



LAVVI

Institutional Presentation
February 2025

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



Brás



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**



R\$ 8.0 bi Landbank¹ (R\$5.0 bi in % Lavvi)



R\$ 4.1 bi Total PSV² launched (4Q24 LTM)



R\$ 1.2 bi Net Revenues (3Q24 LTM)



100% of projects delivered on schedule³

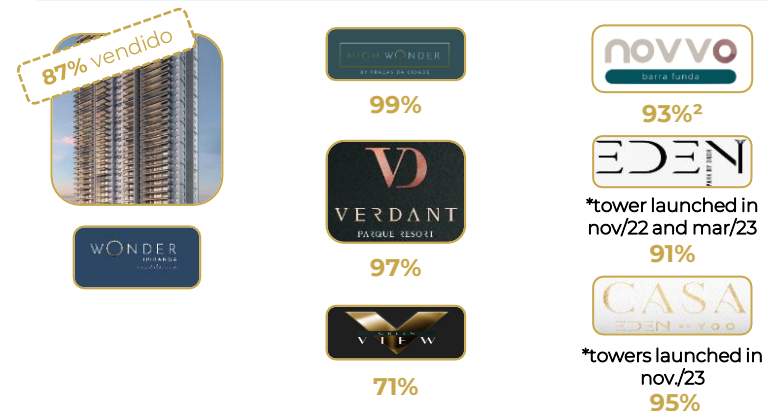


Trajetória Lavvi¹



R\$1.1 bi launched in 4 years

[B]³
BRASIL BOLSA BALCÃO
IPO
LAVV
B3 LISTED NM



LAVV
B3 LISTED NM
IMOB B3
SMALL B3
IDIVERSA B3
ICON B3
IGCT B3
IBRA B3
IGC B3
ITAG B3
IGC-NM B3

Notes: (1) %s Sold in PSV, launches in total view (100%) and base date dec/2024; (2) Considering all 5 towers launched to date (309M of PSV launched).



Company History¹



Notes: (1) %s Sold in PSV, launches in total view (100%) and base date dec/2024;
 (2) % sold consolidated of all 5 towers shown on previous slide.



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

	IPO 2020	CURRENT 3Q24 LTM	CAGR 2020-3Q24 LTM
 Launches 100% (R\$ mm)	498	3,400	+62% ✓
 Net Revenue (R\$ mm)	360	1,229	+36% ✓
 Gross Profit (R\$ mm)	150	406	+28% ✓
 Net Profit (R\$ mm)	94	310	+35% ✓
 ROE (%)	14%	23%	+9 pp ✓

Focus on profitability and operational efficiency

Sustainable Growth

High shareholder return

Net Cash position¹

Note: (1) R\$ 95 million in sept/2024

Lavvi's Main Pillars



1

Premium Landbank structure projected to sustain a profitable growth over the next years

2

New growth avenue through the economic segment, NOVVO brand, dedicated to projects in the **MCMV** program

3

Distinct value proposition based on market intelligence and innovative projects

4

Unique positioning among its peers, combined with **solid financial and operational results**

5

Ownership: reference shareholders actively involved on management and board teams

1

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



Details of main land plots in development

Main Differentials



1 Soleil by Boca do Lobo (Klabin)

Unique land plot of 3.1k sqm in Vila Mariana region
Signed by Boca do Lobo
Privileged location, only 700m from subway Santos-Imigrantes

PSV (R\$ mm)	Lavvi (%)	Land plot (000' m ²)	Expected Launch
361 ¹	100	3.1	1T25

2 Cubatão

Unique land plot of 5.6k sqm in the Paraíso region.
Privileged location, near Paulista Av. and Ibirapuera Park

935 ¹	100	5.6	2025
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3 Hípica

Land plot with unique dimensions, near 50k sqm
Privileged location, near Hípica Santo Amaro

2.379 ¹	60	50.0	2025
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LAVV IMOB B3 ICON B3 IBRA B3 ITAG B3
B3 LISTED NM SMLL B3 IGCT B3 IGC B3 IGC-NM B3
IDIVERSA B3

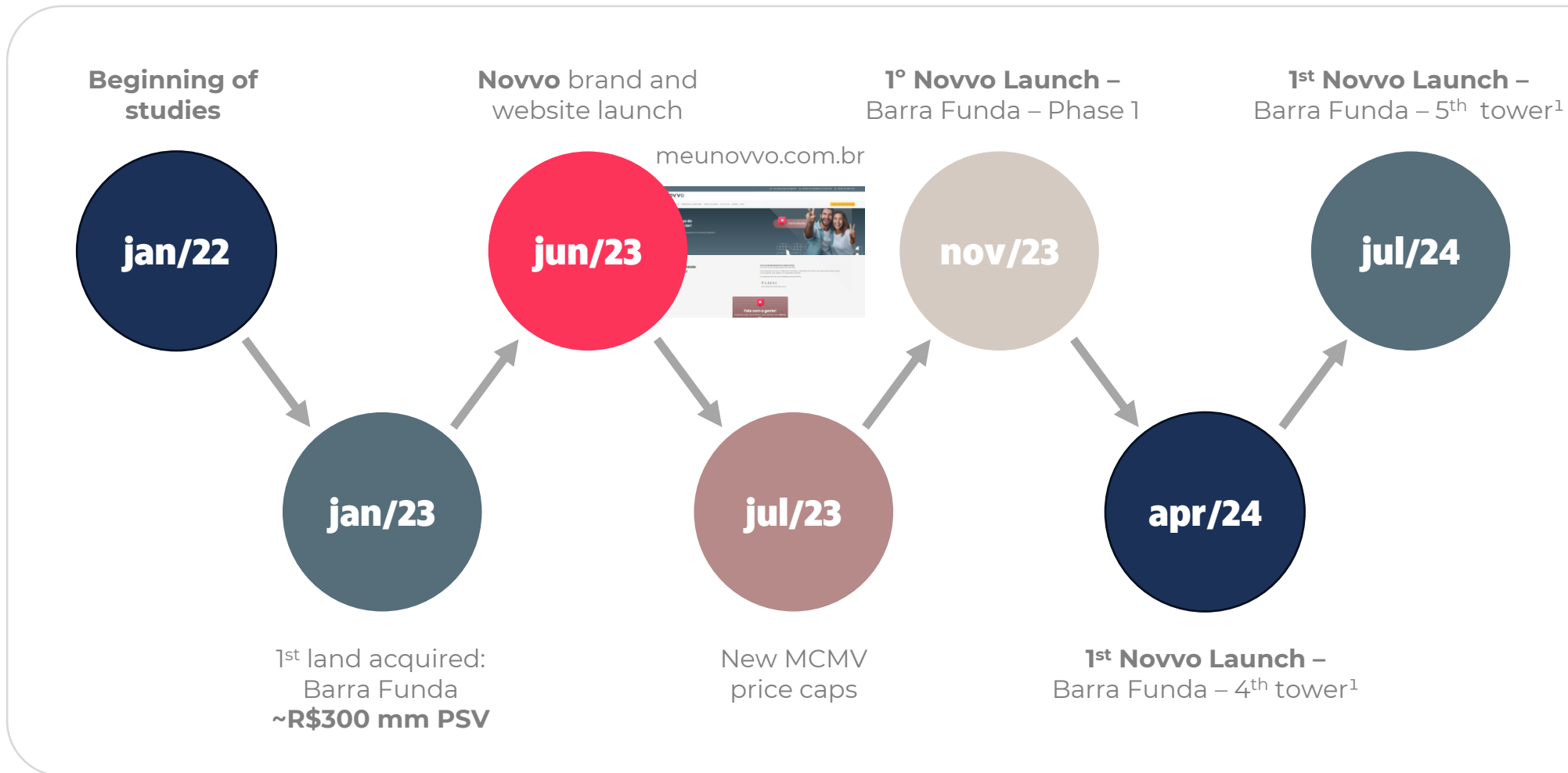
Note: (1) PSV includes Lavvi's stake plus partners' stake, swap, and commission, including one land to be deeded. (as informed on Operational Preview 4Q24). For project "Hípica" the launch expectancy includes only its first phase (approx. half of total PSV).



2 Economic Segment: New Growth Avenue



**Long term
Planning and
Transparent
Communication:**



Note: (1) In nov/23 3 out of 5 towers were launched. In apr/24, 4th tower was launched. And, in jul/24, the last tower of project Barra Funda was launched.



2 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



Product Website

Brand Website

Note: (1) base-date dec/2024, considering all 5 towers launched until date (309M of PSV launched).

3 Differentiated Projects from its Conception translates into Client Satisfaction



Main Differentials:

Very Large Lands

Lawvi'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 Lawvi. Counting with **3 globally known luxury brands** for our projects (Elie Saab, Versace, and Boca do Lobo)



Clients' Opinion



Acceptance rate on inspections¹: ~98%

Note: (1) Average of Company's deliveries

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

65% sold¹ **4Q24**

HEAVEN
BY yoo

PSV Launched: R\$ 1.2 bi
% Lavvi: 60%
Land plot: 9,000 sqm

Product Video

50% sold¹ **3Q24**

PETRA
BY BOCA DO LOBO
exclusive design

PSV Launched: R\$ 471 mm
% Lavvi: 80%
Land plot: 5,300 sqm

Product Video

66% sold¹ **2Q24**

PALACE
BY PRAÇAS DA CIDADE

PSV Launched: R\$ 296 mm
% Lavvi: 51%
Land plot: 4,500 sqm

Product Video

67% sold¹ **2Q24 e 1Q24**

alive
HOME RESORT

PSV Launched: R\$ 1.2 bi
% Lavvi: 100%
Land plot: 18,500 sqm

Product Video

Note: (1) base date dec/2024

4 Growing Operational Performance...

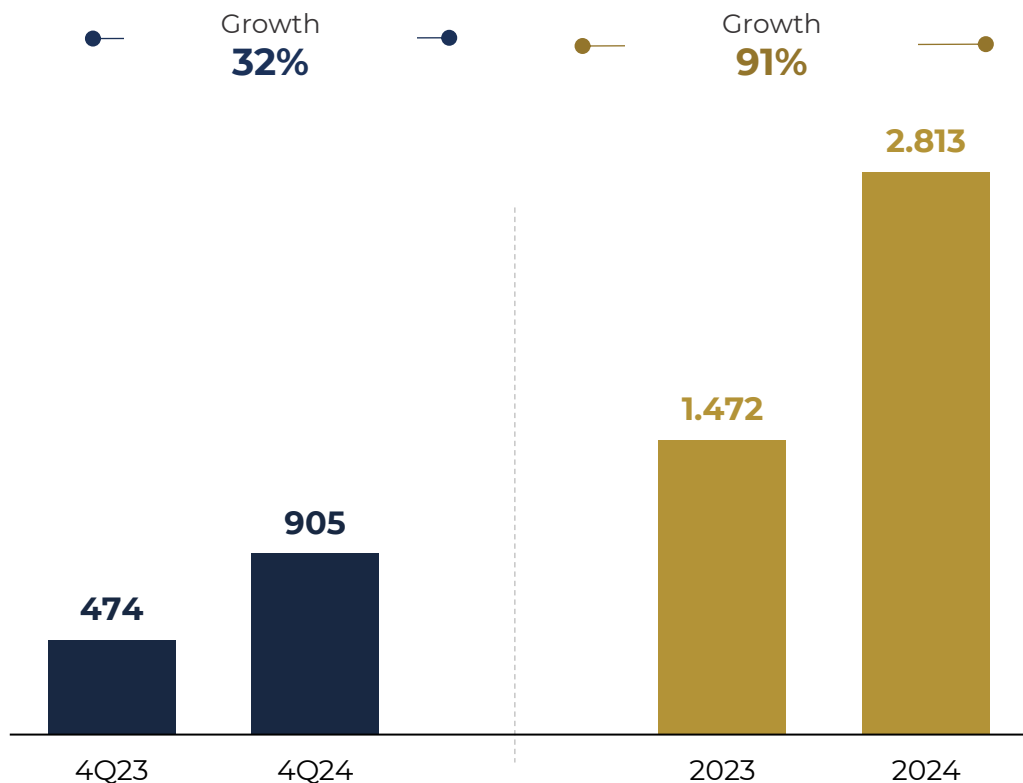
2025 Possibilities¹ (R\$ 2.5bi of PSV % Lavvi)

➤ **Lavvi¹**: R\$2.6 bi PSV (total view), equivalent to ~**R\$2.1 bi PSV % Lavvi²**, in 4 projects

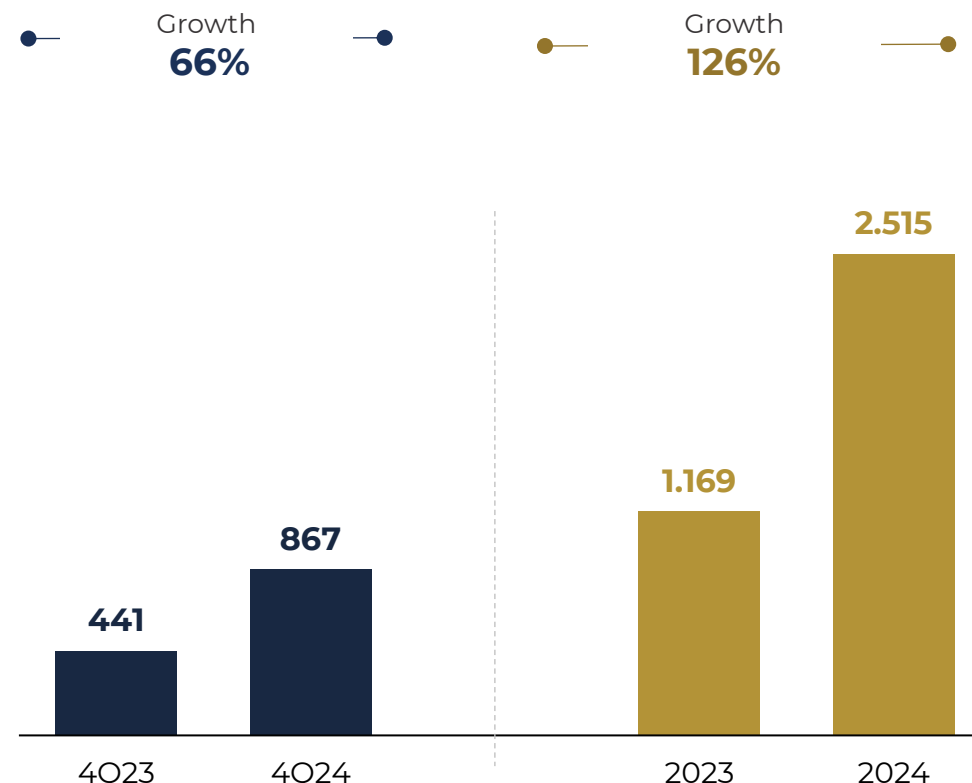
➤ **Novvo¹**: **R\$587 mm** PSV (total view), equivalent to ~**R\$448mm of PSV %Lavvi** in 3 projects.

In just over a year, Novvo brand reaches R\$ 1.1 billion in PSV (total view)

Launches % Lavvi | R\$ mm



Sales % Lavvi | R\$ mm

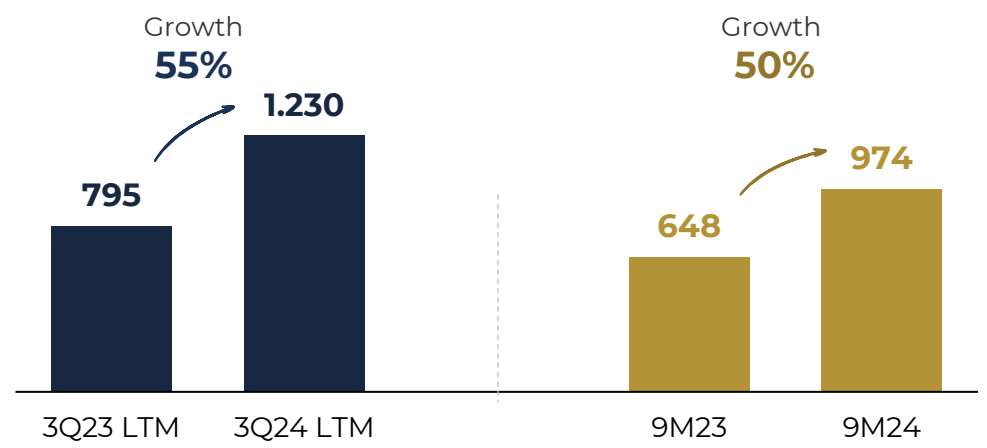


Note: (1) Does not classify as guidance. The Company decides whether to launch projects according to the moment;
(2) % Lavvi: ex-swap and ex-commission. Base date dec/2024, as informed on Operational Preview 4Q24.

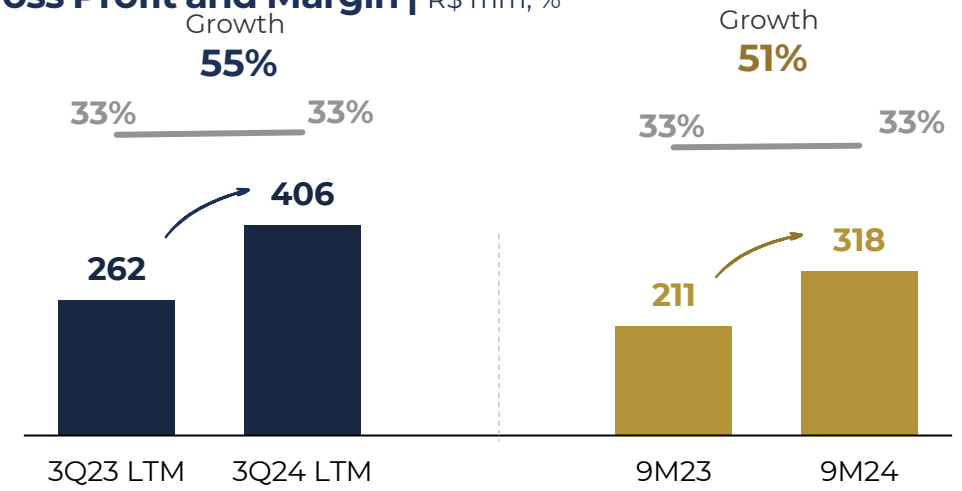


4 ...Aligned with Solid Financial Results...

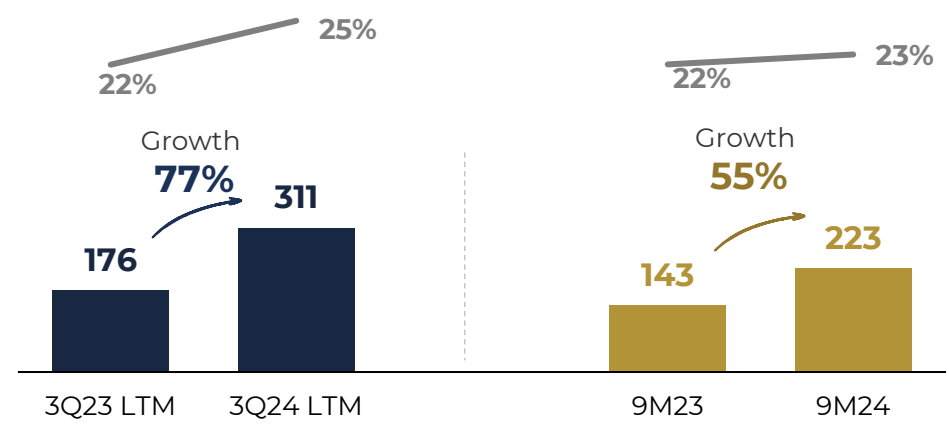
Net Revenue | R\$ mm



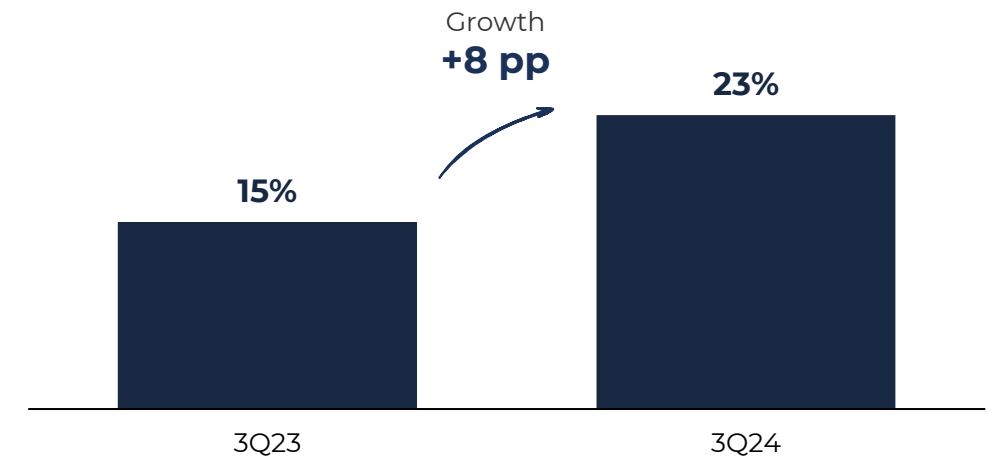
Gross Profit and Margin | R\$ mm, %



Net Profit and Margin | R\$ mm, %



ROE | %



Note: (1) base date sept/24, as informed on Earnings Release 3Q24

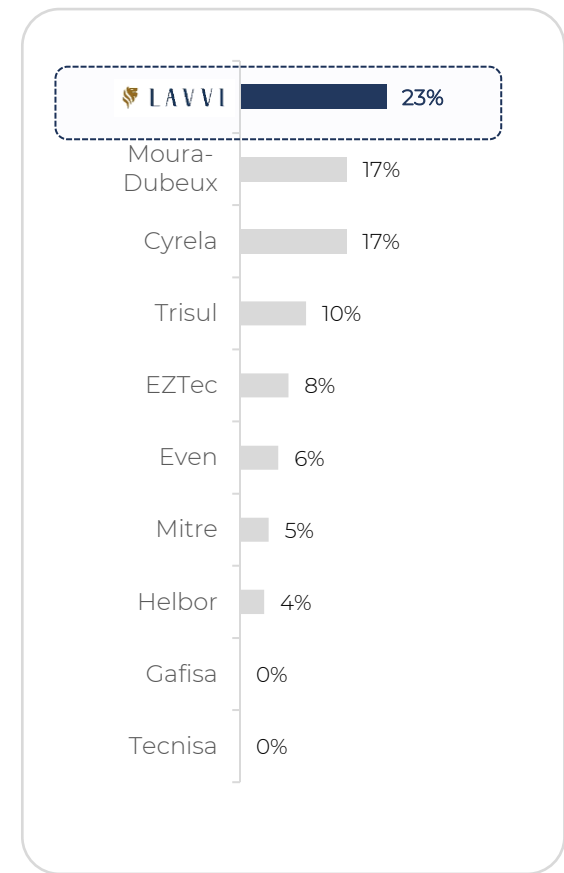
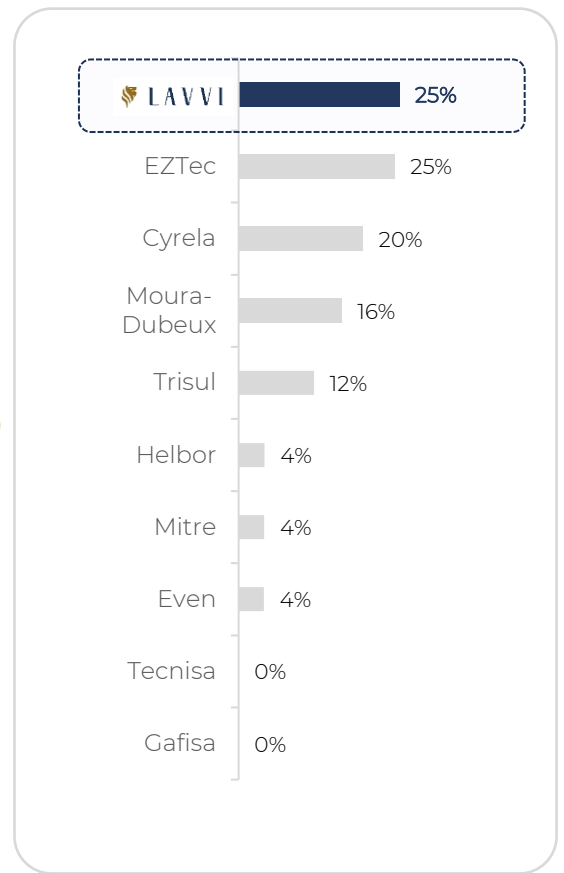
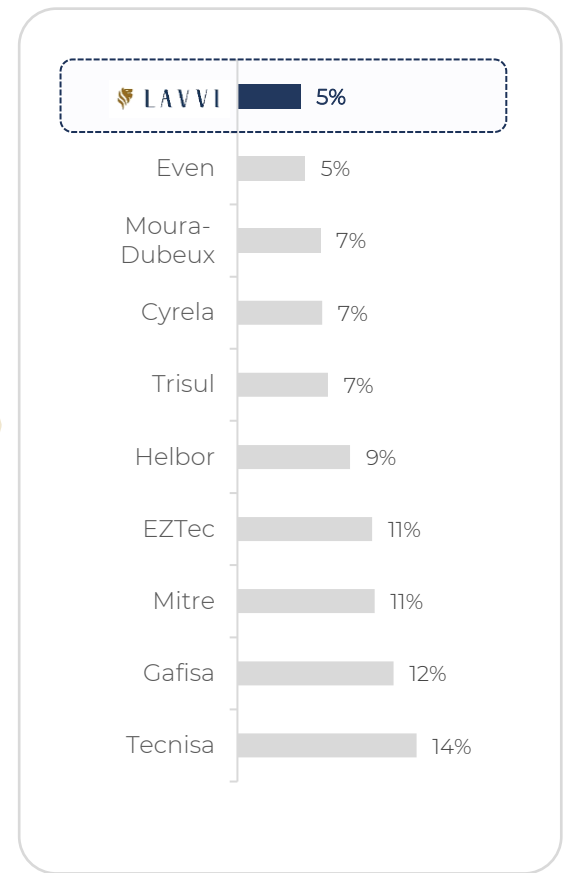
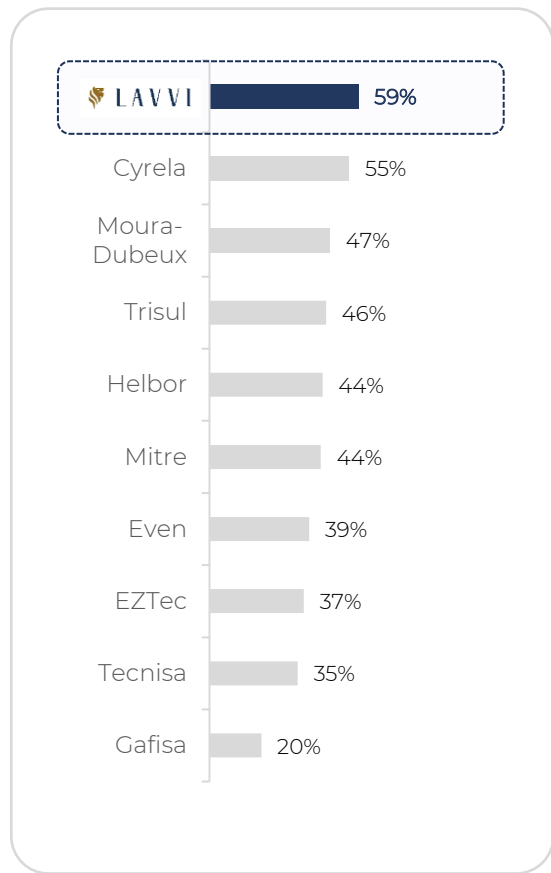
4 ...that stand out between Peers of the sector

SoS LTM¹

G&A / Net Revenue LTM¹

Net Margin LTM¹

ROE¹



5

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

Board of Directors



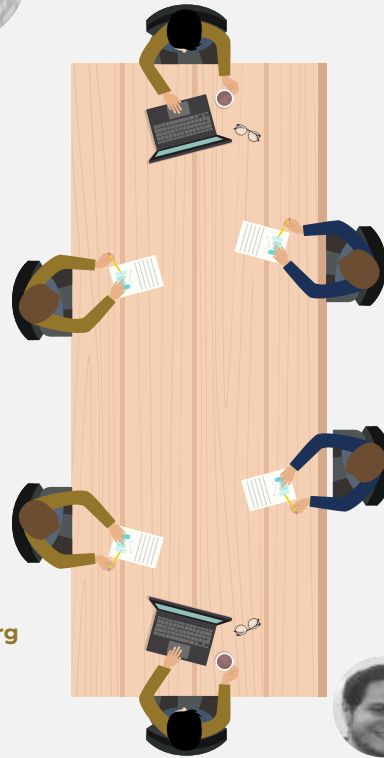
Sr. Elie Horn
(Cyrela)



Ralph Horn
(Lavvi)



Miguel Mickelberg
(Cyrela)



Daniella Sasson
(Independent)

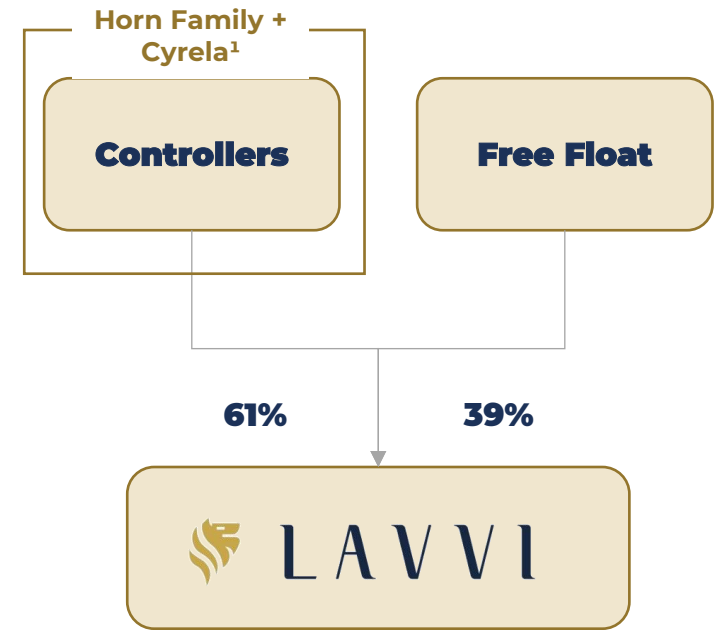


Nessin Abadi
(Independent)



Dida Horn
(Lavvi)

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.





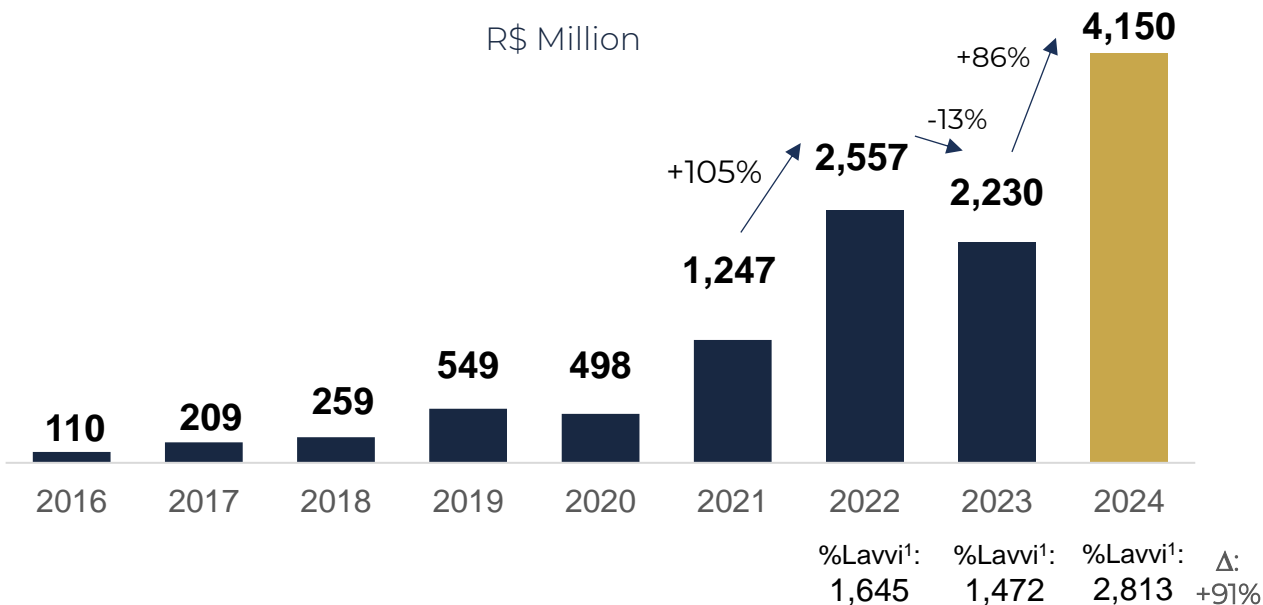
Appendix

Company History in Numbers (part 1 of 3)

Optimism for 2024 and 2025 coming from Quality and Exclusivity of the products we have to work on

Launches – total view

R\$ Million

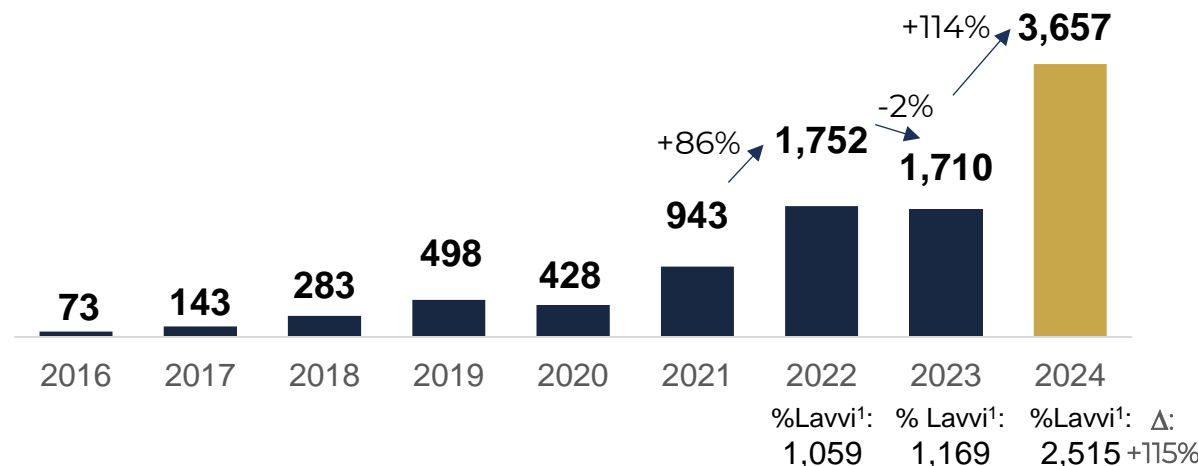


12 months record for launches and sales in %Lavvi, with (+91% Y/Y) and (+115% Y/Y) growths

SoS 4Q24 LTM:
60%

Net Sales¹ – total view

R\$ Million



Note: (1) base date dec/24, as informed on Operational Preview 4Q24

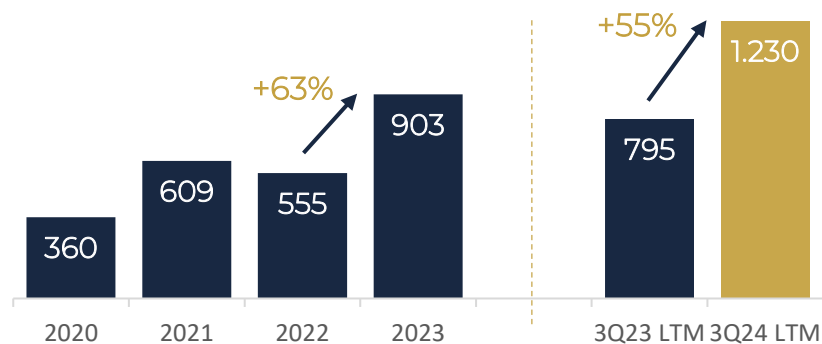


Company History in Numbers (part 2 of 3)

Lawi among the most profitable of the sector

Net Revenue

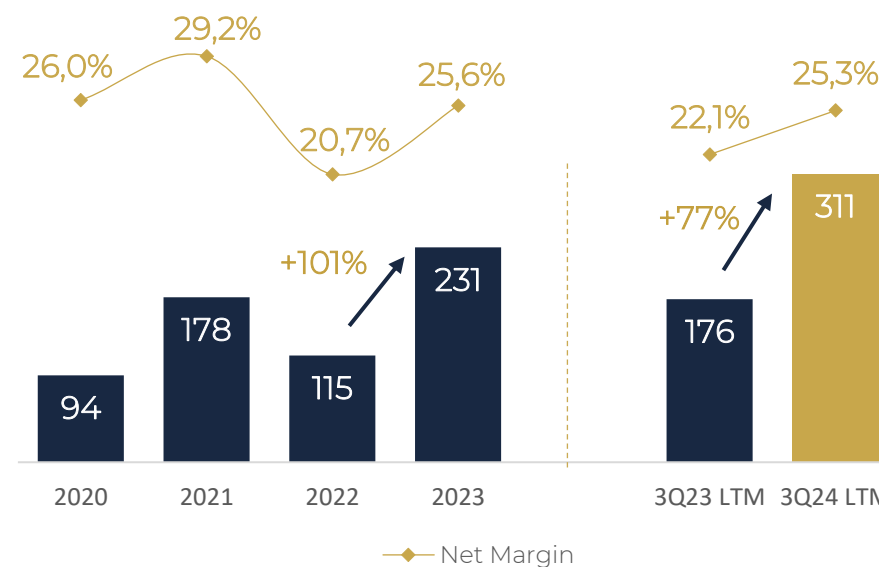
R\$ Million



+55% (Y/Y) growth in Net Revenue, leading to an even greater growth in net profit (+77% A/A)

Net Profit and Net Margin

R\$ Million and %

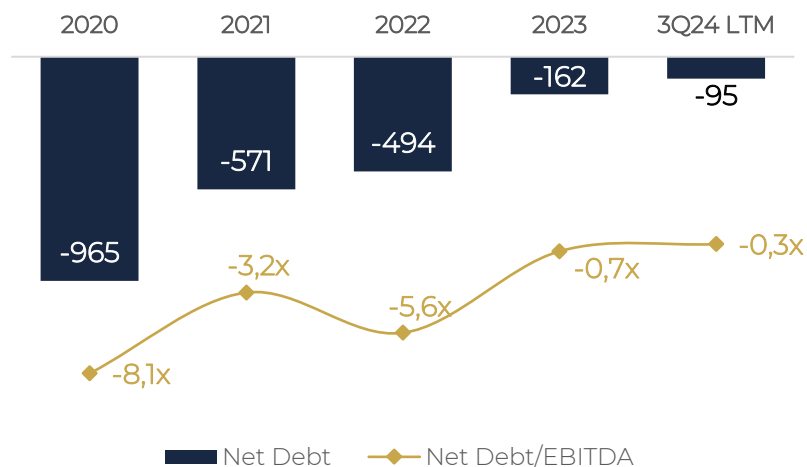


Company History in Numbers (part 3 of 3)

Net applicator in the last years*

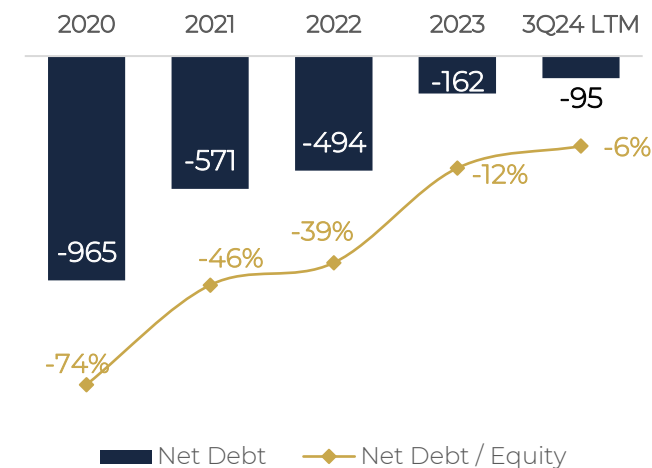
Net Debt and Net Debt/EBITDA

(R\$ Million and x)



Net Debt and Net Debt/Equity

(R\$ Million and %)



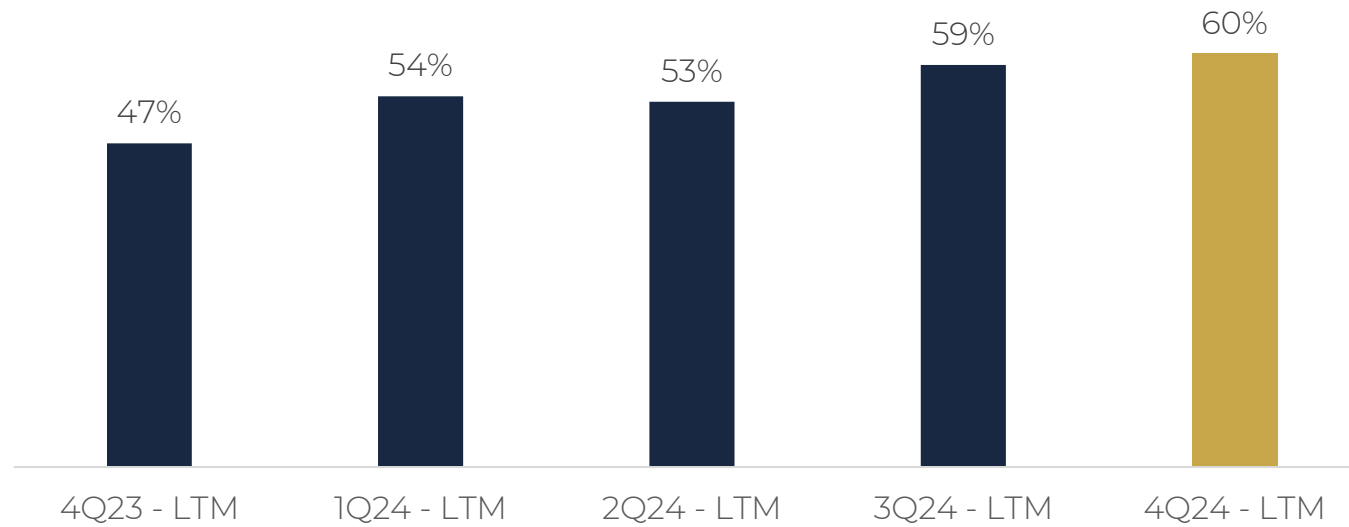
Nota: (1) Base date sept./24, as informed on Earnings Release 3Q24.
 *The negative bars and indicators show that Lawi has a history of Net Cash in the last Years..



Speed of Sales (SoS)

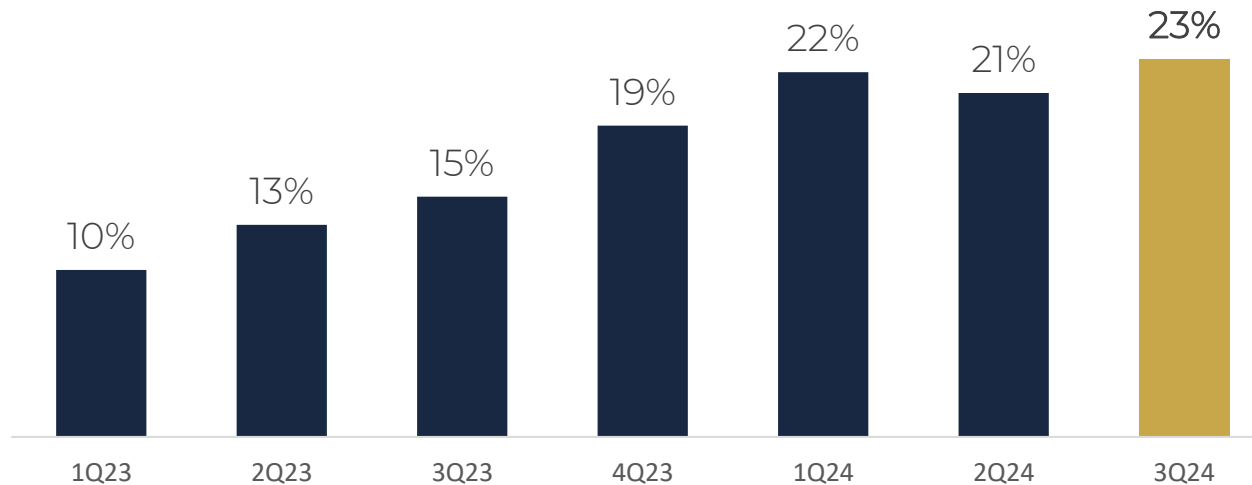
Consistently high SoS in the LTM

SoS LTM



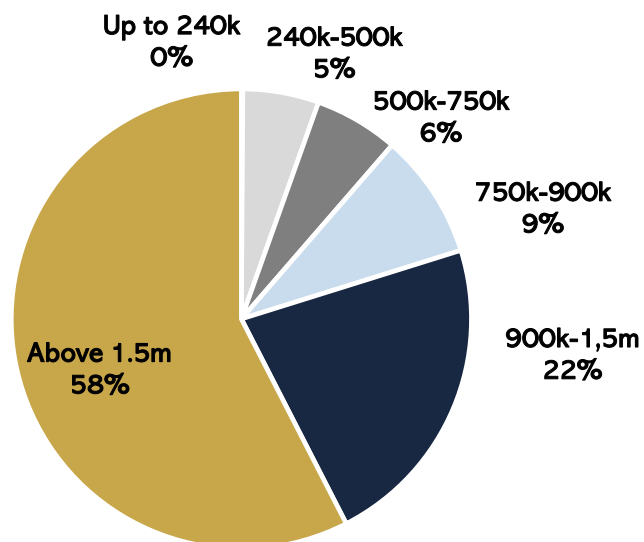
ROE

ROE more than doubled since 2022



Inventory - Lavvi

Lawvi Inventory Breakdown

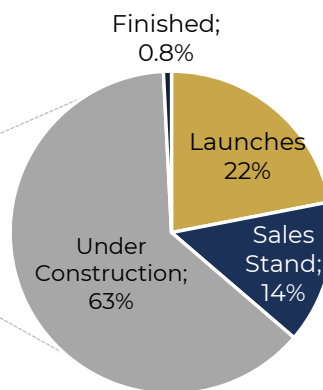
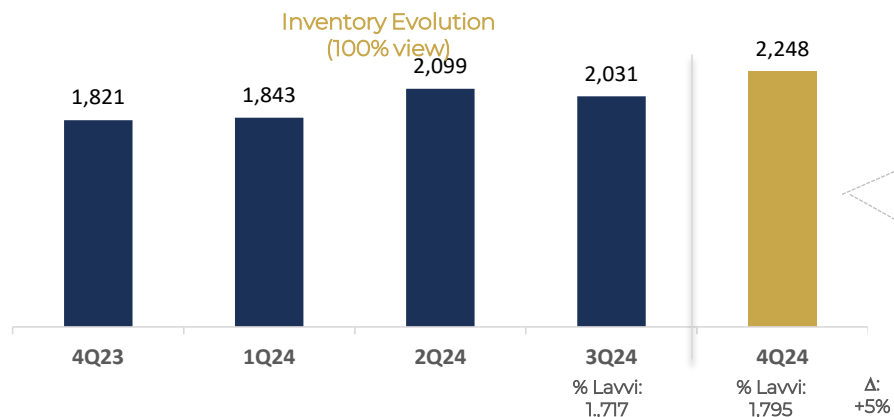


R\$ 2.248million

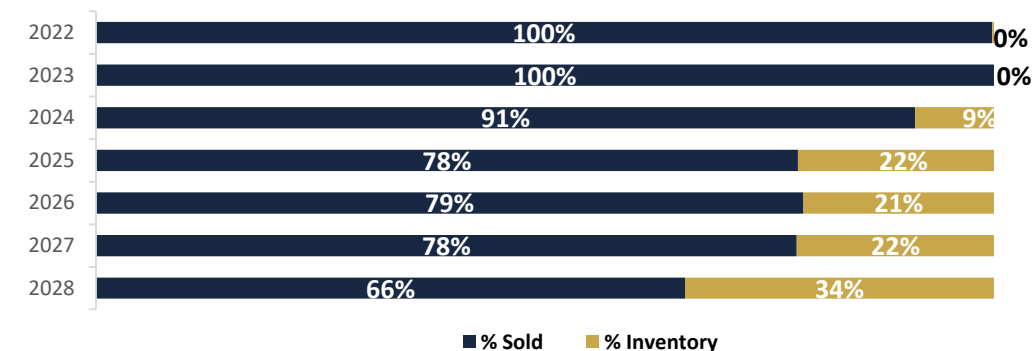
% Lawvi: R\$ 1.795 mm

~80% of inventory PSV above R\$900k

Inventory - Lavvi



Sales index by delivery year (in % PSV)

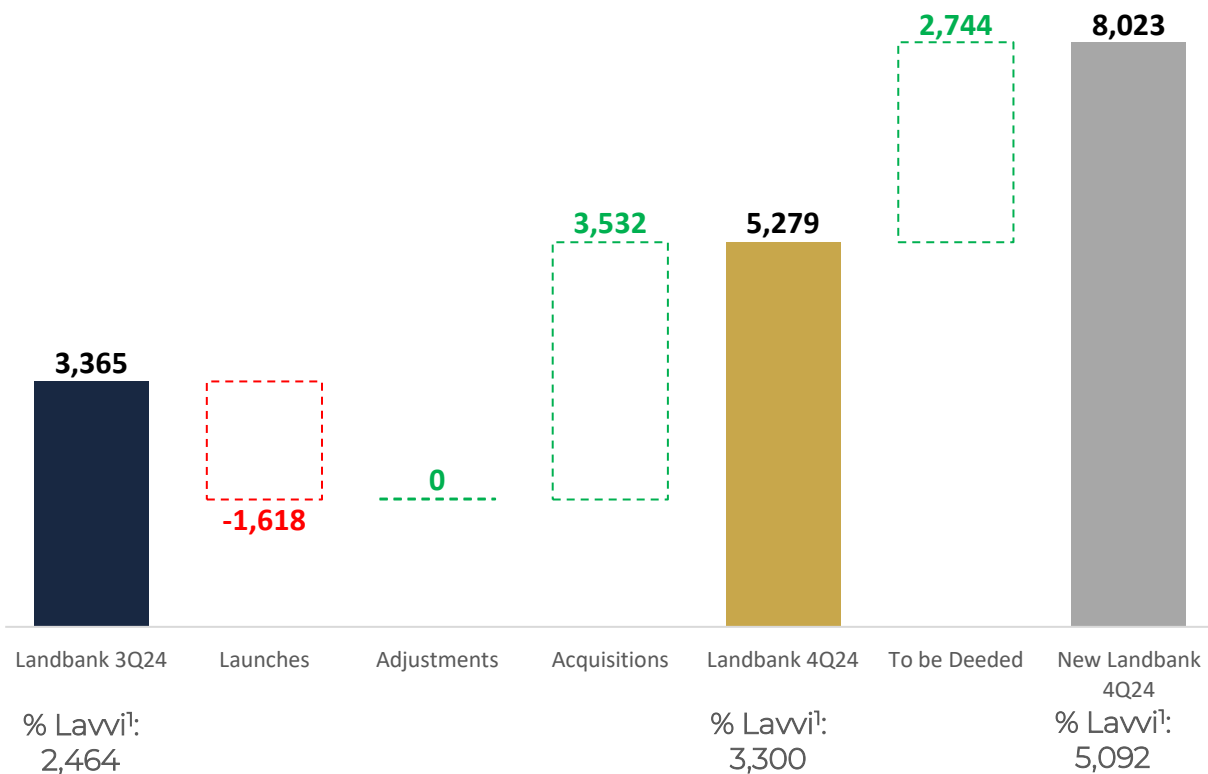


Project	Status	Launch	PSV ¹	PSV Lavvi ¹	Units	Inventory	% Sold	% Sold (psv)
Praça Piratininga	Finished	may-16	-	-	396	-	100.0%	100.0%
Praça Mooca	Finished	jun-17	-	-	400	-	100.0%	100.0%
Movva	Finished	sep-17	-	-	258	-	100.0%	100.0%
Palazzo Vila Mariana	Finished	may-18	-	-	99	-	100.0%	100.0%
Vitralli Moema	Finished	oct-18	-	-	273	-	100.0%	100.0%
Nativ Tatuapé	Finished	may-19	-	-	352	-	100.0%	100.0%
Moema by Cyrela	Finished	jun-19	644	258	65	2	96.9%	99.5%
One Park Perdizes	Finished	oct-19	0	0	120	-	100.0%	100.0%
Wonder by Praças da Cidade	Finished	oct-20	0	0	272	-	100.0%	100.0%
Lumiere	Finished	nov-20	1,367	1,367	370	2	99.5%	99.6%
Villa Versace	Under Construction	jun-21	165,104	165,104	449	40	91.1%	78.6%
Wonder Ipiranga	Under Construction	ago-21	46,917	46,917	576	45	92.2%	86.5%
Grand Vitralli	Finished	oct-21	16,043	12,835	408	25	93.9%	92.6%
High Wonder	Under Construction	feb-22	1,119	570	258	1	99.6%	99.5%
Verdant	Under Construction	apr-22	8,054	8,054	174	4	97.7%	97.3%
Green View	Under Construction	jun-22	96,376	96,376	408	47	88.5%	71.4%
Grand Square	Under Construction	aug-22	117,246	93,797	343	168	51.0%	49.6%
Galleria Klabin	Under Construction	nov-22	22,230	22,230	589	9	98.5%	96.1%
Eden Park by Dror	Under Construction	nov-22/mar-23	117,366	52,815	1,020	61	94.0%	90.7%
Saffire Elie Saab	Under Construction	may-23	326,355	326,355	153	22	85.6%	63.0%
Novvo Barra Funda	Under Construction	nov-23	21,102	21,102	934	197	78.9%	93.2%
Casa Eden by Yoo	Under Construction	nov-23	36,764	16,544	203	11	94.6%	94.7%
Alive Home Resort	Under Construction	mar-24	362,562	362,562	1,384	282	79.6%	67.4%
Palace by Praças da Cidade	Under Construction	abr-24	93,441	47,636	213	59	72.3%	66.0%
Escape Eden	Sales Stand	jun-24	98,134	44,160	259	68	73.7%	66.2%
Petra by Boca do Lobo	Sales Stand	sep-24	224,157	179,326	407	88	78.4%	50.4%
Edifício Brás	Sales Stand	sep-24	-	-	326	-	100.0%	100.0%
Heaven by Yoo	Launch	oct-24	391,716	235,029	946	94	90.1%	64.8%
Aura Pacaembu	Launch	oct-24	71,873	32,343	66	16	75.8%	70.0%
Novvo Marajoara	Launch	nov-24	29,914	29,914	398	98	75.4%	75.4%
Total	-	-	2,248,485	1,795,294	12,119	1,339	86.1%	78.2%

¹ R\$ Million



Landbank Lavvi (R\$'000)



R\$ 8.0 Billion in landbank¹
(R\$ 5.1 bi in %Lavvi)

R\$ Millions	Luxury	High	Mid-High	Middle	Economic	Total
North Zone						0
West Zone		114			597	711
Center						0
East Zone						0
South Zone	935	3,893	2,379		105	7,312
Total	935	4,007	2,379	0	702	8,023

¹Acquisitions of optioned land are subject to resolutive clauses that are common in this type of transactions.

²Landbank PSV includes Lavvi's stake as well as partners' stakes, swap, and commission.

Landbank Lavvi (R\$'000)



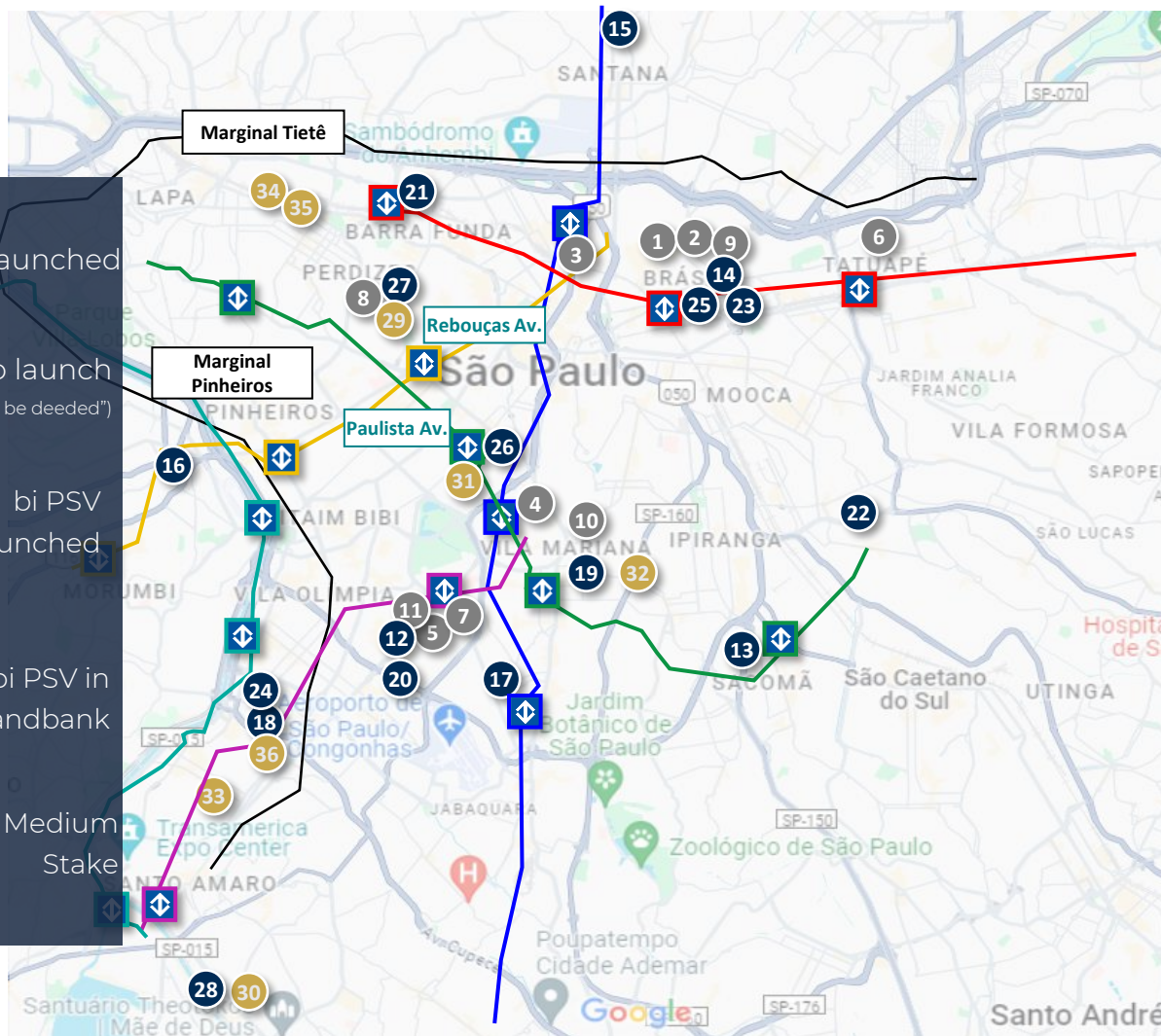
28 Projects launched

6 Projects to launch
(including one land "to be deeded")

R\$ 11.8 bi PSV
Total launched

R\$ 8.0 bi PSV in
landbank

~62% Medium
Stake



● Entregues ● Lançados ● A Lançar ⇕

Lawvi Project Breakdown (in PSV R\$ 000):

#	DELIVERED	1,829
1	Praça Piratininga	110
2	Praça Mooca	153
3	Moova	48
4	Palazzo Vila Mariana	158
5	Vitralli Moema	101
6	Nativ Tatuapé	242
7	Moema by Cyrela	118
8	One Park Perdizes	190
9	Wonder Brás	188
10	Lumiere	310
11	Grand Vitralli	211
#	ONGOING	9,952
12	Villa Versace	705
13	Wonder Ipiranga	331
14	High Wonder	231
15	Verdant	292
16	Green View	336
17	Grand Square	240
18	Eden by Cyrela	2,376
19	Galleria Klabin	556
20	Saffire Elie Saab	887
21	Novvo Barra Funda	309
22	Alive Home Resort	1,167
23	Palace by Praças da Cidade	296
24	Petra by Boca do Lobo	471
25	Edifício Brás	106
26	Heaven (BP)	1,207
27	Aura Pacaembu (Cyrela)	322
28	Novvo Marajoara (Chác. Flora) 1 ^{ph} .	120
#	LANDBANK	8,023
29	Aura Pacaembu (Cyrela) - studios	114
30	Novvo Marajoara (Chác. Flora) 2 nd ph.	105
31	Cubatão	935
32	Soleil by Boca do Lobo (Klabin)	361
33	Hípica (to be deeded)	2,379
34	Adriano Marchini (Cury)	232
35	Novvo - Santa Marina	365
36	Vicente Rao	3,532

obs: PSV includes Lavvi's stake plus partners' stake, swap, and commission, including one land to be deeded. (as informed on Operational Preview 4Q24)

LAVV IMOB B3 ICON B3 IBRAB B3 ITAG B3
B3 LISTED NM SMML B3 IGCT B3 IGC B3 IGC-NM B3
IDIVERSA B3

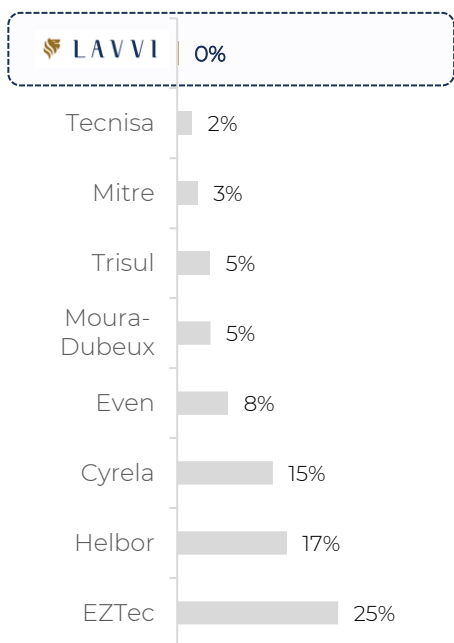


Peers Comparison

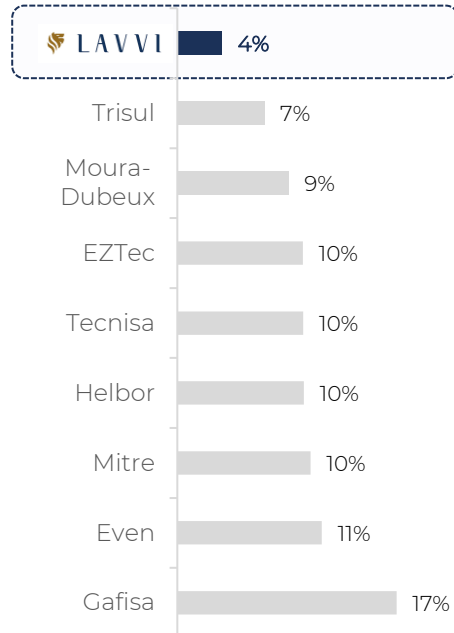
Why Lavvi?

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

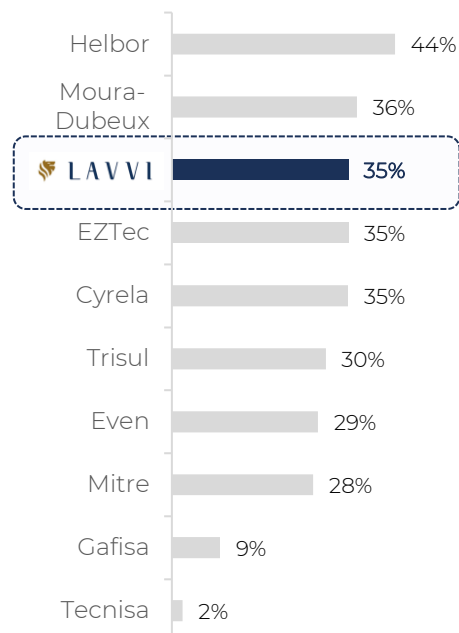
Performed Inventory/ Total¹



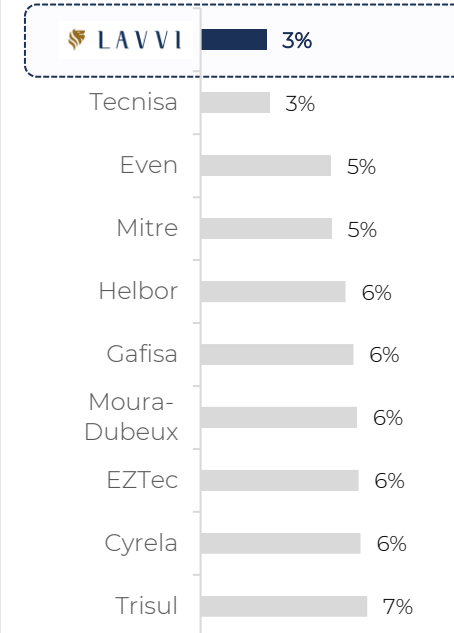
Cancellations / Gross Sales LTM¹



Gross Margin ex-SFH LTM^{1;2}



Sales Expenses/ Net Sales LTM¹



- Approved on February 4th Board Meeting, interim and additional dividends payment, in the total amount, as shown below:

- Amount:	R\$ 80.0 million
- Amount/share:	R\$ 0.4093
- Date COM:	02/10/2025
- Date EX:	02/11/2025
- Payment:	02/19/2025

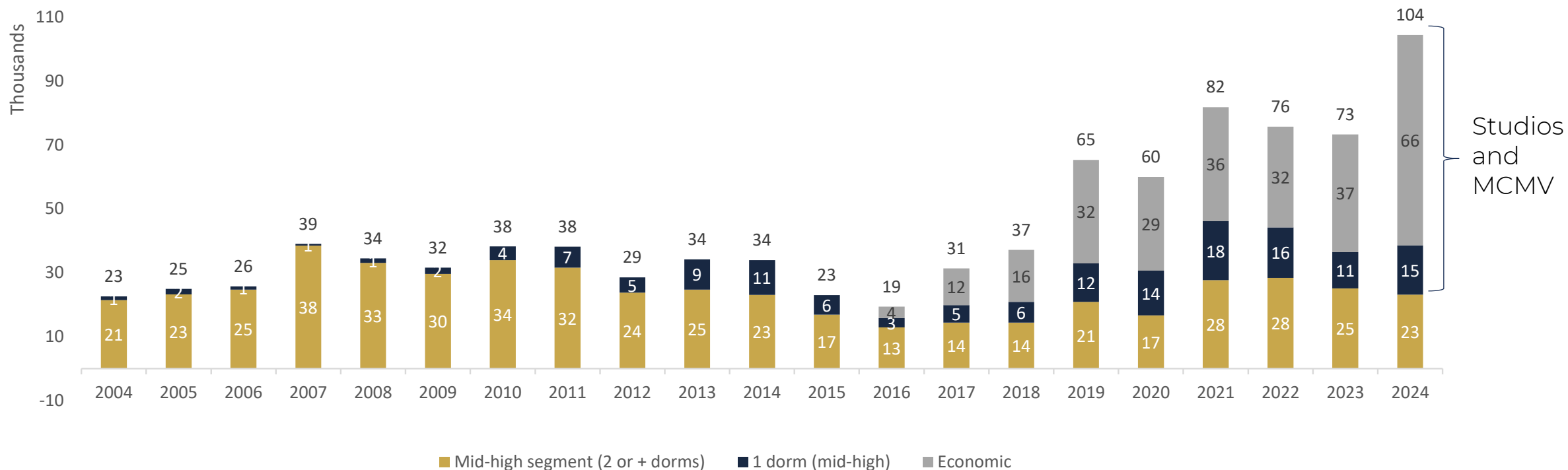
- Approximately R\$ 705 MM in value generation to shareholders (dividends + shares buyback) since mid 2021, equivalent to approx. R\$ 3,53 per share.



City of São Paulo

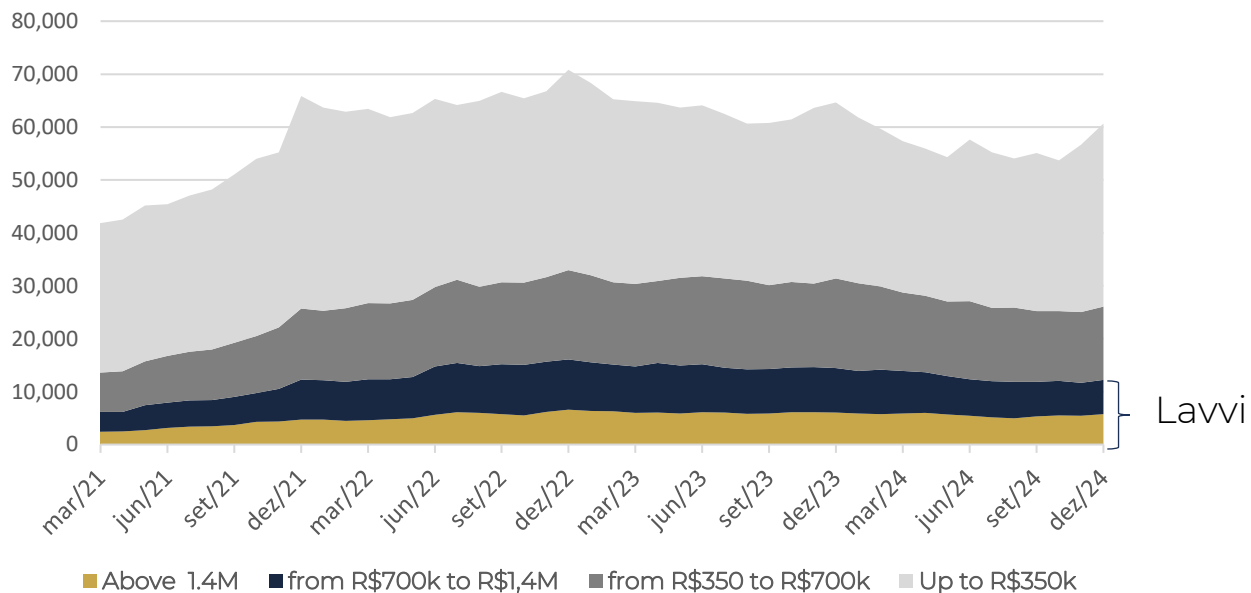
Launches – São Paulo City

São Paulo Launches (units)

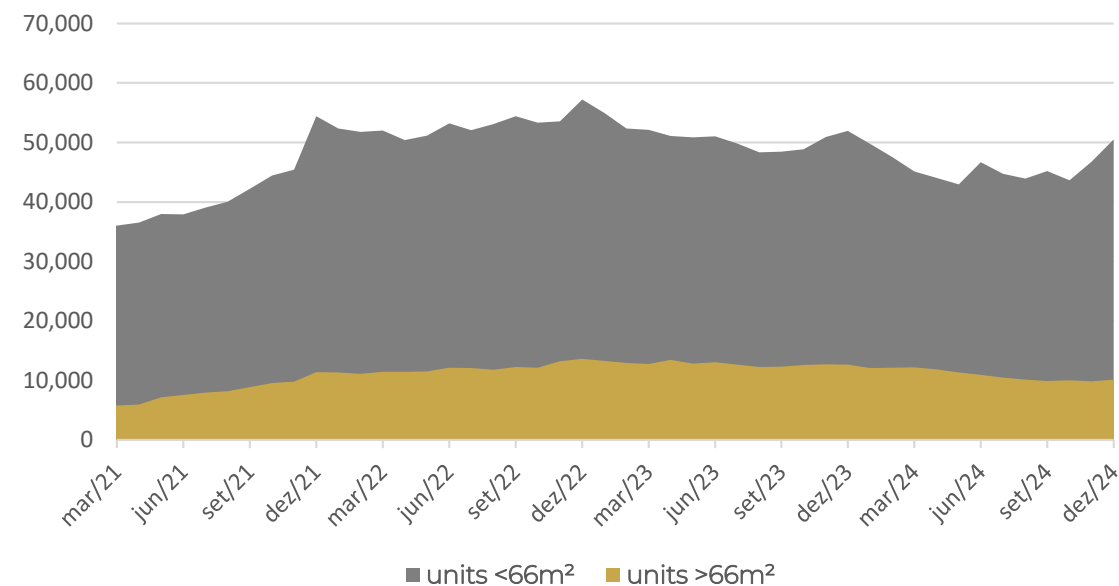


Inventory – São Paulo City

Inventory per average ticket



Inventory per footage (in sqm)





Talk to IR

Sandra Attie Petzenbaum - CFO & IRO
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