



BrD
BRASIL
DISTRESSED
15 ANOS

A WIN-WIN BUSINESS

2025



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

CLIENTS

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 court-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 COLLETION EXPERTISE TO WORK



BrD SECTOR EXPERTISE INCLUDES:

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



**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 AND VALUES

> **Non-negotiable respect for ethics**

We operate under International Corporate Governance and Sustainability best practices

> **Compliance**

We abide by the Brazilian laws and social obligations

> **Generate best possible results**



OUR HISTORY



Carlos H. A. R. Catraio 
Founder Partner

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

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

Universidade de São Paulo
Economics
INSEAD
EMBA

Projeto Viver
Counselor



Filipe Casellato Scabora 
Partner 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

OUR MANAGEMENT TEAM



Miguel Boudakian 
Investments

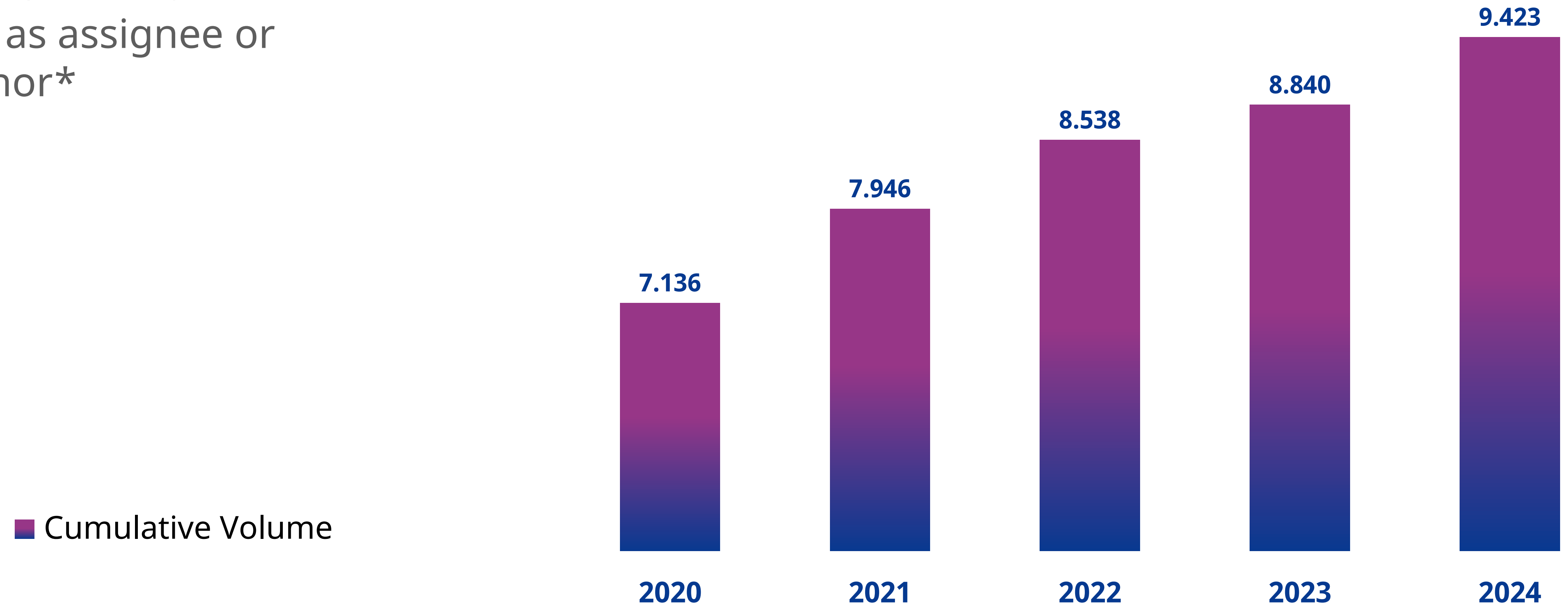
Soraia Alves Felipe 
Backoffice

George Spörl 
Commercial

TRANSACTION VOLUME



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



■ Cumulative Volume

*in Mi /BR

OPERATES IN ALL BRAZILIAN REGIONS



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



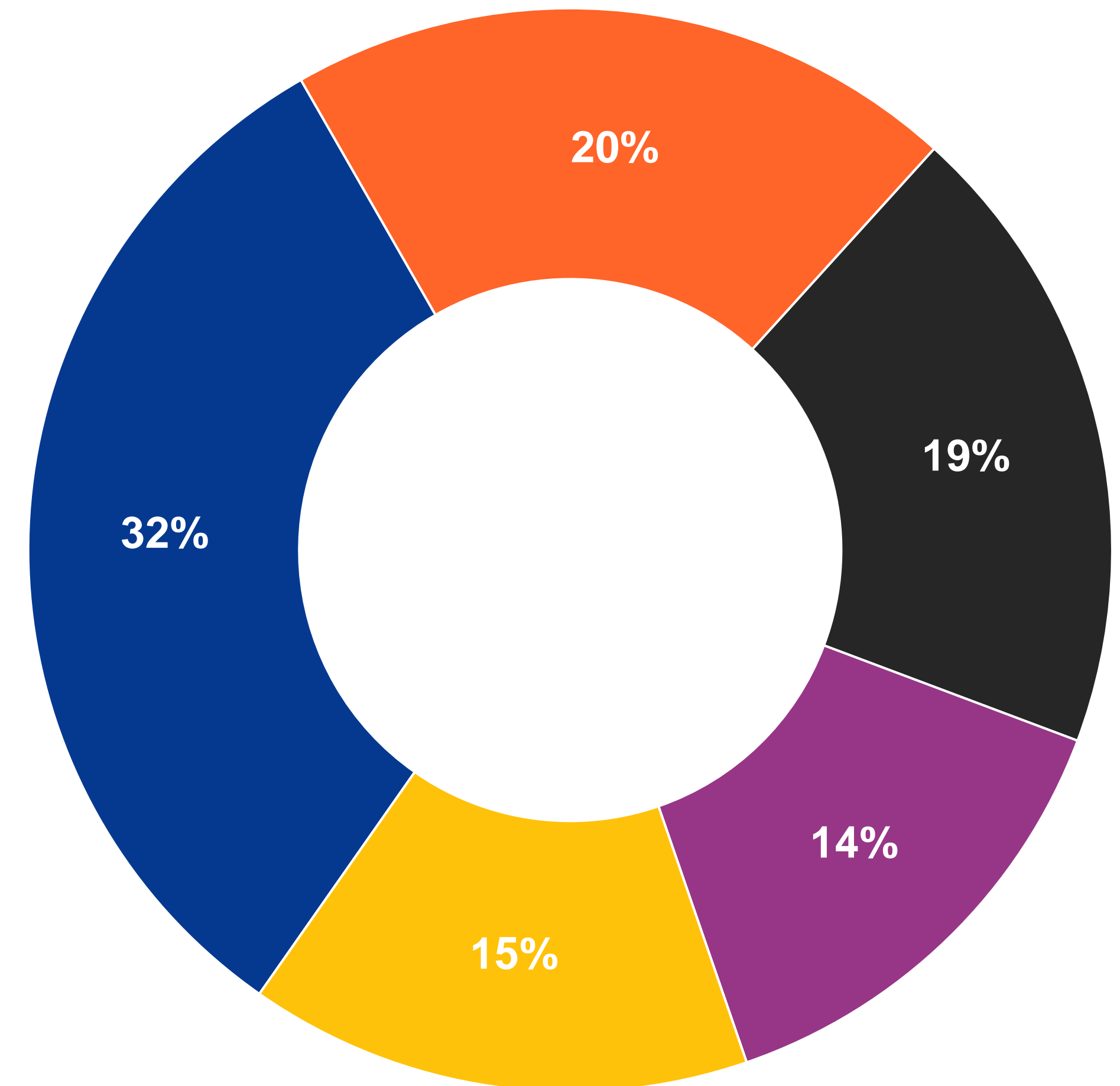
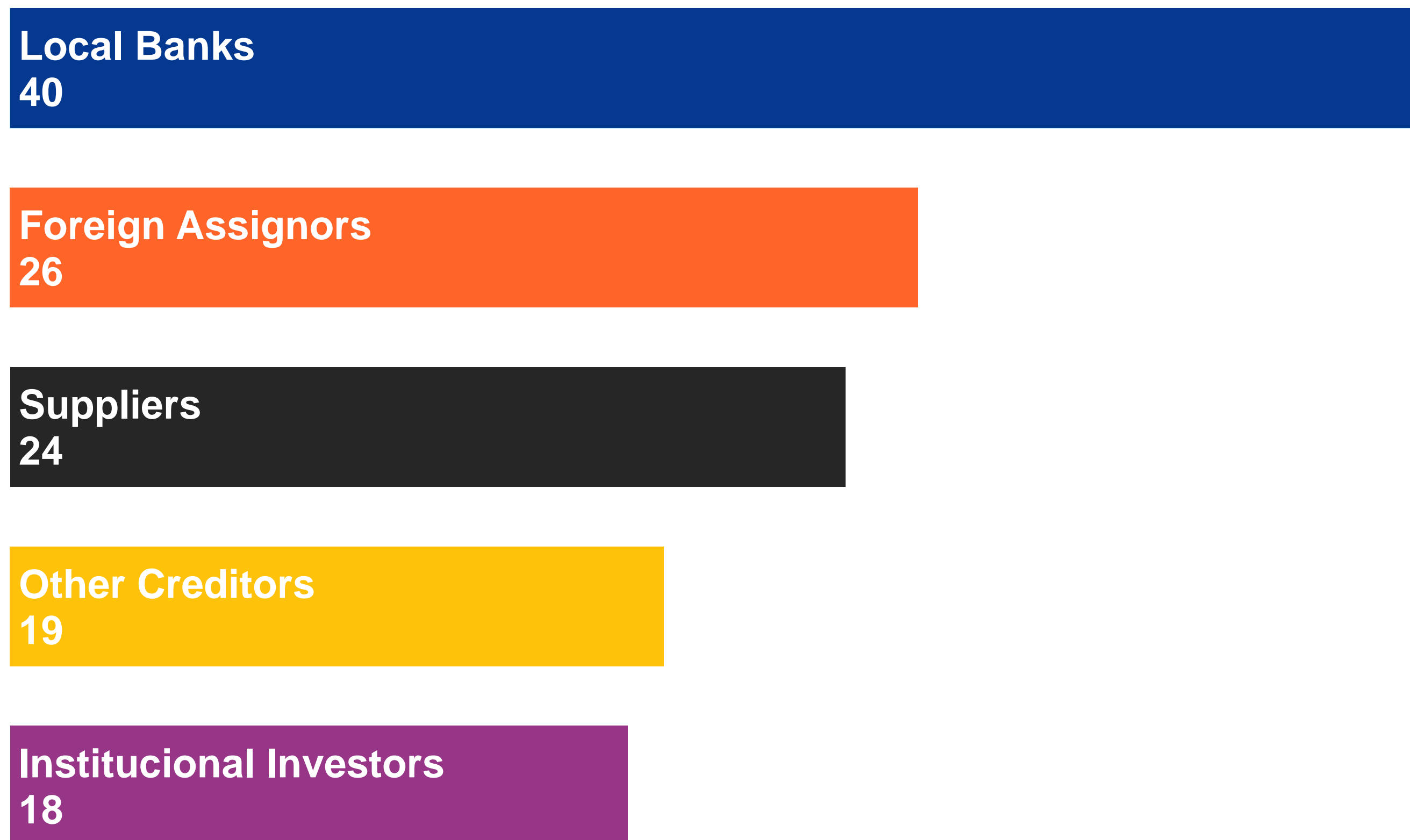
Present in 346 municipalities, BrD does business in every capital and in 80% of the largest Brazilian municipalities.



PROFILE OF TRANSACTION SOURCES



Portfolio history by number of institutions



How to Invest in Brazil's Alternative and Distressed Assets Market

Nov 20 18:30 a.m.

FENALAW 23

AGRO
PALESTRANTE:
FILIPE CASELLATO SCABORA,
DIRETOR,
BRD BRASIL DISTRESSED



Debtwire
Latin America
Forum



6th International Summit
NPL GLOBAL
2-3 October 2024 | London

DDC GLOBAL Investor Summit 2024
Brazilian Alternative Investments
Expert Market Intelligence
5 MARCH 2024 - 11:30 GMT TRACK 2 | STAMFORD BRIDGE LONDON
Filipe Casellato Scabora
Diretor
Brasil Distressed

4º CONGRESSO DE INSOLVÊNCIA EMPRESARIAL DA OAB - RIBEIRÃO PRETO - SP
Palestrante confirmado
Filipe Casellato Scabora Advogado

THE 9TH LATIN AMERICA CHINA INVESTORS FORUM
Carlos H.A.R. Catrião
Brasil Distressed

GBM Global Banking & Markets
Latin America



MEDIA EXPOSURE

AS PUBLISHED IN: Financial Times, APRIL 2024
THE AMERICAS' FASTEST GROWING COMPANIES 2024
BrD Brasil Distressed
Consultoria Empresarial

As Published in: Financial Times, April 2021
THE AMERICAS' FASTEST GROWING COMPANIES

STAMFORD BRIDGE SW6
CHELSEA FOOTBALL CLUB



NEGÓCIOS
Fundos dos EUA mostram apetite por ativos "podres" no Brasil. Por quê?
Capital estrangeiro busca situação especial em prédios in...

Uma das gestoras que tem sido procurada por fundos estrangeiros é a BrD Brasil Distressed, fundada pelo ex-diretor de crédito do Unibanco, Carlos Catrião. Fundada em 2010, a empresa está focada em ativos com problema de inadimplência. São dívidas de médias empresas, com tiquetes de até R\$ 30 milhões. Desde então, já realizou mais de mil investimentos, sendo a maior parte deles no setor de agronegócios.

"O gringo quer ganhar na moeda dele. Não existe esse negócio para ganhar 20%, 30% em dólar, existe um negócio para ganhar 20%, 30% em reais. É essa a coisa. Não é fácil ganhar dinheiro no Brasil", diz Catrião, ao Broadcast. Segundo ele, a empresa investe com recursos próprios e de um investidor institucional brasileiro, mas está aberta a avaliar investimentos em parceria com fundos estrangeiros.

ESTA EMPRESA É FEITA PARA VOCÊ NÓS ELE ELA ELES ELAS
QUANDO INCLUÍMOS TODOS, MUDAMOS O MUNDO.

Graças ao apoio da
doamos 39 kits emergenciais com itens de limpeza e de higiene infantil e adulto, para famílias vítimas das chuvas em Recife/PE.
apoiar essas famílias em um momento tão urgente!

GITI ISO DATAGRO
NY SUGAR & ETHANOL CONFERENCE 2023

Great Place To Work®
Certificada
SET 2024 - SET 2025
BRASIL

NANBAN





Pacto Global
Rede Brasil

Signatory since 2019

CAUSES WE SUPPORT



ELDERLY

11%



CHILDREN

22%



FIGHTING HUNGER

29%



HEALTH

38%



A Beneficência
Portuguesa
de São Paulo



90 ANOS DE UNIVERSIDADE
129 ANOS COM A SOCIEDADE



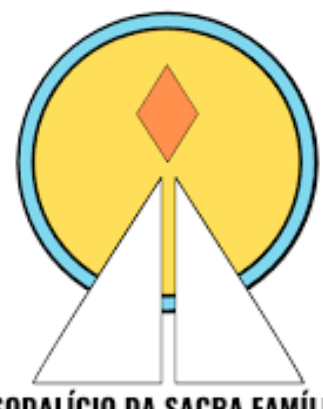
COMBATENDO E VENCENDO
O CÂNCER INFANTIL



INSTITUTO C.
CRIANÇA • CUIDADO • CIDADÃO



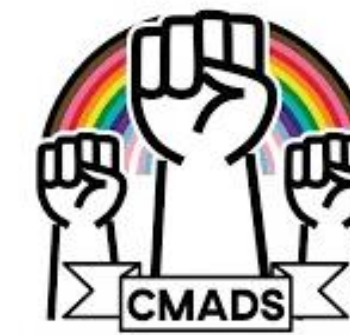
LAM
Luz Assistencial e Profissional



SODALÍCIO DA SACRA FAMÍLIA
A luz que conduz



Olhar de Bia



CMADS
Conselho Municipal de Atenção
à Diversidade Sexual
de Ribeirão Preto - SP

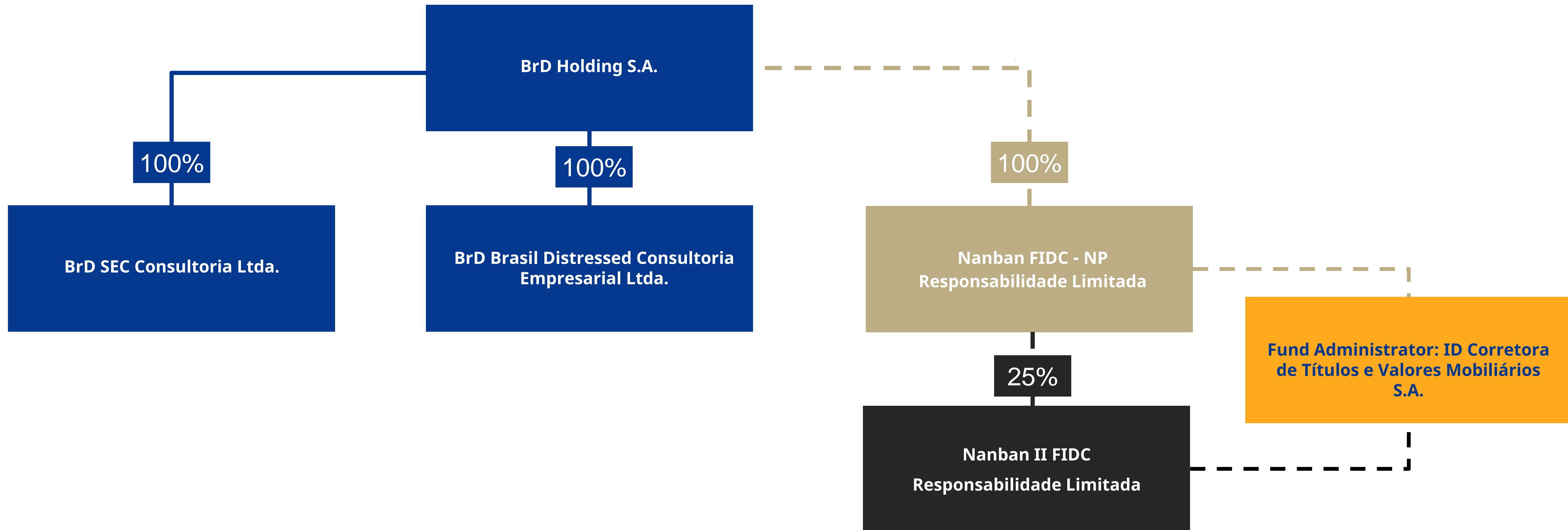


cass
Centro de Assistência Social Semeador



MOVIMENTO
ARTE

CORPORATE STRUCTURE





brd.net.br

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BrD Brasil Distressed



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