



A WIN-WIN BUSINESS

June 2022



A BRAZILIAN COMPANY

Founded in 2010, focused on the investment in **Distressed Assets**

Distressed Assets:

Loans in which the borrower has entered into DEFAULT



A WIN-WIN BUSINESS

Our philosophy aims to generate value in each deal for:

LENDERS

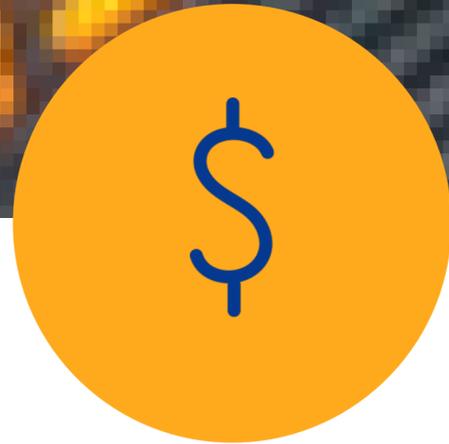
BORROWERS

SHAREHOLDERS

WE SEE VALUE

Where others see problems





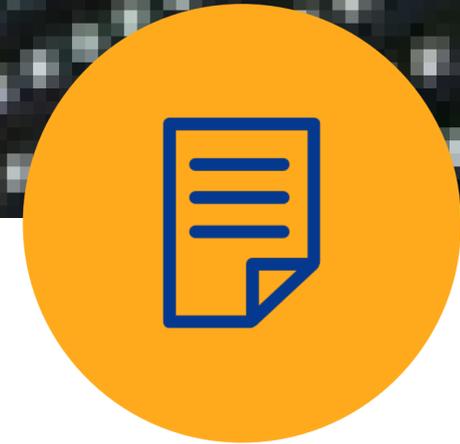
FINANCIAL INSTITUTIONS

Private and state-owned banks, local or foreign controlled, and leasing companies



INVESTORS

Local, offshore funds and individuals, including labor claims' rights



SUPPLIERS & OTHER ASSIGNORS

Credit receivables under dispute or not (Chapter 11", debt consolidations, judicial settlements and other legal rights), including courter-order debt security



**WE PURCHASE
CREDITS AT A
DISCOUNT AND
FOCUS ON
RENEGOTIATION**

&

**FREE OUR
CLIENTS FROM
THE BURDEN OF
MANAGING THE
DISTRESSED
SITUATIONS**

PUTTING OUR SPECIALIZED DEBT COLLECTON EXPERTISE TO WORK



BrD SECTOR EXPERTISE INCLUDES:

- > **Agribusiness**
Including Supplies and Food & Beverage
- > **Building and Infrastructure**
Real State Development, Logistics, Energy
- > **Mining and Steel**
- > **Retail & Wholesale**
- > **Industry and Capital Goods**
- > **Services**
Financial Institutions, Hotels, Tourism, Education and Health
- > **Vehicles and Auto Parts**



**OUR GOAL
IS TO FIND
A
SOLUTION
FOR THE
FUTURE**

**WHAT
HAPPENED IN
THE PAST IS
HISTORY**



SOLUTION DRIVEN

A negotiation might include,
among other possibilities:

- > Discount to
face value
- > Exchange for
other assets
- > **Exchange for rights**
that the borrower
holds
- > **Release of credit**



Of course there is
conflict

**WE DEFEND
OUR
INTERESTS**

But, above all...

**WE UPHOLD
OUR
PRINCIPLES**

PRINCIPLES ADVOCATED

> **Non-negotiable
respect for ethics**

We operate under
International Corporate
Governance and
Sustainability best
practices

> **Generate best
possible results**

> **Compliance**
We abide by the Brazilian laws
and social obligations



OUR HISTORY



Carlos H. A. R. Catraio
Founder Partner



JPMorgan Chase

Credit Manager

Bank of America

Officer

Itaú-Unibanco

Statutory Director

BPN Brasil

CEO

Universidade Federal do Rio de Janeiro

Business Administration

INSEAD

AMP

Beneficência Portuguesa São Paulo

Board Member



Márcio Issao Fujita
Partner Director



Bank of America

Officer

Itaú-Unibanco

Superintendent

Banco Votorantim

Statutory Director

Universidade de São Paulo

Economics

INSEAD

EMBA

Projeto Viver

Board Member



Filipe Casellato Scabora
Director



Moore Stephens

Tax Consultant

Fundação Getúlio Vargas

Professor

PSAA Advogados

Partner

Universidade Estadual Paulista

Law

Universidade de São Paulo

Accounting, Master's and PhD degree

CMADS Ribeirão Preto

Counselor

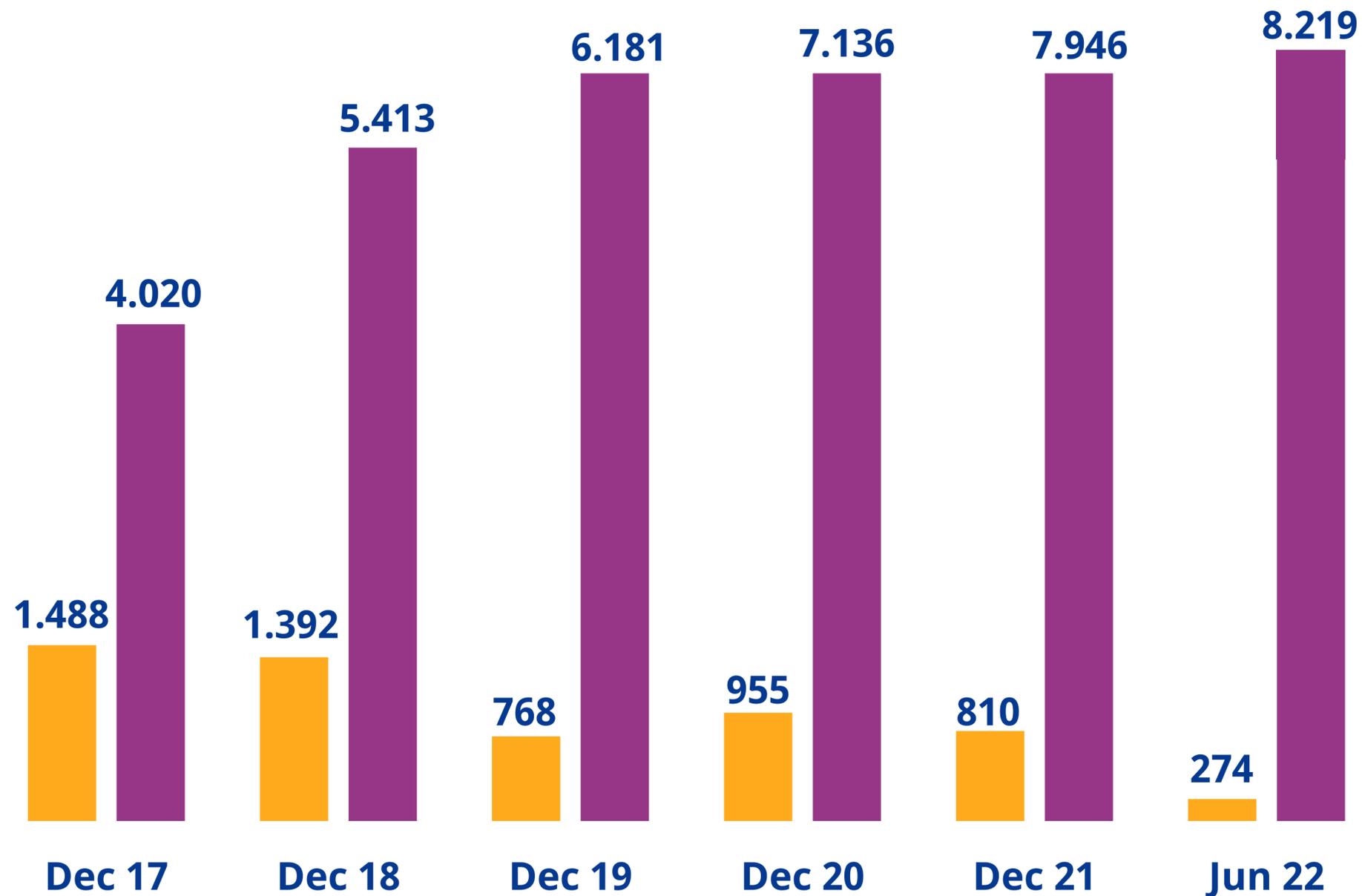


BrD IN NUMBERS

Cumulative face value of deals in which BrD acted as assignee or assignor*

■ YTD Volume
■ Cumulative Volume

*in Mi /BRL





BrD OPERATES IN ALL BRAZILIAN REGIONS

Number of cities where BrD has already closed deals, per region

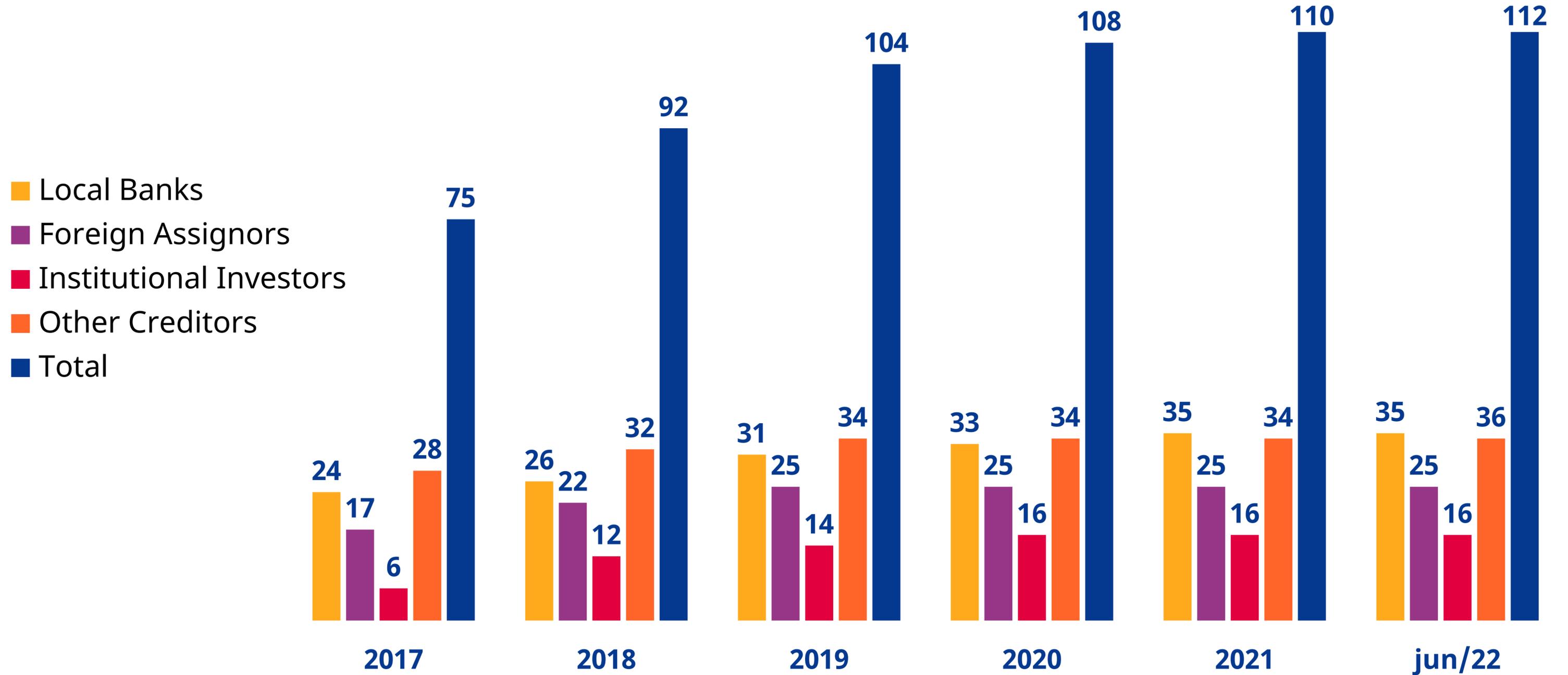


Present in 280 municipalities, BrD does business in every capital and in 74% of the largest Brazilian municipalities.

PROFILE OF TRANSACTION SOURCES



NUMBER OF INSTITUTIONS (Assignors)



BRD IN THE MEDIA



TEM MUITA EMPRESA ENDIVIDADA



Ranking nacional das PMEs que mais cresceram

pequenas e médias empresas que registraram as mais altas taxas de expansão em receita líquida entre 2016 e 2018

Empresa	Segmento	Estado	2016	2017	2018	Crescimento médio anual 2016-2018 (%)
...	Serviços de TI	SP	717.230	11.646.171	14.486.622	349,42
...	Serviços de TI	PR	1.670.078	8.715.567	14.834.000	198,03
...	Infraestrutura	SC	16.886.724	38.695.949	129.810.901	177,26
...	Serviços de TI	SP	2.480.726	7.986.042	13.415.482	132,55
...	Serviços	PE	23.126.000	63.188.000	119.682.000	127,49
...	Serviços de TI	SP	32.992.889	38.971.535	145.911.214	110,30
...	Serviços de TI	SP	10.202.336	2.933.136	44.851.978	109,67
...	Serviços	SP	6.529.779	16.457.024	28.126.143	107,54
...	Serviços	SC	2.725.159	6.687.877	10.902.884	100,02
...	Equipamentos	SP	5.914.096	10.050.710	21.226.379	89,45
...	Serviços	MG	51.331.000	98.541.000	167.233.000	80,50
...	Serviços	SP	5.855.288	10.838.432	18.283.000	76,71
...	Serviços	SP	33.593.000	60.083.000	103.192.000	75,27
...	Serviços	MG	8.025.473	9.523.739	24.139.532	73,43
...	Serviços	SP	12.352.000	24.884.000	35.969.000	70,65
...	Manufaturas	SP	57.634.000	97.300.000	69.000.000	69,05
...	Serviços	SP	24.185.135	35.876.142	56.571.000	65,68
...	Serviços de TI	SP	2.337.077	5.411.000	8.511.000	65,57
...	Serviços de TI	SP	1.559.000	3.317.391	5.411.000	65,57
...	Serviços	SP	10.065.000	18.000.000	28.000.000	65,57

Práticas de inovação

Investem constantemente em tecnologia

Buscam disseminar uma cultura aberta a novas soluções

Buscam capacitar a lidar com a diversidade de desafios

Buscam capacitar a lidar com a diversidade de produtos e serviços

Buscam capacitar a lidar com a diversidade de fornecedores para o desenvolvimento de produtos e serviços

Buscam capacitar a lidar com a diversidade de áreas de pesquisa e desenvolvimento

Buscam capacitar a lidar com a diversidade de produtos que prioriza a inovação



Special Report Americas companies

FT The Americas' Fastest Growing Companies

The second annual ranking of the region's businesses by revenue growth rate places a US fintech lender in the top spot. Plus: Austin lures talent from coastal hubs; Uruguay's \$1bn software export industry; and why LatAm cannot afford a return to the status quo



FT The Americas' Fastest Growing Companies 2022

Rank	Ranked 2021	Name	Country	Sector	Absolute Growth Rate %
1	No	Axonics	US	Health	87,036.7
2	No	Human Bees	US	Support Services	48,345.0
3	No	Coherus BioSciences	US	Pharmaceuticals	30,479.9
4	No	Care+Wear	US	Health	26,545.9
5	No	Brander Group	US	Telecoms	25,067.9
6	No	Solgen Power*	US	Energy	21,690.0
7	No	Chasen Companies*	US	Construction	15,419.6
8	No	Cara Therapeutics	US	Pharmaceuticals	14,727.9
9	No	Ultragenyx Pharmaceutical	US	Pharmaceuticals	10,276.3
10	No	The Vertical Collective	US	Fashion	9,634.8

Brazil Distressed-Asset Firm Shifts Partnership

BrD plans to buy up to \$460 million in soured debt this year

Marcio Fujita, who joined in 2016, named managing partner

By Cristiane Lucchesi and Felipe Marques

(Bloomberg) -- Brazil Distressed, the troubled-asset buyer also shuffled its partnership and said it plans to step up purchases this year.

BrD aims to invest in as much as 1.5 billion reais (\$460 million) from mid-size Brazilian companies, a third more than it bought last year, Carlos Catralo, a managing partner, said in an interview. The firm has purchased about 3 billion reais (\$750 million) of distressed debt in 2020.

In addition, BrD named Marcio Fujita as managing partner to replace Guimaraes, who left the firm in January, according to a source familiar with the company.

Catralo, who joined BrD in 2016, said he and Fujita will lead the firm's investment strategy. Catralo, who joined BrD in 2016, said he and Fujita will lead the firm's investment strategy.



BRAZIL

As the market matures and asset managers are pursuing strategies and specializations, deal categories of corporate consumer debt

INVESTORS DISTRESSE!

As it tends to happen, some investors used his. For example, the holiday season is a time when the market is more active. The holiday season is a time when the market is more active. The holiday season is a time when the market is more active.

2020

THE AMERICAS' FASTEST GROWING COMPANIES

BrD Brasil Distressed Consultoria Empresarial

Fastest Growing Companies

Financial Times - April 2021



EVENTS WE SUPPORT / PARTICIPATE

LATINFINANCE
THE 9TH LATIN AMERICA CHINA INVESTORS FORUM
March 26, 2019 | Beijing, China

Lead Sponsor:

Carlos H.A.R. Catraio
Brasil Distressed



GLOBAL NPL

LONDON • 5-6 October 2022

Pullman London St Pancras hotel

Glentzur
We make your life easier

IMF MEETING 2019 WASHINGTON DC

- Bradesco** GARDEN 1&2 - LOBBY
- 交通銀行** LOBBY
- BrD** LOBBY
- Bci** SUITE # 733, 7th floor
- Banco de Chile** SUITE # 633, 6th floor
- Daycoval** LOBBY

CITI ISO DATAGRO
NY SUGAR & ETHANOL CONFERENCE 2022

THANK YOU!

REALIZATION: CITI DATAGRO ISO

LATAM DEVELOPMENTS IN A BURGEONING DEBT MARKET

FEBRUARY 24 16:00 GMT

- Pedro Guizzo
IVIX Value Creation
Moderator
- Renato Azevedo
Latache Capital
- Carlos Catraio
BRD Brasil Distressed
- Marcelo Ricupero
Mattos Filho
- João Paulo Dutra e Silva
Banco do Brasil
- Eduardo Omoto Garcia
IFC
- João André Abreu
BrFocus



TURNAROUND BOOTCAMP

A powerful forum across the entire Distressed Investing & NPL ecosystem

Capital Connection Forum BOSTON 2022

Loan & REO Sale Advisors
Market Makers
Deal Closers

CAPITAL CONNECTION FORUM 2022
June 23 | Boston

leading the industry for 30 years

sponsors: Hogan Lovells, CONWAY MACKENZIE, BRAZILIAN AMERICAN, CreditTux, FENG, HEDGE CONNECTION, ICC, ilpa, TMA, XTRACTRESEARCH

DEBTWIRE LATIN AMERICA FORUM
OCTOBER 6, 2017
MERRITT ESSEX HOUSE
NEW YORK

Carlos Catraio
BRD - Brasil Distressed

SPEAKER



GLOBAL DEBT BUSINESS ONLINE

15th LatAm CEO Conference
In New York

CARBON NEUTRAL EVENT
CO₂e

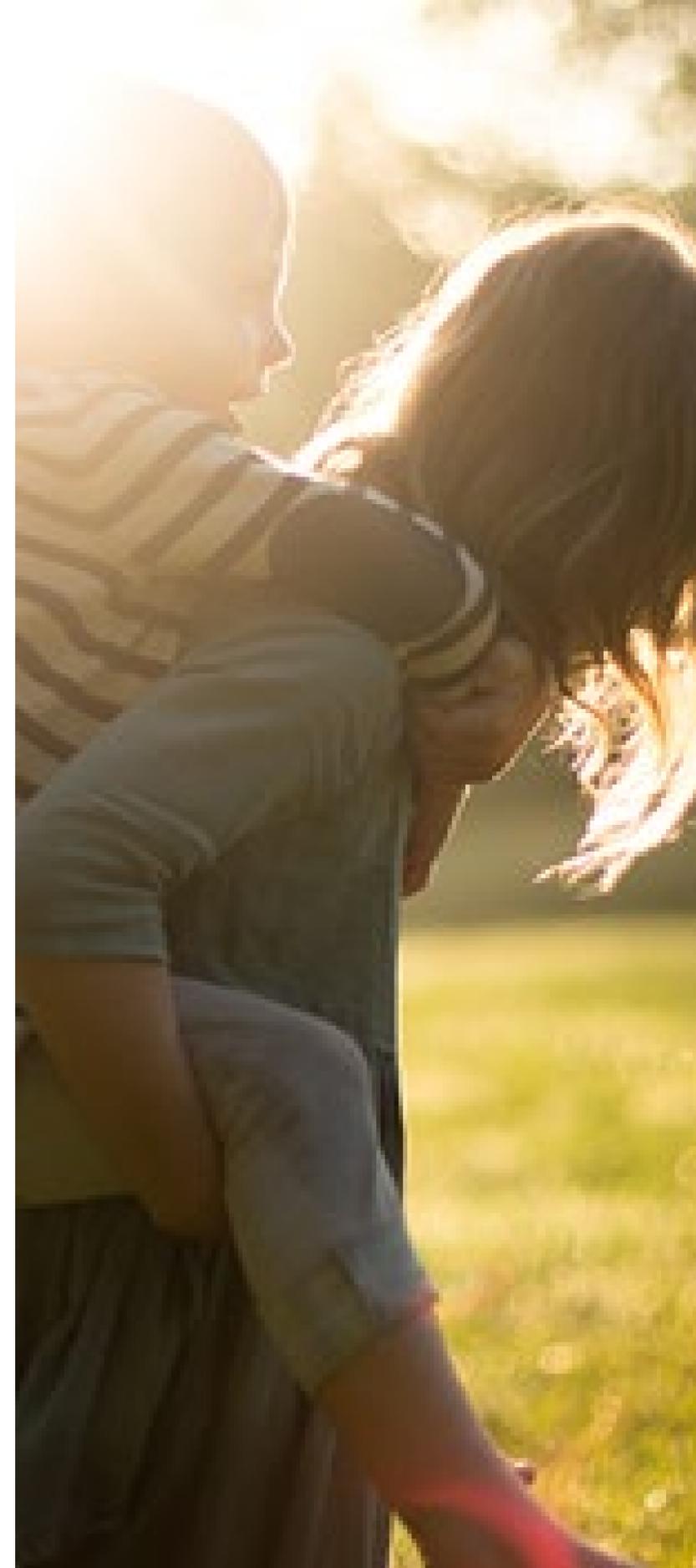
IDIT22

ANNUAL MEETINGS 2019
WASHINGTON DC
WORLD BANK GROUP
INTERNATIONAL MONETARY FUND

Carlos Catraio

TMA
Turnaround Management Association
Brasil

SOCIAL CAUSES



BrD Brasil Distressed is, since 2019, a member of the Global Compact Brazil Network, a UN initiative that involves the private sector in actions aligned with the Sustainable Development Goals.

Know more at pactoglobal.org.br

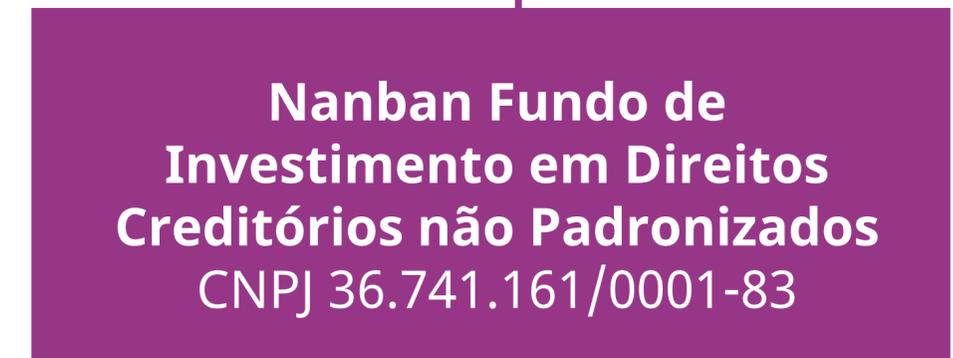
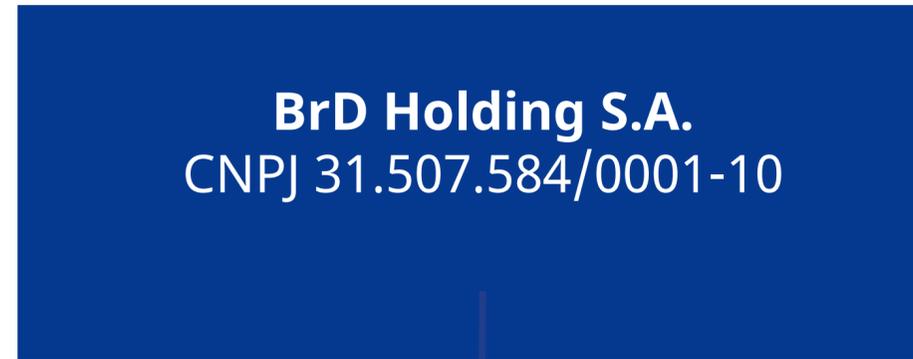


Pacto Global
Rede Brasil



SHAREHOLDERS

STRUCTURE





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