

# Webcast 3Q20



# Participants

## Participants

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### **Emílio C. Fugazza**

*Diretor Financeiro e de Rel. Investidores*

### **Hugo Grassi**

Investor Relations Coordinator

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## Résumés

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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

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

MBA in Real Estate in IBMEC

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*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 3Q20



## Operational:

- **Net Sales** of **R\$ 916 mn** in 9M20;
- **Launches** of **R\$ 770 mn** in 9M20;
- **Landbank** of **R\$ 9,4 bn** by the end of 9M20, with trend R\$ 12,8 bn in 4Q20



## Financial:

- **Gross Profit** of **R\$ 119 mn**, with **Gross Margin** of **44%** in 3Q20;
- **Net Income** of **R\$ 120 mn**, with **Net Margin** of **44%** in 3Q20;
- **Net cash** of **R\$ 1,291 mn** in 3Q20, besides **R\$ 583 mn** in **Performed Receivables** by the end of 3Q20;
- **Direct receivables portfolio** of **R\$ 489 mn** with registered statutory lien agreements yielding IGP-Di + 10% a +12% annually.

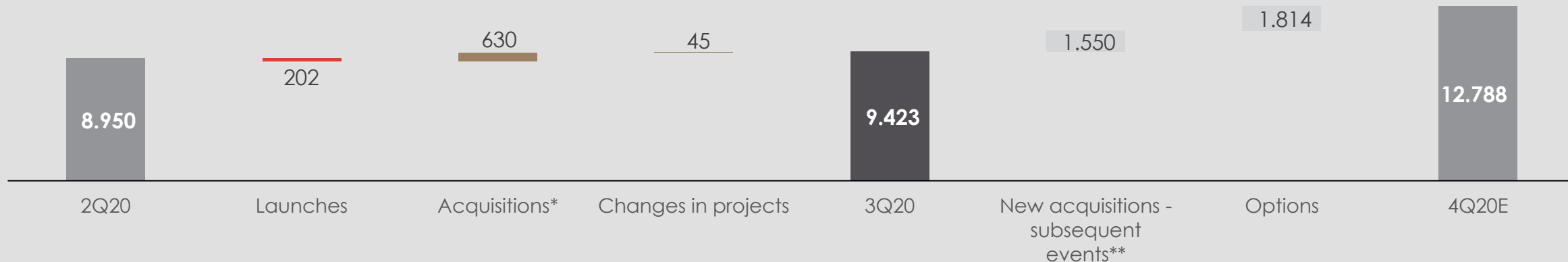


## Subsequent Events:

- **Guidance**, of **R\$ 4.0 billion to R\$ 4.5 billion** in residential PSV for the biennium of 2020 and 2021.
- **Payment of dividends**, relative to 2019 in the amount of **R\$ 66,757,018.19** (R\$ 0.294083781 per share) made on October 2nd.
- **EZ Inc - Suspension of the offer and listing on the Novo Mercado with B3 and continuation of the registration of the company as a public company with CVM.**

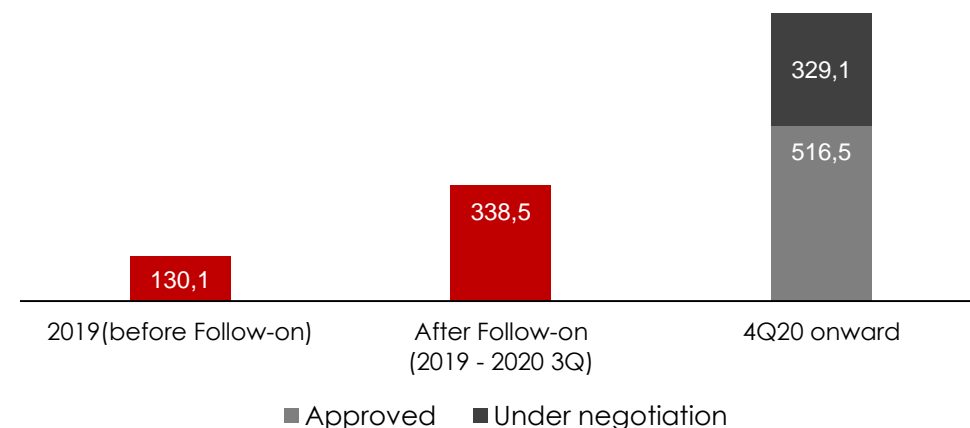
# Landbank

Landbank evolution (R\$ MN)



R\$ MM	Commercial	High	Mid-High	Smart Living	Middle	Economic	Total
SPMR						646	646 (7%)
Shore							0 (%)
East Zone					815	814	1.630 (17%)
West Zone	168				1.248		1.416 (15%)
South Zone	2.140	1.848	698		53	892	5.631 (60%)
North Zone						99	99 (1%)
Downtown							0 (%)
<b>Total</b>	<b>2.309 (25%)</b>	<b>1.848 (20%)</b>	<b>698 (7%)</b>	<b>0 (%)</b>	<b>2.116 (22%)</b>	<b>2.452 (26%)</b>	<b>9.423</b>
<b>Total 4T20E</b>	<b>1.145</b>	<b>0</b>	<b>2.105</b>	<b>0</b>	<b>0</b>	<b>114</b>	<b>12.788</b>

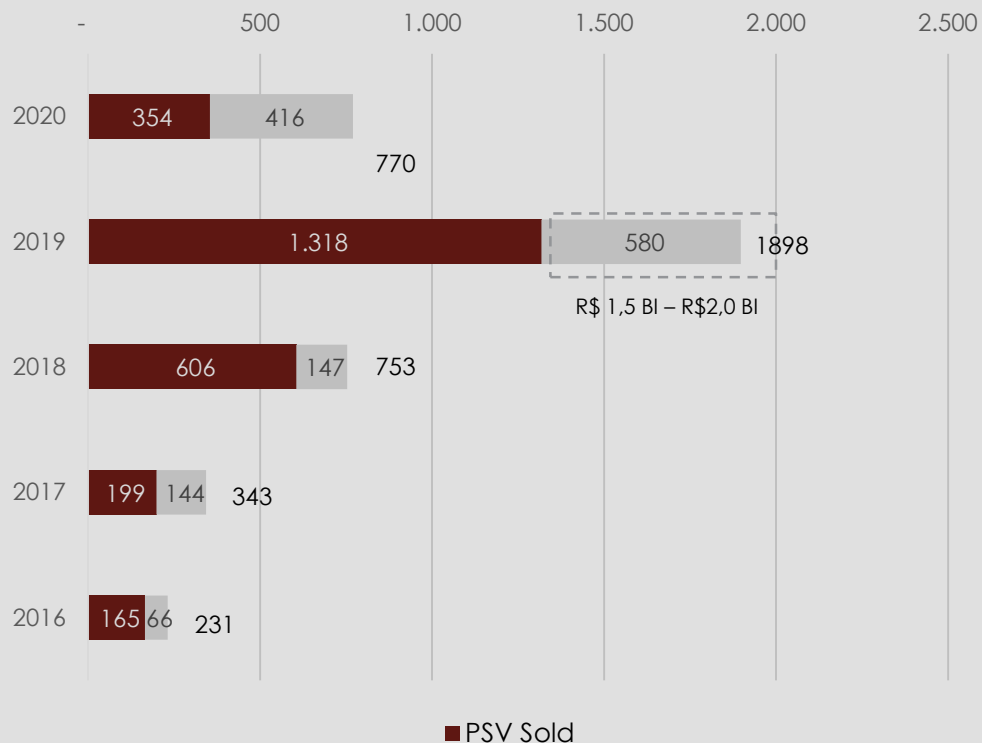
Spending on acquisitions



\*Acquisitions of 3Q20: Carrefour Residencial, Chanés, Franz Voegeli. \*\*Permanent acquisitions of 4Q20: Verbo Divino, Roque Petroni, Takeda, Serra de Botucatu

# Operational Performance

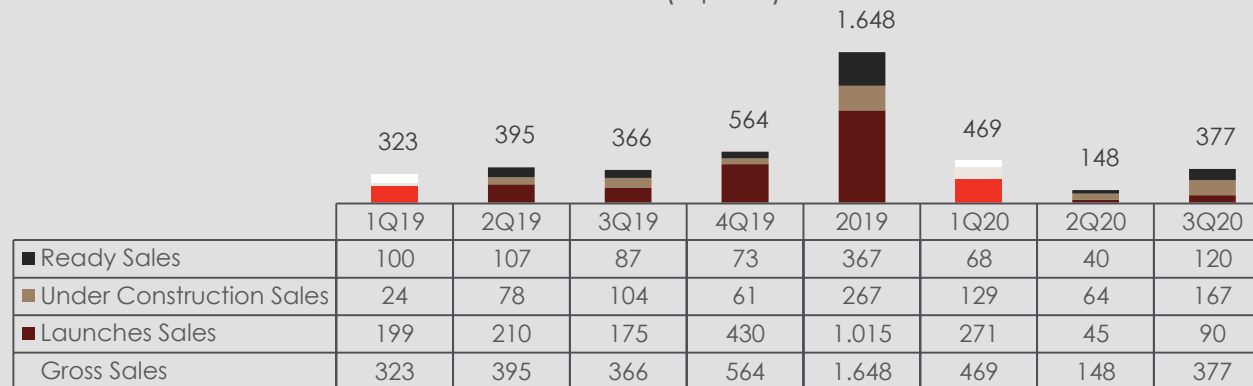
## Launches, Sales (PSV in R\$ mn)



### Launches in 2020:

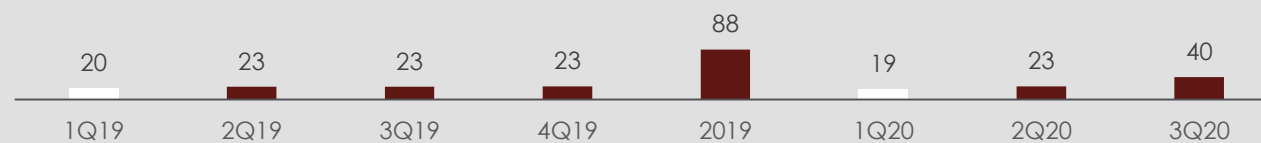
- Air Brooklin
- Fit Casa Alto do Ipiranga
- Z Ibirapuera
- Gran Maia Piazza
- Gran Maia Giardino

## Gross Sales (R\$ mn)

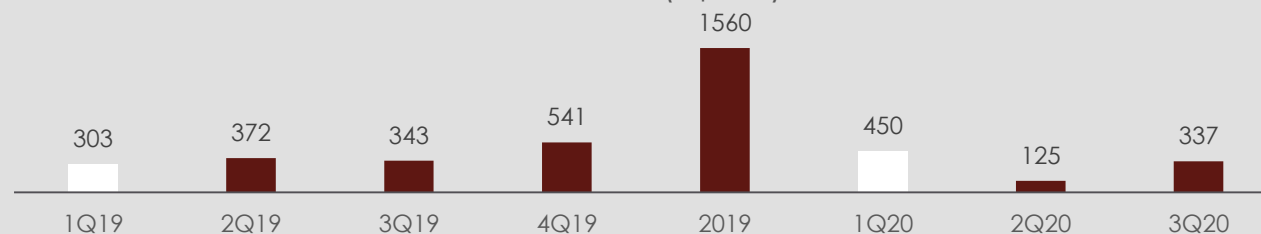


■ Launches Sales ■ Under Construction Sales ■ Ready Sales

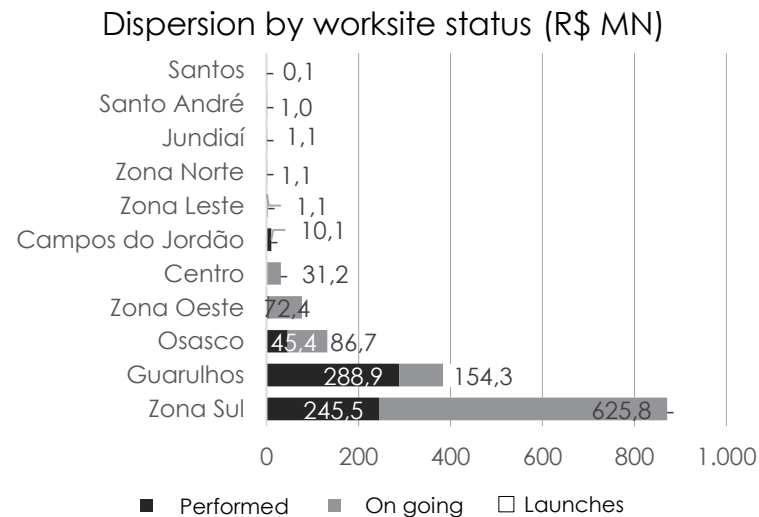
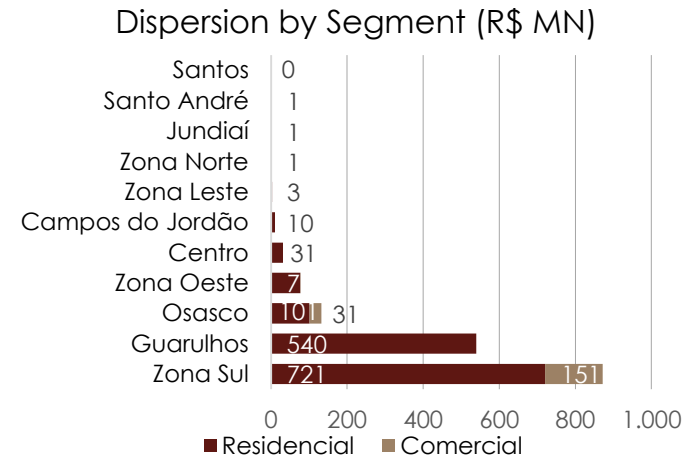
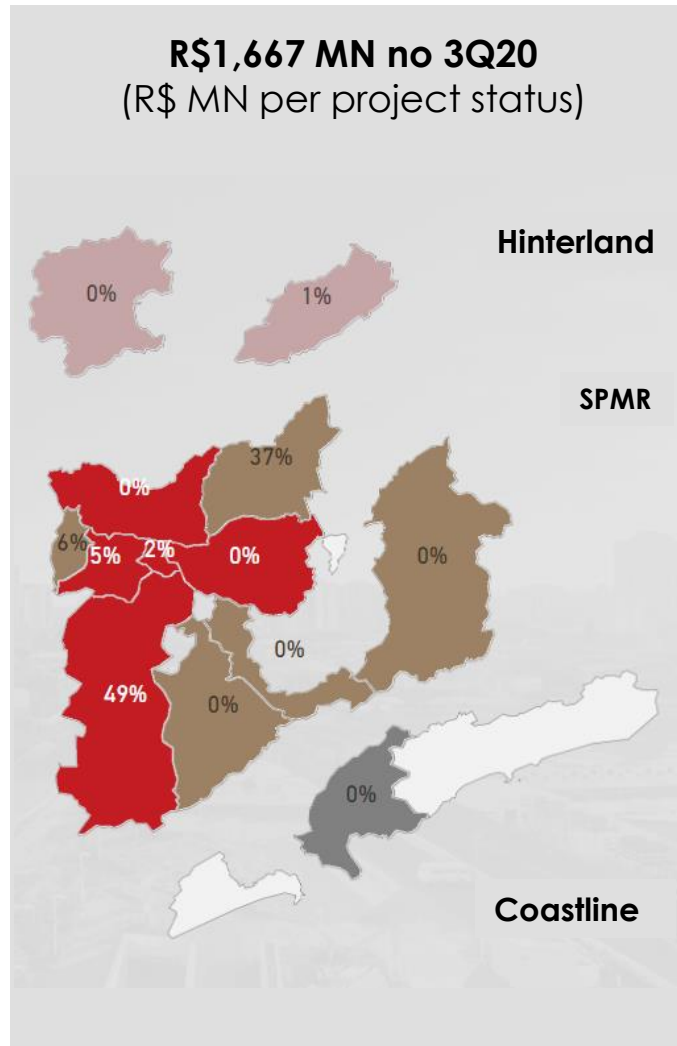
## Cancellations (R\$ mn)



## Net Sales (R\$ mn)



# Inventory map



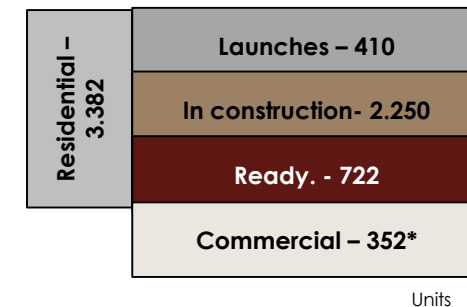
19%

of the inventory are **residential ready units**



71%

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



\*46,1% units are rented

# Next Launches

R\$ 319 MN PSV



## Signature By Ott (Aclimação)

**Location:** São Paulo/SP  
**Segment:** Residential  
**Standard:** High-End and Smart Living  
**EZTEC's PSV:** R\$ 113 MN  
**Units:** 335  
**Landbank:** Armando Ferrentini



## Fit Casa Estação José Bonifácio (Jardim Bonifácio)

**Location:** São Paulo/SP  
**Segment:** Residential  
**Standard:** Low-End  
**EZTEC's PSV:** R\$ 132 MN  
**Units:** 787  
**Landbank:** Nagib Farah Maluf



## Meu Mundo Estação Mooca (Mooca)

**Location:** São Paulo/SP  
**Segment:** Residential  
**Standard:** Low-End  
**EZTEC's PSV:** R\$ 74 MN  
**Units:** 774  
**Landbank:** Comgás

# Subsequent launches

R\$ 224 MN PSV



## **Hereditá Parque da Mooca\*** **(Mooca)**

**Location:** São Paulo/SP  
**Segment:** Residential  
**Standard:** High-End and Middle-End  
**EZTEC's PSV:** R\$ 69 MN  
**Units:** 136  
**Landbank:** Barão de Monte Santo  
GPA



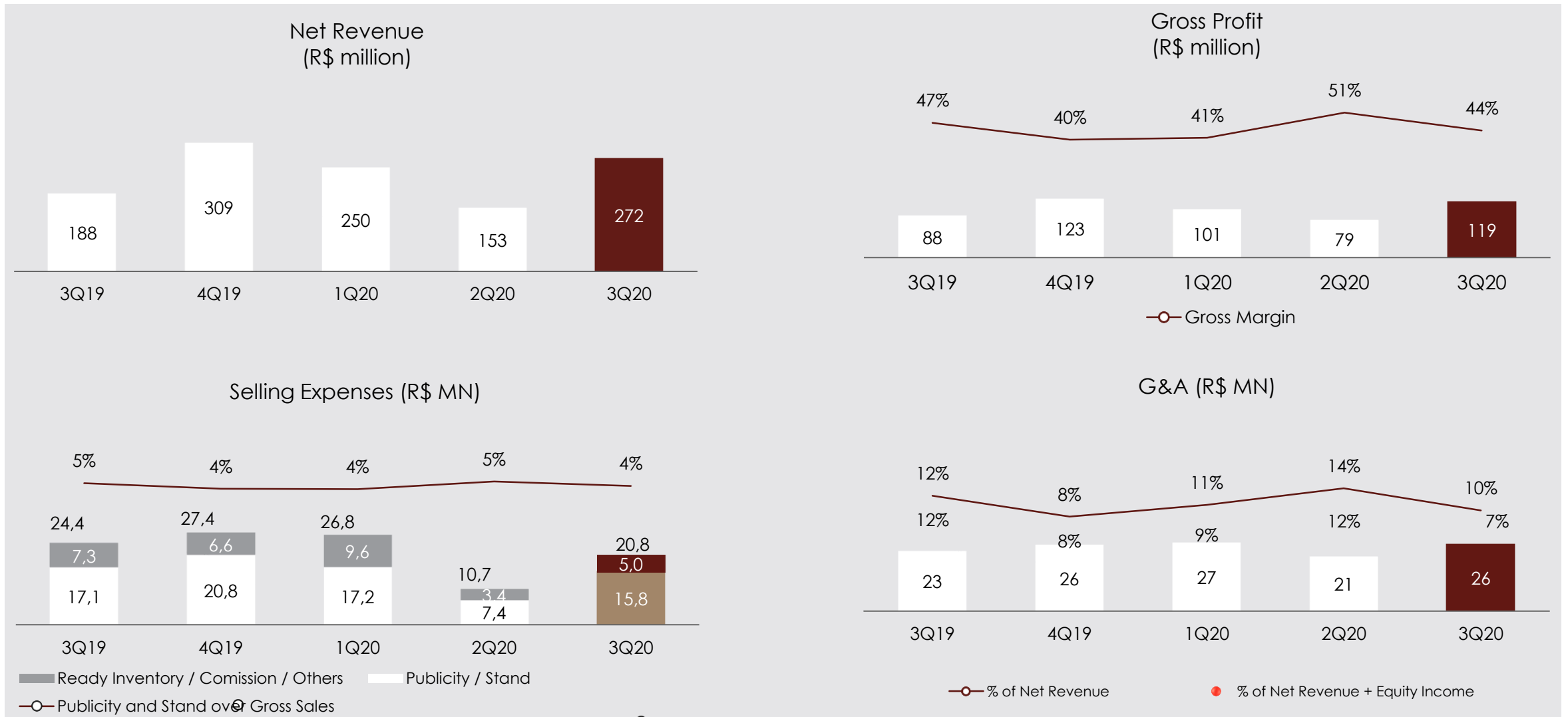
## **Alta Vista Residence Resort\*** **(Chácara Santo Antonio)**

**Location:** São Paulo/SP  
**Segment:** Residential  
**Standard:** High-End and Middle-End  
**EZTEC's PSV:** R\$ 155 MN  
**Units:** 370  
**Landbank:** Laguna

\*Preliminary images, susceptible to change.

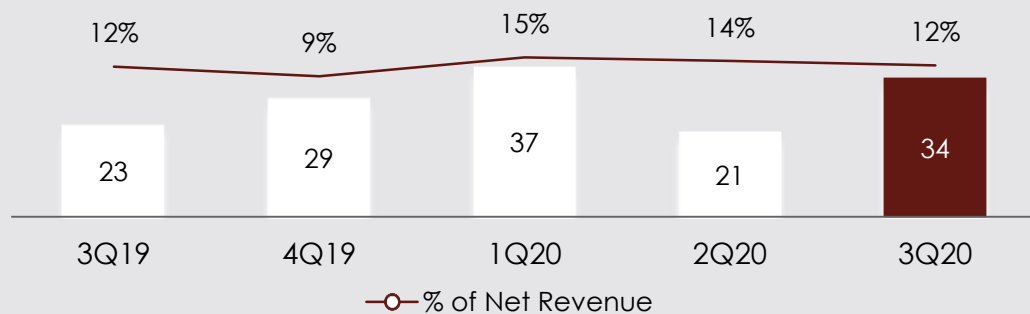


# Financial performance 1/2

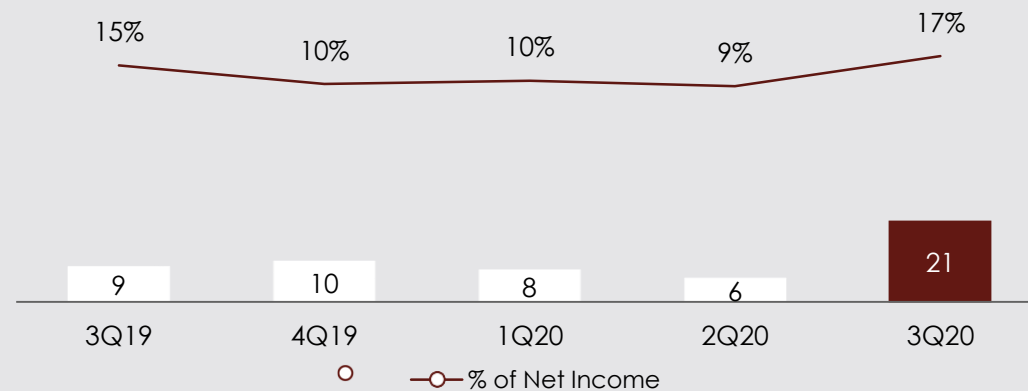


# Financial performance 2/2

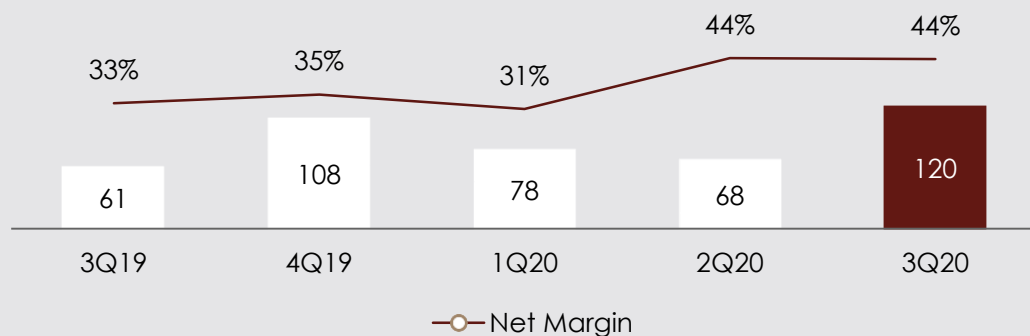
Financial Result (R\$ MN)



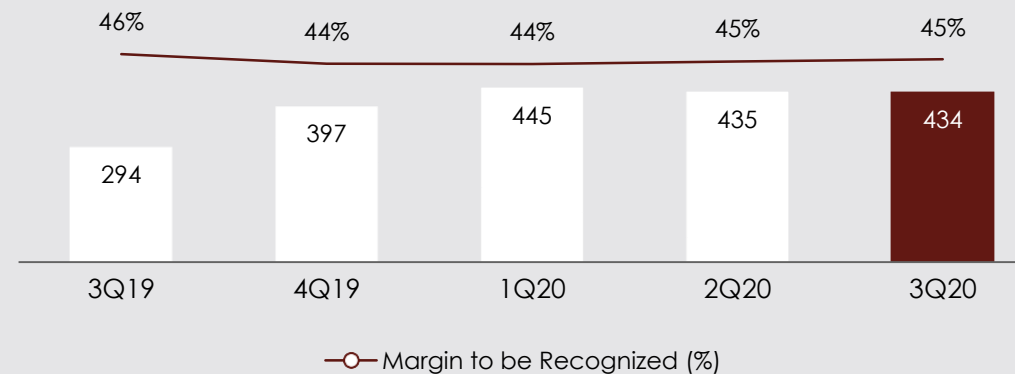
Equity Income (R\$ MN)



Net Income (R\$ MN)

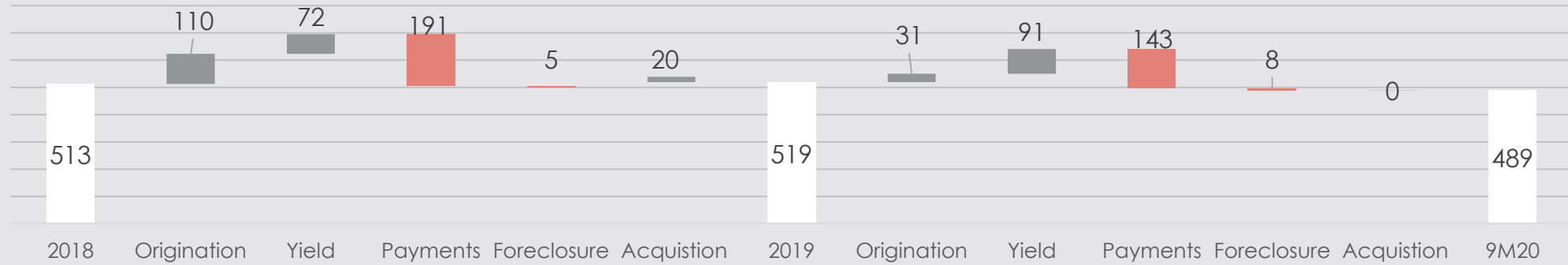


Results to be Recognized (R\$ MN)

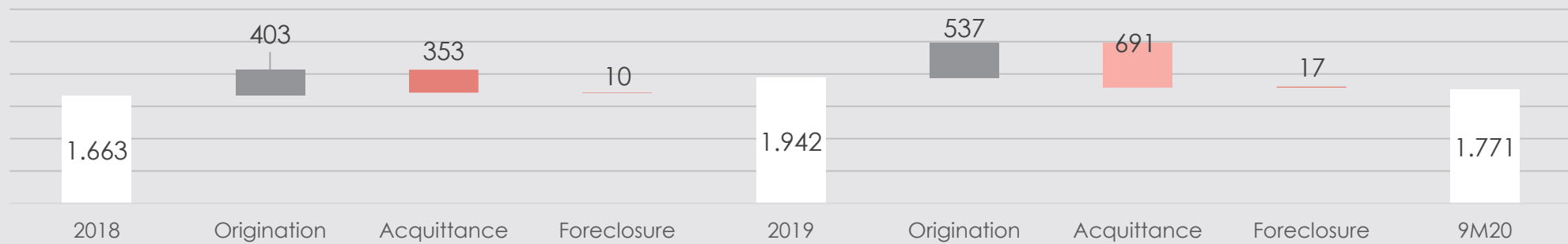


# Portfolio Direct Receivables Evolution

Direct Receivables Portfolio Evolution (R\$MN)



Direct Receivables Portfolio Evolution (Units)



# Financial Performance Fit Casa

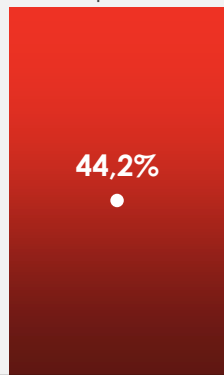


## Net Profit and Gross Margin (9M20)

R\$ millions

R\$ 232

44,2%



EZTEC ex-Fit casa

44,6%

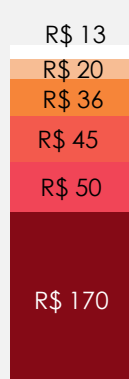
R\$ 34



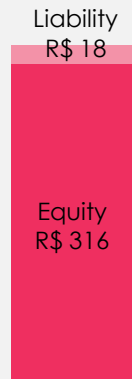
Fit Casa

## Balance Sheet

R\$ millions



Assets



Liabilities + Equity

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

### 4Q18 – Fit Casa Brás (70% EZ)



PSV: R\$ 179.9 MN  
Gross M. (9M20): 46.3%  
Units: 755/979  
76% sold

PSV: R\$ 141.7 MN  
Gross M. (9M20): 44.8%  
Units: 533/560  
97% Sold

### 1Q19 – Fit Casa Rio Bonito (100% EZ)



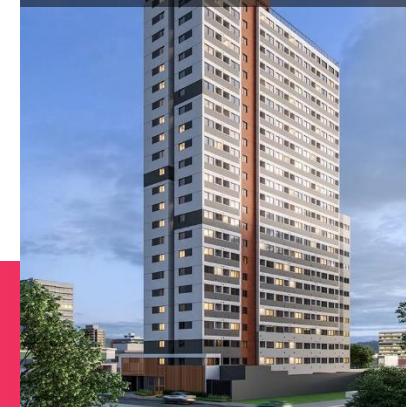
### 4Q19 – PIN Internacional (60% EZ)



PSV: R\$ 162.5 MN  
Gross M. (9M20): 41.1%  
Units: 551/1416  
39% Sold

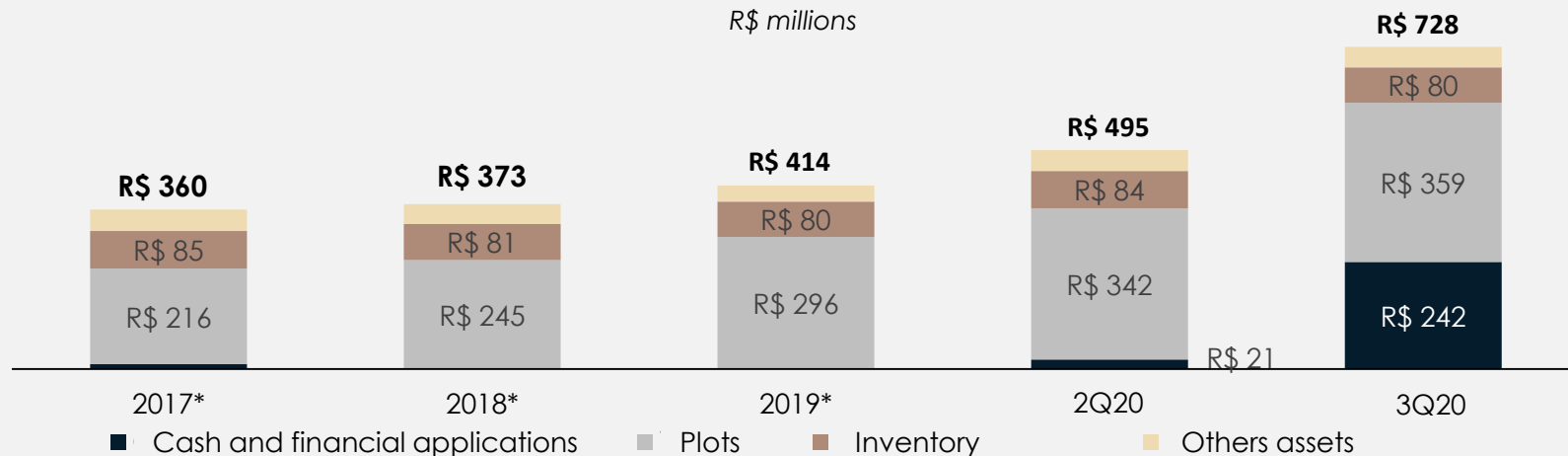
PSV: R\$ 80.9 MN  
Gross M. (9M20): 43.5%  
Units: 132/370  
35% Sold

### 1Q20 – Fit Casa Alto do Ipiranga (100% EZ)

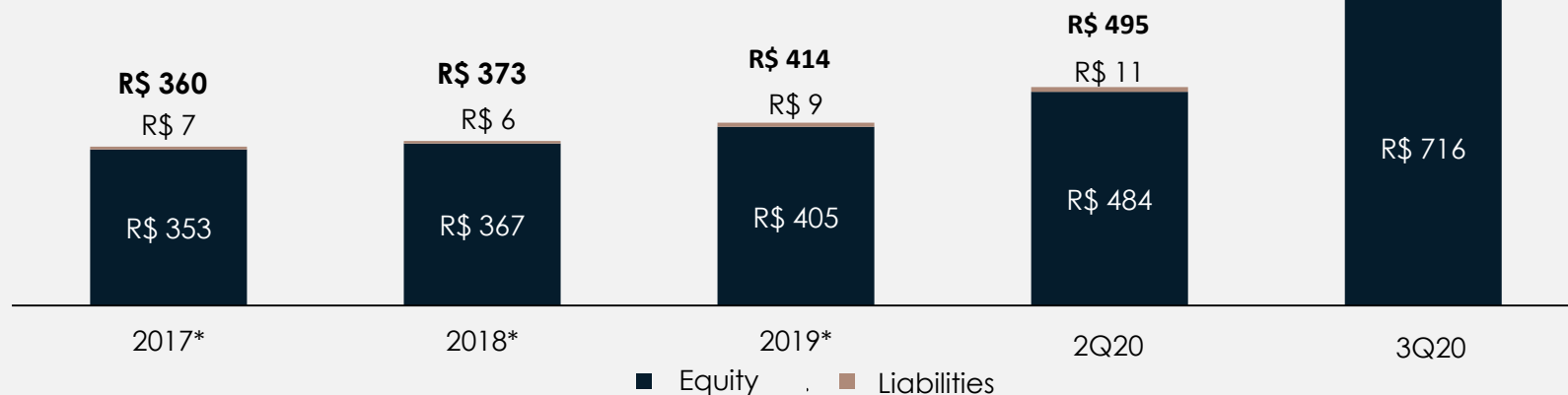


# EZ Inc 1/2: Financial Performance

Assets evolution  
R\$ millions



Liabilities and Equity evolution  
R\$ millions



\* Combine




## Events

- 2Q20 – Society rearrangement
- 3Q20 – Beginning of the register as an open company
- 3Q20 – Start of the offer register
- 3Q20 – Increment in the paid-in capital
- 4Q20 – Conclusion of the acquisition of Verbo Divino and Roque Petroni plots
- 4Q20 – Offer interruption
- 4Q20 - Continuity of the register as an open company


# EZ Inc 1/2: Business Portfolio

**1**




**Neocorporate Office**, located in Berrini region  
Launche: 2011  
PSV: R\$182 mn  
GLA: 17.758 sqm  
Occupancy rate: 92% sold and 3% rented

**2**




**EZ Mark**, two commercial towers, it is located at Vila Mariana  
Launche: 2013  
PSV: R\$333,8 mn  
GLA: 19.437 sqm  
Occupancy rate: 63% sold e 22% rented

**3**




**Atacadão**, located in Av. Interlagos, near SP Market Shopping, land with rent contract  
Deadline: Until 2037  
GLA: 20.000 sqm

**4**

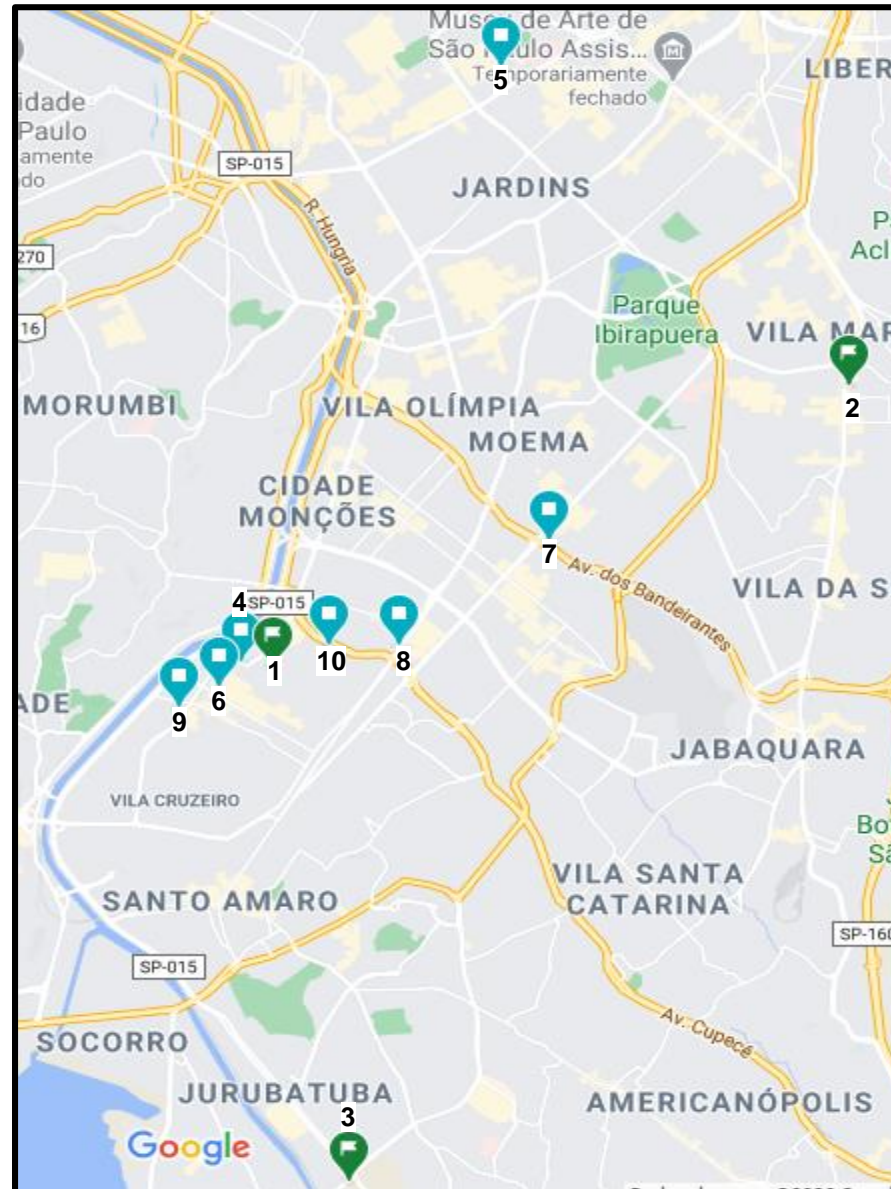


**Esther Towers**, located in Av. Dr. Chucri Zaidan, near Morumbi Shopping and Market Place Shopping  
Operation begins: 2022  
PSV: R\$1.651 mn  
GLA: 82.608 sqm

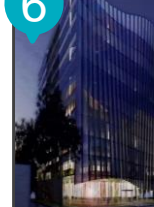
**5**



**Alves Guimaraes**, located in Pinheiros, only 250m away to Av. Rebouças and near to Rua Oscar Freire  
Operation begins: 2023  
PSV: R\$166 mn  
GLA: 11.127 sqm




**6**




**Fernandes Moreira**, near Morumbi Shopping and Market Place Shopping, with easy access to Av. Das Nações Unidas  
Operation begins: 2023  
PSV: R\$123 mn  
GLA: 8.220 sqm

**7**




**Pamaris**, located in Moema, 400m to Eucaliptos subway station with easy access to Av. Bandeirantes and Av. Ibirapuera  
Operation begins: 2023  
PSV: R\$236 mn  
GLA: 15.799 sqm

**8**



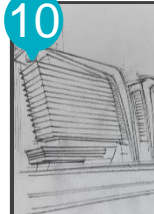
**Air Brooklyn**, located in Brooklin, 200m away from subway station, near Av. Chucri Zaidan and Av. das Nações Unidas  
Operation begins: 2023  
PSV: R\$85 mn  
GLA: 22.409 sqm

**9**



**Verbo Divino**, located at Verbo Divino in an area in development to become a large corporate and residential plot near Carrefour  
Operation begins: 2024  
PSV: R\$734 mn  
GLA: 36.044 sqm

**10**

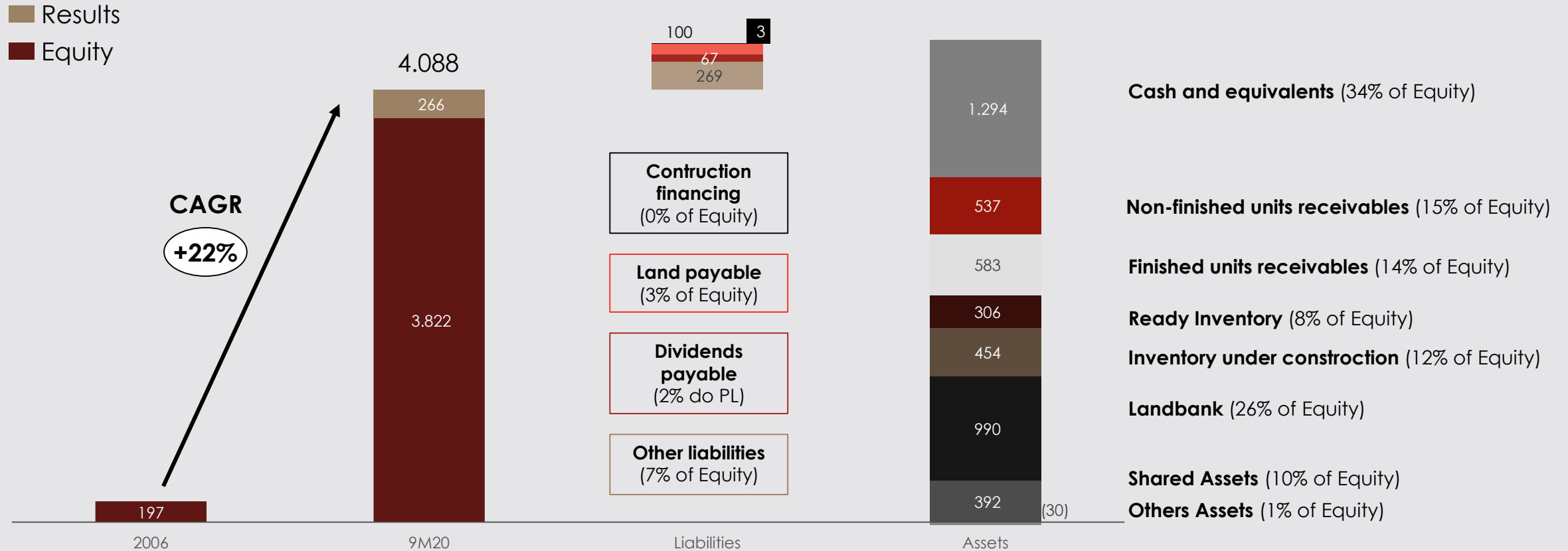


**Roque Petroni**, recently acquired landbank, located at the Roque Petroni Jr. Avenue  
Operation begins: 2024  
PSV: R\$436 mn  
GLA: 21.800 sqm

-  Concluded projects
-  Ongoing projects

# Value Generation

## Net Equity evolution since IPO (R\$ MN)



**News:**

Eztec is now part of the IBOVESPA the main Index in B3

# Contact IR



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