



**BrD**  
**BRASIL**  
**DISTRESSED**  
13 ANOS

# A WIN-WIN BUSINESS

June 2023



# 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 counter-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  
[catraio@brd.net.br](mailto:catraio@brd.net.br)



**JPMorgan Chase**  
Credit Manager  
**Bank of America**  
Officer  
**Itaú-Unibanco**  
Staturory Director  
**BPN Brasil**  
CEO

**Universidade Federal do Rio de Janeiro**  
Business Administration  
**INSEAD**  
AMP

**Beneficência Portuguesa São Paulo**  
Counselor



**Márcio Issao Fujita**

Partner Director  
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**Bank of America**  
Officer  
**Itaú-Unibanco**  
Superintendent  
**Banco Votorantim**  
Staturory Director

**Universidade de São Paulo**  
Economics  
**INSEAD**  
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**Projeto Viver**  
Counselor



**Filipe Casellato Scabora**

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**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

# OUR MANAGEMENT TEAM



**Miguel Boudakian**

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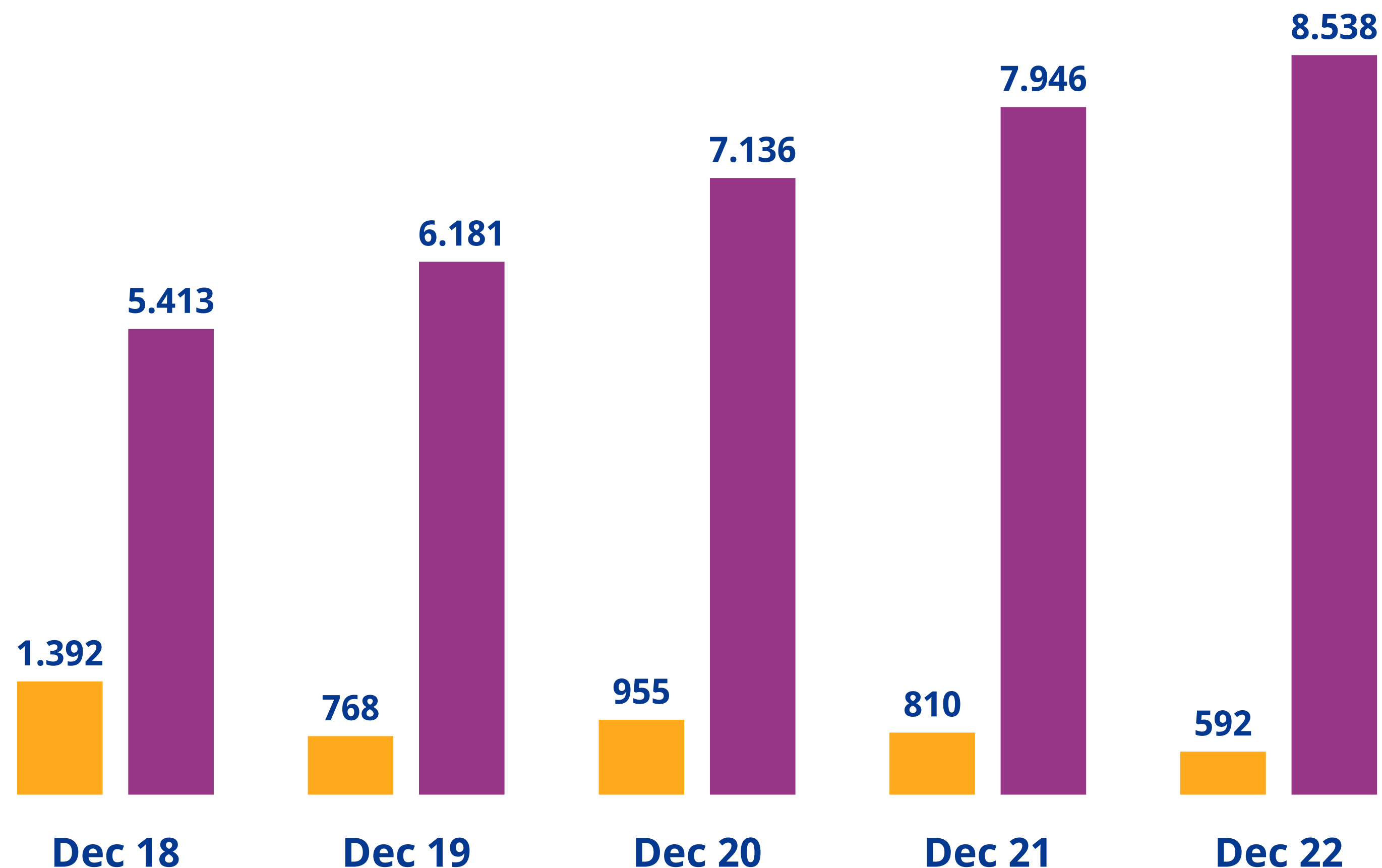


# BrD IN NUMBERS

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

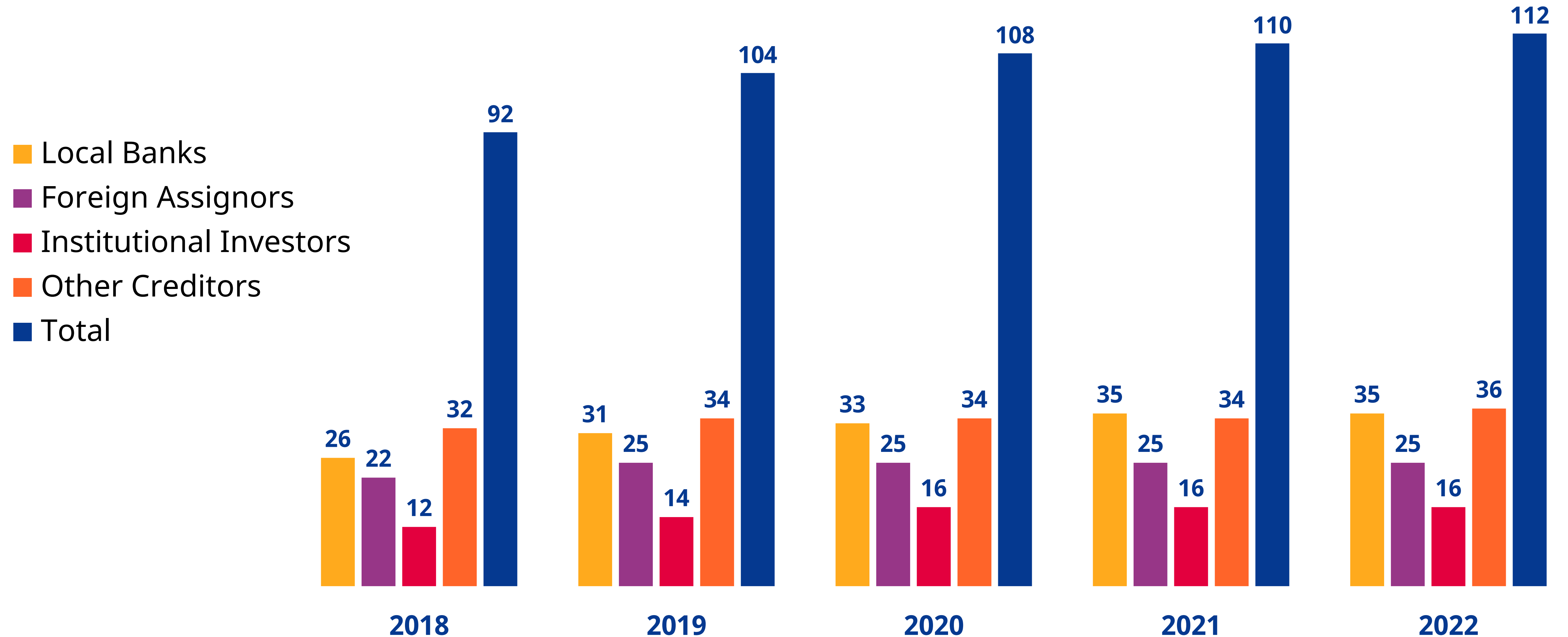


Present in 289 municipalities, BrD does business in every capital and in 76% of the largest Brazilian municipalities.

# PROFILE OF TRANSACTION SOURCES



NUMBER OF INSTITUTIONS (Assignors)







# EVENTS WE SUPPORT / PARTICIPATE

**LATINFINANCE**  
**THE 9<sup>TH</sup> LATIN AMERICA CHINA INVESTORS FORUM**  
March 26, 2019 | Beijing, China  
Lead Sponsor:  
Carlos H.A.R. Catraio  
Brasil Distressed  
LATINFINANCE



## GLOBAL NPL

LONDON • 5-6 October 2022

Pullman London St Pancras hotel

**Glenztur**  
*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

**Alternative & Distressed Investing Summit 2023**  
**DISTRESSED INVESTING BRAZIL**  
OPPORTUNITIES, RISKS AND PERSPECTIVES  
29 MARCH 2023 - 14:00 BST TRACK 2 | STAMFORD BRIDGE STADIUM LONDON

**Lúcio Feijó**  
Senior Partner, Feijó Lopes  
MODERATOR

**Filipe Casellato Scabora**  
Director  
BrD - Brasil Distressed

**Carlos Catraio**  
BRD - Brasil Distressed  
**SPEAKER**

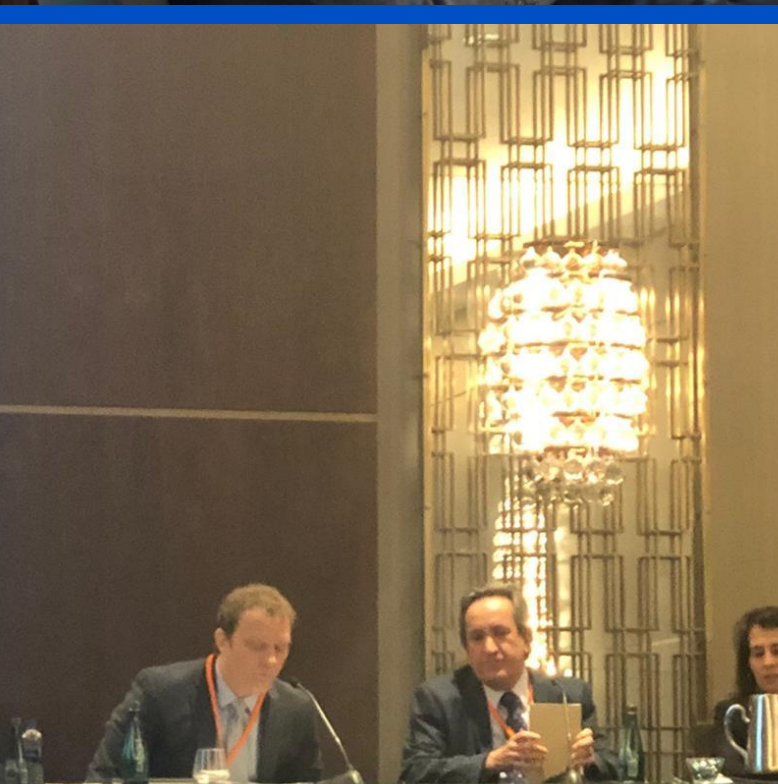


**TURNAROUND BOOTCAMP**

A powerful forum across the entire Distressed Investing & NPL ecosystem  
**Capital Connection Forum**



Hogan Lovells  
CONWAY MACKENZIE  
CreditTux  
FENG  
HEDGE CONNECTION  
ICC  
ilpa  
ITMA  
XTRACTRESEARCH



**GLOBAL DEBT BUSINESS ONLINE**

**TURNAROUND BOOTCAMP**

**BOSTON 2022**

**16<sup>th</sup> LatAm CEO Conference**  
in New York

**ANNUAL MEETINGS 2019**  
WASHINGTON DC  
WORLD BANK GROUP  
INTERNATIONAL MONETARY FUND

**Market Restructuring**

**TMA**  
Turnaround Management Association  
Brasil

**Carlos Catraio**

# 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.

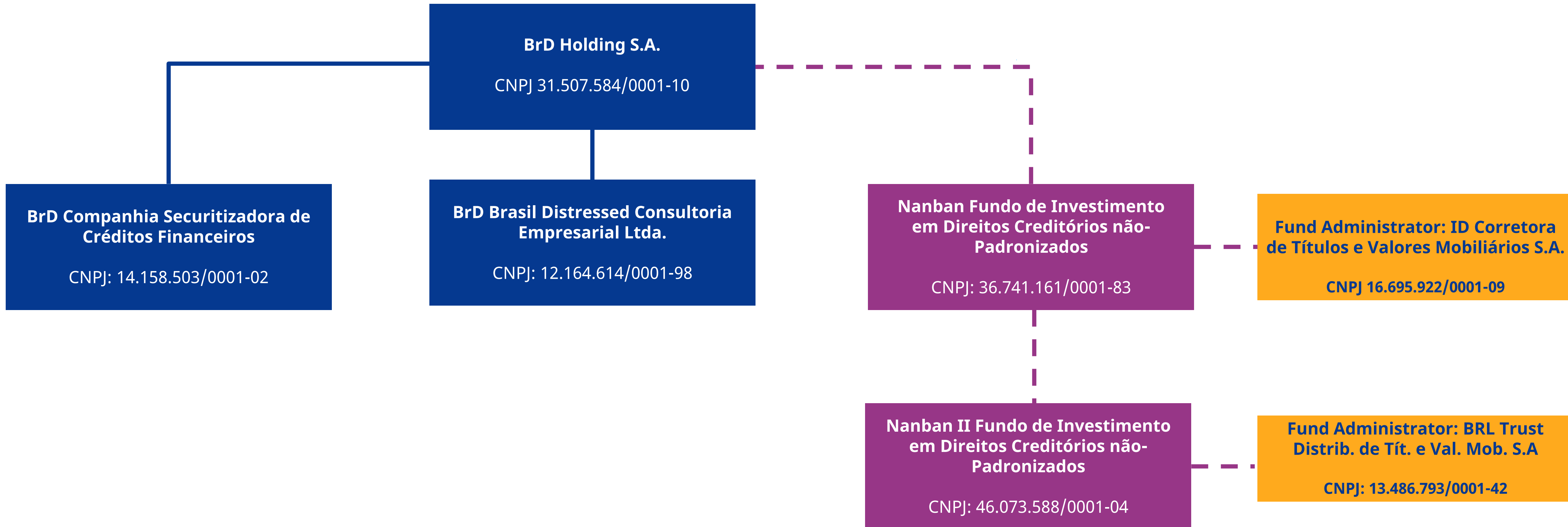
Know more at [pactoglobal.org.br](http://pactoglobal.org.br)



Pacto Global  
Rede Brasil



# CORPORATE STRUCTURE





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