

#### **Disclaimer**



This presentation may contain future considerations regarding the business' perspectives, operational and financial results estimations, and Lavvi Empreendimentos Imobiliários SA growth perspectives. These are only projections and, as that, are based exclusively on management expectations in relation to the future of the business and its continuous access to capital to finance the Company's business plan. These future considerations depend, substantially, on changes in market conditions, government rules, competition pressure, sector performance and the Brazilian economy, among other factors, as well as the risks presented on the archived released documents, and are, therefore, subject to changes without previous warning.

## Lavvi: Unique Case in São Paulo



Founded in partnership with Cyrela, Lavvi is focused on the premium regions of São Paulo

#### Main neighborhoods with solid presence



Moema



**Brooklin** 



Chácara Klabin





Unique expertise and notable shareholders with over 35 years of **experience** in real estate segment



Iconic and innovative projects customized to regional demand



Sponsorship by the Family and experienced management ready to roll out the growth strategy



Landbank ready to deliver Growth and Profitability, including MCMV



Focus on premium in São Paulo city





Total PSV² launched (3Q25 LTM)





ROE (3025 LTM)3















# **Company History<sup>1</sup> - PRE-IPO**







2016



Movva SP



Praça Mooca

2017



Palazzo Vila Mariana



Vitrali Moema



One Park Perdizes



Nativ Tatuapé Garden Club



2018

2019

**R\$110 million** First launch

R\$200 million launched

R\$258 million launched

R\$549 million launched

R\$498 million launched

Lumiere

2020<sup>2</sup>

Wonder







R\$1.1 bi launched

in 4 years











## **Company History<sup>1</sup> - POST-IPO**





VERSACE 2021



98%



94%



85%



61%

2022





99%<sup>2</sup>

2023



SAFFIRE ELIE SAAB





**76**%



Palace

2024









\*towers launched in jan../25



**Aura Studios** 

2025

R\$1.9 bi

R\$ 1.25 bi launched



**IDIVERSA** B3

**LAVV** IMOBB3 ICONB3 IBRAB3 ITAGB3 **B3** LISTED NM SMLLB3 IGCTB3 IGCB3 IGC-NMB3 R\$ 2.6 bi launched



99%

R\$ 2.2 bi launched



\*tower launched in nov/22 and mar/23 94%



\*towers launched in nov../23 100%

R\$ 4.1 bi launched





launched **32**%



Lobo



**58**%

Le Six



### Strong Growth Delivered since the IPO places the Company in a new Baseline



		IPO 2020	CURRENT 3Q25 LTM	<b>CAGR</b> 2020-3Q25 LTM
	Launches 100% (R\$ mm)	498	3, 586 <sup>2</sup>	+48%
	<b>Net Revenue</b> (R\$ mm)	360	1,807	+38%
	<b>Gross Profit</b> (R\$ mm)	150	641	+34%
<b>1</b> 20	<b>Net Profit</b> (R\$ mm)	94	429	+35%
(\$)	<b>ROE</b> (%)	14%	29%	+15 pp <b>◎</b>

Focus on profitability and operational efficiency

**Sustainable Growth** 

**High shareholder** return

### Lavvi's Main Pillars

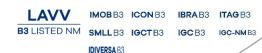




- New growth avenue through the economic segment, NOVVO brand, dedicated to projects in the MCMV program
- **Distinct value proposition** based on market intelligence and innovative projects
- Unique positioning among its peers, combined with solid financial and operational results

**Ownership**: reference shareholders actively involved on management and board teams





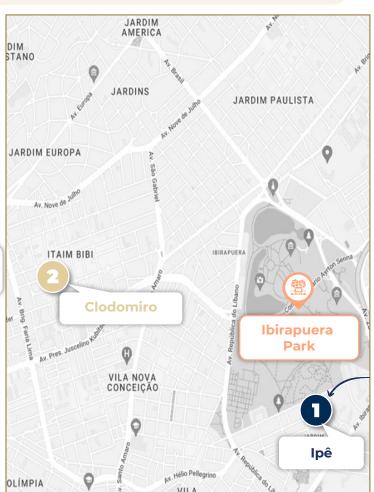


# Landbank in Development continues to value Refinement and Exclusivity in Premium Regions



#### Details of main land plots in development





#### **Main Differentials**

- lpê
- Land plot in the noble Moema region
- Privileged location, near Ibirapuera Park
- Clodomiro
  - Unique land plot of 4k sqm in Itaim
  - Privileged location, near Faria Lima Av. and Povo Park
- Hípica
- Land plot with unique dimensions, near 50k sqm
- Privileged location, near Hípica Santo Amaro



Expected

2025





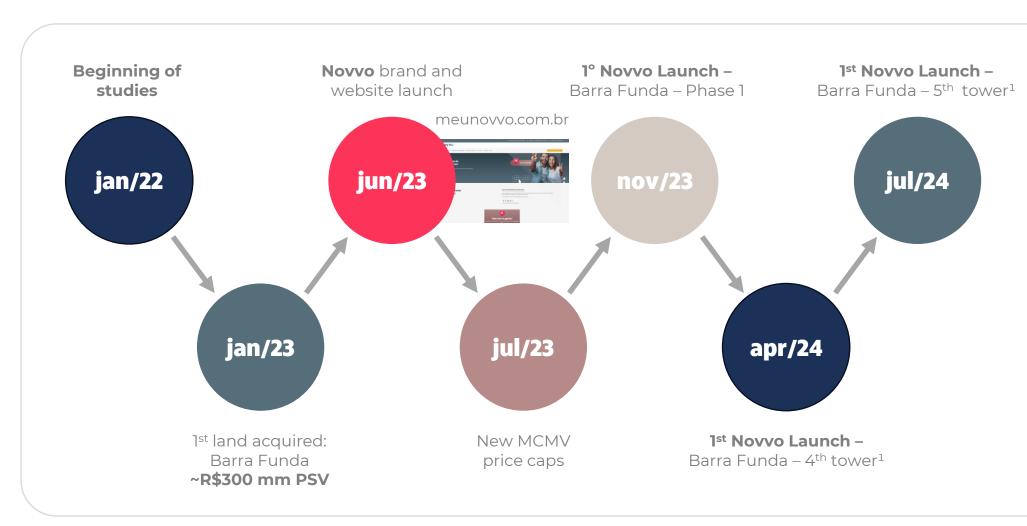


# **Economic Segment: New Growth Avenue**





Long term **Planning and Transparent** Communication:





















# **NOVVO: MCMV Land plot #1 - Barra Funda**



Company's first land plot for the economic segment - Minha Casa Minha Vida

#### MCMV Project with a series of attractions as differentiation

VGV:

R\$309 million

Segment:

economic

% Lavvi:

100%

Location:

Barra Funda





# 3

# Differentiated Projects from its Conception translates into Client Satisfaction



#### **Main Differentials:**

#### **Very Large Lands**

Lavvi's lands' extension is, in general, way above average from its peers, guaranteeing space for projects with higher diversity



#### **Complete Leisure Areas**

Large lands allow more complete leisure areas, including indoor and outdoor pools, tennis, beach tennis, and multi-sport courts

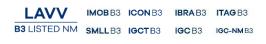


#### **Extremely Exclusive Projects**

The exclusivity and luxury are part of Lavvi. Counting with **3 globally known luxury brands** for our projects (Elie Saab, Versace, and Boca do Lobo)





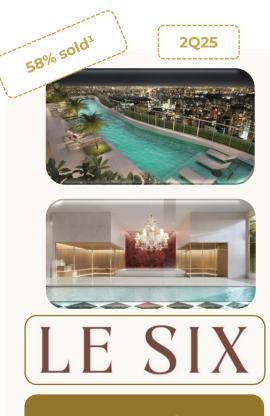




# 3

# Main Recent Launches: Distinct Value Proposition through Iconic and Innovative projects





PSV Launched: R\$ 937 mm % Lavvi: 100% Land plot: 5,600 sgm

**Product Video** 



M SMLLB3 IGCTB3 IGCB3 IGC-NM

32% sold1 **2Q25** Residences PSV Launched: R\$ 366 mm % Lavvi: 100% Land plot: 3,100 sqm **Product Video** 











# **Growing Operational Performance...**



#### 2025 Possibilities<sup>1</sup> (R\$ 2.8 bi of PSV % Lavvi)

<u>Lavvi</u><sup>1</sup>: R\$3.7 bi PSV (total view), equivalent to **~R\$2.8 bi PSV** % **Lavvi**<sup>2</sup>, in 9 projects<sup>4</sup>

Novvo¹: R\$792 mm PSV (total view), equivalent to ~R\$633 mm of PSV %Lavvi in 4 projects.

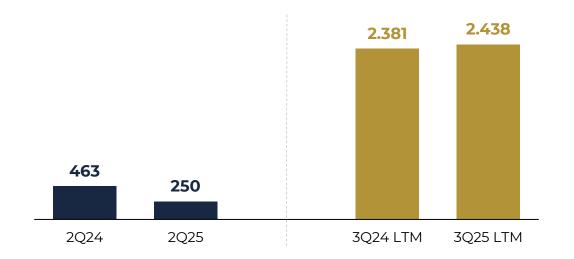
In 2 years, Novvo reaches R\$ 1.9 billion in PSV (total view) on its portfolio<sup>3</sup>

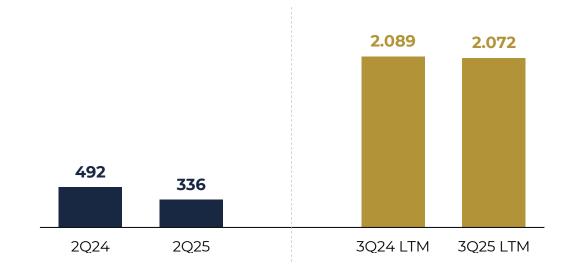
#### Launches % Lavvi | R\$ mm

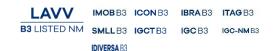


#### Sales % Lavvi | R\$ mm









Note: (1) Does not classify as guidance. The Company decides whether to launch projects according to the moment;



<sup>(2)</sup> Base date Sept/2025, as informed on Earnings Release 3Q25.

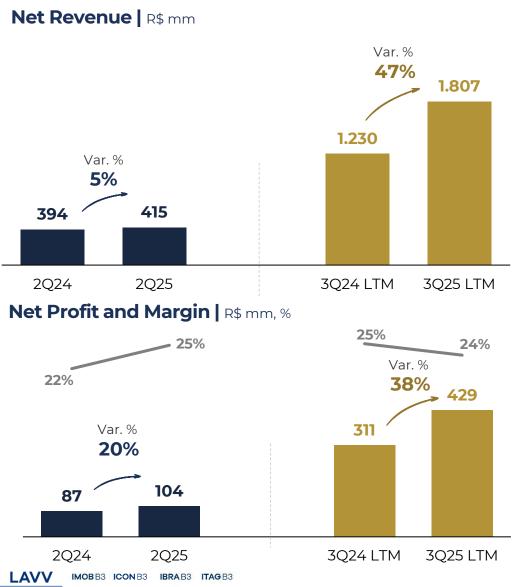
<sup>(3)</sup> Considering launched and landbank projects.

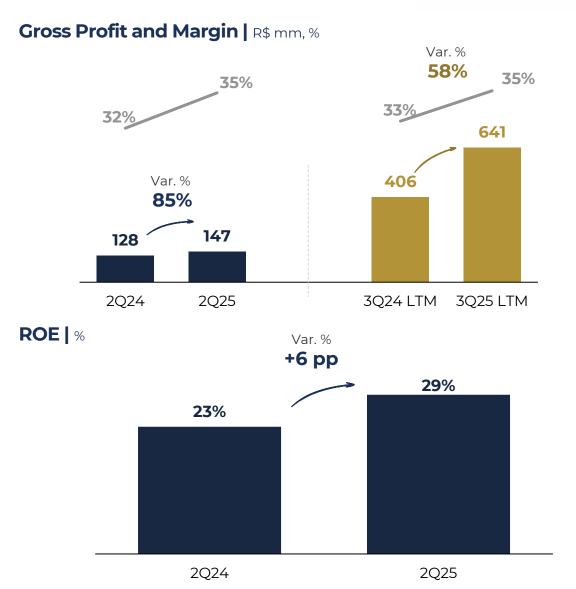
<sup>(4)</sup> Includes phases of launches from 2024, commercially opened for sale in 2025.



# ...Aligned with Solid Financial Results...











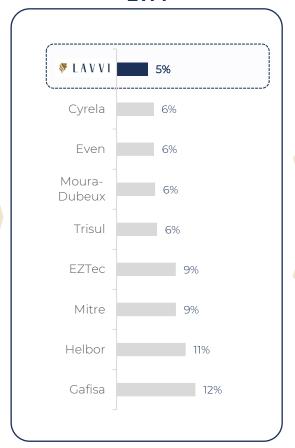
### ...that stand out between Peers of the sector



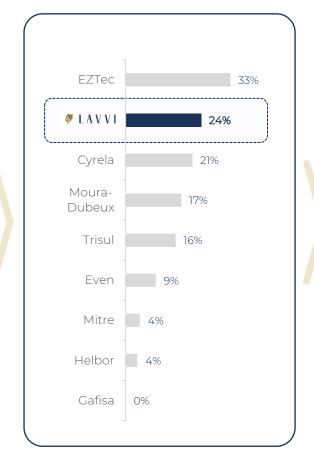
SoS LTM<sup>1</sup>



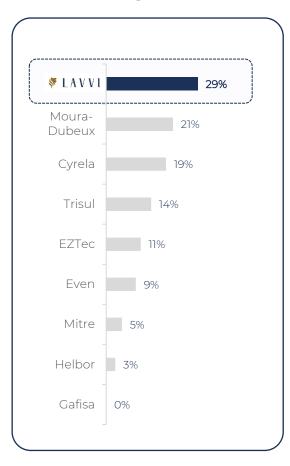
**G&A / Net Revenue** LTM<sup>1</sup>



**Net Margin LTM<sup>1</sup>** 



ROE1





























## Management with Unique Knowledge and Presence in the **Real Estate Industry**



#### **Experienced Management Team**



**Ralph Horn** CEO



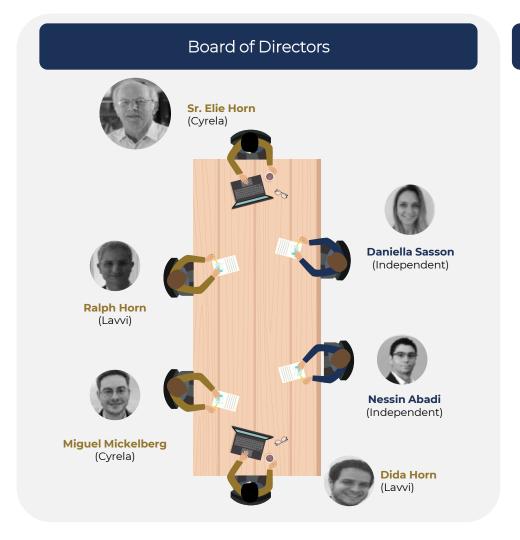
**Dida Horn** COO



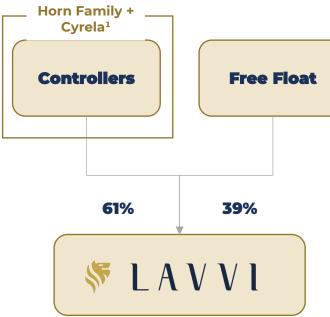
Sandra Petzenbaum CFO e IRO



Raphael Giannoni **Engineering Director** 



Shareholding structure with Controllers being reference in the Real Estate Industry



### **Final Considerations**



Optimism for 2025 and 2026 coming from the Quality and Exclusivity from the products we have to work on



Solid pipeline of projects. Premium Landbank to support revenue and profit growth, including for MCMV



Focus and know-how of the right product for the right place reflects in high Speed of Sales



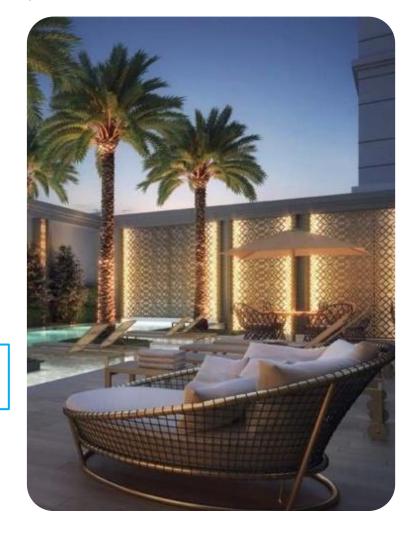
Unique positioning between peers, combined with Strong operational and financial results.

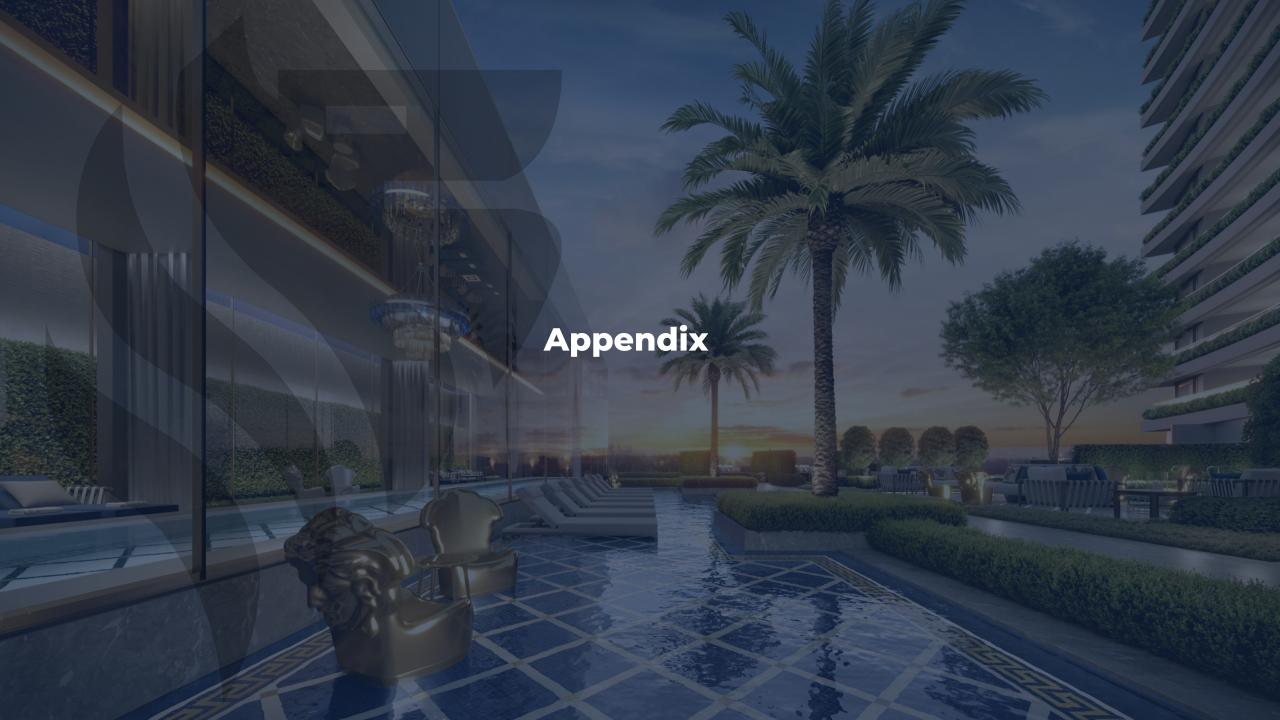


Unique opportunity: investment thesis disconnected from the macro scenario (profit growth and dividends payment)



Owner Company: controllers running the business on a daily basis, with long term mentality and alignments.



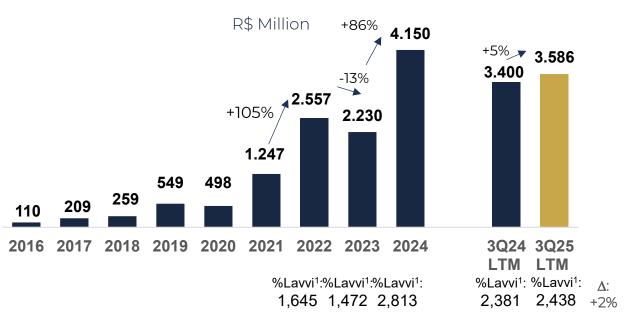


# Company History in Numbers (part 1 of 3)



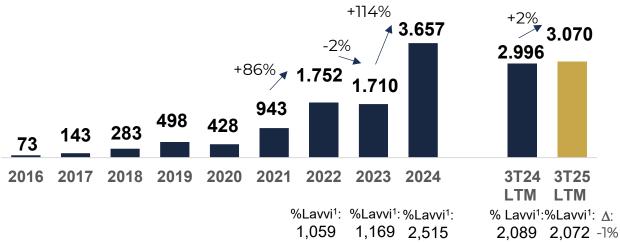
Optimism for 2025 and 2026 coming from Quality and Exclusivity of the products we have to work on

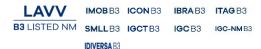




#### Net Sales<sup>1</sup> – total view

R\$ Million





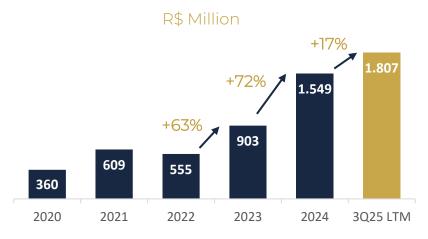


# Company History in Numbers (part 2 of 3)



Lavvi among the most profitable of the sector





#### Net Income and Net Margin

R\$ Million and %





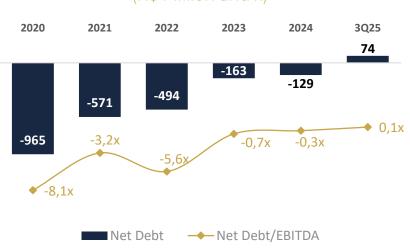
# Company History in Numbers (part 3 of 3)



Net applicator in the last years\*

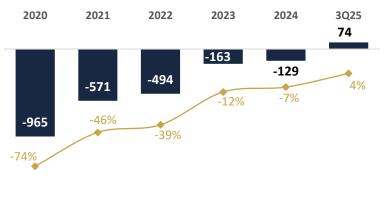
#### Net Debt and Net Debt/EBITDA\*



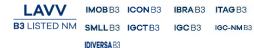


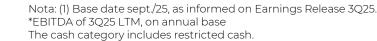
#### Net Debt and Net Debt/Equity

(R\$ Million and %)









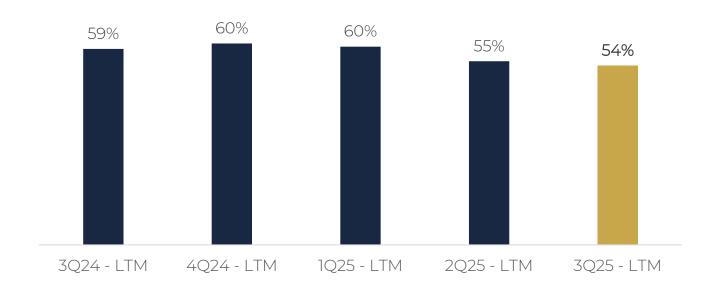


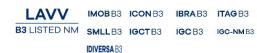
# **Speed of Sales (SoS)**



Consistently high SoS in the LTM

#### SoS LTM





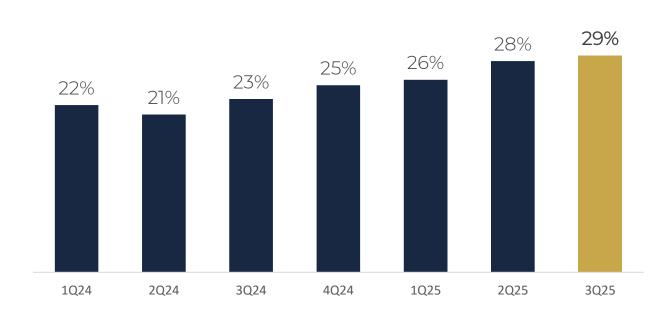






#### ROE more than doubled since 2022

#### Annualized ROE



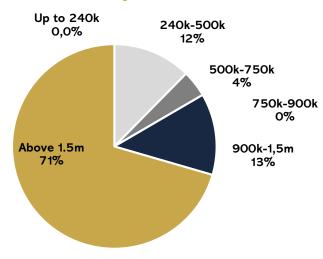




# **Inventory - Lavvi**



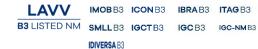




R\$ 2.538million

% Lavvi: R\$ 2.194 mm

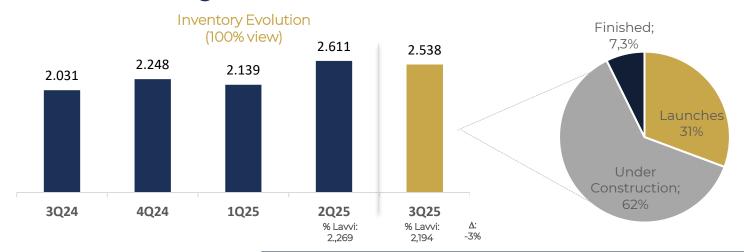
~83% of inventory PSV above R\$900k





# **Inventory - Lavvi**





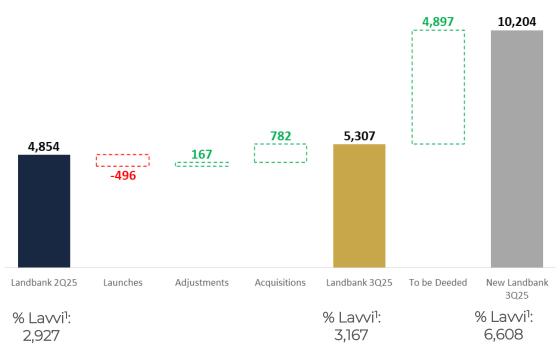


Project	Status	Launch	PSV <sup>1</sup>	PSV Lavvi¹	Units	Inventory	% Sold (un.)	% Sold (psv)
Moema by Cyrela	Finished	jun-19	669	268	65	2	96,9%	99,4%
Lumiere	Finished	nov-20	4.769	4.769	370	2	99,5%	98,6%
Villa Versace	Finished	jun-21	142.860	142.860	449	34	92,4%	81,5%
Wonder Ipiranga	Finished	aug-21	36.464	36.464	576	34	94,1%	89,8%
Grand Vitrali	Finished	oct-21	619	495	408	1	99,8%	99,7%
High Wonder	Under Construction	feb-22	4.309	2.197	258	3	98,8%	98,2%
Verdant	Under Construction	apr-22	18.182	18.182	174	7	96,0%	94,4%
Green View	Under Construction	jun-22	49.139	49.139	408	28	93,1%	84,6%
Grand Square	Under Construction	aug-22	89.817	71.854	343	138	59,8%	61,4%
Galleria Klabin	Under Construction	nov-22	1.933	1.933	589	2	99,7%	99,7%
Eden Park by Dror	Under Construction	nov-22/mar-23	83.537	37.592	1.020	43	95,8%	93,6%
Saffire Elie Saab	Under Construction	may-23	338.408	338.408	153	28	81,7%	62,7%
Novvo Barra Funda	Under Construction	nov-23	2.167	2.167	1.184	1	99,9%	99,4%
Casa Eden	Under Construction	nov-23	-	-	203	-	100,0%	100,0%
Alive Home Resort	Under Construction	mar-24	305.356	305.356	1.384	221	84,0%	73,4%
Palace by Praças da Cidade	Under Construction	apr-24	67.958	34.645	213	38	82,2%	76,0%
Escape Eden	Under Construction	jun-24	50.583	22.762	259	32	87,6%	83,0%
Petra by Boca do Lobo	Under Construction	sept-24	180.761	144.609	407	66	83,8%	61,3%
Edifício Brás	Under Construction	sept-24			326	=	100,0%	100,0%
Heaven by Yoo	Under Construction	oct-24	318.529	191.118	946	71	92,5%	72,1%
Aura Pacaembu	Under Construction	oct-24	27.270	12.271	344	45	86,9%	93,0%
Novvo Marajoara	Under Construction	nov-24	36.080	36.080	794	128	83,9%	84,8%
Soleil by Boca do Lobo	Launch	apr-25	225.245	225.245	156	60	61,5%	32,4%
Le Six	Launch	may-25	371.306	371.306	522	77	85,2%	58,3%
Novvo Vila Prudente	Launch	sept-25	119.040	119.040	490	380	22,4%	21,3%
Astro Santa Marina	Launch	sept-25	63.149	25.260	994	233	76,6%	75,3%
Total	=	=	2.538.152	2.194.021	13.035	1.674	86,6%	81,5%

# Landbank Lavvi (R\$'000)



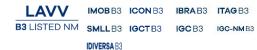




R\$ Millions	Luxury	High	Mid-High	Middle	Economic	Total
North Zone						0
West Zone					754	754
Center						0
East Zone					179	179
South Zone	2.361	4.358	2.552			9.271
Total	2.361	4.358	2.552	0	933	10.204



R\$10.2 Billion in landbank<sup>1</sup> (R\$6.6 bi in %Lavvi)



<sup>&</sup>lt;sup>1</sup> Acquisitions of optioned land are subject to resolutive clauses that are common in this type of transactions.

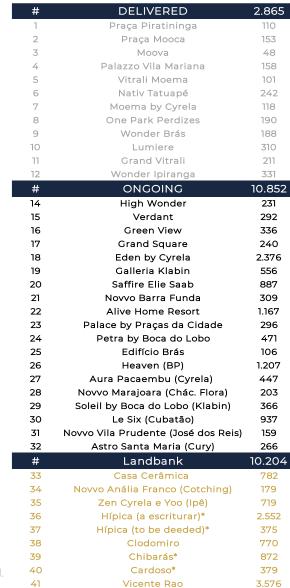


<sup>&</sup>lt;sup>2</sup> Landbank PSV includes Lawi's stake as well as partners' stakes, swap, and commission.

# Landbank Lavvi (R\$'000)



#### Lavvi Project Breakdown (in PSV R\$ 000'):



		15 TANA	SP-070
Marginal Tietê	sambódromo 🔁 🕫		
32 Projects launched	BARRA PAIDA  3  RDIZES  3  27  40	1 2 9 BRAS 14	APÉ
9 Projects to launch (including one land "to be deeded")  Marginal Pinheiros  PINHEIROS	Rebouças Av.	XX	JARDIM ANALIA FRANCO VILA FORMOSA
R\$ 13.7 bi PSV Total launched	4 BIBI 4 4 10	SP-160 ANA IPIRANGA 29	34 SAPOPEM
R\$ 10.2 bi PSV in landbank	Tadio,	dim SAOMA São	Hospita de Sa de Sa do Sul
~65% Medium Trinsa ierica Elpo enter	JABAQUAFA	SP-150  Zoológico de São F	Paulo
Santuário Theo 8 os 11 Mãe de Deus	Cidade Cidade	e Ademar	Santo André
	Delivered	Launched	unches



**IDIVERSA** B3

IMOBB3 ICONB3 IBRAB3 ITAGB3 SMLLB3 IGCTB3

IGCB3 IGC-NMB3

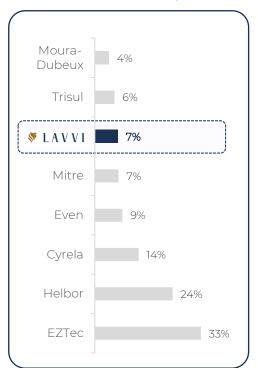


# Why Lavvi?

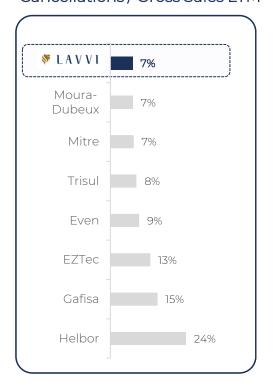


- ✓ With no legacy, low index of performed inventory and cancellations in relation to sales;
- ✓ <u>Projects with high profitability</u> as a reflex of great land acquisition and costs efficiency;
- ✓ Controlled expenses, <u>between the lowest</u> of the sector.

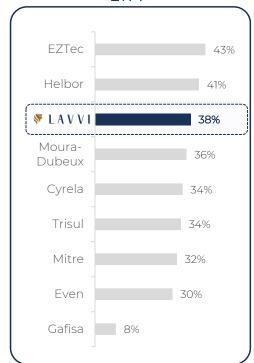
#### Performed Inventory/Total<sup>1</sup>



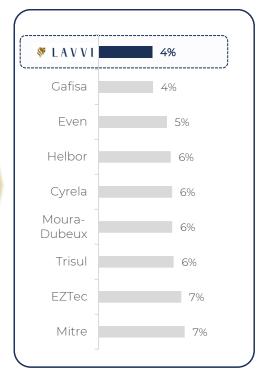
#### Cancellations / Gross Sales LTM<sup>1</sup>

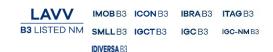


Gross Margin ex-SFH LTM<sup>1;2</sup>



Sales Expenses/ Net Sales LTM<sup>1</sup>









### **Dividends**



□ Approved on November 17<sup>th</sup> Board Meeting, additional dividends payment, in the total amount, as shown below:

- Amount: R\$ 150.0 million

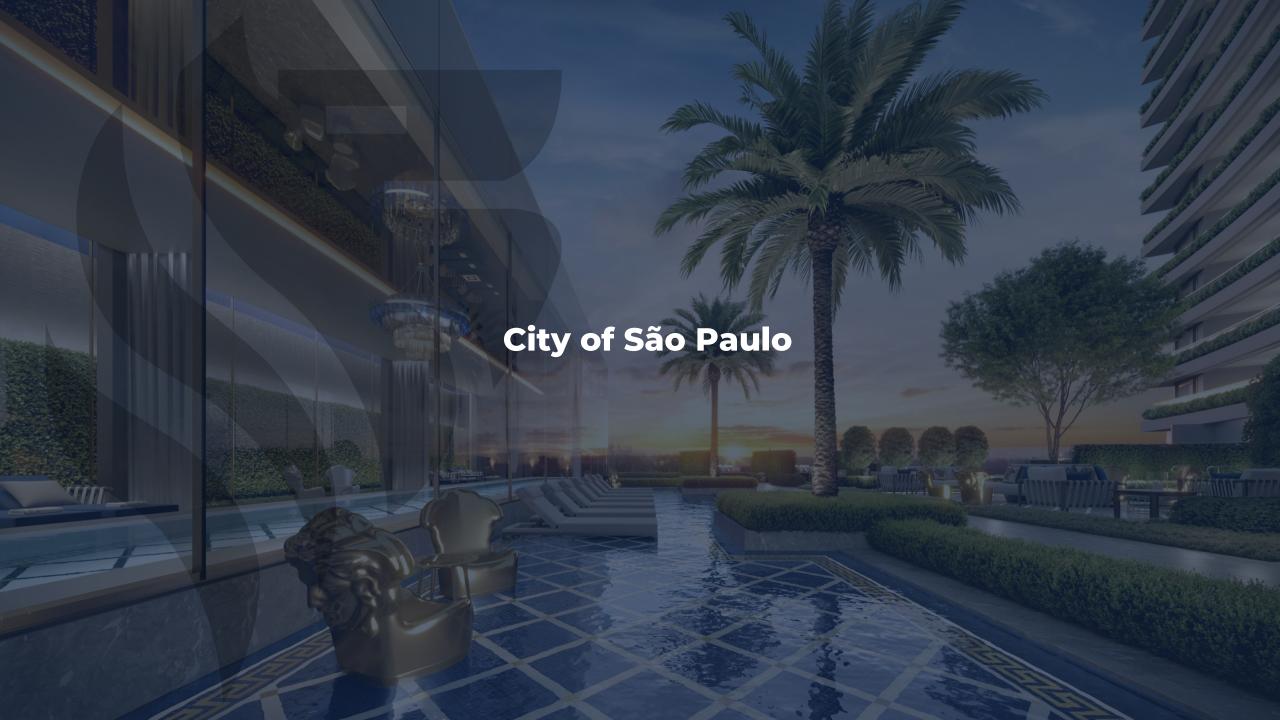
- Amount/share: R\$ 0.7675

- Date COM: 11/25/2025

- Date EX: 11/26/2025

- Payment: 12/04/2025

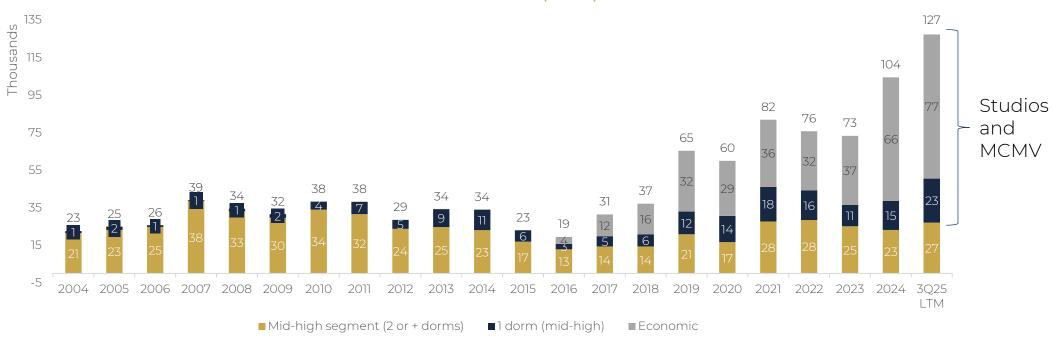
□ Approximately R\$ 1.02 billion in value generation to shareholders (dividends + shares buyback) since mid 2021, equivalent to approx. R\$ 5.19 per share.



# **Launches – São Paulo City**





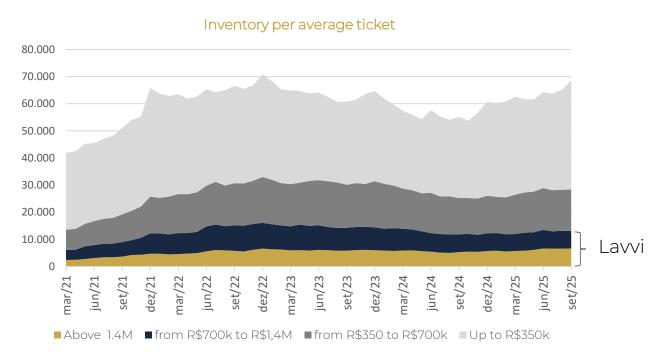


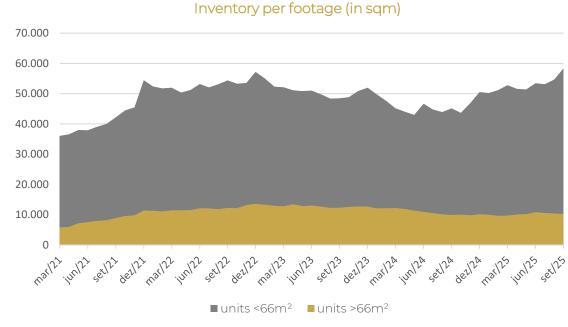


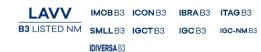


# **Inventory – São Paulo City**













#### **Disclaimer**



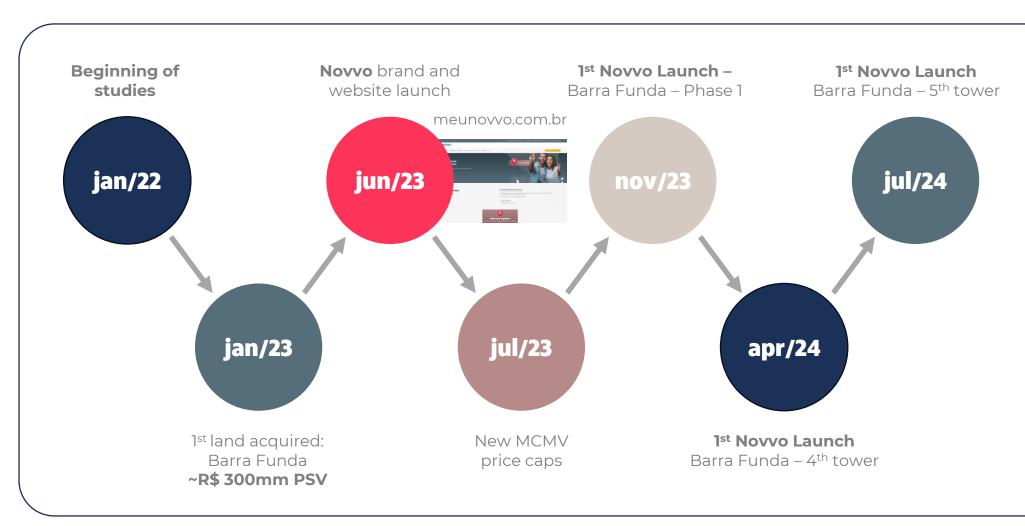
This presentation may contain future considerations regarding the business' perspectives, operational and financial results estimations, and Lavvi Empreendimentos Imobiliários SA growth perspectives. These are only projections and, as that, are based exclusively on management expectations in relation to the future of the business and its continuous access to capital to finance the Company's business plan. These future considerations depend, substantially, on changes in market conditions, government rules, competition pressure, sector performance and the Brazilian economy, among other factors, as well as the risks presented on the archived released documents, and are, therefore, subject to changes without previous warning. As part of Lavvi Group, all of the above applies to Nowo Empreendimentos Imobiliários S.A.

# **Economic Segment: New Growth Avenue**





Long term
Planning and
Transparent
Communication









## 4Q23, 2Q24 and 3Q24 Launches - Novvo Barra Funda













**PSV Launched:** R\$ 309 Million

% Lavvi: 100%

Product and Brand Websites:

https://meunovvo.com.br/novvo-barra-funda/

https://meunovvo.com.br/



# **NOVVO: MCMV Land plot #1 - Barra Funda**



Company's first land plot for the economic segment – Minha Casa, Minha Vida

#### MCMV Project with a series of attractions as differentiation

VGV:

R\$309 million

Segment:

economic

% Lavvi:

100%

Location:

Barra Funda







# 4Q24 and 1Q25 Launches - Novvo Marajoara











marajoara

**PSV Launched:** R\$ 203 Million

% Lavvi: 100%

Product Website and Video:

https://meunovvo.com.br/novvo-marajoara/

https://youtu.be/XFN4rMsKeT8



### **3Q25 Launch – Novvo Vila Prudente 1st Phase**











vila prudente

**PSV Launched:** R\$ 159 Million

% Lavvi: 100%

Product Website and Video:

https://meunovvo.com.br/novvo-marajoara/

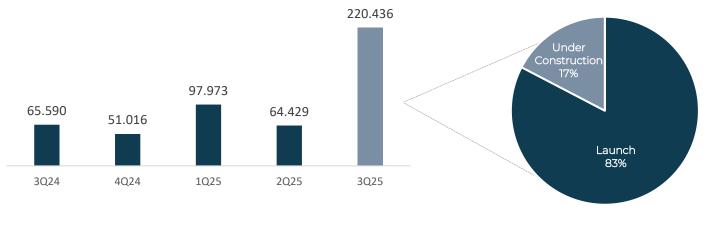
https://youtu.be/XFN4rMsKeT8



# **Novvo Inventory**



# Evolution of Novvo Inventory (total view)



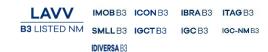


■ % Sold ■ % Inventory

LaunchUnder Construction

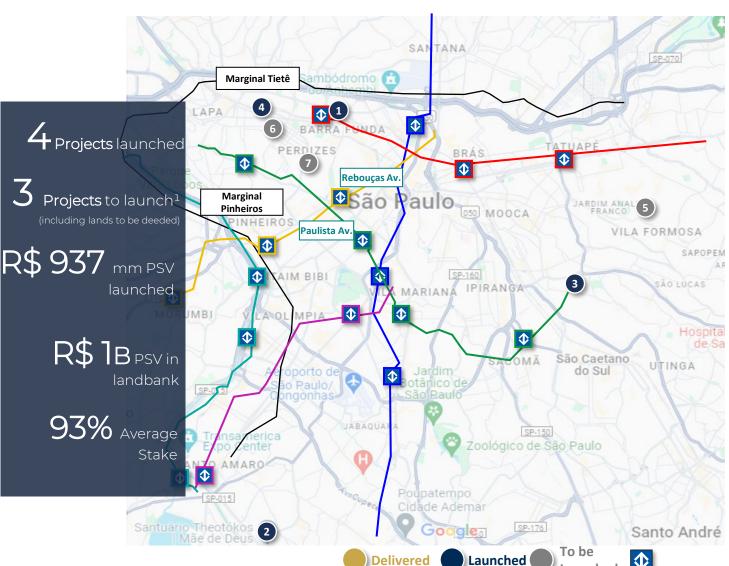
Project	Status	Launch	PSV <sup>1</sup>	PSV Novvo <sup>1</sup>	Units	Inventory	% Sold	% Sold (psv)
Novvo Barra Funda	Under Construction	nov-23	2.167	2.167	1.184	1	99,9%	99,4%
Novvo Marajoara	Under Construction	nov-24	36.080	36.080	794	128	83,9%	84,8%
Novvo Vila Prudente	Launch	set-25	119.040	119.040	490	380	22,4%	21,3%
Astro Santa Marina	Launch	set-25	63.149	25.260	994	233	76,6%	75,3%
Total	-	-	220.436	182.547	3.462	742	78,6%	77,7%

<sup>&</sup>lt;sup>1</sup> R\$ Million



5

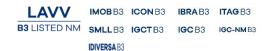
# Landbank Novvo (R\$ 000')





#### Breakdown of Novvo Projects (in PSV R\$ 000'):

#	ONGOING	937
1	Novvo Barra Funda	309
2	Novvo Marajoara	203
3	Novvo Vila Prudente 1 <sup>st</sup> phase	159
4	Astro Santa Marina (Cury)	266
#	LANDBANK	1.045
# 5		1.045
	LANDBANK	
5	LANDBANK Novvo Vila Prudente 2 <sup>nd</sup> phase	112

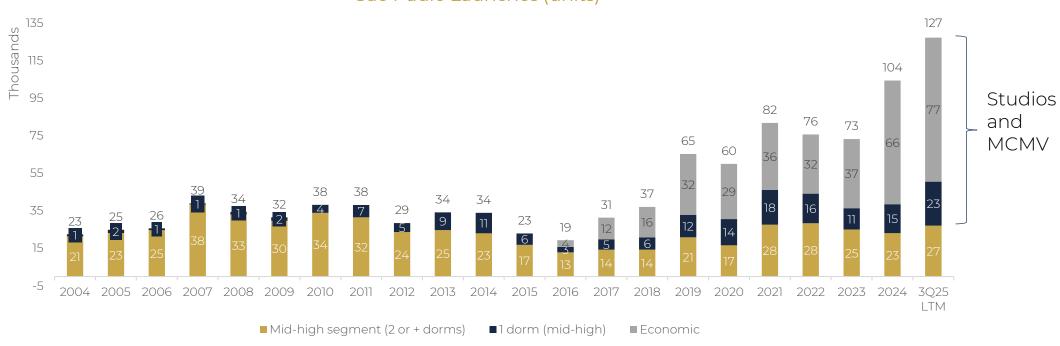




# **Launches – São Paulo City**







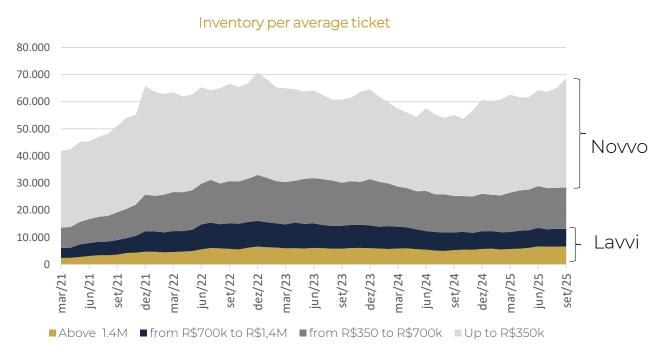


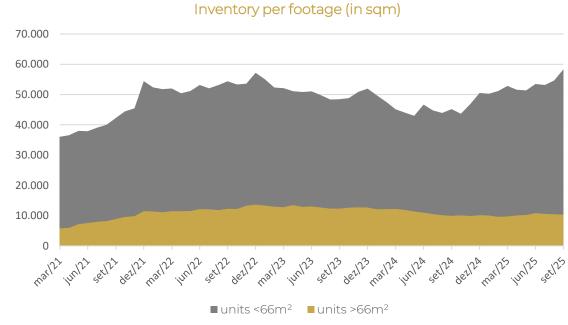


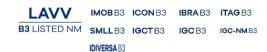
IGC-NMB3

# **Inventory – São Paulo City**











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