



Brazil Real Estate Consulting and Sales Services

Institutional Presentation

Index



1. Business Scenario
2. Business Solution
3. Our Group
4. Our Competitive Advantage
5. Our Team

What We Do

6. Site Selection Process
7. Due Diligence and Documentation
8. Negotiation of Real Estate Transaction
9. How We Work – Methodology
10. References

1. Business Scenario

- As the price of farms and raw land continues to rise in the United States and Europe, investors are looking for less expensive alternatives that provide a lower cost structure and high rates of return, both in terms of money and in terms of yield on crops.
- Typically, foreign investors are attracted to the Brazilian real estate market, but they do not know how to set up a company, purchase large tracts of farmland, and subsequently enter the market and establish operations.
- The legal barriers to entry are somewhat cumbersome and require a strong local team in Brazil with experience, patience, and the proper contacts.



2. Business Solution

IRES – Intelligent Real Estate Solutions

Our professional consulting services help foreign investors understand the realities of entering the Brazilian market. This includes helping them navigate through a full range of legal and tax services as well as business development and relocation services.

Our real estate services help foreign investors through the entire purchasing cycle. This includes all due diligence, setting up the legal Brazilian entity, title work, documentation, negotiations, bi-lingual contracts, translation services, and international payments.

(All of our services include confidentiality and non-compete agreements)



3. Companies in Our Group

IRES is part of the ILS Group of Companies and Partners in Brazil

- **ILSC** – Intelligent Leisure Solutions Consulting - Brazil Business Liaison Services, Business, Tourism and Real Estate Consulting
- **ITS** – Intelligent Travel Solutions - Luxury Travel Services in Brazil and South America
- **IWS** – Intelligent Web Solutions - Full Service Internet Business Consulting
- **ICS** – Intelligent Content Solutions - Content Creation and Translation Services
- **IMRS** – Internet Marketing Road Show - Internet Marketing Event and Professional Development Session
- **Viraleasy** – Social Web Work
- **Socialize** – Technology for Social Media Interactions
- **Penta Partners** – Technology Accelerator – Business Solutions and Services



3. Our Partners

- Legal Team 1 – www.vitorlinsadvogados.com.br
- Legal Team 2 – www.btd.com.br
- Legal Team 3 – www.lhm.com.br
- US Dept. of Agriculture in the US and Brasilia – www.usdabrazil.org
- US Commercial Services – US and Brazil – export.gov/brazil

4. Our Competitive Advantage



Competitive Advantage	Description
<ul style="list-style-type: none">• 15 years as an established business in Brazil• Managed by two MBA rednecks from Nebraska and Alabama• Licensed realtors in both the US and Brazil	<ul style="list-style-type: none">• Extensive network of real estate contacts and properties throughout Brazil with specialization in large tracts of land• 30 years of combined Tenant Rep real estate experience• Concierge, full-service real estate services – needs assessment, site selection, title work, negotiations, contracts, and closing• Our team ensures proper registration of documentation
<ul style="list-style-type: none">• Native English speakers and ability to negotiate in both Portuguese and Spanish• Extensive experience in residential, commercial, and farm-related real estate	<ul style="list-style-type: none">• Multi-lingual team of agents and lawyers that provides full translation services for negotiations and contracts• Very knowledgeable group of lawyers and realtors who conduct thorough due diligence on sellers, buyers, property and its zoning laws, and other required documentation
<ul style="list-style-type: none">• Focus on foreign buyers – the bridge between you and doing business in Brazil !• Focus on farming and helping foreigners purchase and operate large tracts of farmland in Brazil	<ul style="list-style-type: none">• Our real estate agents and lawyers help you through the Brazilian bureaucracy and always negotiate the best terms possible for our clients• Our team knows where to find lower cost land with good value• Extensive farming experience with timber, corn, and soybean growing, marketing, and farm management

5. Our Team



Advisory Board

Fernando Conde: President. Founder and CEO of Newland. Member of the Royal Institute of Chartered Surveyors. Director of the MBA Property Sciences program at the Open University of Catalonia (UOC). President of FOMM and partner in Spain of FOX (Family Office Exchange). Partner of Penta Partners.

http://www.linkedin.com/profile/view?id=234598538&locale=es_ES&trk=tyah

Advisory Board

Henrique Veiga: Non-executive director of several companies in the hospitality and tourism sector. Defined the Strategy for projects (Europe, Brazil, Africa and Caribbean). Founder & Senior Partner of AEQUITATE. President of the Direção de Associações de Hóteles de Portugal. CEO of Amorim Turismo . CEO of Amorim-ACCOR Portugal. Partner of Penta Partners.

http://www.linkedin.com/profile/view?id=19722529&locale=en_US&trk=tyah2

Advisory Board

Dr. Oscar Aguer: International perspective of leading and implementing global projects in the Tourism Industry. VP Whitney International . CEO of FUOC (Education, Research with 4 international companies in the ICT sector). President UOC AC México. Board of Directors for the 22@Network, Barcelona. Partner of Penta Partners. <http://www.linkedin.com/in/oscaraguer>.

Advisory Board

Xavier Gracia: Board of Directors and CIO of multinational company. Chairman of Technological Commission at FC Barcelona. Professor of Information Technology Strategy at UPC & URL Business Schools. Board of Directors TLD (Top Level Domain) in Catalonia. Partner of Penta Partners.

<http://www.linkedin.com/in/xaviergracia>

5. Our Team



Advisory Board

Erico Mendonca: One of the Brazil's key tourism planners with more than 35-years of experience in the area. In his career he worked as superintendent of tourism investments for the State of Bahia, and also as coordinator for a tourism development program in the Brazilian northeast (PRODETUR), among many other strategic positions in the Brazil tourism sector. In the past few years, he has structured a tourism-real estate project in the Brazilian northeast as CEO of Prima S.A. br.linkedin.com/pub/erico-mendonça/1a/8ba/34a

Managing Partner of Group

Robert Phillips: Managing Partner ILS3 - Intelligent Leisure Solutions Group – Brazil Liaison, Real Estate, Travel, Tourism and Entertainment Development, and Internet Business Consulting. Thunderbird School of Global Management Global Council Member, Recipient of the SEBRAE and United Nations Innovations Awards and the Thunderbird Entrepreneur Award. Partner of Penta Partners. www.linkedin.com/in/robertphillips

Director of Operations and Marketing for IRES

Matt Jordan - Salvador, Brazil and Omaha, Nebraska: Matt has over 20 years of commercial and residential real estate experience. He moved to Brazil in 2010 to help launch and lead the real estate group. Matt is from the United States and has over 20 years of international business experience. He speaks English of course as well as French and is proficient in Spanish and Portuguese. He received his international MBA from Thunderbird's School of Global Management. br.linkedin.com/pub/matt-jordan/33/4a1/83a



5. Our Legal Team – 1

- The law office of Vitor Lins & Associates seeks to give its clients legal advice and assistance in both litigation and consultation throughout the Northeast region of Brazil as well as the Federal District of Brasilia.
- Its highly qualified professionals are able to competently assist its clients by offering its services in a new, spacious, and client-friendly office in the city of Salvador, Bahia, and in its affiliated offices in several other Brazilian states.
- Its offices provide legal services in the fields of Civil Law, Company and Trade Law, Business Associate Rules, Real Estate Law, Contract Law, Consumer Law, Banking Law, Commercial Law, Labor Law, and Tax and Administrative Law.



5. Our Legal Team – 2

- The law offices of Brandao & Tourinho Dantas provide a wide range of legal services related to starting a business in Brazil and purchasing property.
- These services include helping foreign companies establish a legal entity in Brazil; all of the due diligence involved in the process of purchasing property in Brazil; preparation for the purchase or the sale of property by a foreign entity in Brazil; drafting of the appropriate real estate contracts; and preparation and submission of all necessary documentation required by all of the government organizations, such as SUDIC, SICM, SEFAZ, the Office of Notes, and Land Registry.
- This law firm also helps with the financial feasibility of its clients' projects and makes economic recommendations based on its analysis. Its services and experience extend well beyond Salvador and Bahia and into the Northeast of Brazil.



5. Our Legal Team – 3

- The law offices of Lilla, Huck, Ontranto, and Camargo are comprised of a group of highly qualified professionals who specialize in Real Estate Law.
- The Firm provides legal counsel with all types of real estate transactions, such as purchases and sales, exchanges, leases, charitable organizations and rent as well as the structuring of complex agreements, involving real estate companies, built-to-suit leases, sale-leaseback transactions, and turn-key lease agreements.
- It also aids in the due diligence for property acquisitions and in the formation of the most suitable structures for the following real estate investments (CRI's - Certificate of Real Estate Receivables and Securitization; FII's - Real Estate Investment Funds; and FIP's - Private Equity Investment Funds).
- The Firm concentrates on the rural real estate sector, advising clients in the acquisition of large tracts of farmland and rural projects, as well as in the surveying and analysis of the ownership certificates and regularization of the agricultural activities before the State Secretariat for Environment, INCRA, and IBAMA.
- Its coverage is the whole of Brazil plus Latin America and other countries around the globe.

What We Do



Site Selection Process

- All services in English and Portuguese
- Thorough needs assessment of buyer/seller specifications and title search
- Verification of sellers and buyers – credibility and financial status plus ownership structure of selling and buying entities
- Presentation of appropriate properties

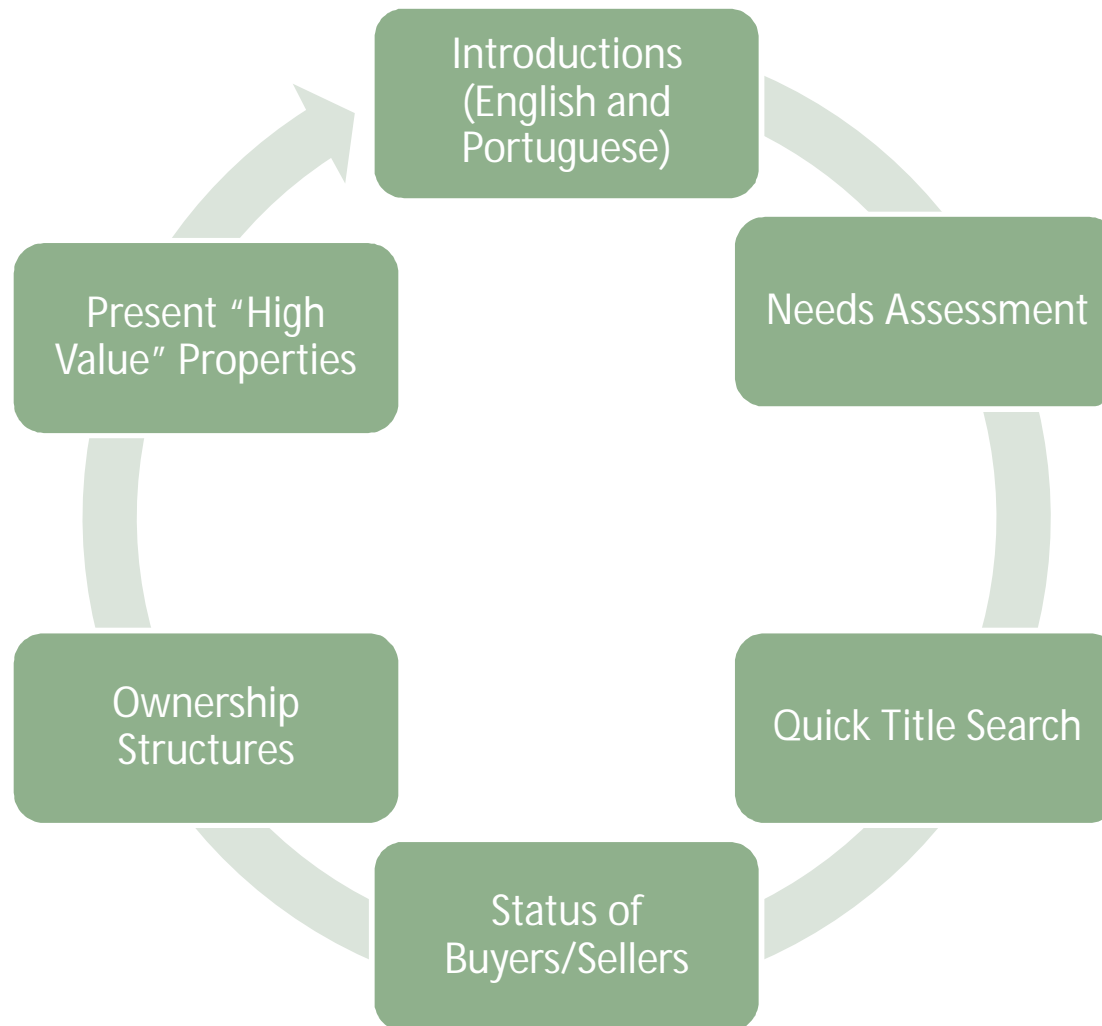
Due Diligence and Documentation

- Due diligence of property, title, zoning laws, and all documentation
- Full review of environmental restrictions and indigenous people's rights
- Review of proposed use of property, business plan, and financials
- Architectural, construction, and environmental consulting services
- Tax analysis, advice, and recommendations

Negotiation of Real Estate Transaction

- Establishment of appropriate Brazilian legal entity
- Definition of terms - Non-disclosure, non-compete, exclusivity agreements
- Negotiations and contract drafting in buyer's language and Portuguese
- Secure FX payments via Central Bank and legitimate financial institutions
- Legal title, permits, and property registration upon closing of transaction
- Ongoing legal and business advice plus relocation services

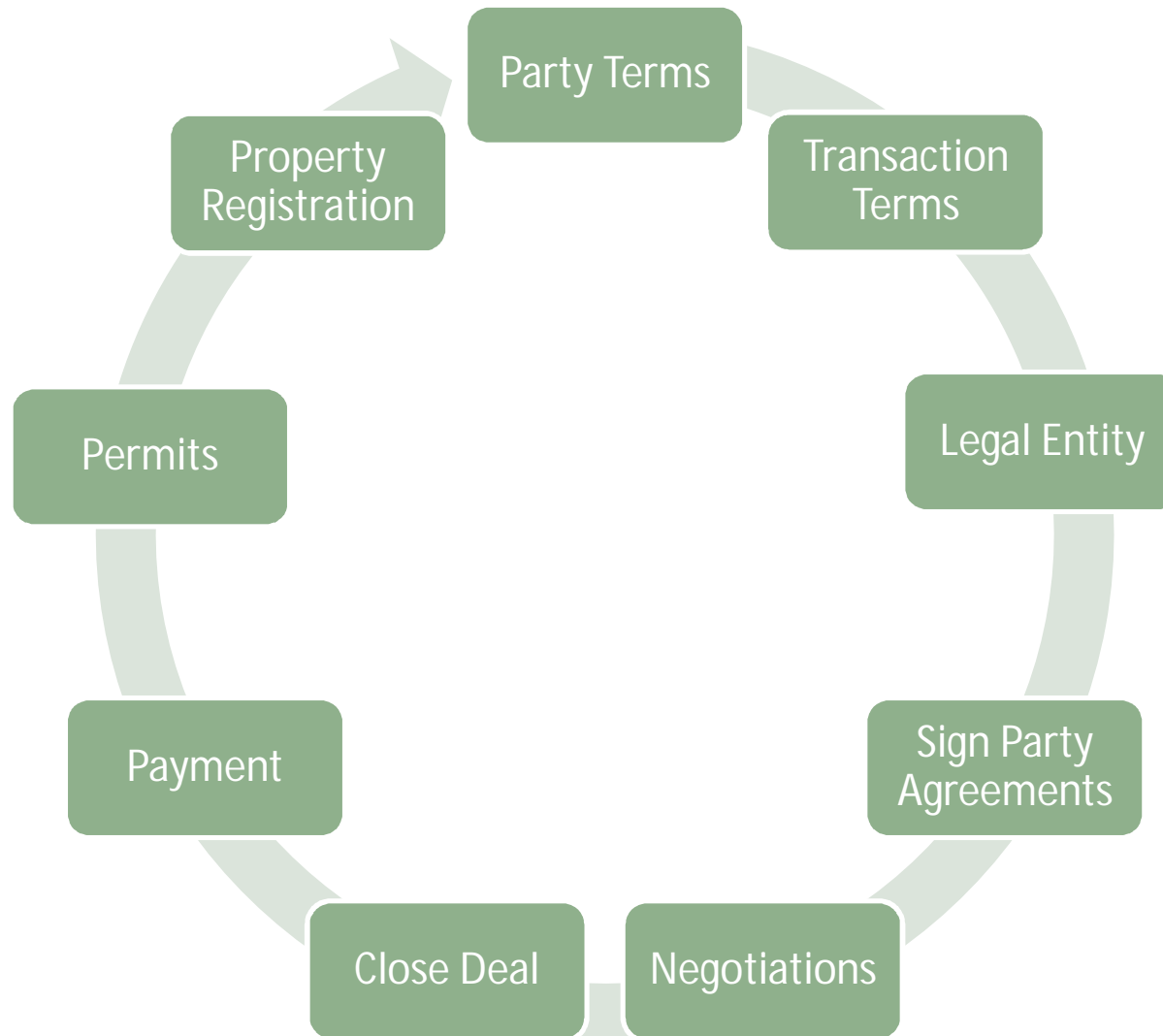
6. Site Selection Process



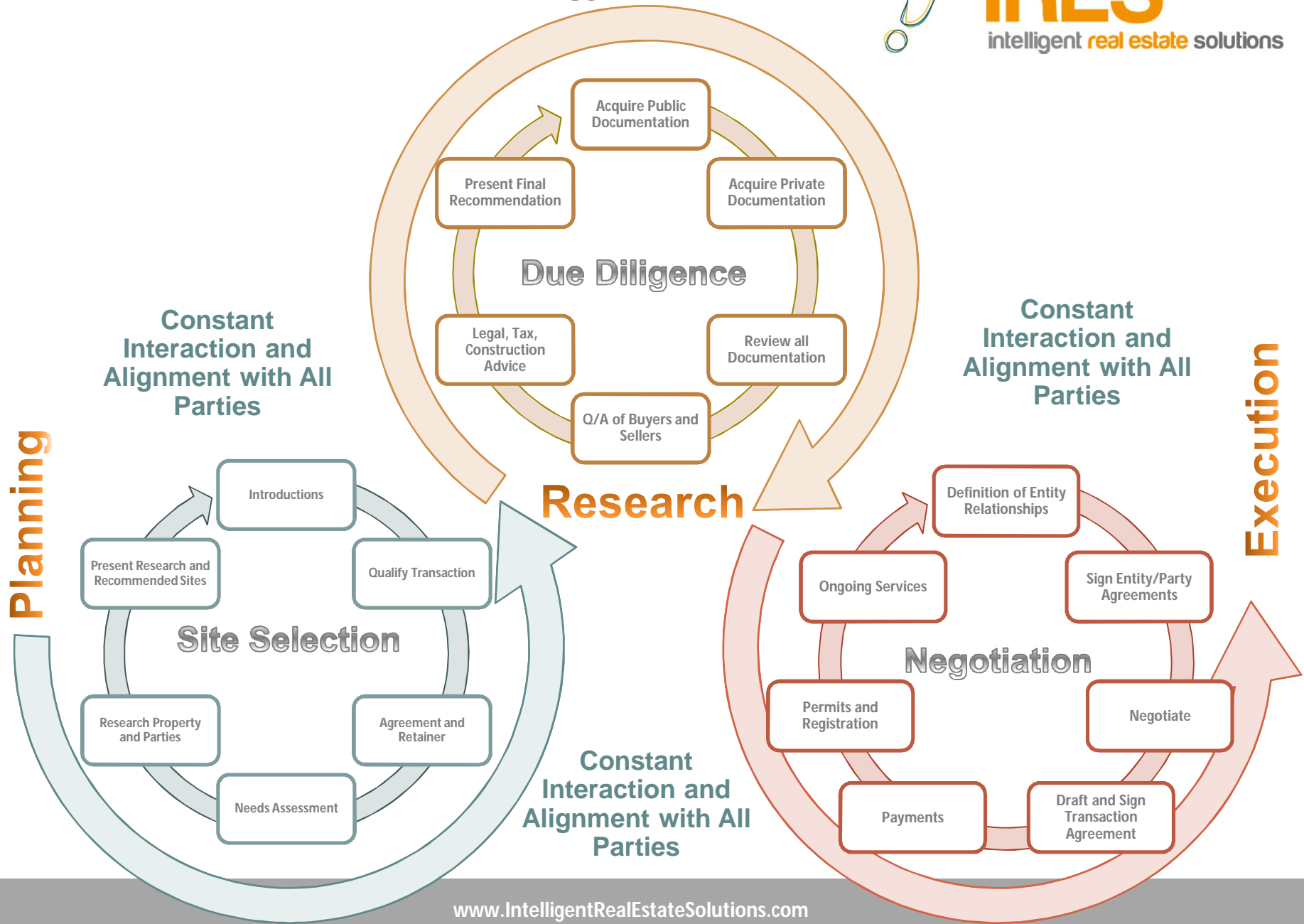
7. Due Diligence and Documentation



8. Negotiation of Real Estate Transaction



9. How We Work – Methodology





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