

Webcast 1Q21



Participants

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Emílio C. Fugazza

Diretor Financeiro e de Rel. Investidores

Hugo Grassi

Investor Relations Coordinator

Résumés

Founding partner and CEO of Grupo Analisy's, a company acquired by EZTEC in 2007.

Civil engineer graduated from the Federal University of São Carlos

Economist graduated from Bentley University in MA, USA.
Post-grad in Compliance in IBMEC.

MBA in Real Estate in IBMEC

Esta apresentação contém certas declarações futuras e informações relacionadas à EZTEC que refletem as visões atuais e/ou expectativas da Companhia e de sua administração com respeito à sua performance, seus negócios e eventos futuros. Referidas declarações prospectivas estão sujeitas a riscos, incertezas e eventos futuros. Advertimos os investidores que diversos fatores importantes fazem com que os resultados efetivos diferenciem-se de modo relevante de tais planos, objetivos, expectativas, projeções e intenções expressadas nesta apresentação. Em nenhuma circunstância, nem a Companhia, nem suas subsidiárias, conselheiros, diretores, agentes ou funcionários serão responsáveis perante terceiros (incluindo investidores) por qualquer decisão de investimento tomada com base nas informações e declarações presentes nesta apresentação, ou por qualquer dano dela resultante, correspondente ou específico.

EZTEC in 1Q21



Operational:

- **Net Sales** of **R\$ 236 mn** in 1Q21;
- **Launches** of **R\$ 28,1 mn** in 1Q21;
- **Landbank** of **R\$ 14.131 bn** by the end of 1Q21.



Financial:

- **Gross Profit** of **R\$ 83 mn**, with **Gross Margin** of **42%** in 1Q21;
- **Net Income** of **R\$ 73 mn**, with **Net Margin** of **37%** in 1Q21;
- **Net cash** of **R\$ 1,060 mn** in 1Q21, besides **R\$ 529 mn** in **Performed Receivables** by the end of 1Q21;
- **Direct receivables portfolio** of **R\$ 482 mn** with registered statutory lien agreements yielding IGP-Di + 10% a +12% annually.

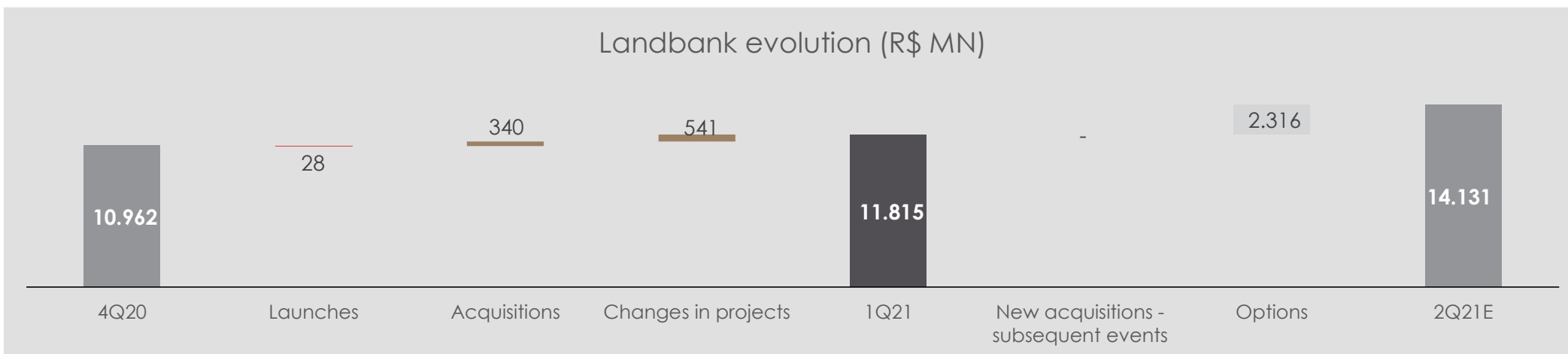


Subsequent Events:

- Launches of **R\$ 253 mn** in **2Q21**
- **Shareholders' meeting in 04/29/2021**, with:
 - Approval of the payment of dividends of **0,423955132 reais per share**,
 - Election of a **Board of 9 members, 4 of which are independent**

Landbank

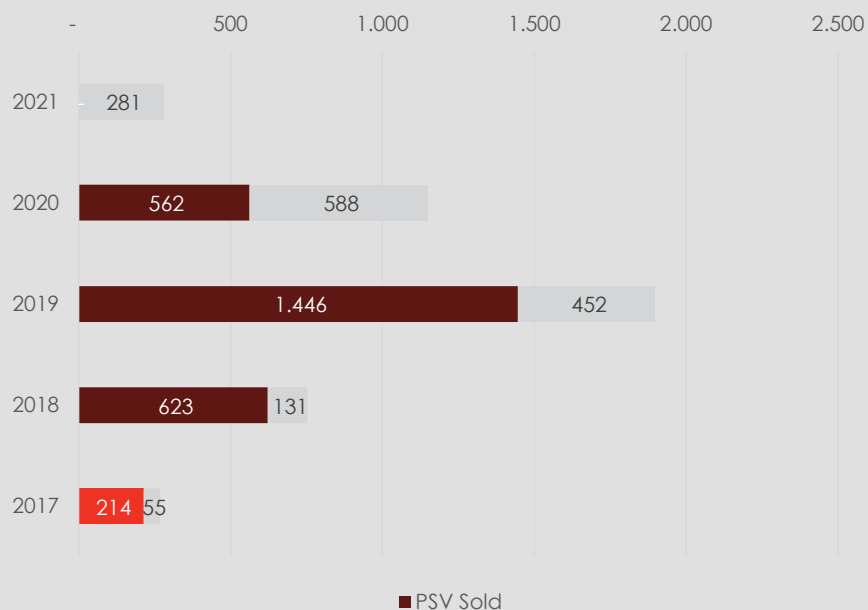
Landbank evolution (R\$ MN)



R\$ MM	Commercial	High	Mid-High	Smart Living	Middle	Economic	Total
SPMR			247		189	846	1.282 (11%)
Shore							-
East Zone			108		839	666	1.613 (14%)
West Zone	129		15		1.392		1.536 (13%)
South Zone	3.266	1.870	1.137		60	953	7.286 (62%)
North Zone						97	97 (1%)
Downtown							-
Total	3.395 (29%)	1.870 (16%)	1.507 (13%)	-	2.480 (21%)	2.562 (22%)	11.815
Total 1Q21E	0	0	2.197	0	0	119	14.131

Operational Performance

Launches, Sales and Guidance (PSV in R\$ mn)

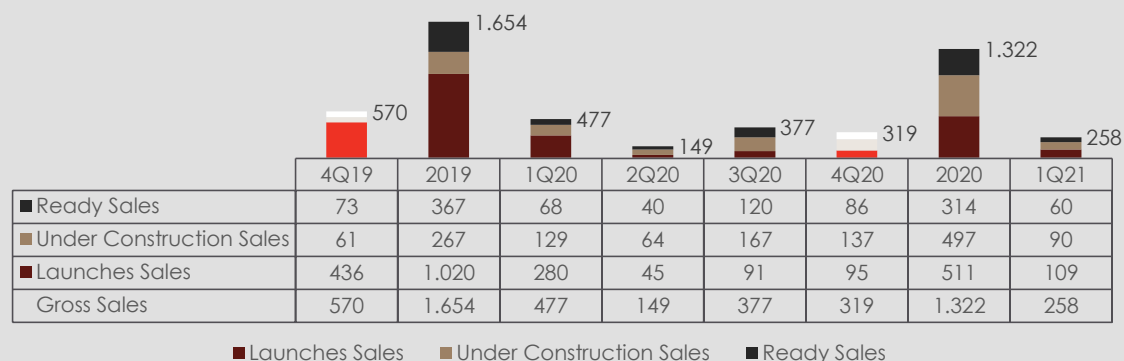


Launches in 2021:

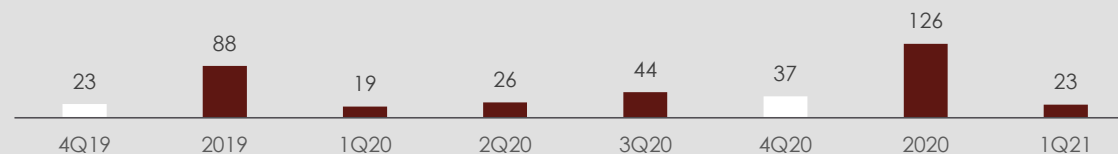
- ID Paraíso
- Dream View Sky Resort*

*Lanunch in april, 2021

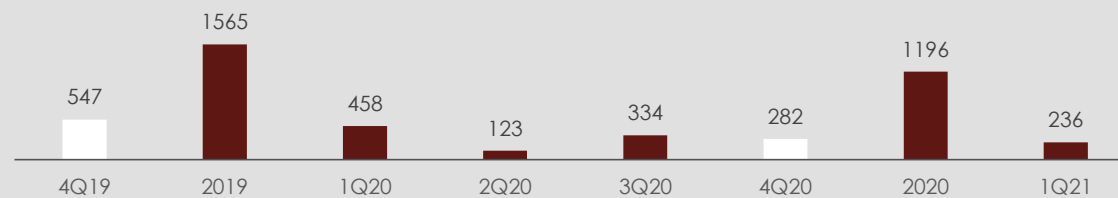
Gross Sales (R\$ mn)



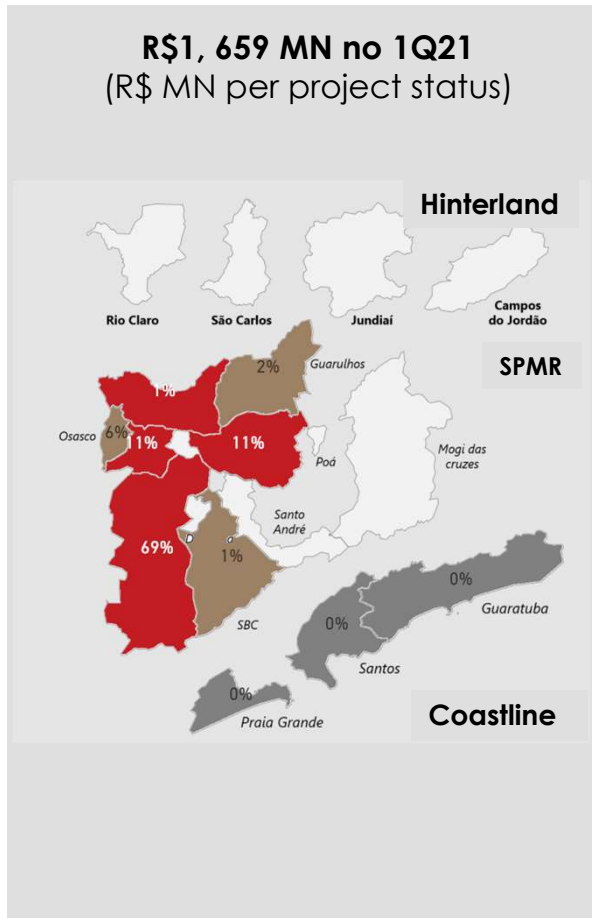
Cancellations (R\$ mn)



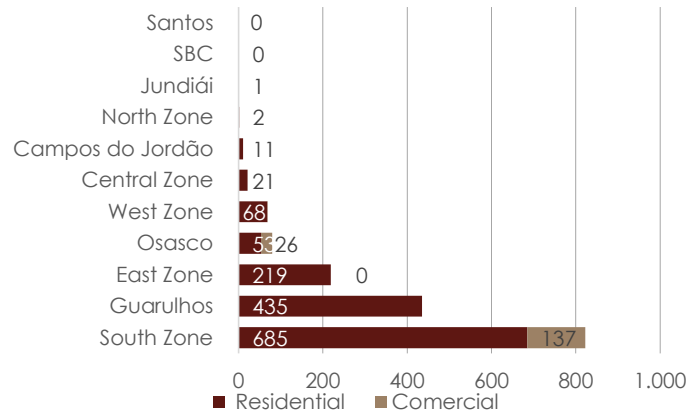
Net Sales (R\$ mn)



Inventory map



by segment



13%

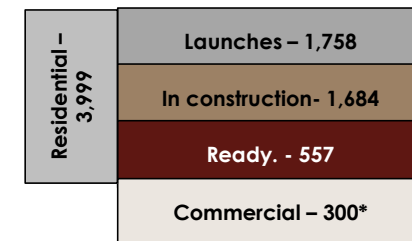
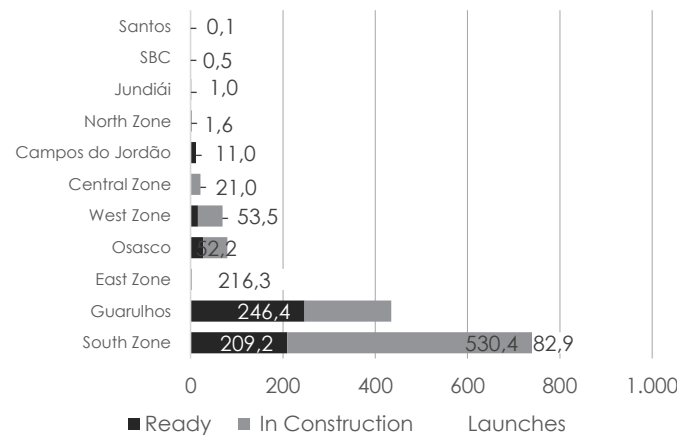
of the inventory are **residential ready units**



80%

of inventory represents units in the **city of São Paulo** that are either **launches or in construction.**

by building status



*34.33% units are rented

Launches 2021

R\$ 281,1 MN PSV



Launch 1T21

**ID Paraíso
(Aclimação)**

Location: São Paulo/SP
Segment: Residencial
Standard: Mid-High
EZTEC's PSV: R\$ 104,2 MN
Units: 235
Landbank: ID Paraíso



Launch 2T21

**Dream View Vila Prudente
(Vila Prudente)**

Location: São Paulo/SP
Segment: Residencial
Standard: Middle
EZTEC's PSV: R\$ 253,0 MN
Units: 420
Landbank: Alberto Ramos Enel
Launch: April/2021

Next launches

R\$ 1.152,4 MN PSV



EZ Infinity*
(Paraíso)

Location: São Paulo/SP
Segment: Residential
Standard: Alto
EZTEC's PSV: R\$ 564.0 MN
Units: 88
Landbank: IBM



Arkadio*
(Chácara Sto Antonio)

Location: São Paulo/SP
Segment: Residential
Standard: Mid-High
EZTEC's PSV: R\$ 423.0 MN
Units: 277
Landbank: Santo Arcádio

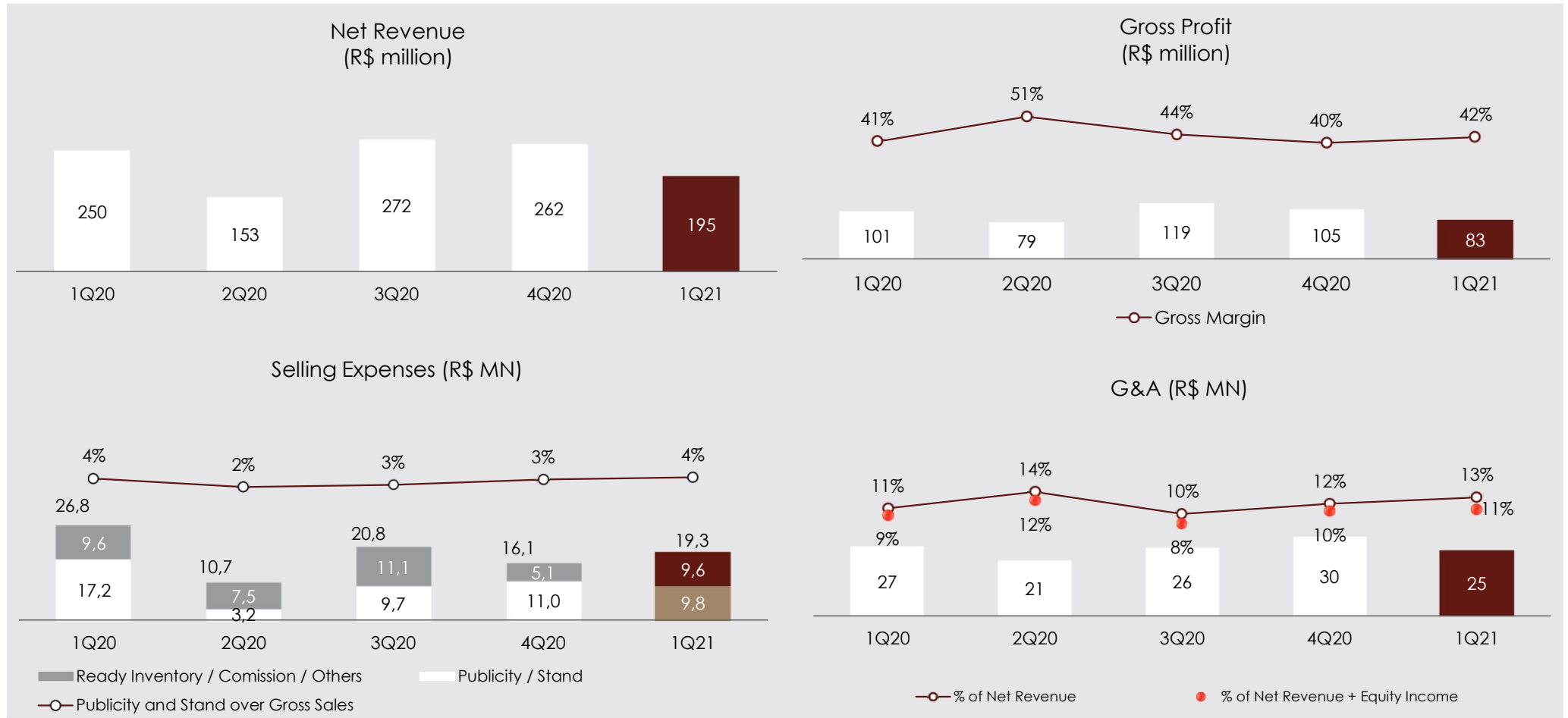


Alta Vista Residence Resort*
(Chácara Santo Antonio)

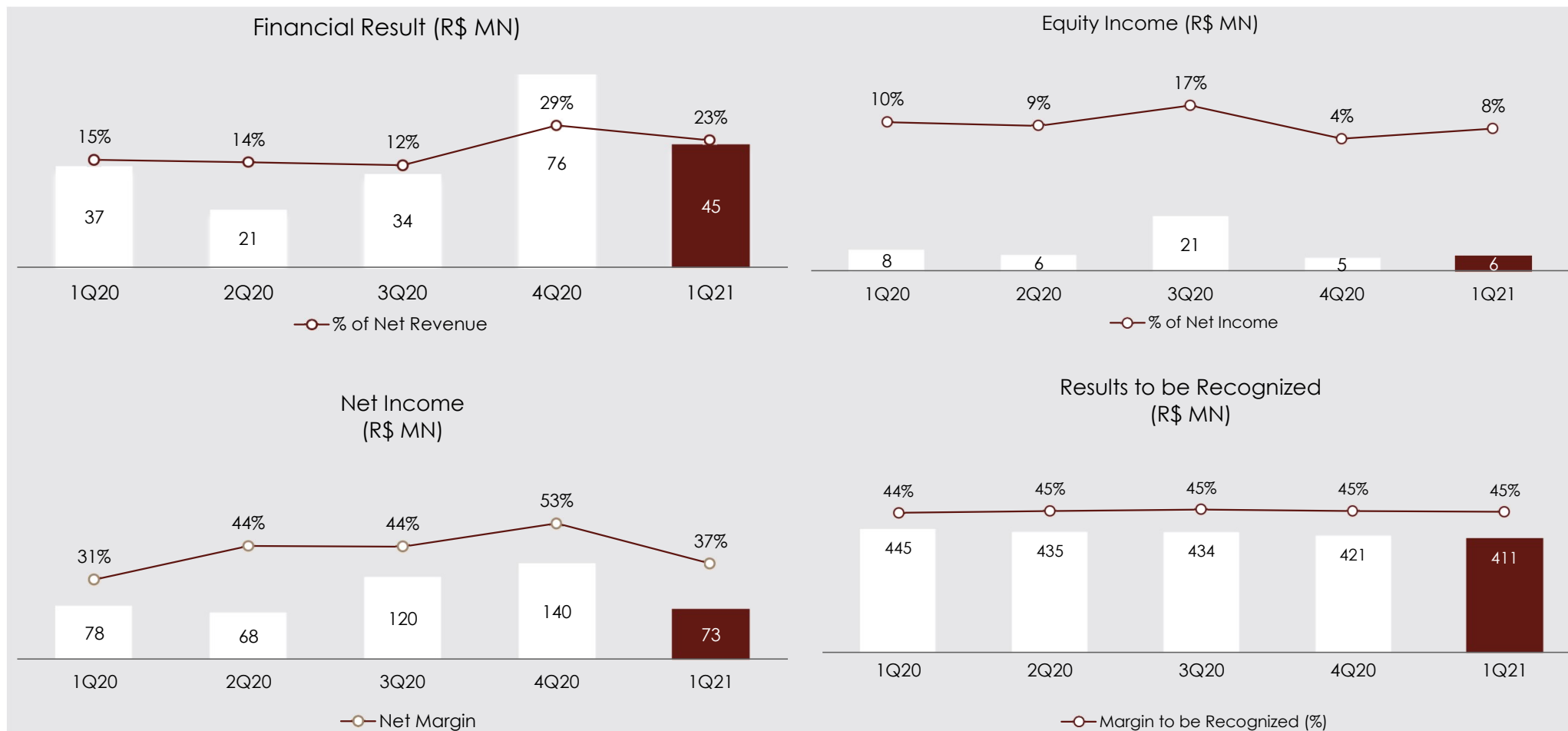
Location: São Paulo/SP
Segment: Residential
Standard: Mid-High
EZTEC's PSV: R\$ 165.4 MN
Units: 370
Landbank: Laguna

*Preliminary images, subject to change.

Financial performance 1/2

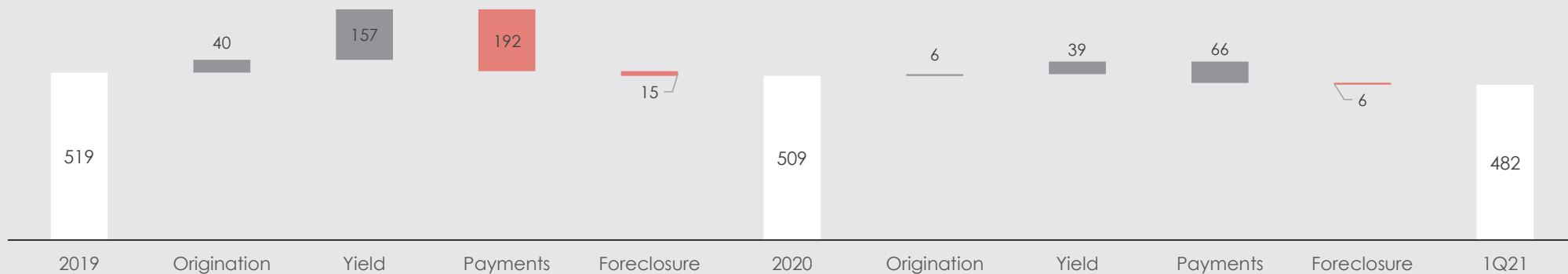


Financial performance 2/2

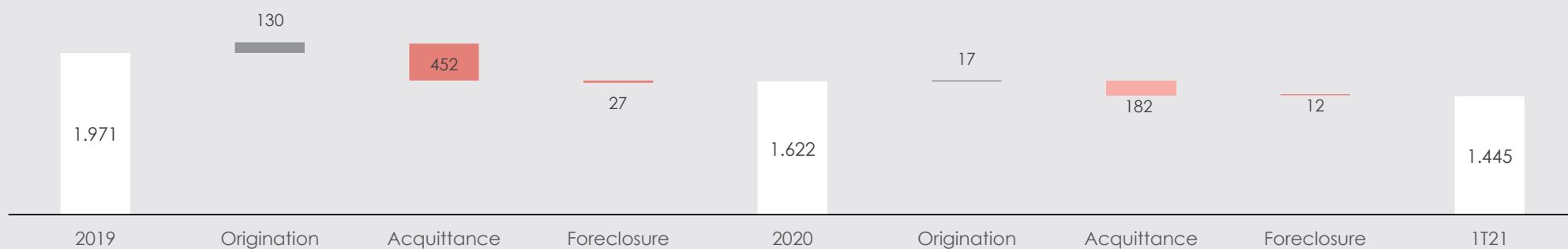


Portfolio Direct Receivables Evolution

Direct Receivables Portfolio Evolution (R\$MN)



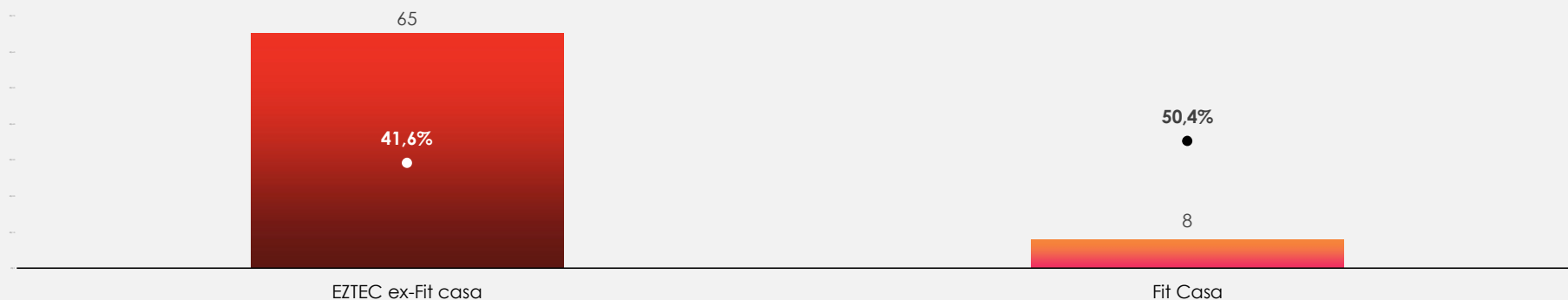
Direct Receivables Portfolio Evolution (Units)



Financial Performance Fit Casa



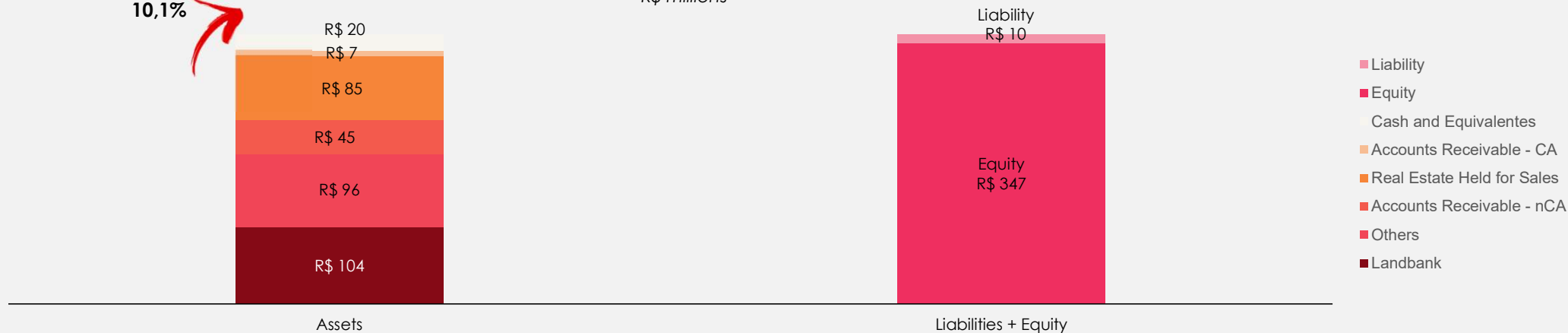
Net Profit and Gross Margin



Balance Sheet

R\$ millions

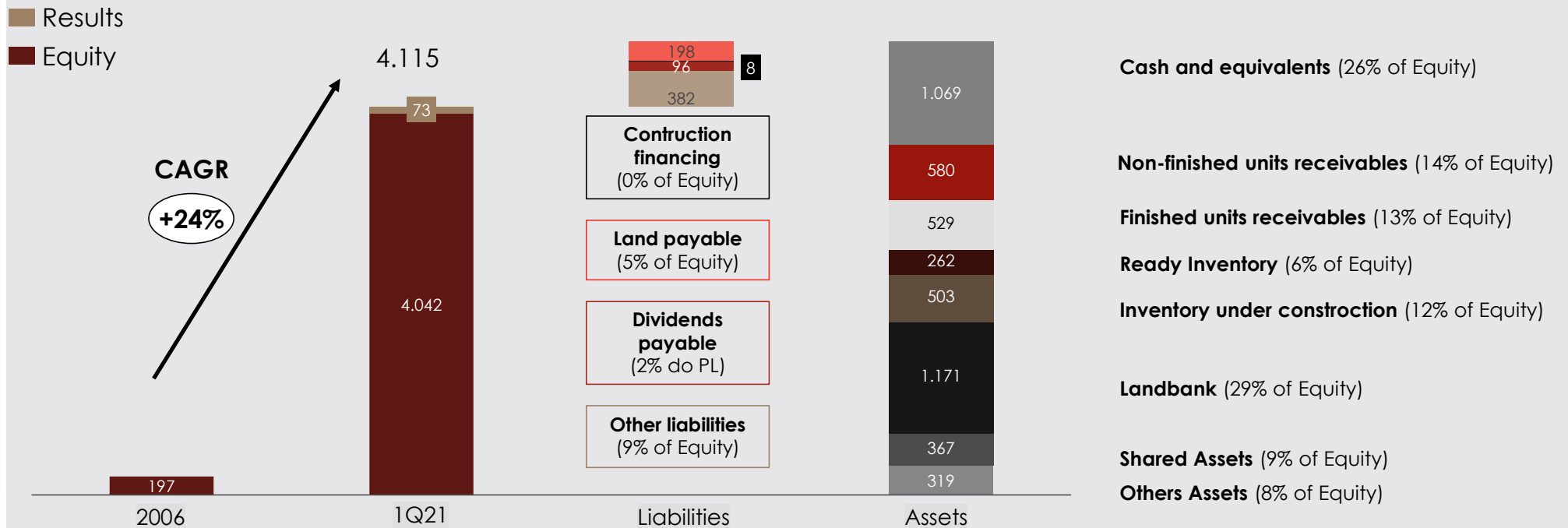
ROE*
10,1%



*Adjusted ROE using the actual Equity, discounted the accumulated results from the period

Value Generation

Net Equity evolution since IPO (R\$ MN)



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