

Ocupantes Project Management assists the expansion of GE Oil & Gas in Macaé



A world leader in the supply of advanced technology equipment and services for all the segments of the oil and gas industry, GE Oil & Gas is always expanding its business to achieve a more effective relationship with its customers.

With the aim of growing its manufacturing and product warehousing capabilities, in addition to improving the quality of life of its employees, the unit located in Macaé (State of Rio de Janeiro) has undergone expansion.

GE Oil & Gas, who conducts maintenance and repair services of equipment used in oil drilling and production, such as wellhead tools and "christmas trees", in addition to their offshore activities, including the production of tubulars for casing, has selected Ocupantes Project Management to aid them in the expansion of its facilities.

Among the company's main requirements the following can be highlighted: the construction of a new administrative building, the construction of covered warehouses and open spaces, construction of a new building for tubular manufacturing, in addition to the assembly/disassembly, boiler shop and parts machining processes. In order to remedy the problems faced by GE swiftly and efficiently, Ocupantes Project Management set aside a team to assist the in-house project manager, seeking simple solutions for overcoming internal and external obstacles, allowing for the expansion project to follow through.

With a specialized and integrated building inspection team, both technical and management obstacles were eliminated. The contracting was also important to allow the company to dedicate itself to recruiting staff for the production processes without the need for large internal staff reassignments.

Another notable highlight was the participation of the Ocupantes Project Management team in defining important architectural aspects, such as the warehouse layouts and internal fittings. The price negotiations to allow for the expansion were also managed by competent staff, achieving savings of up to 65% in some particular cases.

The process involving additional services was also mediated by the Ocupantes Project Management team, reducing the values requested by the constructors from R\$ 1.9 million down to R\$ 350 thousand. The key role played by Ocupantes Project Management entailed the analysis of all aspects of the project and strategic recommendations suited to each specific situation, task scheduling and work planning, aiming to minimize the impact on project delivery dates to GE.

The client's satisfaction regarding the services rendered by Ocupantes Project Management became clear in the letter received from the GE Production Manager, Mr. Paulo Gusmão. "Regarding the services provided, this company has met the objectives for which it was contracted, in a responsible and positive manner, contributing towards the success of this venture." ■



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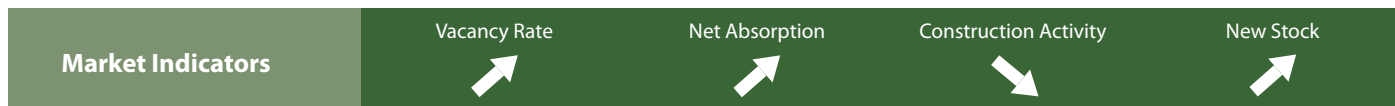
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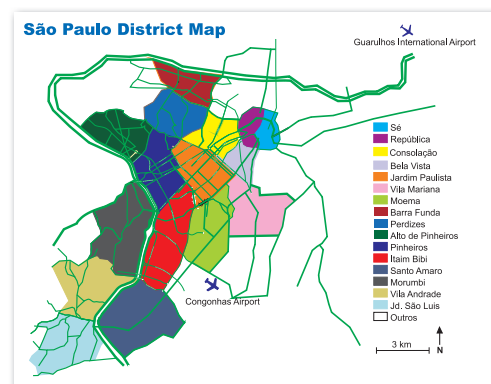
Rua Fernandes Moreira, 1.166, 4º andar
04716-003, São Paulo - SP, Brazil
Tel. +55 11 5182.3455

Vacancy Levels in Class A rise in São Paulo for the fourth consecutive quarter



A total of 170 thousand m² was delivered in São Paulo over the 3rd Quarter 2012. Developments highly awaited for by the market which had encountered delivery delays were finally concluded and all necessary documentation obtained for subsequent occupation, such as the Pátio Malzoni with 68,657 m² and WTorre Paulista, a well succeeded retrofit on Avenida Paulista with 24,138 m².

The volume of new stock caused vacancy levels in Class A buildings to rise for the fourth consecutive quarter, up from 7.53% to 9.64%. This figure was only not higher because several buildings, including those already mentioned and others such as the Nações Unidas Corporate 20.000 and the NovaAmérica – Office Park, became operational with most of the available space taken up. This was possible due to pre-lease contracts established during construction of these buildings. This also led net absorption levels in Class A to be four times those of the 2nd quarter 2012, reaching 85,940 m².

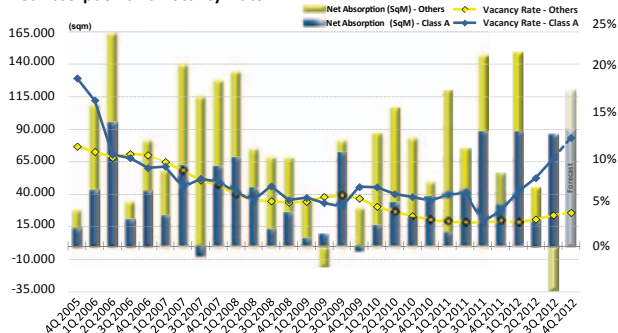


The volume of stock does not reduce construction activity

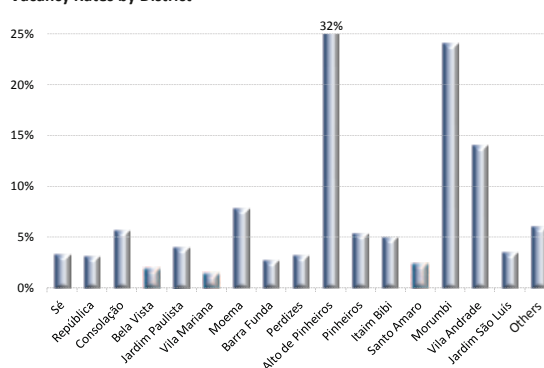
Despite a large delivery of office space in the 3rd quarter 2012, the second largest since 2005, the constructive activity has remained practically at the same levels, with a slight drop from 1.533.345 m² down to 1.503.270 m². The reason for this is that construction has begun on a large number of buildings with floor plans under 700 m², somewhat counter balancing the volume of newly delivered stock.

The forecast for the 4th quarter 2012 is that deliveries should exceed 200 thousand m², subject to their confirmation within the quarter.**

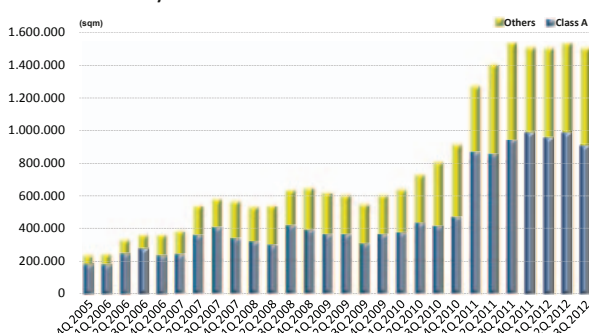
Net Absorption and Vacancy Rate



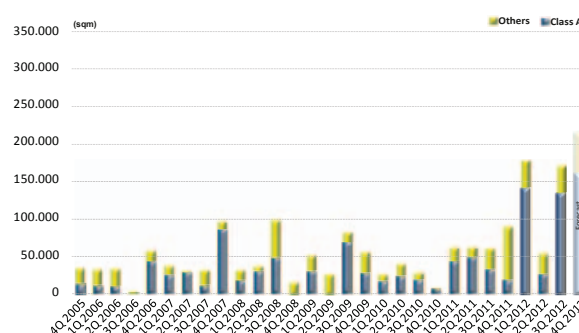
Vacancy Rates by District



Construction Activity



New Stock



* Classe A: Edifícios em Class A: Buildings delivered after 1991, with a leasable area of 700 m² per floor-plate, and high technical standards.

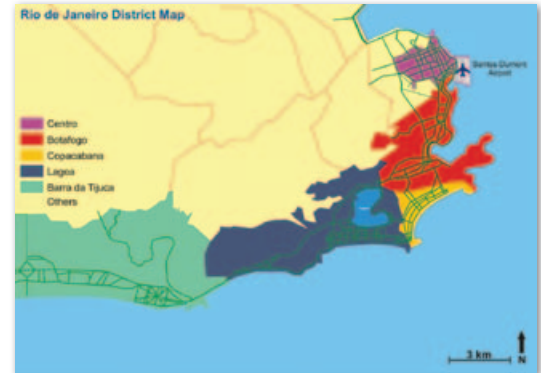
** Ocupantes works with information supplied by constructors and developers.

Drastic drop in net absorption in Rio de Janeiro



Six months after the largest net absorption was recorded in the history of Rio de Janeiro, total net absorption has not been that encouraging during this third quarter 2012 at 355 m2. In Class A buildings a greater volume was recorded with a total net absorption of 8,503 m2.

As forecasted in the 2nd quarter 2012 Market Bulletin, the vacancy rate levels in the city of Rio de Janeiro showed a slight increase up from 1.94% to 1.99%, considering all buildings. In Class A buildings, vacancy rate levels increased slightly, from 8.59% to 8.64%. The rise can be attributed mainly to the delivery of two corporate office towers in the Plaza Offices Campo Grande complex, in the district of Campo Grande, jointly totaling 9,629 m2.

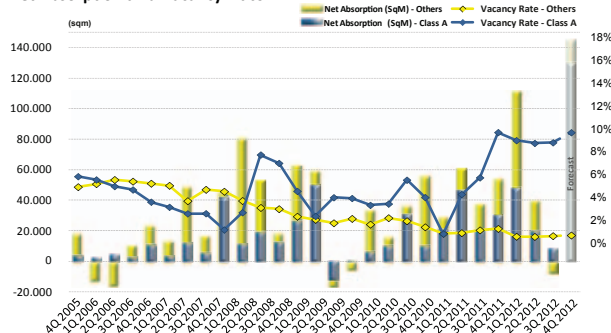


Third quarter 2012 forecasted deliveries are not confirmed.

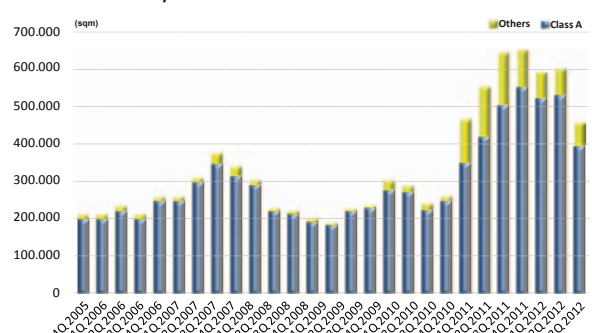
For the second consecutive quarter, the four towers of Centro Empresarial Senado, with 77,000 m2 and the Presidente Business Center with 40,800 m2 have been among the most expected deliveries in Rio de Janeiro. Delivery dates for both developments have been postponed yet again. As a result, the total deliveries in the quarter stood at 19,204 m2. A notable highlight was the retrofit of Venezuela, 43 with 6,800 m2, located in the port district of Rio de Janeiro.

If these deliveries are confirmed in the coming quarter, the forecast is that vacancy rate levels over the next quarter should reach 10% for Class A buildings. **

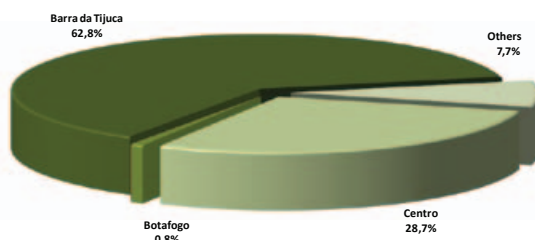
Net Absorption and Vacancy Rate



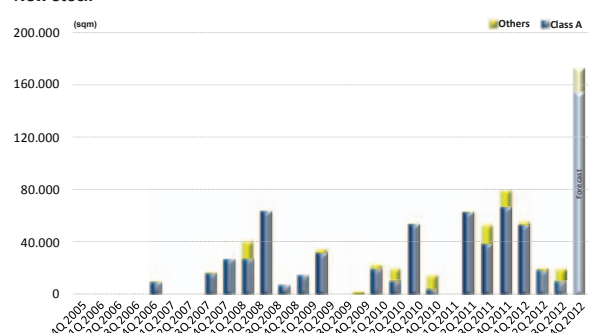
Construction Activity



Construction Activity Distribution by District



New Stock



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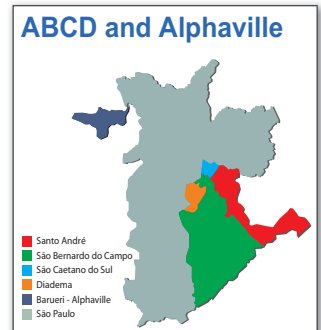
Alphaville heading for its first million m² in total stock

With the delivery of the two towers of Canopus Alphaville complex totaling 56,120 m², vacancy rate levels in the region are on the rise once again. The vacancy rate level reached 20.29% considering all buildings and 24.92% for Class A buildings.

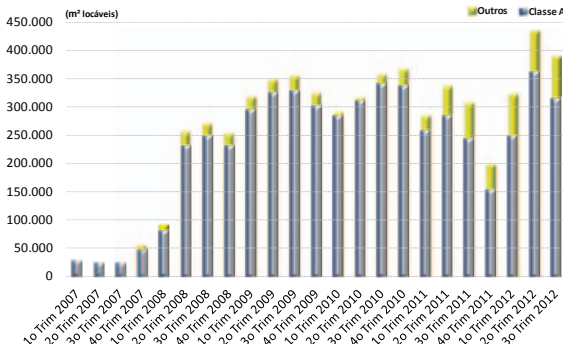
Despite a high level of vacant space, the construction activity in the region remains high. Currently, 390,651 m² are under construction with deliveries expected over the next three years. This construction rate is one of the highest in history

and once all buildings are delivered, Alphaville will overtake 1 million square meters in total office stock. Clearly a significant achievement if one considers that the district has approximately 10 million square meters of land.

In addition to Alphaville, other regions of Greater São Paulo also registered an increase in vacancy rate levels. With the delivery of two towers, Business and Corporate, in the Domo Complex in São Bernardo do Campo, the largest city within the ABC region, vacancy rates jumped from 1.12% to 38.30% considering all buildings. São Caetano do Sul also registered an increase in vacancy rates, resulting from the delivery of The Office Brookfield building with 4,560 m², causing vacancy levels to jump from 1.57% to 6.08%, considering all buildings.



Alphaville - Atividade Construtiva



Success Stories - Raytheon Anschuetz – New office in Brazil



More than 100 years ago, Raytheon Anschuetz invented the gyro compass. Today Raytheon Anschuetz are a leading supplier of Integrated Bridge Systems (IBS) and nautical equipment for the shipping and shipbuilding market. Their brands Anschütz and Raytheon enjoy international reputation, standing for reliability and safety in navigation as well as for personal and predictable service support during the ship's whole life cycle.

The growth of Brazil's shipbuilding industry prompted the need for Raytheon Anschuetz to establish a new center for ship navigation and systems integration for the Brazilian shipbuilding, shipping and offshore industries.

Ocupantes was engaged by this global leader of nautical navigation systems to conduct the entire search, negotiation and lease acquisition process for their new facilities in Brazil.

A team of consultants based in Ocupantes' Rio de Janeiro office, began the search for a new facility, targeting initially space next to the port district. As the project progressed, Raytheon Anschuetz realized that the most suited solution would be to be in close proximity to its Training Centre partnership in the Barra da Tijuca region.

Within a short period of time, Ocupantes began negotiations of office spaces in the same building where Raytheon Anschuetz would carry out product training. The layout of these facilities met precisely Raytheon Anschuetz's requirements, without the need for refurbishment or adaptations. Through clarity in its communications, creativity and empathy, Ocupantes overcame the difficulties resulting from the lack of a federal tax registration and incorporation documents filed with the Commercial Registry Office, at the time, by Raytheon Anschuetz in Brasil.

With Ocupantes' support suitable facilities were leased, fully ready for use and occupying less space because of the adjacent Training Centre in the same building, resulting in savings in rental costs and office adaptations totaling R\$ 1 million.

Ocupantes is proud to have cooperated with Raytheon Anschuetz in establishing their new office in Rio de Janeiro.

According to the client, in the words of their director, Mr. Paul Robbe, "I would like congratulate the whole team at Ocupantes Rio de Janeiro, for a job well done and I would like to extend my special appreciation for the support, assistance, professional approach, knowledge and skills demonstrated during the search process for a viable location for Raytheon Anschuetz do Brasil".

