

Webcast 3Q21



Participants

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Emílio C. Fugazza

Diretor Financeiro e de Rel. Investidores

Pedro Tadeu

Investor Relations Coordinator

Résumés

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

Civil engineer graduated from the Federal University of São Carlos

Industrial Engineer graduated from UERJ.

This presentation contains certain forward-looking statements and information relating to EZTEC that reflect the current views and/or expectations of the Company and its management with respect to its performance, business and future events. These forward-looking statements are subject to risks, uncertainties and future events. We advise investors that several important factors cause the actual results to differ materially from the plans, objectives, expectations, projections and intentions expressed in this presentation. Under no circumstances, neither the Company nor its subsidiaries, directors, officers, agents or employees shall be liable to third parties (including investors) for any investment decision made based on the information and statements contained in this presentation, or for any damages arising therefrom, corresponding or specific.

Launches 2021

R\$ 1.415,8 MN PSV

1Q20



ID Paraíso

Aclimação – São Paulo

Segment:	Residential
Standard:	Smart-Living
EZTEC's Share:	50%
EZTEC's PSV:	R\$ 28,1 MN
Units:	231
Landbank:	A. Ferrentini
Launch:	Mar/2021

2Q20



Dream View Sky Resort

Vila Prudente – São Paulo

Segment:	Residential
Standard:	Middle
EZTEC's Share:	100%
EZTEC's PSV:	R\$ 252,7 MN
Units:	420
Landbank:	Alberto Ramos
Launch:	Apr/2021

2Q20



EZ Infinity

Paraíso – São Paulo

Segment:	Residential
Standard:	High
EZTEC's Share:	100%
EZTEC's PSV:	R\$ 675,1 MN
Units:	88
Landbank:	IBM
Launch:	Jun/2021

3Q20



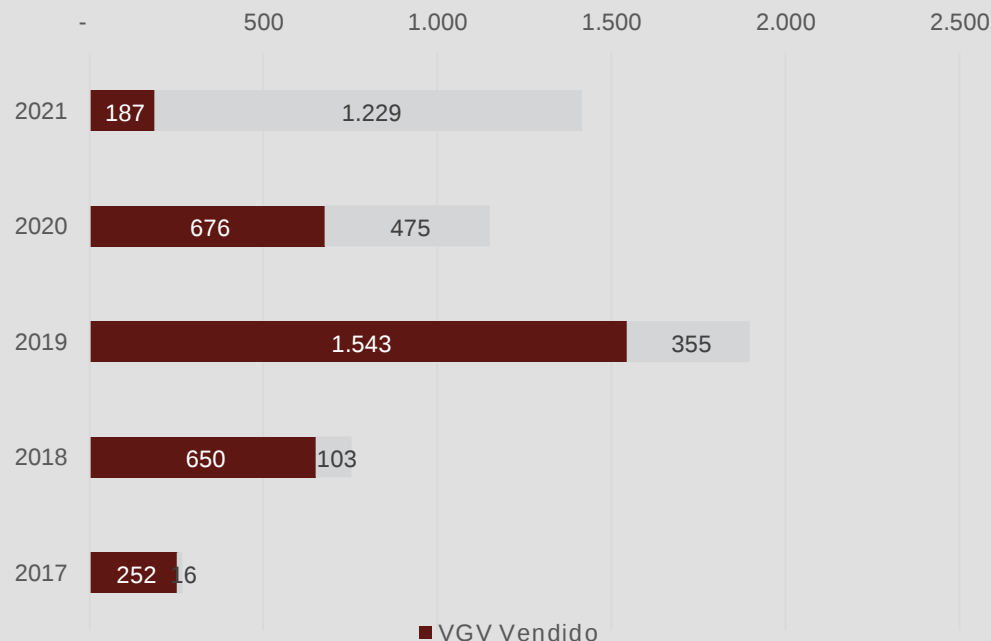
Arkadio EZ by Ott

Brooklin – São Paulo

Segment:	Residential
Standard:	High
EZTEC's Share:	100%
EZTEC's PSV:	R\$ 459,9 MN
Units:	276
Landbank:	Santo Arcádio
Launch:	Aug/2021

Operational Performance

Lançamentos, Vendas e Guidance (VGV em R\$ mm)

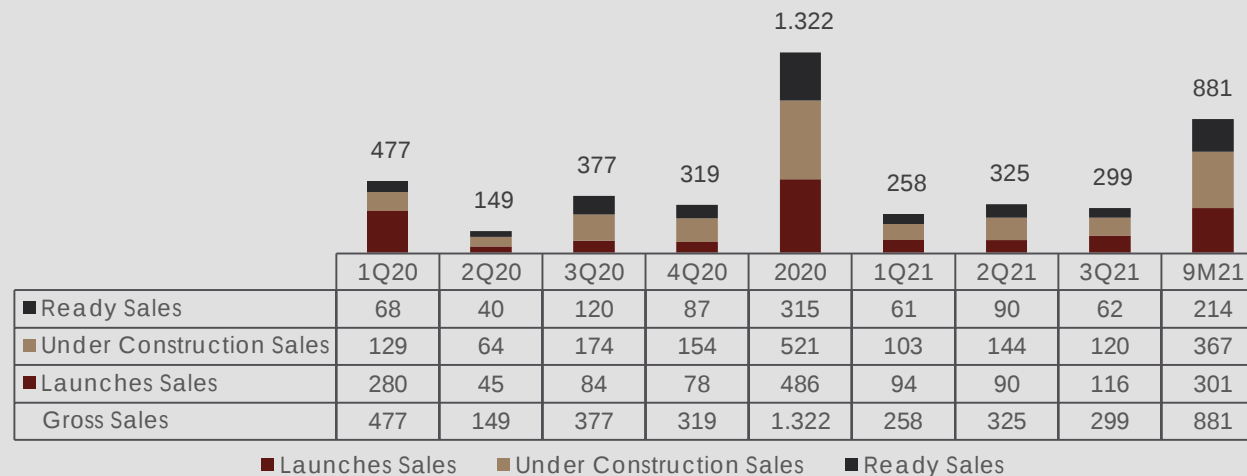


Guidance 2020 and 2021 of R\$ 4 Bn to R\$ 4.5 Bn.

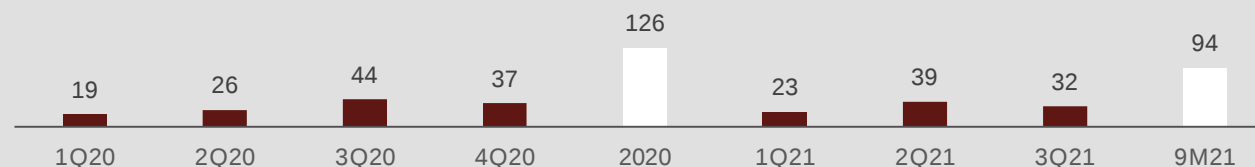
Launches in 2021:

- ID Paraíso
- Dream View Sky Resort
- EZ Infinity
- Arkádio

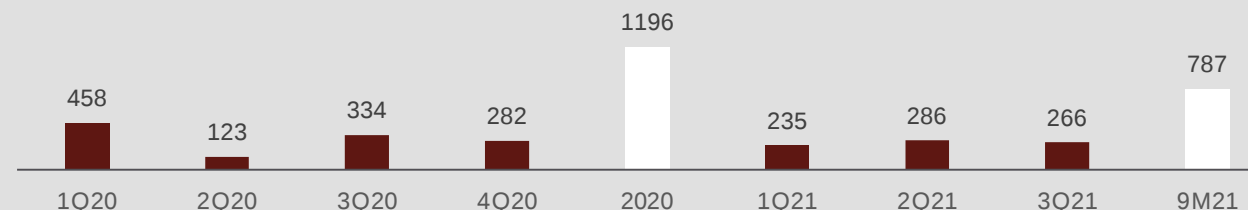
Gross Sales (R\$ mn)



Cancellations (R\$ mn)

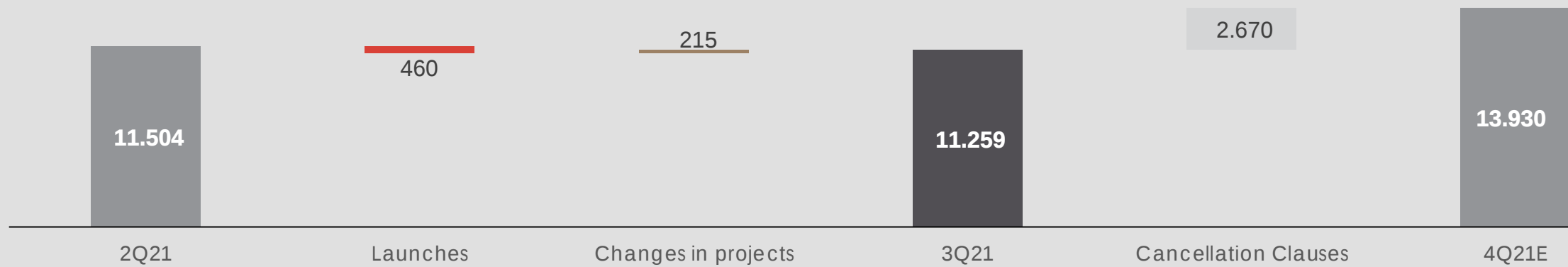


Net Sales (R\$ mn)

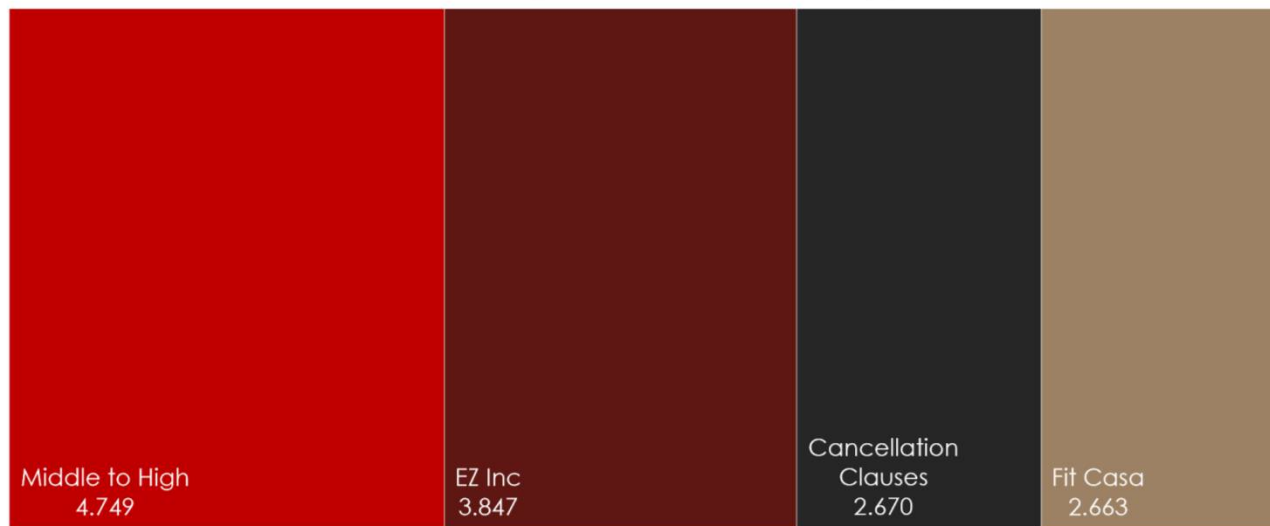


Landbank

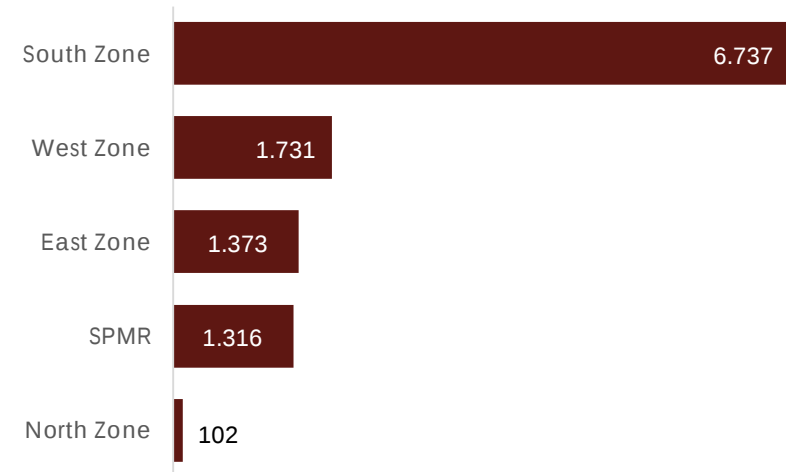
Landbank evolution (R\$ MN)



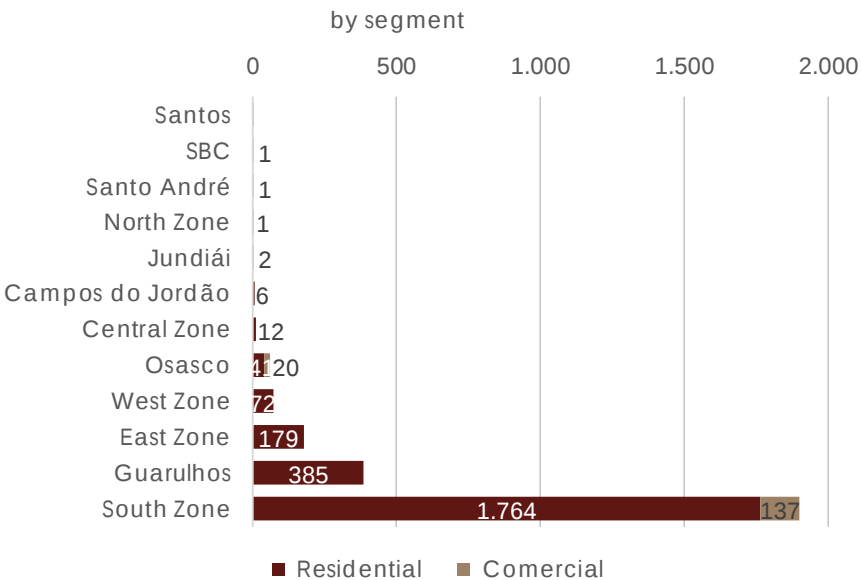
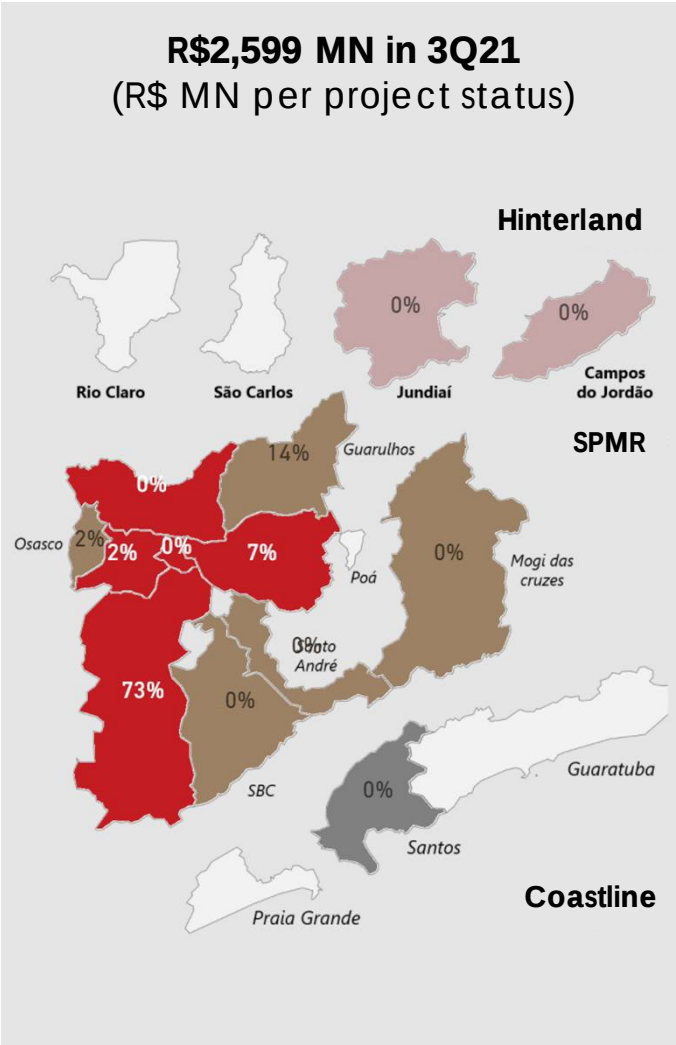
Landbank with options and new acquisitions (R\$ MN)



Location



Inventory map



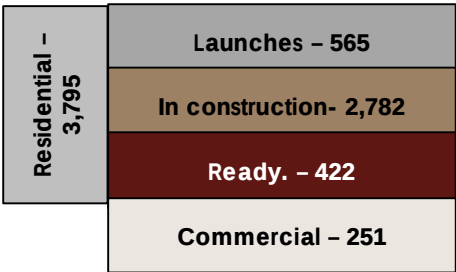
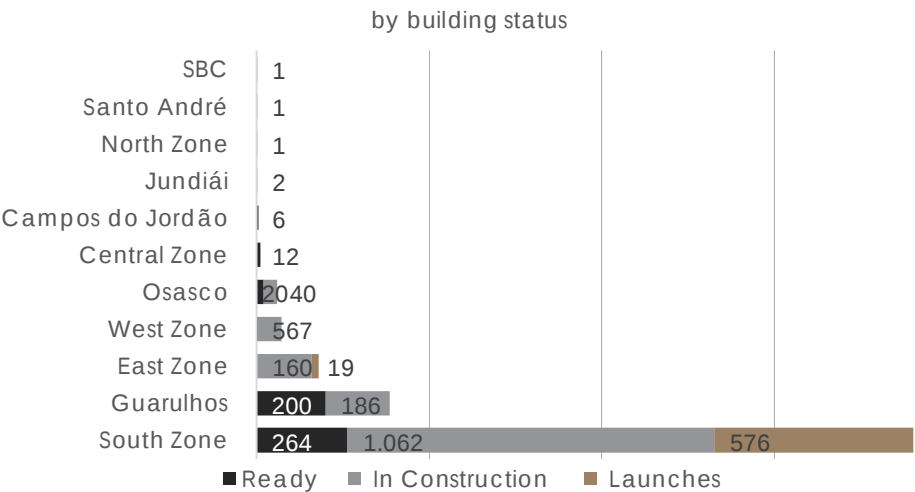
11%

of the inventory are **residential ready units**



75%

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



Units

Next launches*

R\$ 864 MN PSV



In Design Ipiranga Ipiranga – São Paulo

Segment:	Residential
Standard:	Mid-High
EZTEC's Share:	100%
EZTEC's PSV:	R\$ 64 MN
Units:	150
Landbank:	Oliveira Alves



Pin Osasco Osasco

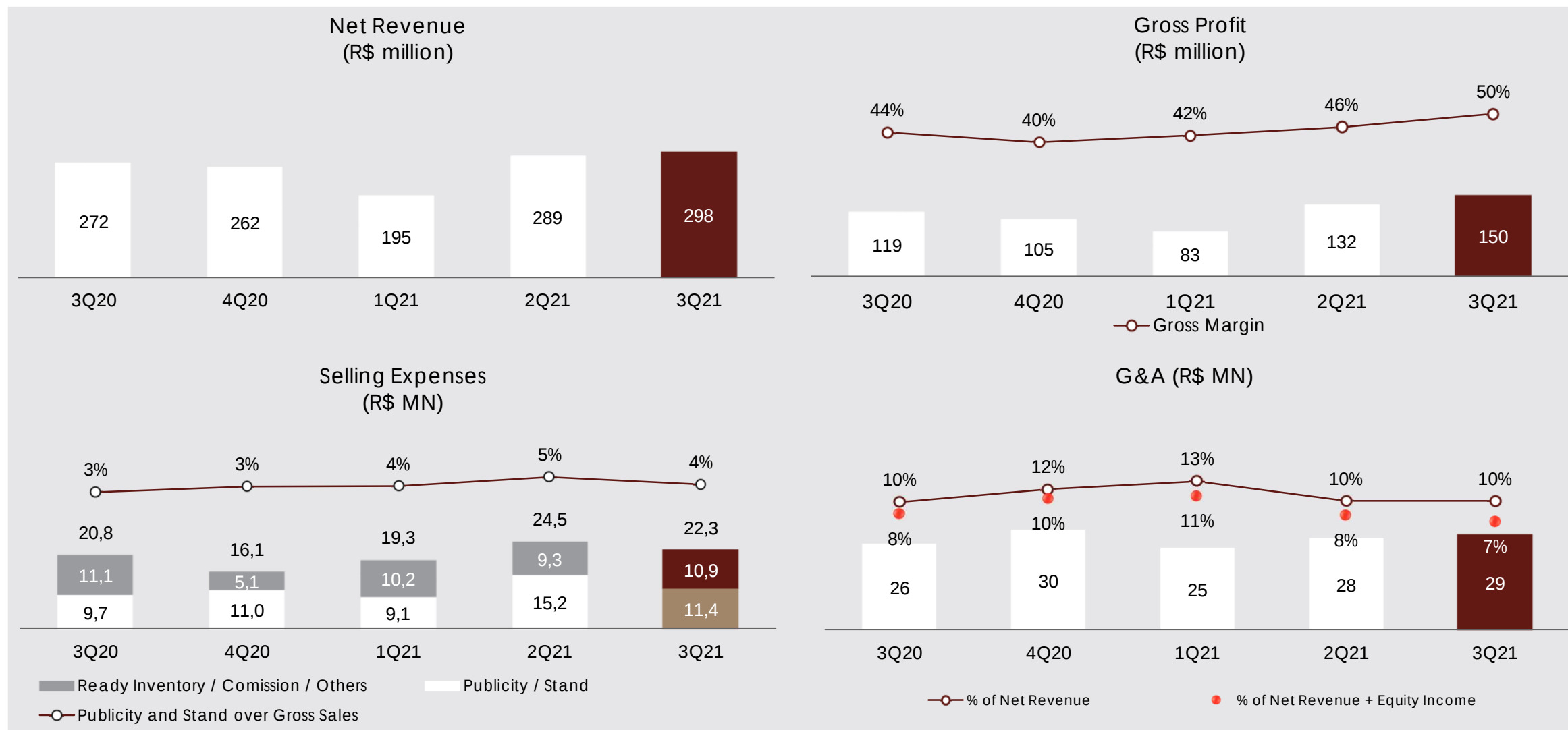
Segment:	Residential
Standard:	Middle
EZTEC's Share:	60%
EZTEC's PSV:	R\$ 84 MN
Units:	702
Landbank:	Sarah Veloso

Unique Garden City America – São Paulo

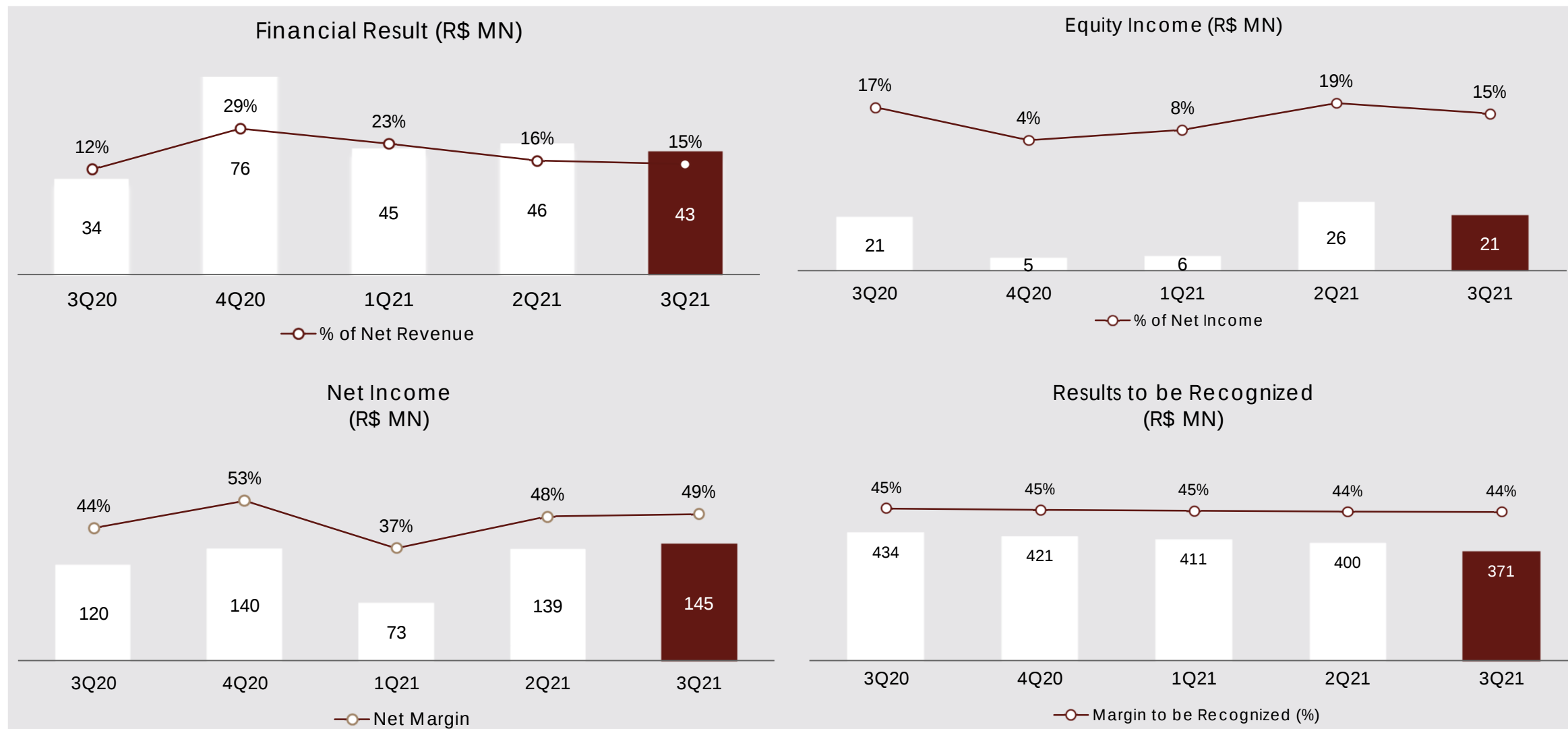
Segment:	Residential
Standard:	Middle
EZTEC's Share:	100%
EZTEC's PSV:	R\$ 716 MN
Units:	885
Segment:	Bandeirantes (B)



Financial performance 1/2

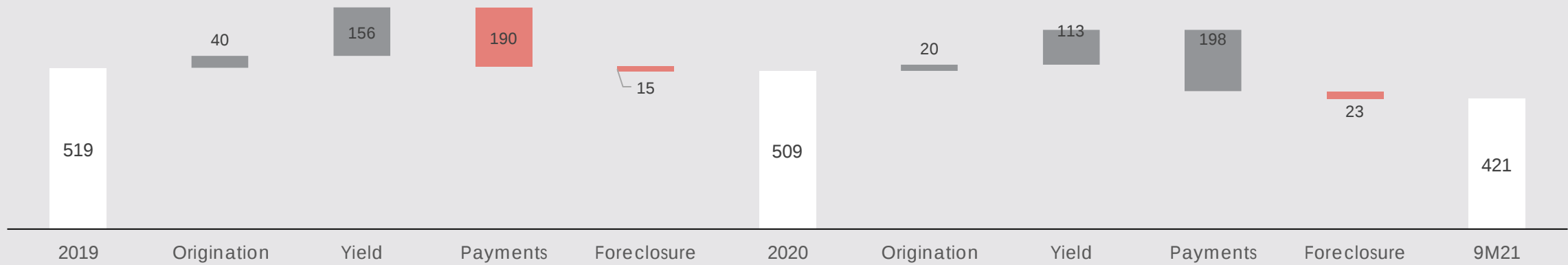


Financial performance 2/2

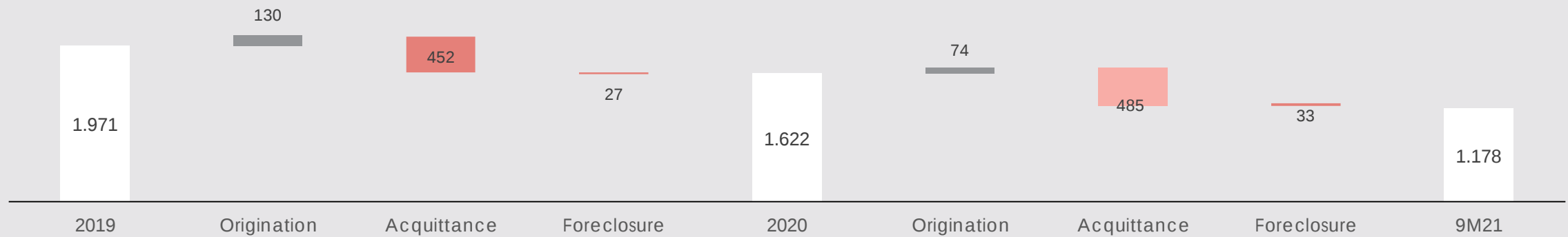


Portfolio Direct Receivables Evolution

Direct Receivables Portfolio Evolution (R\$MN)



Direct Receivables Portfolio Evolution (Units)

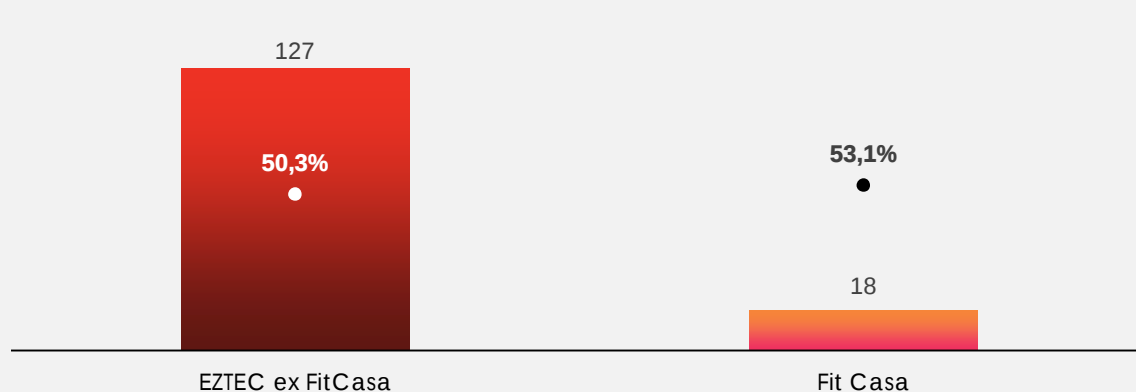


Financial Performance Fit Casa



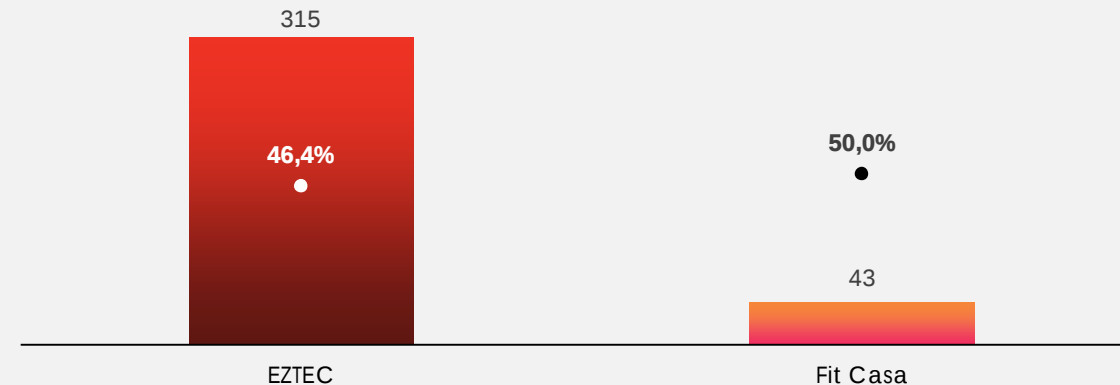
Net Profit and Gross Margin (3Q21)

R\$ millions



Net Profit and Gross Margin (9M21)

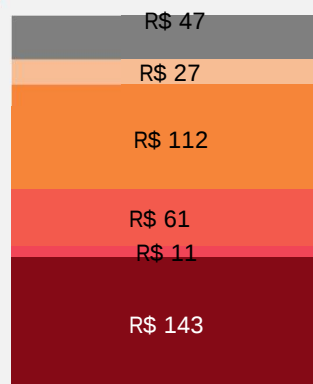
R\$ millions



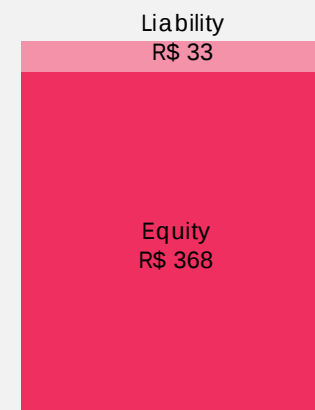
Balance Sheet

R\$ millions

ROE*
18,0%



Assets



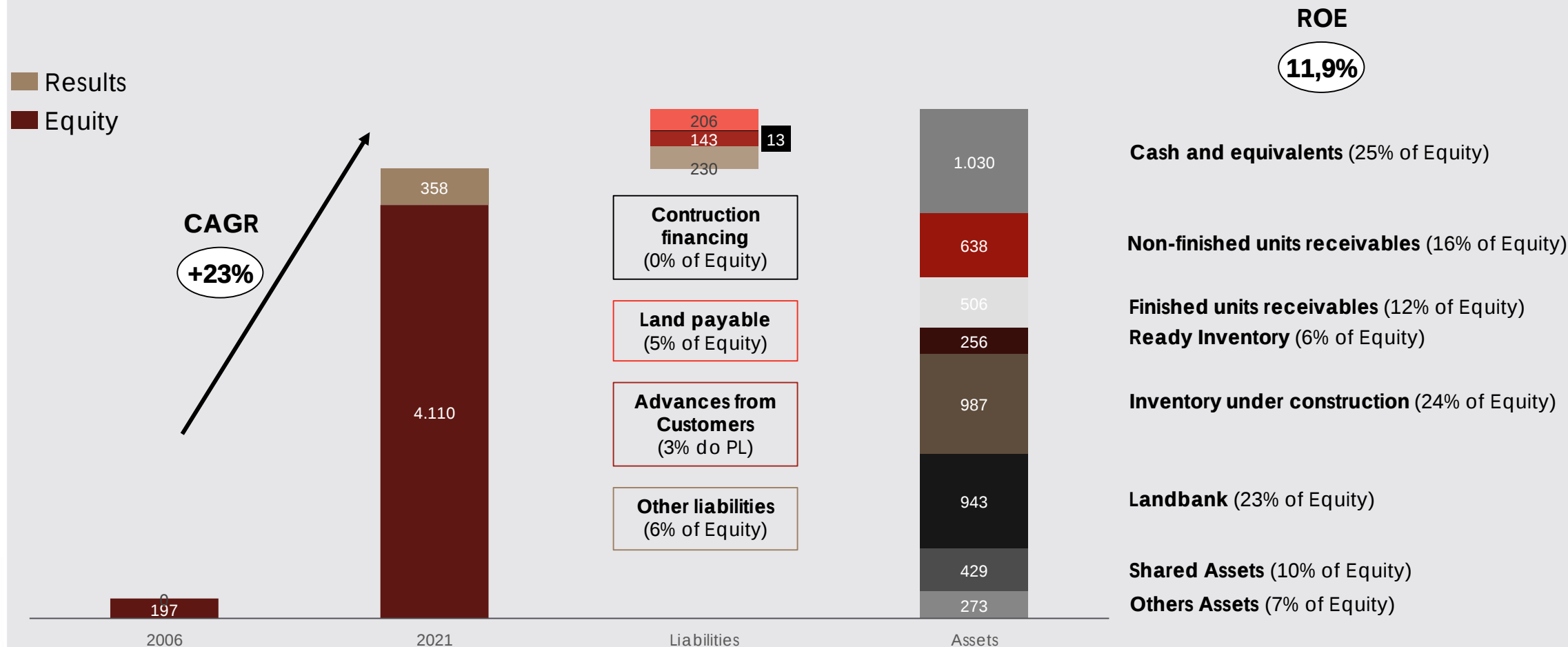
Liabilities + Equity

- Liability
- Equity
- Cash and Equivalentes
- Accounts Receivable - CA
- Real Estate Held for Sales
- Accounts Receivable - nCA
- Others
- Landbank

*ROE is annualized, using the previous year's equity and the accumulated result of the current period

Value Generation

Net Equity evolution since IPO (R\$ MN)



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EZTC

B3 LISTED NM

IGC-NM B3

IBOVESPA B3

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ICON B3

IMOB B3

SMLL B3