigation and administrative	(65)	1	(66)
Adjustment to present value	215	(5)	220
Depreciation and amortization	517	3	514
Amortization of goodwill	-	-	-
Sales stand depreciation	949	-	949
Interest on loans and debentures	7.254	-	7.254
Taxes deferred	(1.153)	724	(1.877)
Ownership Equity	(2.738)	(2.738)	-
Increase (decrease) in operating assets:			
Trade accounts receivable	49.447	9.157	40.290
Real estate to be sold	9.735	100	9.635
Recoverable taxes	576	(8)	584
Related parties	6.714	3.529	3.185
Other receivables	1.652	(3.321)	4.973
Increase (decrease) in operating liabilities:			
Trade accounts payable	234	(371)	605
Accrued payroll obligations and taxes payable	(614)	(830)	216
Land payable	(24.651)	-	(24.651)
Advances from customers	(515)	314	(829)
Accounts payable	(405)	2.550	(2.955)
Cash used in operating activities	64.058	16.457	47.601
Income tax and social contribution	(5.101)	(728)	(4.373)
Net Cash used in operating activities	58.957	15.729	43.228
Cash flow from investment activities			
Dividends paid	-	-	-
Acquisition of fixed assets	(1.036)	(74)	(962)
Reduced Investment	3.176	3.176	-
Intangible assets acquisition	(497)	-	(497)
Disposal of investments	643	74	569
Disposal of intangible	(5.395)	-	(5.395)
Cash used in investment activities	(3.109)	3.176	(6.285)
Cash flow from loan activities			
Capital reserve - stock option plan	-	-	-
Debentures issue, Net	(76.398)	-	(76.398)
Loans and financing, Net	(30.590)	(1.856)	(28.734)
Minority interest	(19.459)	(19.459)	-
Cash used in loan activities	(126.447)	(21.315)	(105.132)
Increase (decrease) in cash, banks and financial investments	(70.599)	(2.410)	(68.189)
Balance Of Cash, Banks And Financial Investments			
At the beginning of the period	135.805	(51)	135.856
At the end of the period	65.206	(2.461)	67.667
Decrease in cash, banks and financial investments	(70.599)	(2.410)	(68.189)