

eztec

Conference Call

3Q24





3Q24 Our Quarter

*Outlook for the Alto das Nações Project (3Q24)



Quarter's Launches



Lindenberg Alto das Nações

90% Eztec e 10% EzCal [5% Eztec & 5% CAL]

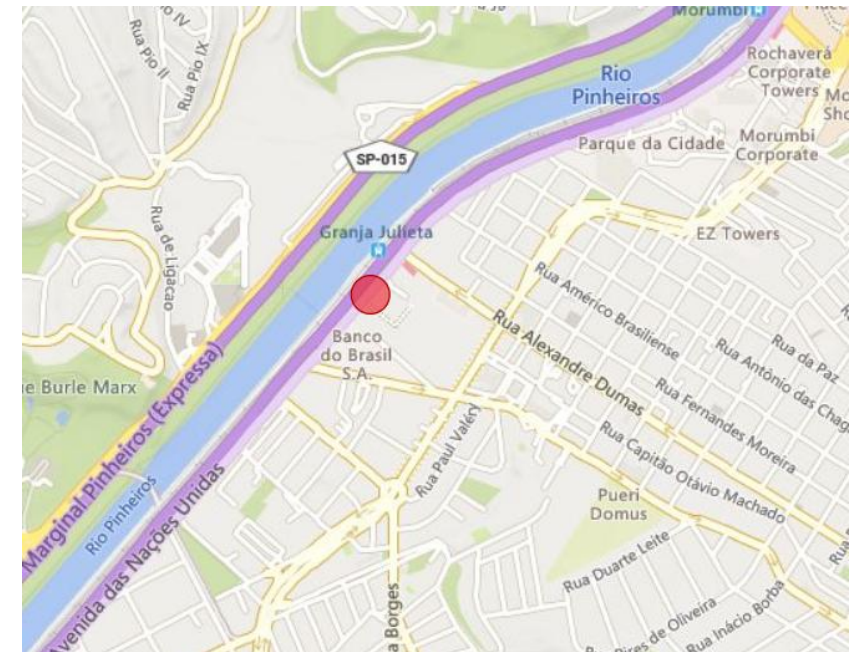
41% Sold

As of the Date of this Presentation

R\$570 million in PSV (%100)

R\$541,5 million in PSV (%Eztec)

Standard	High-end
Units	216
Typologys	110, 166 e 213 s.qm
Private Area	36,327 s.q.m
Land Area	14,730 s.q.m
R\$/sqm at launch	R\$15,000
Launch Week	08/19 a 08/25





Quarter's Launches



Dot.230 by Triptyque

100% Eztec

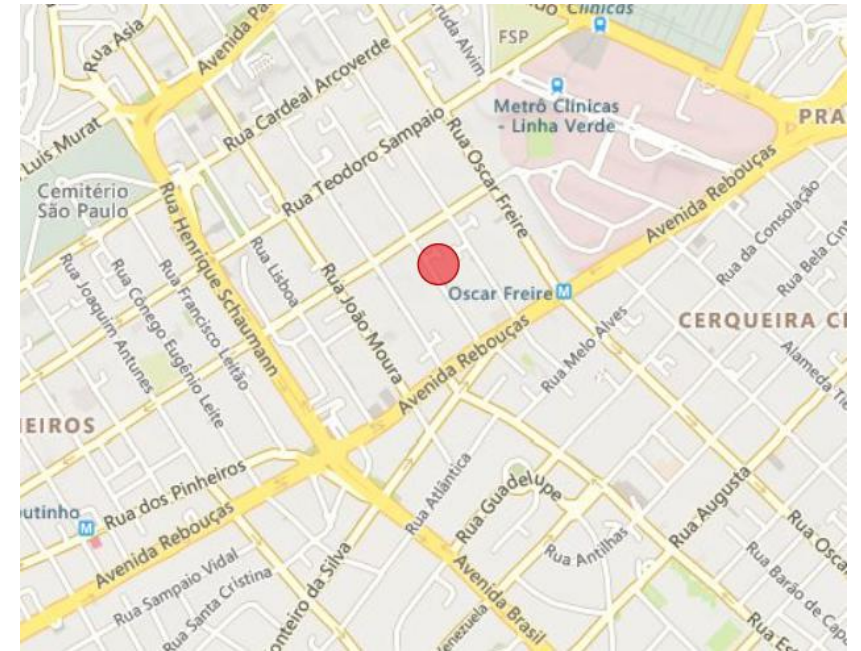
46%

Sold

As of the Date of this Presentation

R\$153 million in PSV (%100)

Standard Units	Middle-High end
280	
Typologys	22, 36 e 44 s.q.m
Private Area	8,874 s.q.m
Land Area	1,795 s.q.m
R\$/sqm at launch	R\$16,600
Launch Week	09/23 a 09/29

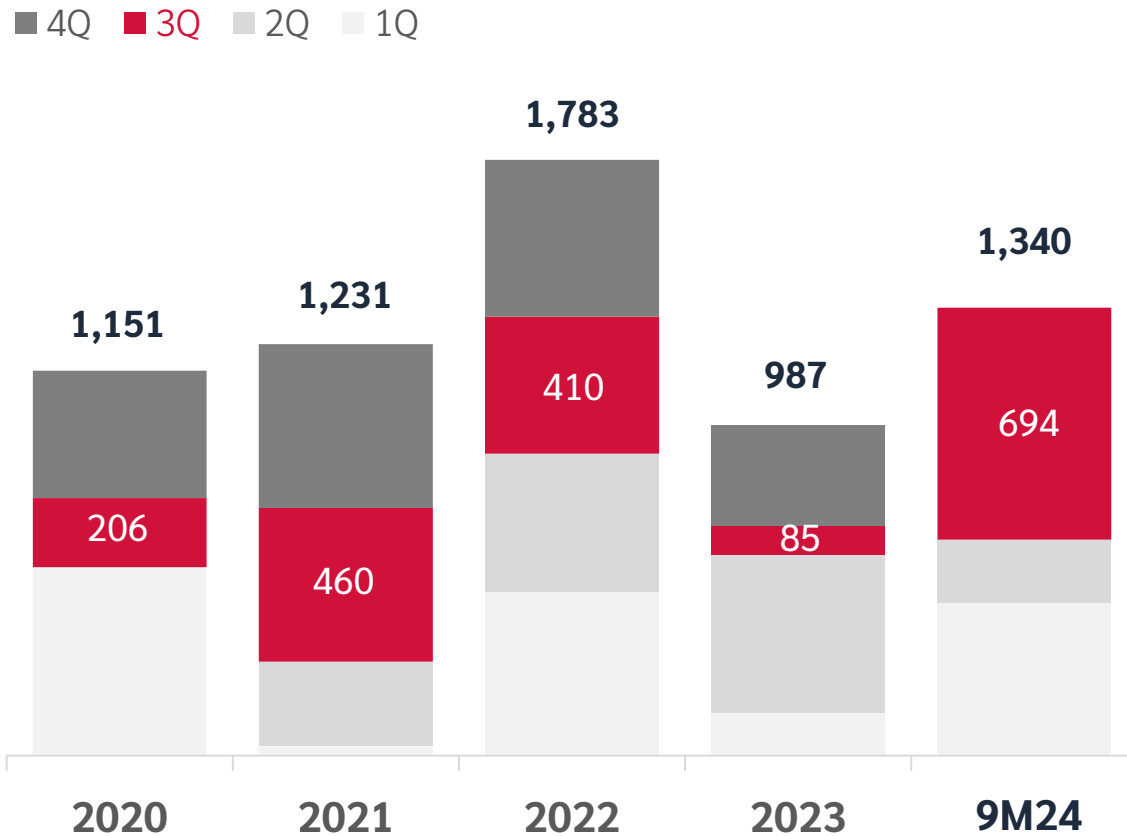




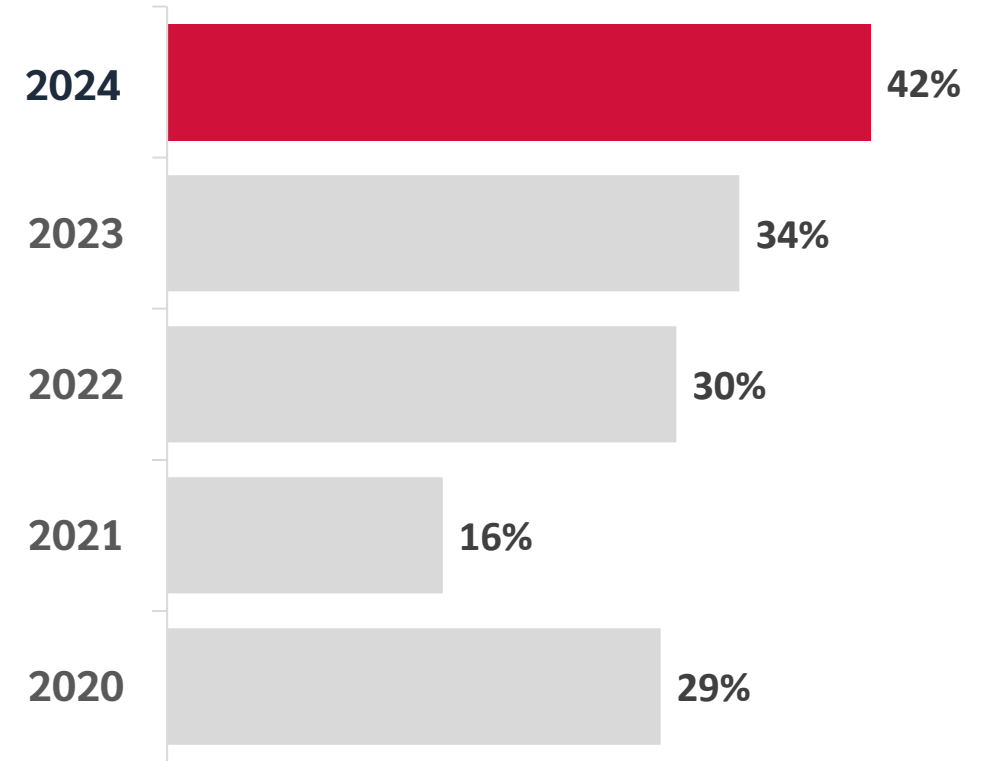
Launches Performance

Evolution and Performance of Launches Over the Years

Potential Sales Value of Launches Over The Years



Sales Speed in the First 3 Months of Launches



% Calculated Based on PSV Sold After 3 Months from the Launch Date



Upcoming Launches

Projects Scheduled for Launch in 4Q24



Lindenberg Reserva Paraíso

PSV %EZTEC	R\$ 190 million
Location	Paraíso – South Zone
Standard	High-end
Participation	75% EZTEC
Units	107



Alt Studios By Eztec

PSV %EZTEC:	R\$ 104 million
Location:	Chácara Sto Antônio – South Zone
Standard:	Smart-Living
Participation:	100% EZTEC
Units:	282



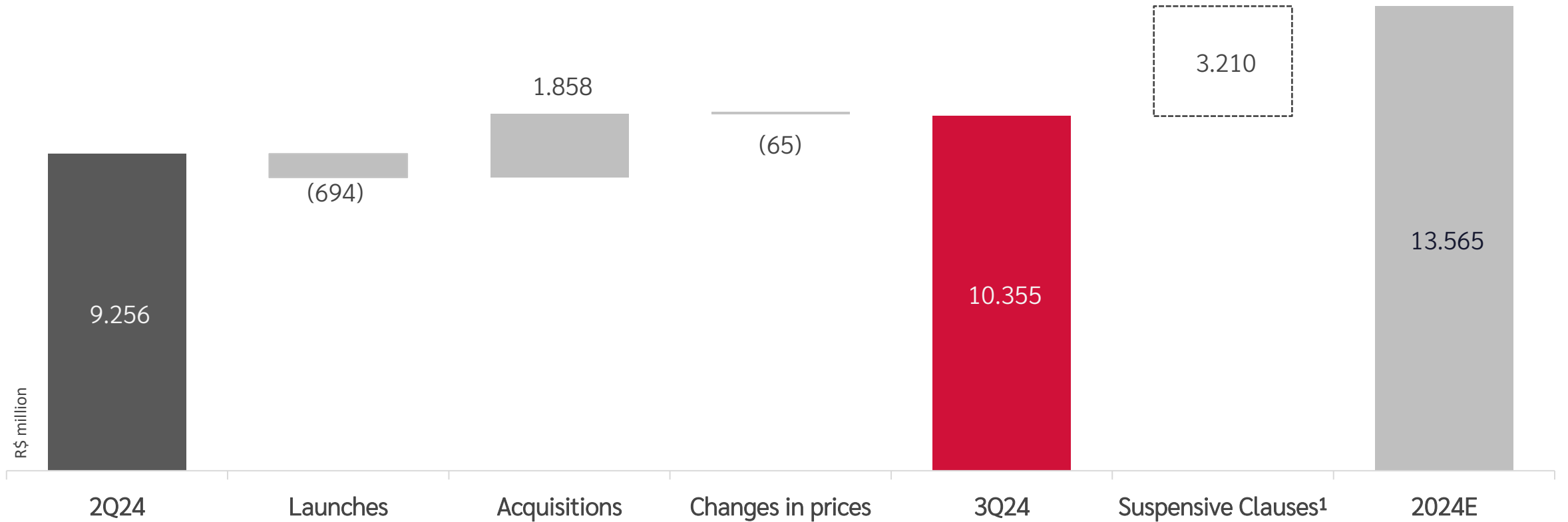
Connect João Dias

PSV %EZTEC:	R\$ 72 million
Location:	Santo Amaro – South Zone
Standard:	Low-end
Participation:	50% EZTEC
Units:	476



Landbank

Overview of the Landbank After Movements





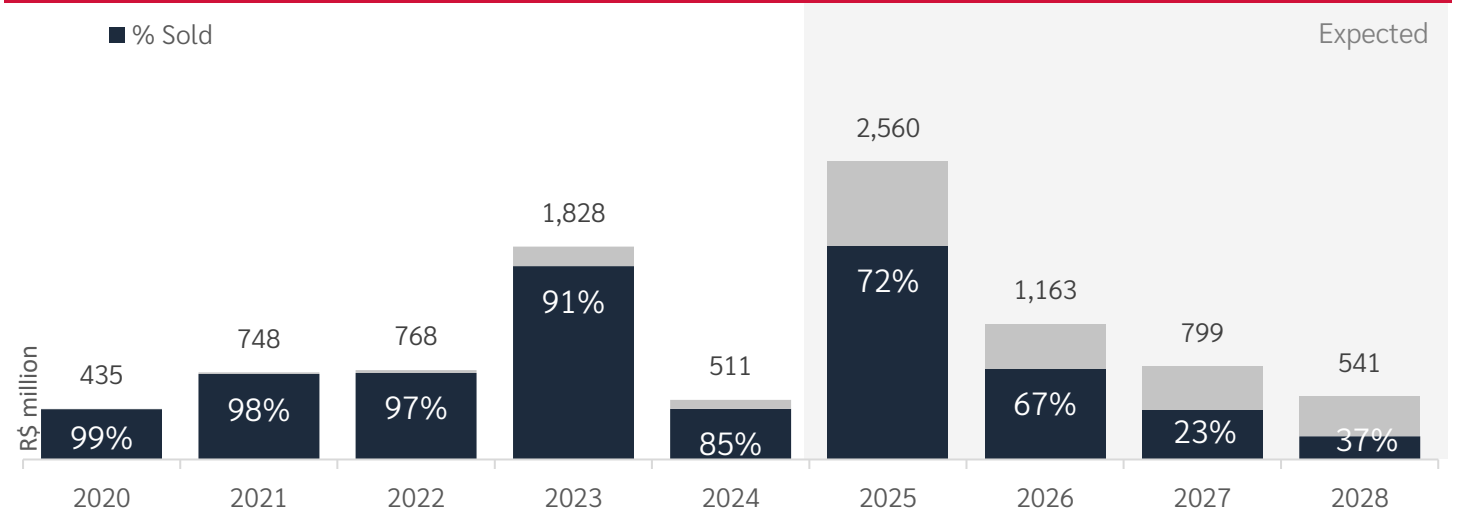
Deliveries

Below is the Delivery Schedule Expected for 2024

Signature by Ott (2020)



Delivery Schedule	%EZTEC	SPE	Result	Private Area Sold(%)	PSVV %EZ (R\$ MM)
2Q24				83.3%	150,7
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidated	86.4%	135,1
Fit Casa Estação Oratório	100%	Santa Laura	Consolidated	50.5%	15,6
3Q24				67.1%	191,9
Signature	50%	Itatiaia	Equity	76.8%	97,3
In Design Ipiranga	100%	Catalao	Consolidated	23.1%	66,5
ID Paraíso	50%	Itatiaia	Equity	91.5%	28,1
4Q24 (E)				95.1%	168,9
Pin Osasco - 1ª Fase	60%	Criciuma	Equity	93.7%	41,3
Villa Nova Fazendinha	60%	Granja Viana I	Equity	100.0%	84,1
Pin Osasco - 2ª Fase	60%	Criciuma	Equity	85.7%	43,5
Year-To-Date (E)				85.0%	511,5



3Q24

Financial Highlights

Contemporânea
e próxima

Preservação
da essên

todos · todos
todos · todos
todos · todos
todos.

tempo
plural

o cliente
é único

eztec

TRANSFORMAÇÃO
DE HORIZONTES



eztec

eztec

Construindo a
frente do seu
tempo



sólida



Excelência:

jeito de

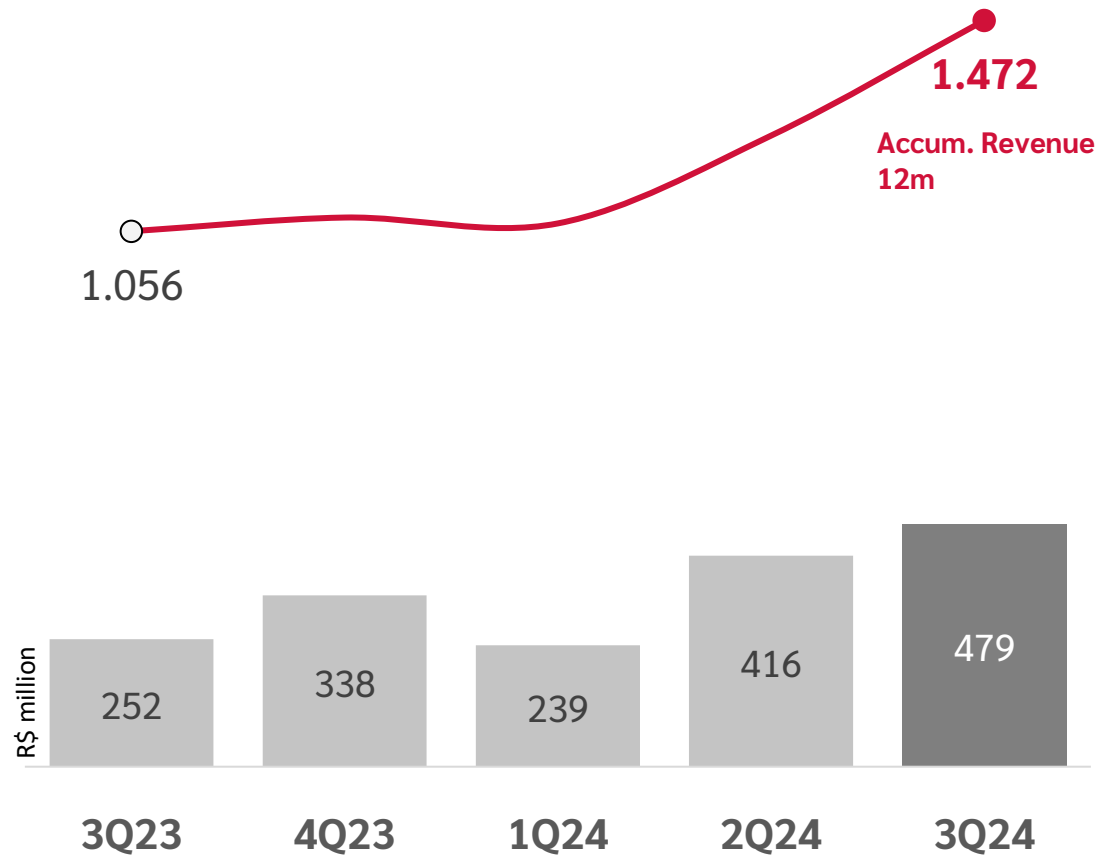
Qualidade e
Atualidade



Net Revenue

Below are the Movements in Net Revenue

Quarterly Evolution of Net Revenue and 12m accumulated



Net Revenue
3Q24

R\$479 million

Net Revenue
9M24

R\$1.134 million



Highlights:

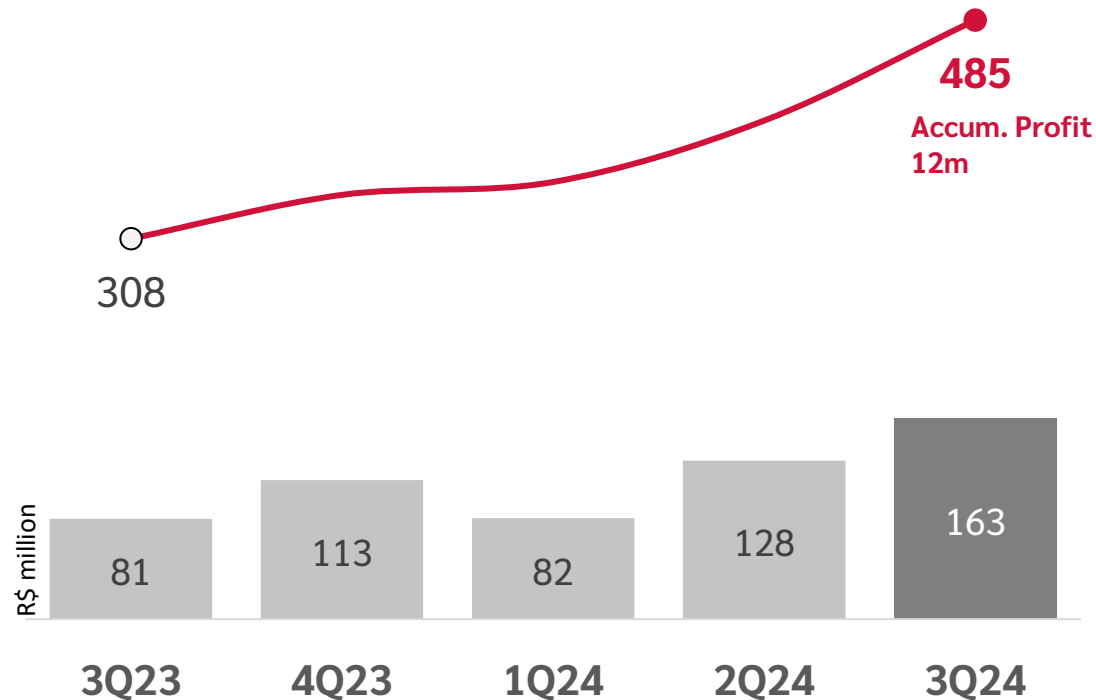
- Sale of R\$103 Million in Performed Inventory
- Overcoming of Suspensive Clauses for Lindenberg Alto das Nações
(Sale of R\$195 Million, PoC 35%, Quarterly Revenue of R\$66 Million)
- Overcoming of Suspensive Clause for Lindenberg Vista Brooklin & Brooklin Studios
(35% Sold, PoC 28%, quarter Revenue: R\$40 million)
- R\$68 Million Sale – Lindenberg Ibirapuera
(51% sold, PoC 73%, quarter Revenue: R\$80 million)



Gross Profit

Below are the Movements in Gross Profit

Quarterly Evolution of Gross Profit and 12m accumulated



Gross Profit
3Q24

R\$163 million

Gross Profit
9M24

R\$373 million

Highlights:

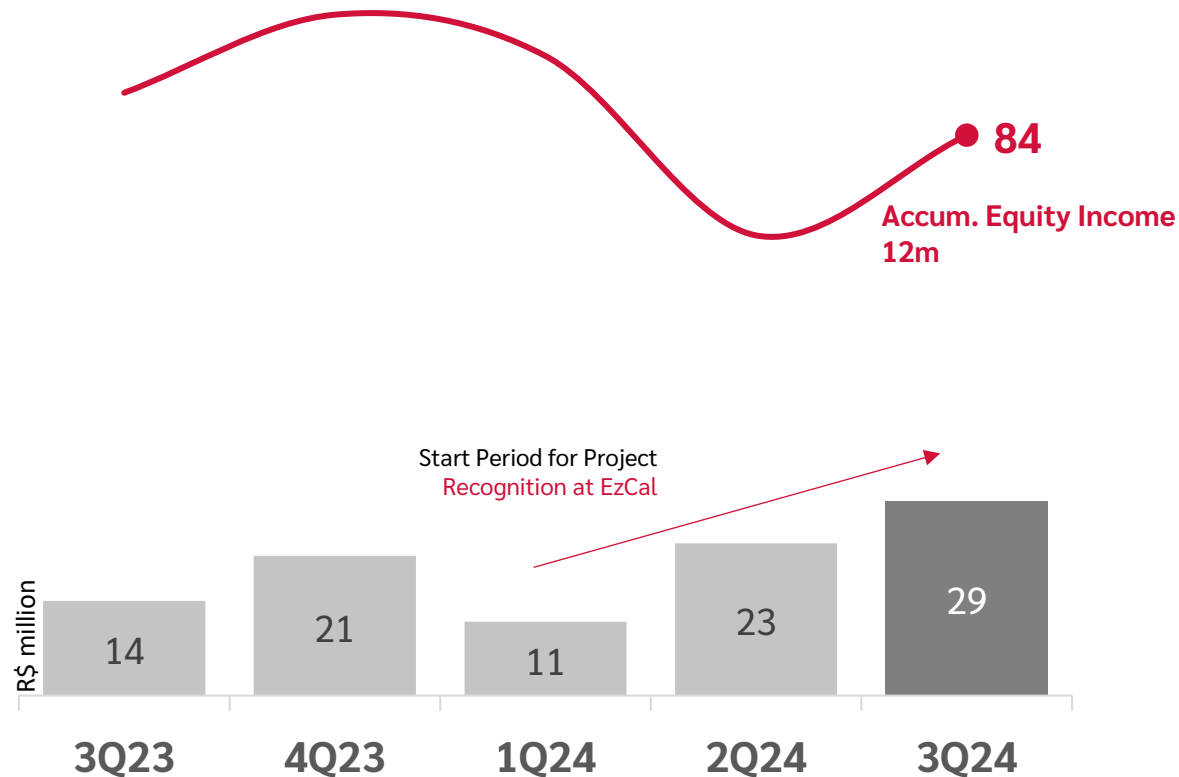
- **34% quarterly Gross Margin**
(Increase by 3,1 p.p. vs 2Q24 and 1,7p.p. vs 3Q23)
- Quarterly Gross Profit is the **Highest on Record for a Quarter**, Excluding One-Off Effects
- Gross Margin of Older Batches has been increasing



Equity Income

Below are the movements in Equity Income

Quarterly Evolution of Equity Income and 12m accumulated



Equity Income
3Q24

R\$29 million

Equity Income
9M24

R\$63 million

Highlights:

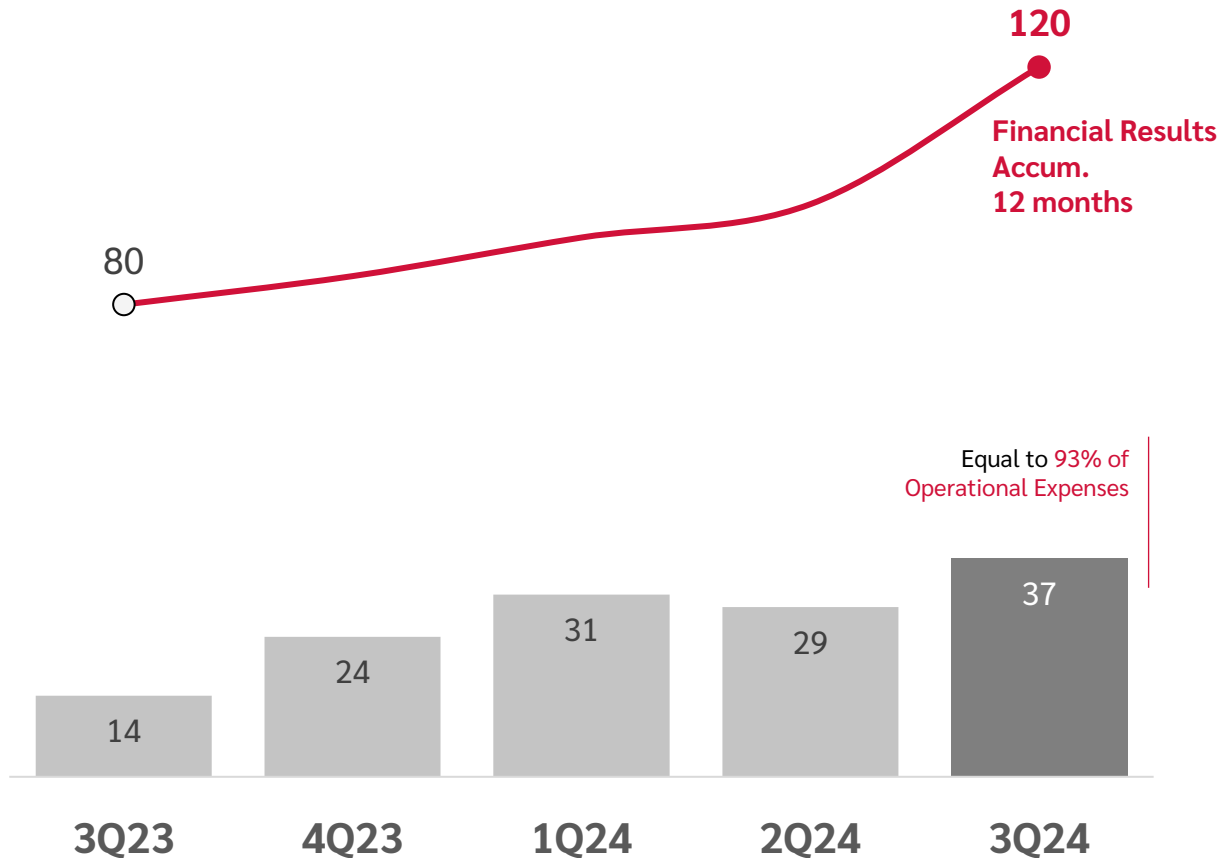
- Increase in Sales at Eredità, R\$7.6 Million %EZ (13 units 3Q24, aprox. R\$7.6 mi %EZ vs 2 units 2Q24, R\$0.5 mi)
- Cost Savings in the Delivery of Signature by Ott (Savings in construction costs, aprox., R\$3 million)
- 27% Growth vs 2Q24 and 106% vs 3Q23



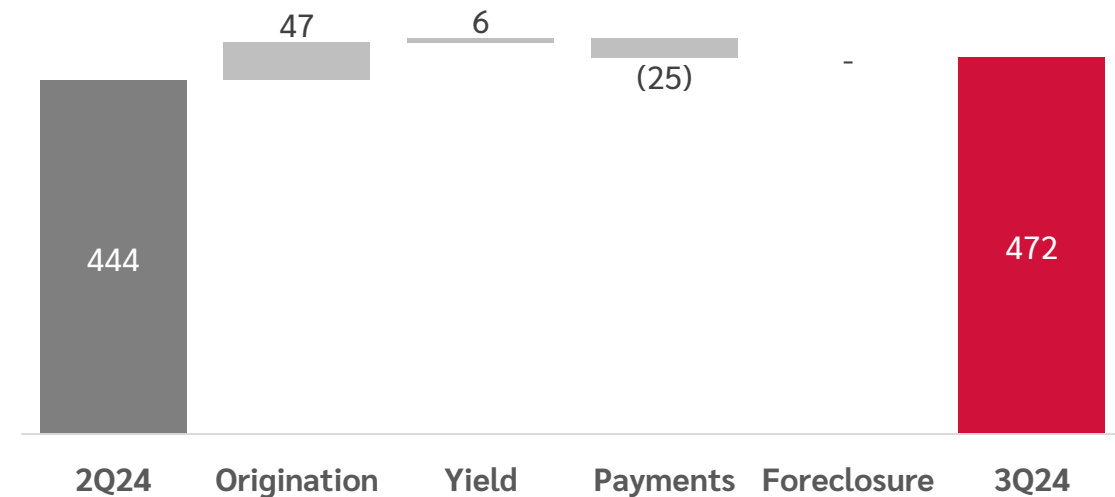
Financial Results

Below are the movements in Financial Results and Direct Receivable Portfolio

Quarterly and 12-Month Accumulated Evolution of Financial Results



Quarterly Evolution of the Direct Receivable Portfolio



Highlights:

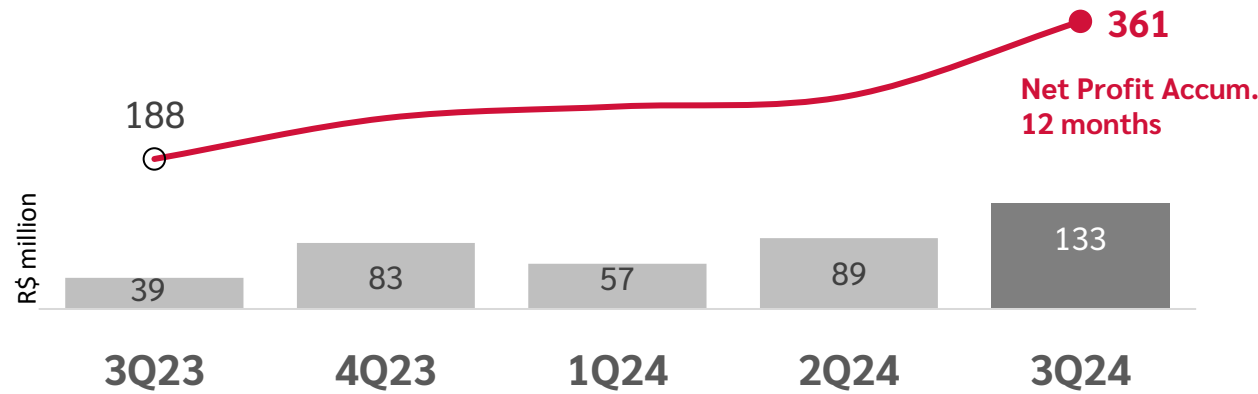
- **R\$501 Million Financed at 100%**
(1,262 units vs 1.197 units 2Q24, 5.4% growth QoQ and 18% YoY)
- **57% Indexed to IGP-DI and 43% to IPCA**
(Quarterly Variation of 2.22% per m. in IGP-DI and 1.05% per m. in IPCA)
- **15.2% Reduction in Financial Expenses**
(Redemption of Debentures at CDI + 1.3% and New Issuance at CDI + 0.85%)



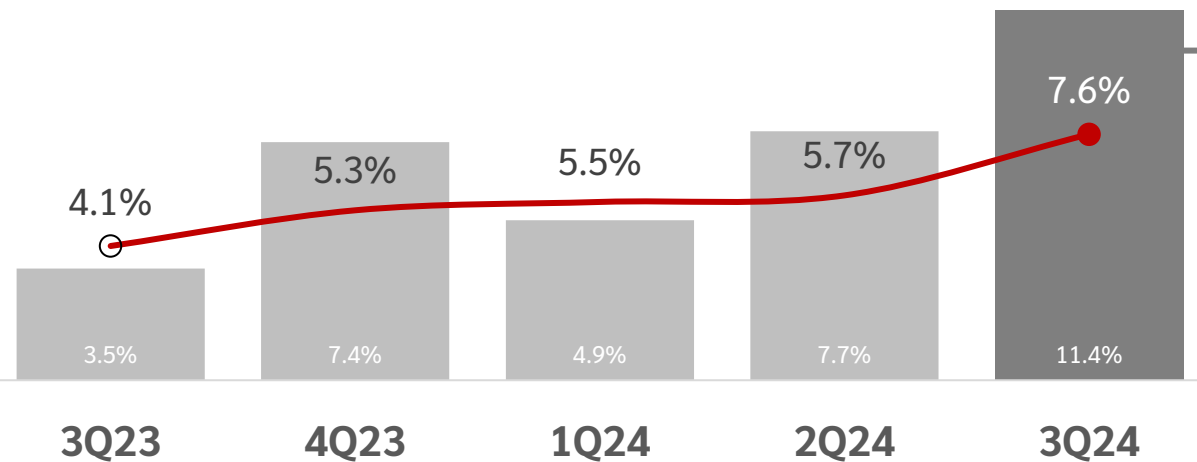
Increase in ROE

The Company Has Been Consistently Recovering Its Profitability

Quarterly and 12-Month Accum. Evolution of Net Profit



Quarterly Annualized ROE Evolution and 12-Month Accumulated ROE



Quarterly ROE annualized

11.4% +7,9p.p vs 3Q23

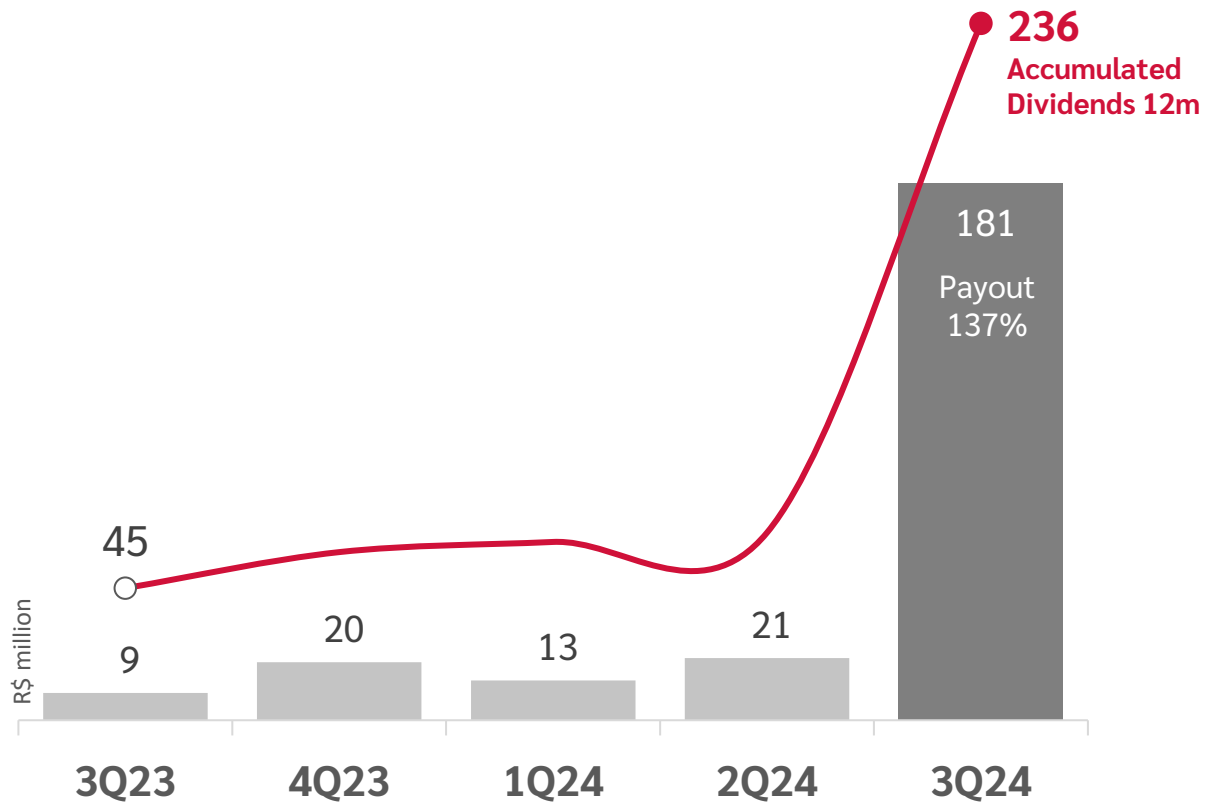
	9M24	2023
Cash and equivalents	893	762
Performed receivables	563	494
Non-performed receivables	1,435	1,320
Inventory under construction	1,075	1,188
Landbank	1,011	700
Shared assets	535	501
Others assets	475	477
Ready Inventory	368	438



Dividends

Quarterly and Extraordinary Dividends

Quarterly and 12-Month Accumulated Evolution of Dividends



Quarterly Dividends

R\$31 million

Extraordinary Dividends

R\$150 million

Informations:

- Total Amount to be Distributed: R\$181,489,484.92 (Approximately R\$0,83 per Share)
- Base Date: November 5, 2024
- Payment Date: November 14, 2024



Contact IR

INVESTOR RELATIONS

www.eztec.com.br/ri

ri@eztec.com.br

Tel.: +55 (11) 5056-8313