

# Mutual

Engenharia Inteligente

# THE COMPANY

Mutual is an Engineering & Construction company, with core business in pre-construction.

Company with 28 years of history and a comprehensive work portfolio, in a wide range of sectors. It is committed to the delivery of projects on time and in agreed cost and quality.

Mutual prioritizes innovation and technology, offering a complete services, integrating the Value Chain and acting during the whole life cycle.

Mutual puts the concept of building with excellence into practice and takes a service delivery standard based on quality, transparency and trust throughout Brazil, a reputation which has been built with each completed work, through a solid relationship with customers and business associates.

Welcome to presentation of our business portfolio, our team and our projects. We want to help you make your dreams and projects real!



It acts on the repair, modernization and waterproofing of roofs, as a support for the core-business, using high performance products and the newest application techniques.



Materials are molded in loco or prefabricated, applied with equipment which allows high reliability and maximum application mechanization, by specialized, trained and dedicated staff.

The technologies used by Cobermax renew existing roofs and provide:

- Tightness and recuperation of the aesthetic standards
- Improved comfort and considerable reduction of thermal gradient
- Internationally certified products
- 5 to 10 year guarantee



**TPO ROOFING MEMBRANES**

Lightweight system which allows great design flexibility. Suitable for roof with any slope, irregular shapes, having weight supporting capacity. Moreover, its smooth surface prevents excessive dirt retention.

- Over 30 years' lifetime
- Product with LEED and CRRC certification



**POLYURETHANE  
LIQUID MEMBRANE**

Cold-applied membrane, molded in loco. Highly elastic product, with excellent adhesion properties. It creates a waterproofing system without joints, durable, UV rays and weather resistant, being an excellent solution for exposed roofs.

- Application on concrete, asphalt, fiber cement and metal surfaces



**SILICONE PAINTS**

Silicone based system, inert to UV rays, with cool roofing characteristics, promoting durable roof waterproofing with improved thermal comfort, besides reduction of the thermal gradient and of the electricity cost.

- Over 50 years' lifetime
- Product with LEED, FM Global and CRRC certifications



**PVC ROOFING MEMBRANES**

Lightweight system with great design flexibility, indicated for every roof pitch, with mechanized welding. It has high UV ray resistance, which provides high durability, flexibility and dimensional stability.

- Over 30 years' lifetime
- Application on concrete and metal surfaces

# INTEGRATED MANAGEMENT SYSTEM

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Mutual Integrated Management System is robust and was developed to ensure that each enterprise reaches the planned results. Opus operates under the platform Totvs-RM and encompasses all Quality Management, Environmental Management, and Work Safety processes, structured in accordance with ISO 9001, ISO 14001 and OHSAS 18001 Standards.

Opus is also set for the management of projects in accordance with the concepts of the Project Management Institute (PMI), providing all necessary information for their implementation and follow-up, in accordance with the PMBoK knowledge areas: Integration, Scope, Time, Cost, Quality, Human Resources, Communication, Hazard, Acquisitions and Concerned Parties.

Mutual manages data obtained from planning documents:

Project Plan, Acquisitions Plan, Quality Plan and Physical-Financial Planning of the enterprise. Field information is analyzed, allowing the issuing of management reports for precise decision making and for occasional deviation correction in time, in order to achieve the best results.

# REASONS FOR CHOOSING MUTUAL



Ability for: pre-construction, buildings erection and expertise in contract management, committed to the delivery of projects on time and in agreed cost and quality



Company with 28 years of history, with a reputation of solid financial strength, rigorously fulfilling the commitments made



Experienced and trained team, who works with ethics, respect and a sense of ownership, building solid relationships, creating value for customers, shareholders, employees and business associates



The company has a considerable number of recurring sales – new projects for the same customers – showing satisfaction with the quality of deliveries and performed services



It prioritizes innovation and technology, offering complete solutions for all kinds of projects



Focus on Quality, Productivity, Sustainability and Work Safety, operating under an integrated management system, in accordance with the standards and the PMI Best Project Management Practices



Strong training activities, with frequent auditing and control, which both encourage and ratify its professionals and shareholders' commitment to the customers





# SOCIAL AND ENVIRONMENTAL COMMITMENT

Mutual has the following guidelines:



## SOME OF OUR CUSTOMERS



**Hines**

**AkzoNobel**



**CINEMARK**



**ethos**  
Ethos Metalúrgica Ltda.

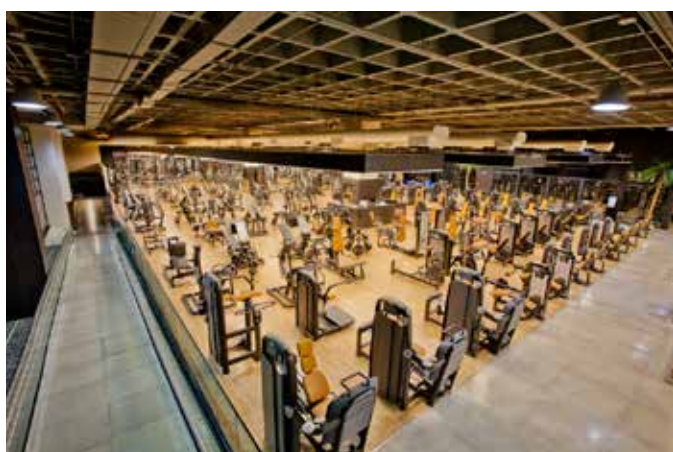
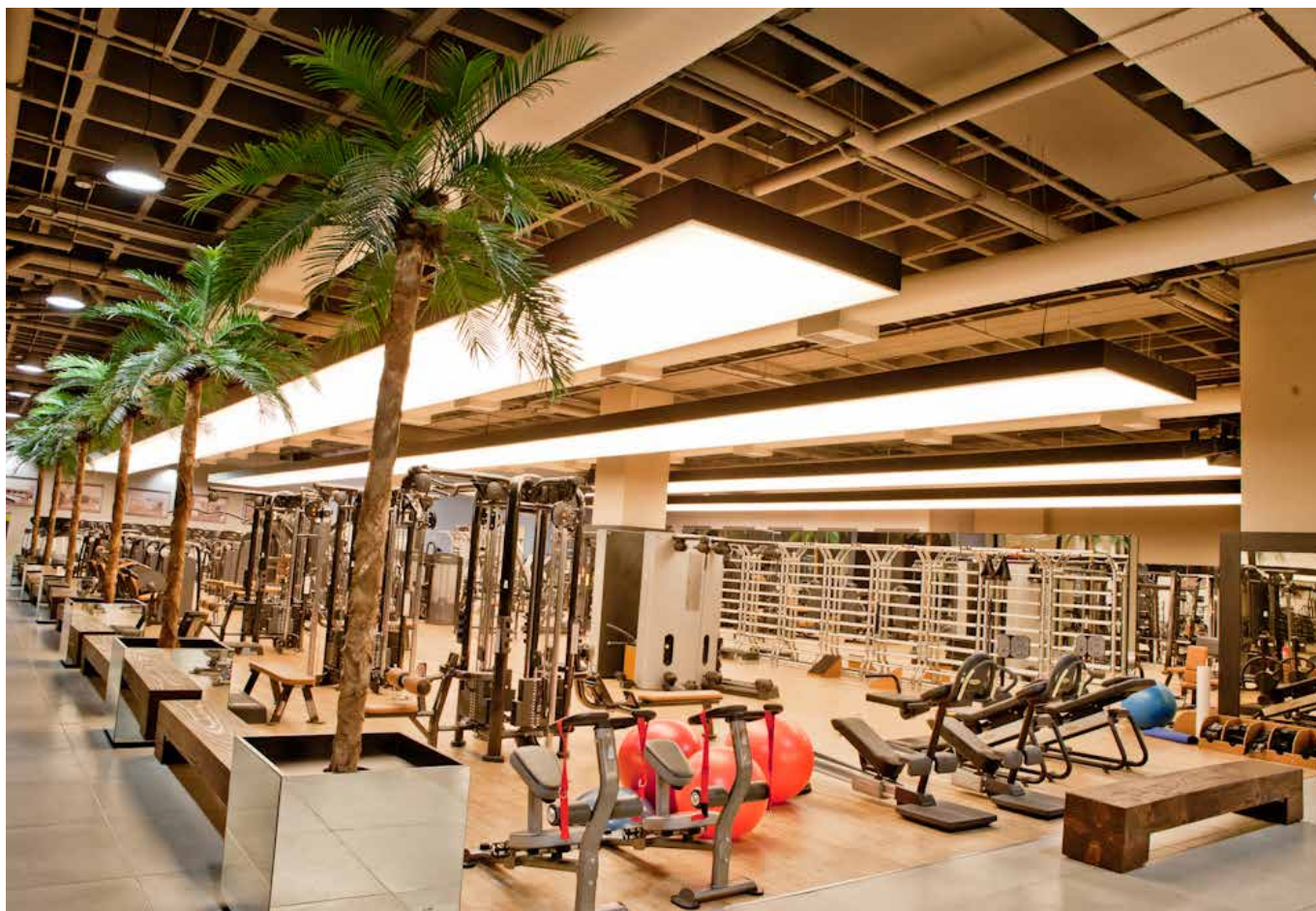


**HONDA**



## FINISHED PROJECTS





Shopping Eldorado - São Paulo - SP  
Gym  
9.500m<sup>2</sup>



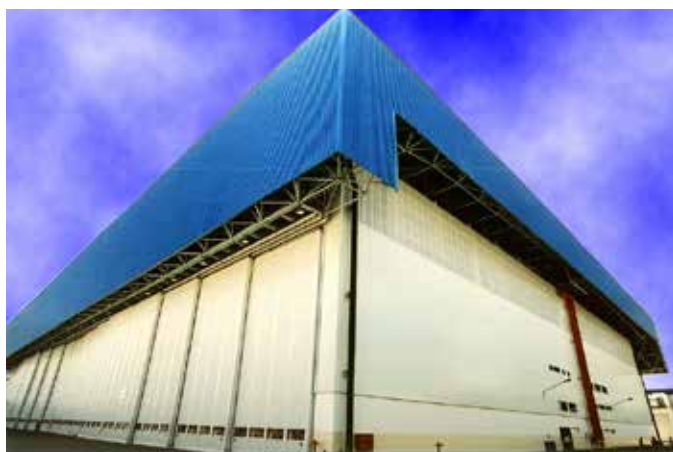
# AUTOMEC



Indaiatuba - SP

Car dealer

4.170 m<sup>2</sup>



São José dos Campos - SP

Hangar

14.500 m<sup>2</sup>



# EKA CHEMICALS



Três Lagoas - MS  
Chemical industry  
21.000 m<sup>2</sup>





Tatuí - SP  
Aluminum Foundry  
17.112 m<sup>2</sup>

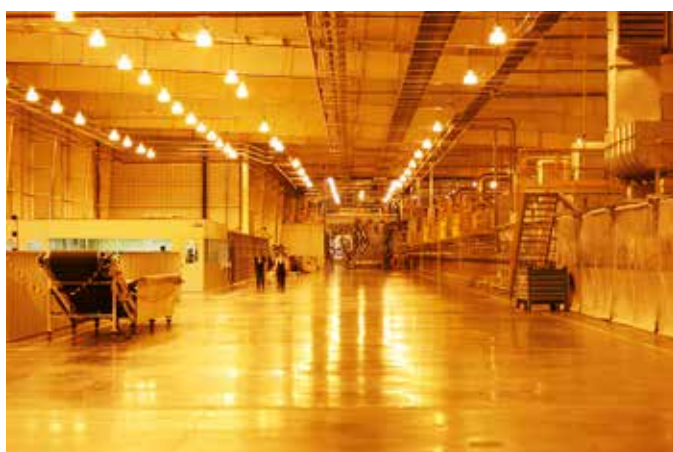


# IRON MOUNTAIN



Hortolândia - SP  
Distribution Center  
11.200 m<sup>2</sup>





Tatuí - SP  
Glass Factory



# SULBRÁS



Salto - SP  
Molds and Plastic Factory  
5.648 m<sup>2</sup>



Piracicaba - SP  
Autoparts Industry  
7.740m<sup>2</sup>



## COBSEN (KALTEN)



Boituva - SP  
Refrigeration Equipment Factory  
2.700 m<sup>2</sup>





Três Lagoas - MS  
Paper and Cellulose Industry (Non- Process Buildings)  
19.800 m<sup>2</sup>

# SONDA SUPERMERCADOS



São Paulo - SP  
Hypermarket - Maria Cândida and Pompéia Stores  
22.910 m<sup>2</sup> / 21.000 m<sup>2</sup>





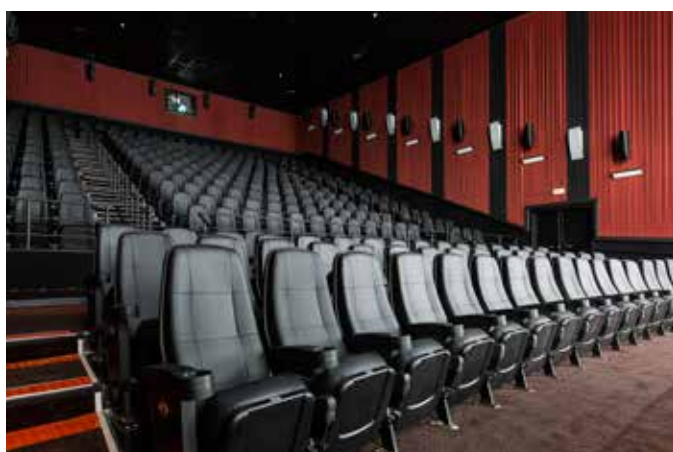
Ibiúna - SP  
Food Industry  
9.000 m<sup>2</sup>



# ETHOS



Boituva - SP  
Metallurgical Industry  
22.120 m<sup>2</sup>



São Paulo - SP  
Cinema (Shopping Tietê Plaza)  
4.380 m<sup>2</sup>



SMC



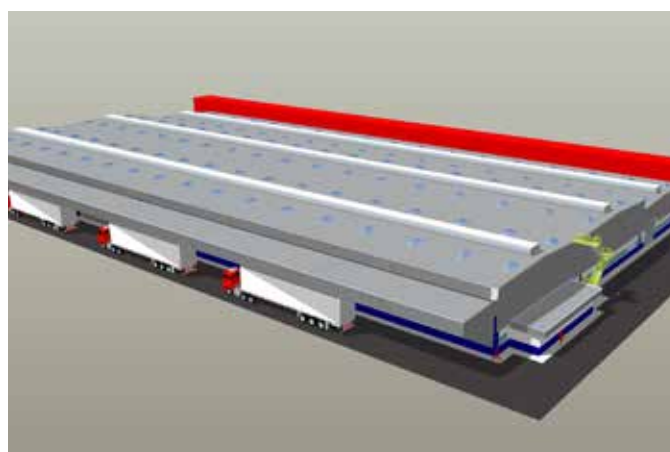
São Bernardo do Campo - SP  
Distribution Center and Industry  
18.000m<sup>2</sup>



Sumaré - SP  
Management Building  
16.500 m<sup>2</sup>



# FIAT



Betim - MG  
Distribution Center  
11.500 m<sup>2</sup>



Company focused on assets management and development of exclusive real estate business, which presents itself as a new force in the Brazilian market.

It has systemic views and looks for new trends in all relevant sectors in which it operates.

It is young, dynamic and aware of its responsibilities toward the surroundings of its enterprises, in the city, in the countryside, on the seaside or in the industrial context.

It offers innovative solutions which are flexible, effective and adjusted to the needs and expectations of its customers, having as its principal asset a competent and multidisciplinary team.

It is aware of its social and environmental responsibility in each project, collaborating and interacting with the community to build a healthy and happy future, when living, working and having fun will be really special.

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Some Lealta enterprises:



LOGISTICS CENTER

Uberlândia-MG



COMMERCIAL CENTER

Boituva - SP



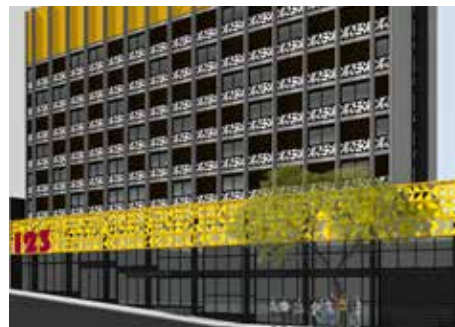
SHOPPING CENTER

Interior - SP



MIXED USE ENTERPRISE

Boituva - SP



RETROFIT OF COMMERCIAL BUILDING

São Paulo - SP



## DIRECTORS/ PARTNERS

DERLY BRISOLA CASSEMIRO



### ACADEMIC DEGREE AND SPECIALIZATION

Academic Degree in Business Management – UNISO (Dom Aguirre College) in Sorocaba/SP



### PROFESSIONAL EXPERIENCE

- Cobermax - Founding partner and Director
  - ✓Period: 1988 to the present
  - ✓Activities – 1988 to 2000
    - Dealer of fiber cement roofing and Brasilit Saint-Gobain products
    - Dealer of “Roll-on” Metal Roofing System – Makro Metal Systems Company
  - ✓Activities - 2000 to the present
    - Roof recuperation and waterproofing
- Nacional Cargo Transport Leasing – Founding Partner and Director
  - ✓Period: 2010 to the present
  - ✓Activities:
    - Leasing of Equipment and Vehicles for Construction
- Mutual Engineering and Construction – Founding Partner and Director
  - ✓Period: 1997 to the present
  - ✓Activities:
    - Engineering and Construction – Industrial and Commercial Buildings and Distribution Centers
- Lealta Land & Property – Founding partner and Director
  - ✓Period: 2009 to the present
  - ✓Activities:
    - Management & Development of Real Estate Businesses



# DIRECTORS/ PARTNERS

ENG. PAULO SÉRGIO F. DE OLIVEIRA



## ACADEMIC DEGREE AND SPECIALIZATION

- Academic degree – Civil Engineering College of Itajubá – MG
- Graduate Degree in the area of Construction Materials – Escola Politécnica – USP (University of São Paulo)
- International Executive MBA with specialization in Strategic Management – FIA – USP
- Project Manager Professional (PMP), at the Project Management Institute (PMI)
- Specialization in the United Kingdom and in the United States in Concrete Pathology and Therapy, Grouts and High Performance Floorings
- Teacher of the IPT Professional MS Program and of Concrete Structures Repair, Reinforcement and Protection courses.
- Former board member of Técnica magazine and editorial coordinator of the magazines: Pisos Industriais (Industrial Floors) and Impermeabiliza (Waterproofing)
- Over 40 technical papers published in Brazil and abroad
- Former Brazilian Association of Industrialized Construction president
- Coordinator of the IBRACON CT-501 Committee – Brazilian Concrete Institute – which formulated the NBR 14.050 ABNT norm, about High Performance Coatings for Industrial Floors
- Participation in the idealization, planning and foundation of the Flooring and Coating National Association (ANAPRE)



## PROFESSIONAL EXPERIENCE

- 20 years' experience as director of Brazilian industries and multinational companies of construction chemicals – Fosroc, Denver and Sika
- 12 years' experience as business and engineering director and CEO of engineering, construction and incorporation companies – Método Engenharia, JHSF Incorporações S/A, Brookfield Incorporações and Mutual Engenharia e Construções





# BUILDINGS PORTFOLIO


Eng. Paulo Sérgio F. de Oliveira

**Hospital Infantil Sabará**  
(Children Hospital) (São Paulo - SP)  
New Unit – Angélica Ave.



**Rochaverá Corporate Towers (São Paulo - SP)**  
Pre-construction, technology and erection of Tower C concrete structure, 25,000 m<sup>3</sup>, 3 underground floors and 34 storeys (17 months)



**Shopping Metrô Tucuruvi (São Paulo - SP)**  
120.000 m<sup>2</sup>  R\$ 230M




**Shopping Ponta Negra (Manaus - AM)**  
 100.000 m<sup>2</sup>  R\$ 215M



**Catarina Executive Airport (São Roque - SP)**  
Feasibility study and Masterplan



**Expansion Cidade Jardim Shopping (São Paulo - SP)**  
 22.000 m<sup>2</sup> R\$ 45M





# DIRECTORS/ PARTNERS

## BUILDINGS PORTFOLIO

Eng. Paulo Sérgio F. de Oliveira

### Catarina Fashion Outlet (São Roque - SP)

 36.000 m<sup>2</sup>  R\$110M





### Fazenda Boa Vista (Porto Feliz - SP)

12,5 milhões de m<sup>2</sup> (2013 - 2015).

Project planning management, sales, engineering, infrastructure project and construction, residences and amenities project management and construction and maintenance works.





### Vitra Building (São Paulo - SP)

 14.500 m<sup>2</sup>  R\$ 93M





### Cidade Jardim Residence Building (São Paulo - SP)

 25.000m<sup>2</sup>  R\$ 140M



### Mena Barreto Building (São Paulo - SP)

 5.500 m<sup>2</sup>  R\$ 53M







## CONTACT

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[www.mutual.com.br](http://www.mutual.com.br)



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