

4Q22

Webcast

São Paulo, March 17th, 2023



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Interpretation

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Participants



Marcelo Ernesto Zarzur

- Chief Executive Officer
- Chief Operating Officer

*Founding partner
Director since 2007
Civil engineer graduated from the
Faculdade de Engenharia São Paulo
- FESP*



Flávio Ernesto Zarzur

- Chairman of the Board of Directors
- Vice Executive President

*Founding partner
Director since 2007
Civil engineer graduated from the
Fundação Armando Álvares
Penteado – FAAP*



Silvio Ernesto Zarzur

- Member of the Board of Directors
- Vice Executive President, Chief Development and New Business Officer

*Founding partner
Director since 1980
Civil engineer graduated from the
Mackenzie university*



A. Emílio C. Fugazza

- Chief Financial Officer and IR Officer

*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*

Launches 4Q22



Park Avenue 24% sold

PSV %EZTEC: R\$ 250 MM

Location: Moema

Standard: High end

Stake: 50% EZTEC

Units: 90

Launch date: Dec/22

Landbank: República do Líbano



Pin Osasco - 2nd phase 22% sold

PSV %EZTEC: R\$ 43,5 MM

Location: Osasco – SP

Standard: Low end

Stake: 60% EZTEC

Units: 351

Launch date: Nov/22

Landbank: Sarah Veloso – 2nd phase



Chanés Street 16% sold

PSV %EZTEC: R\$ 176 MM

Location: Moema

Standard: High end

Stake: 100% EZTEC

Units: 250

Launch date: Dec/22

Landbank: Chanés

Launches 2022



1st Quarter

56% Sold*



3rd Quarter

58% Sold*



2nd Quarter

41% Sold*

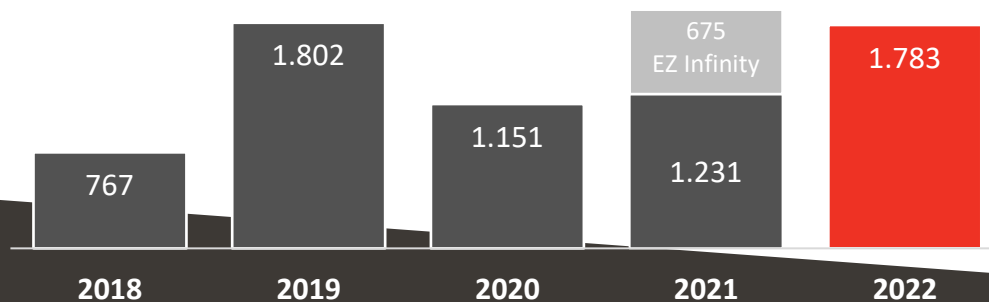


4th Quarter

21% Sold*

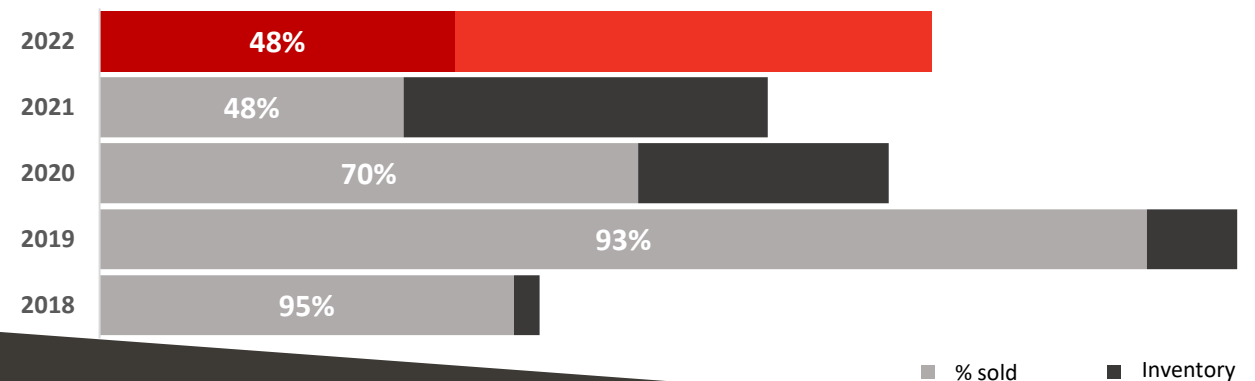
Annual Evolution for Launches %EZTEC

R\$ millions



% Sold from Launches

As percentage of its area



* Sold until 03/13/2023

Next Launches*

R\$ 808 millions PSV



PSV %EZTEC: R\$ 132 MM

Location: Vila Mariana – SP

Standard: Alto

Stake: 50% EZTEC

Units: 282

Launch date: 1T23

Landbank: Gregório Serrão



PSV %EZTEC: R\$ 579 MN

Location: Moema – SP

Standard: Alto

Stake: 100% EZTEC

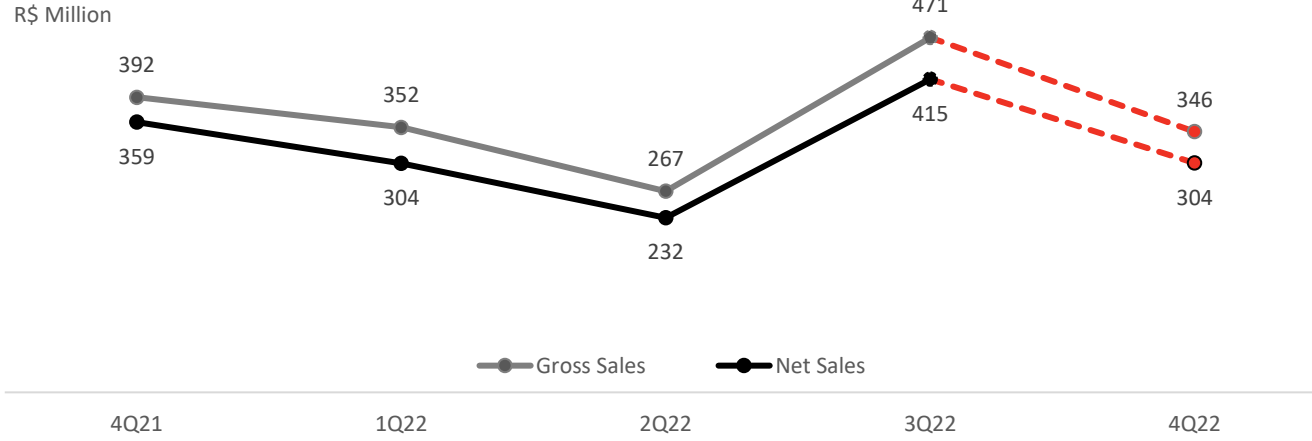
Units: 88

Launch date: 2S23

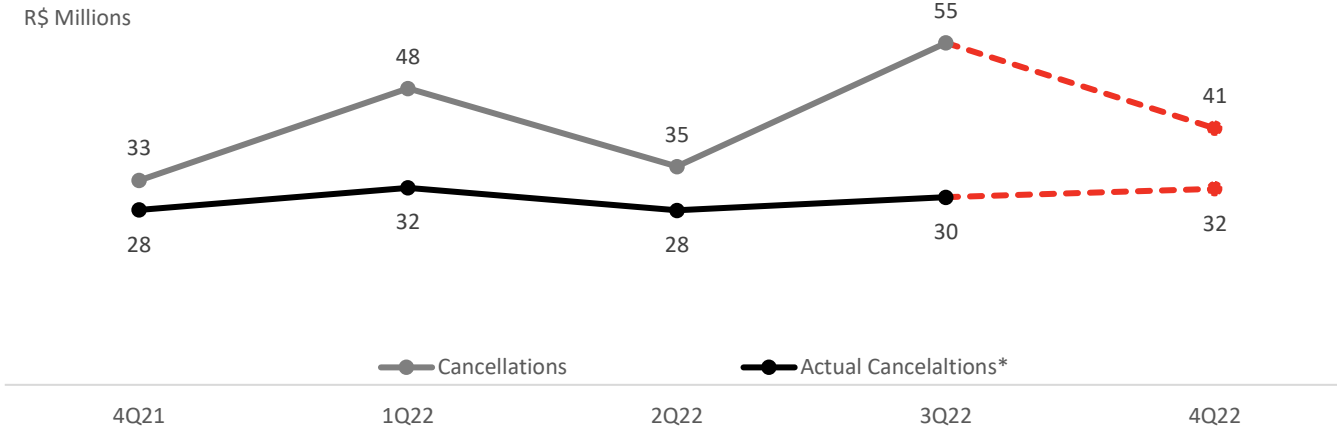
Landbank: IBM

Operational Performance

Quarterly sales evolution

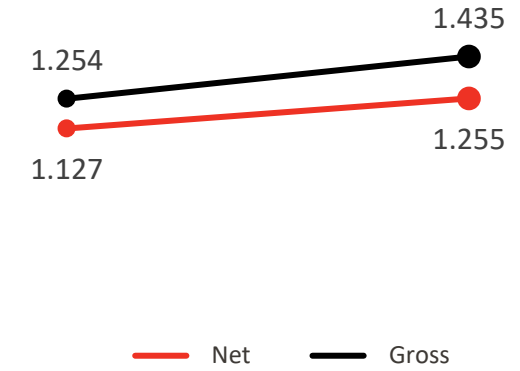


Quarterly Cancellations Evolution



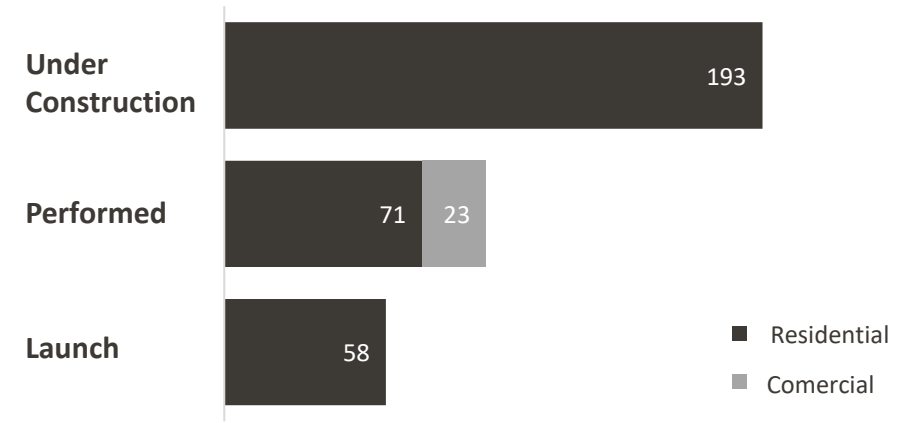
Annual Sale Comparison

R\$ millions



Quarterly Sales by Status

R\$ millions



* Excluding Downgrades, Upgrades and Transfers



Deliveries

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR

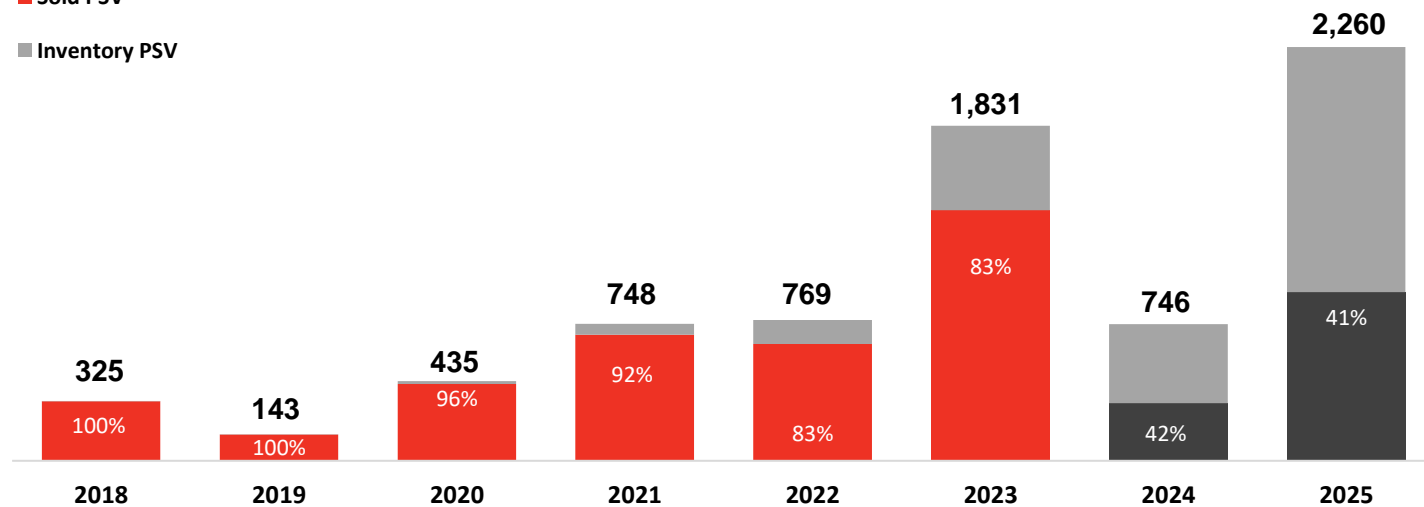
	%EZTEC	SPE	Results	% sold out (Units)	PSV %EZ (R\$ MN)
1Q22					254.1
Z. PINHEIROS	100%	Pisa	Consolidated	92.2%	188.2
VIVID PERDIZES	100%	Campo Limpo	Consolidated	75.5%	65.9
2Q22					48.8
ARTIS JARDIM PRUDENCIA	100%	Verona	Consolidated	85.9%	48.8
3Q22					80.9
FIT CASA ALTO DO IPIRANGA	100%	Arizona	Consolidated	76.2%	80.9
4Q22E					384.7
PÁTRIO IBIRAPUERA & ID JAUAPERI	70%	Venezia	Consolidated	90.6%	235.6
HAUTE IBIRAPUERA & ID LISBOA	100%	London	Consolidated	82.1%	149.1
Accumulated Year				84.6%	768.5

Expected deliveries and percentage sold

%Sold / %launched

■ Sold PSV

■ Inventory PSV



4Q22 – Pátrio Ibirapuera & ID Jauaperi

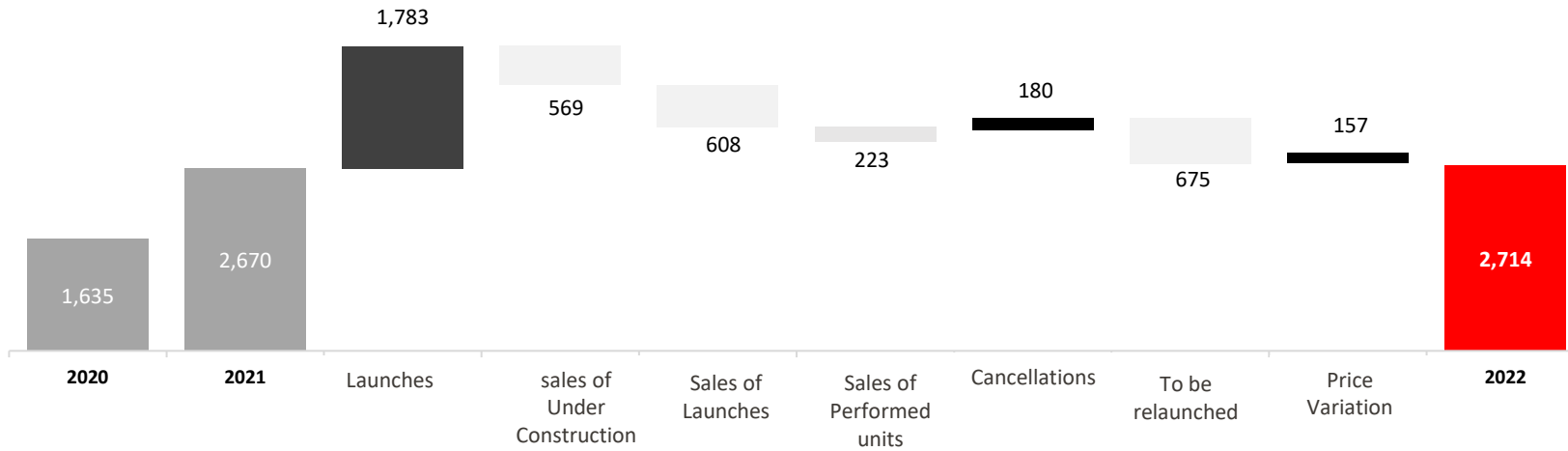
Inventory

R\$ 2,8 BI

In PSV % EZ residential + commercial Inventory

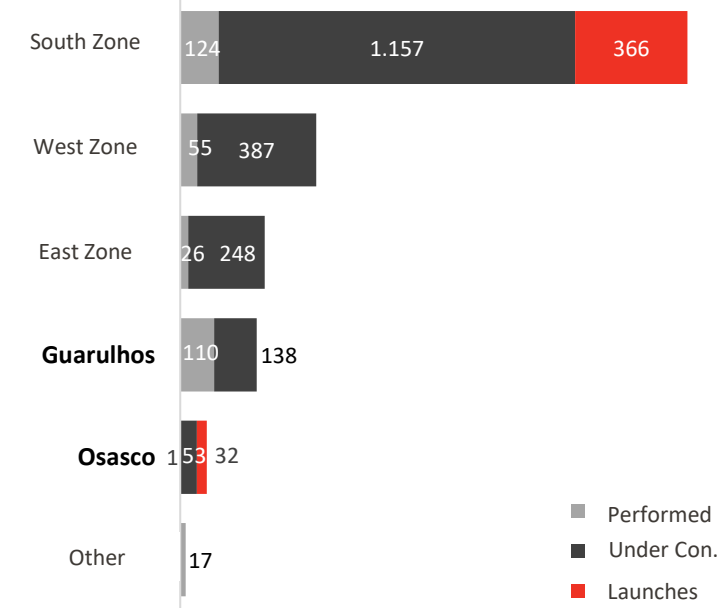
Evolution – Residential Inventory

R\$ million



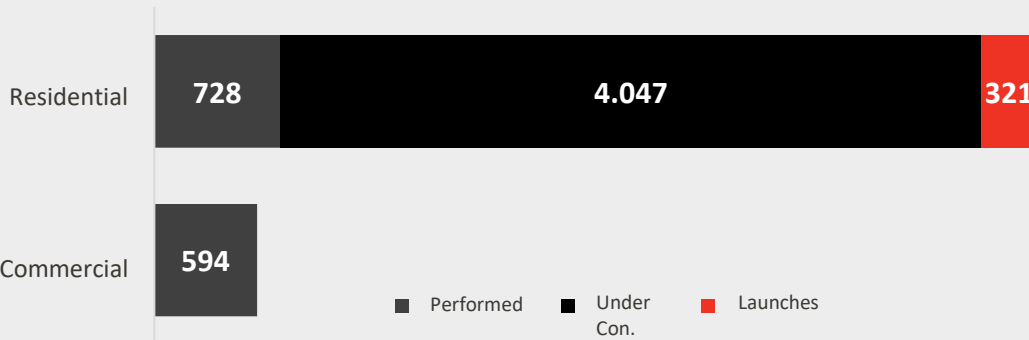
Inventory by region

R\$ million



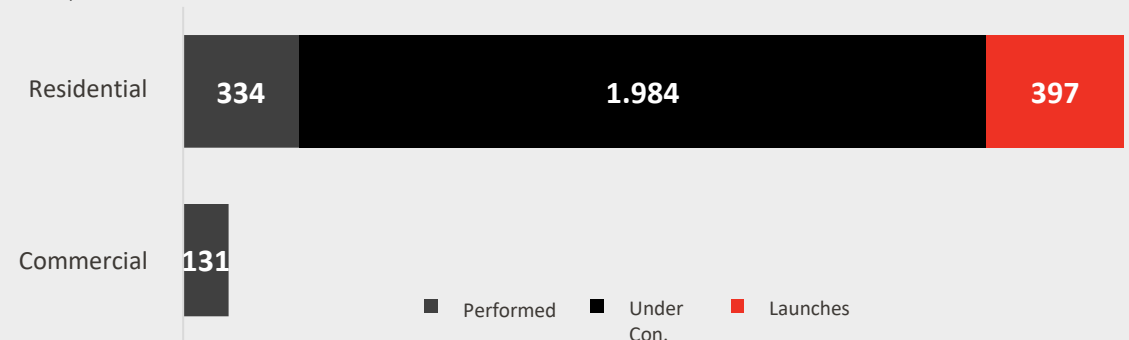
Inventory units by Project status

Units



Inventory Value by Project Status

R\$ million



EZ INC

ESTHER TOWERS

Total leasable area: **86,000 m²**
Estimated PSV: **R\$ 1,900 millions**
Prev. Conclusion: **End of 2023 and half of 2025**
Classification: **Corporate floors AAA**



AIR BROOKLYN COMERCIAL

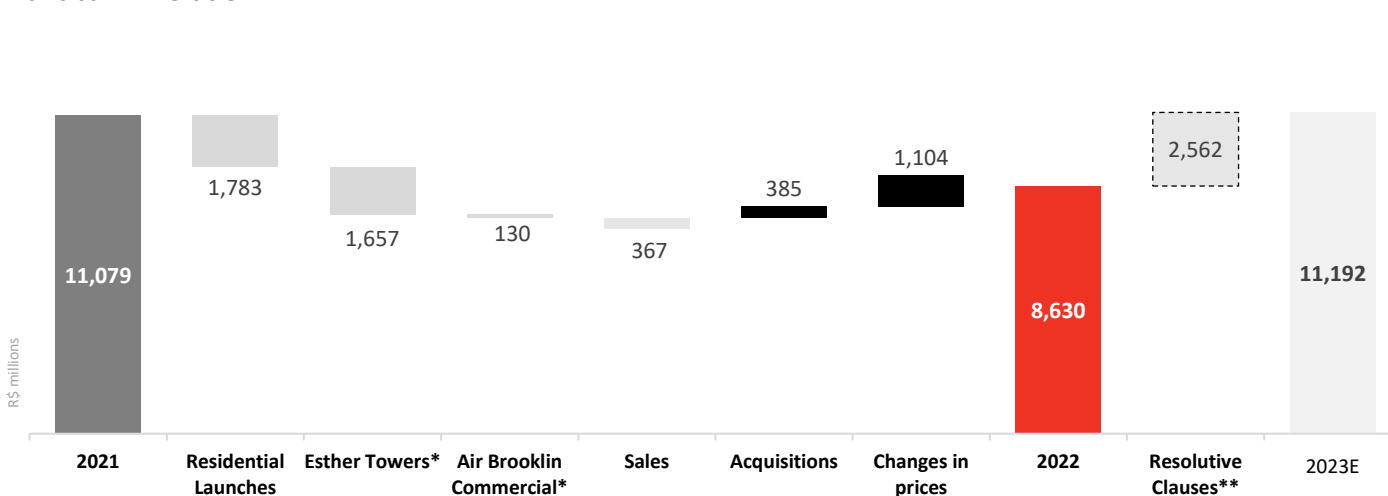
Total leasable area: **7,503 m²**
Estimated PSV: **R\$ 135 millions**
Prev. Conclusion: **Half of 2023**
Classification: **Single User Tower**



Landbank

R\$ 8,6 Bn

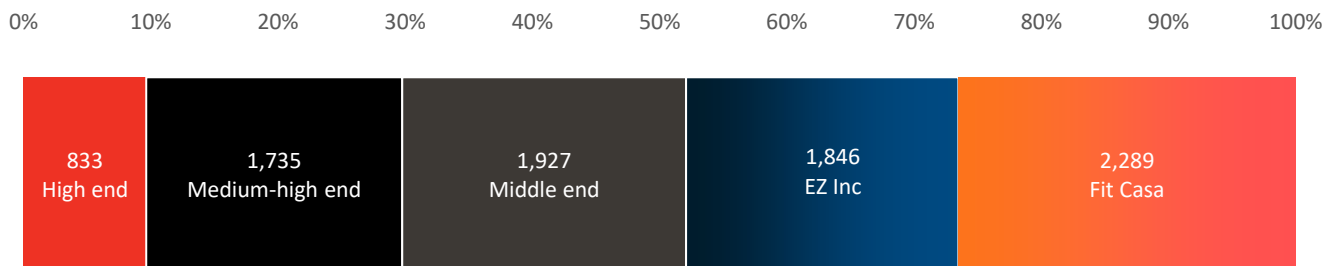
Landbank Evolution



*For presentation purposes, the PSV of the land related to the Esther Towers and Air Brooklin Comercial projects were classified as Landbank under Development, leaving in this section only those projects that have not yet started their works and will be launched/commercialized in the future.

** Land committed with express resolution clauses, linked to due legal and technical diligence to be carried out by EZTEC.

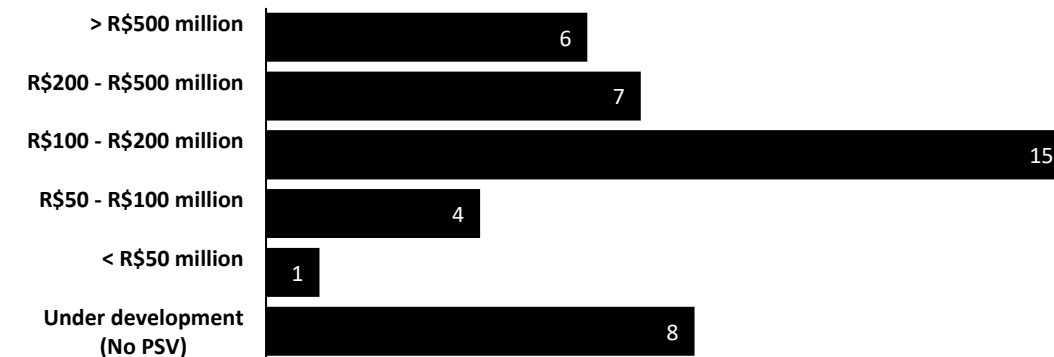
Landbank standard by type of project



São Paulo Metropolitan Region



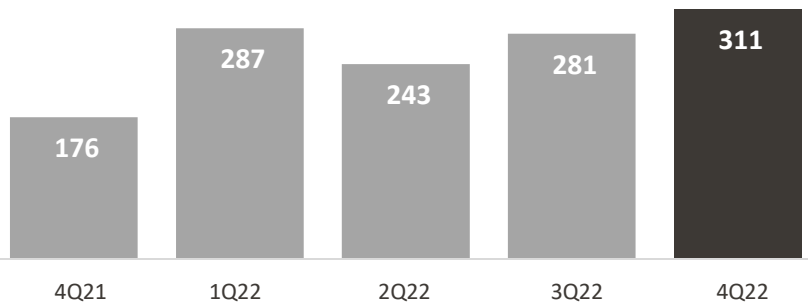
Number of plots by PSV



Financial Performance

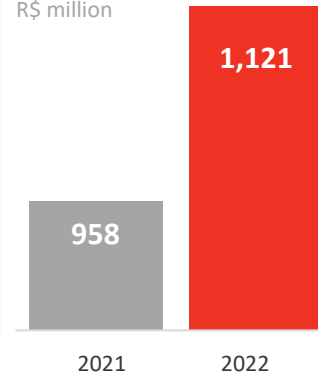
Net Revenue – Quarterly

R\$ million



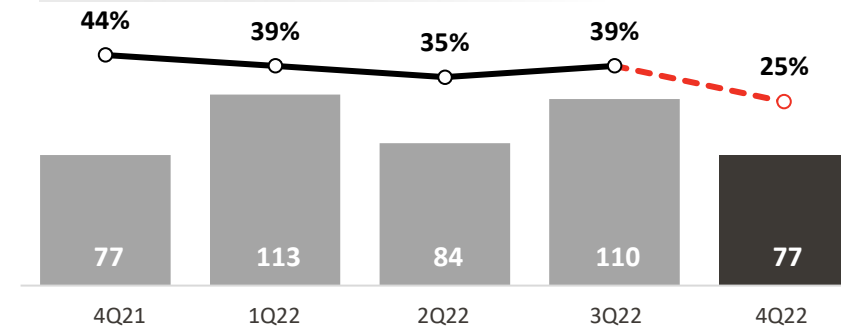
Annual

R\$ million



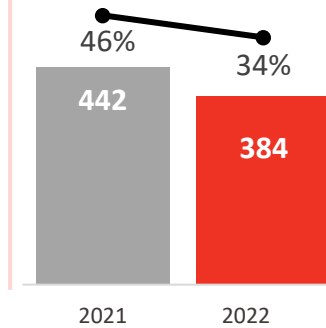
Gross Profit and Margin – Quarterly

R\$ million e percentage



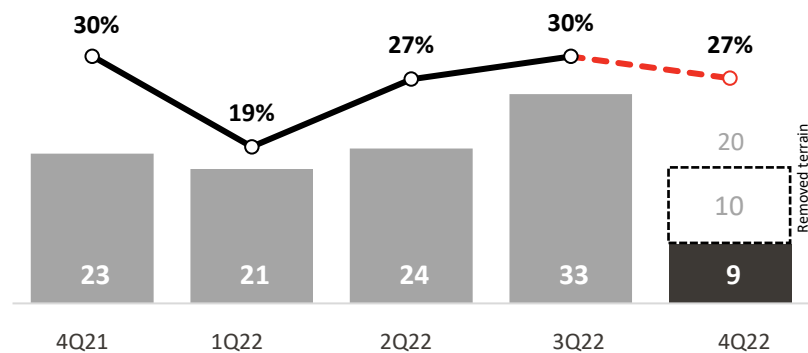
Annual

R\$ million e percentage



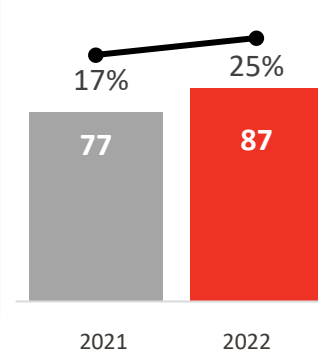
Equity Income & % of net profit – Quarterly

R\$ million



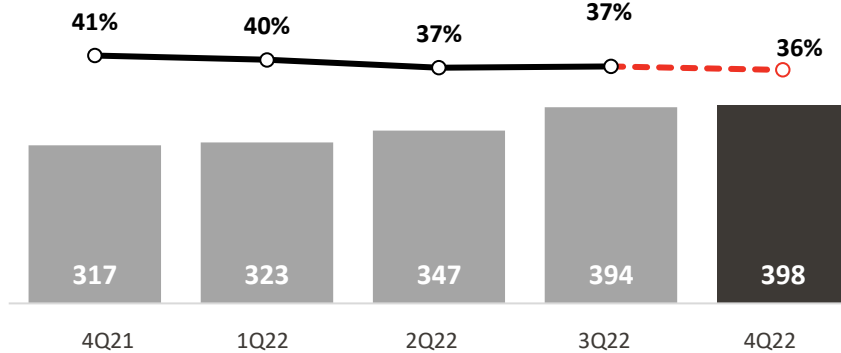
Annual

R\$ million e percentage



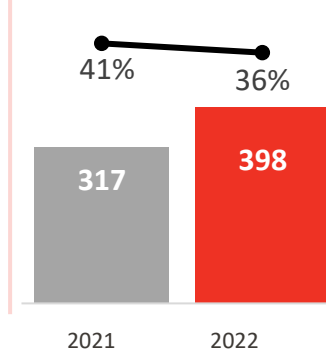
Result and Margin to be recognized

R\$ million e percentage



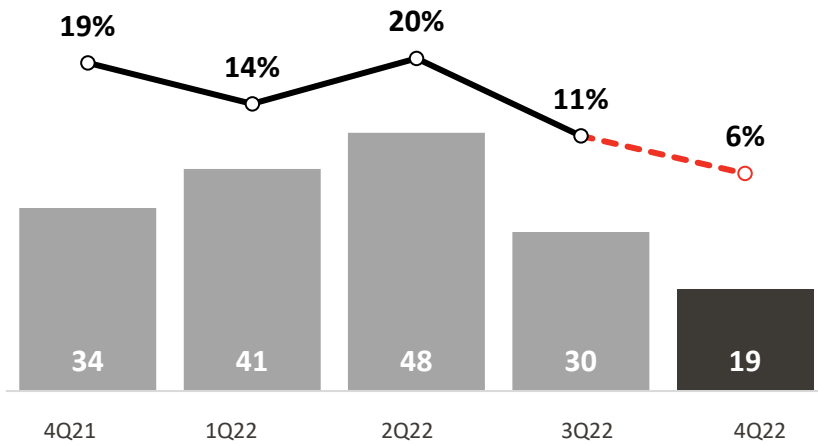
Annual

R\$ million and percentage



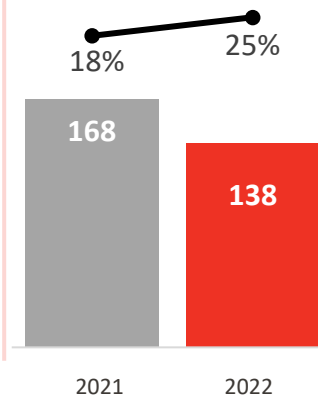
Financial Results & % of Revenue – Quarterly

R\$ millions



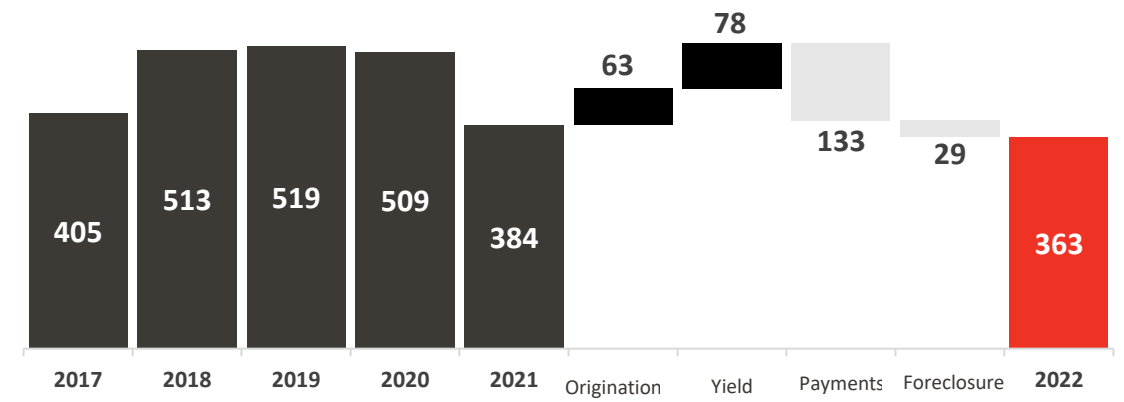
Annual

R\$ million and percentage



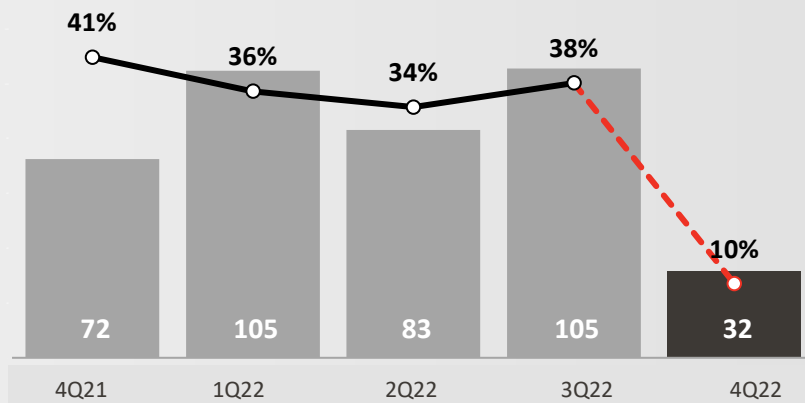
Evolution of Portfolio of Direct Receivables

R\$ millions



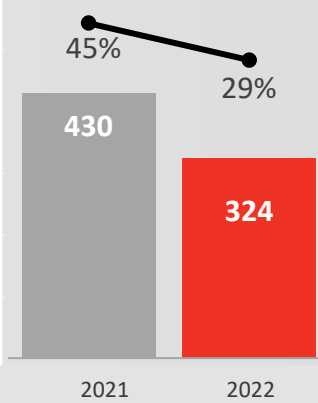
Net Profit and Margin – Quarterly

R\$ millions



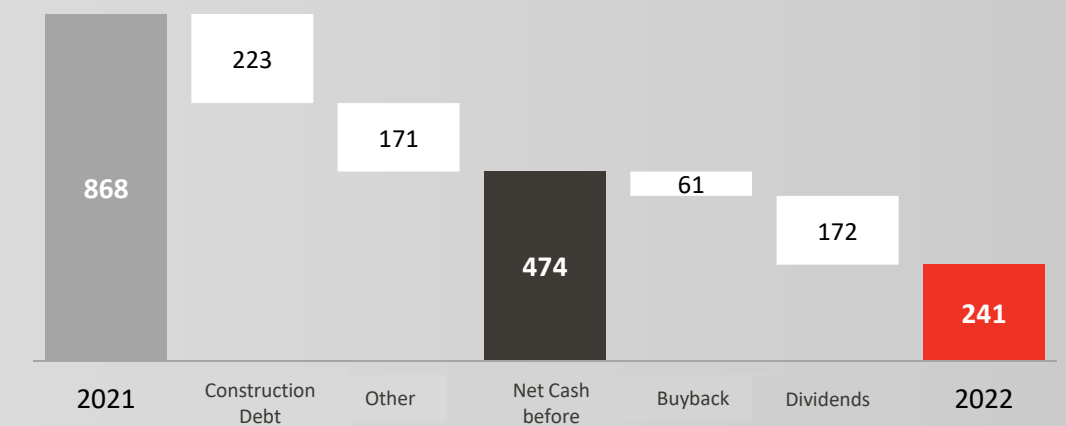
Annual

R\$ million and percentage



Net Cash (Debt) Variation

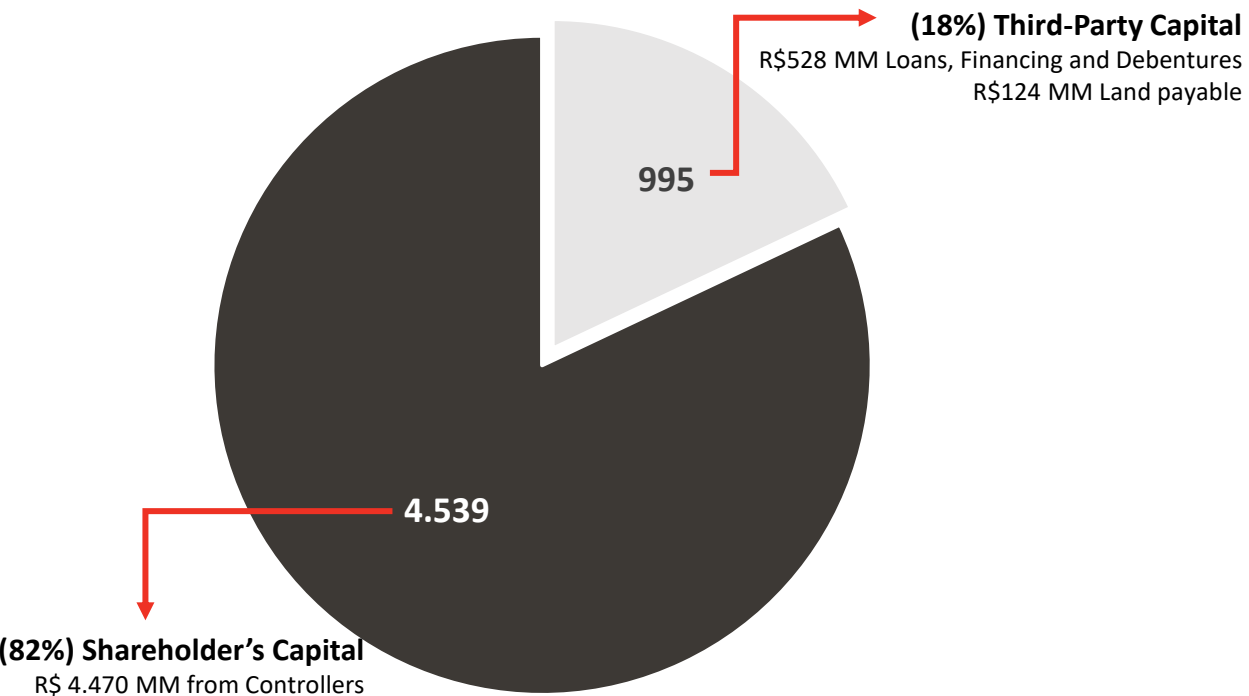
R\$ millions



CAPITAL ESTRUCTURE

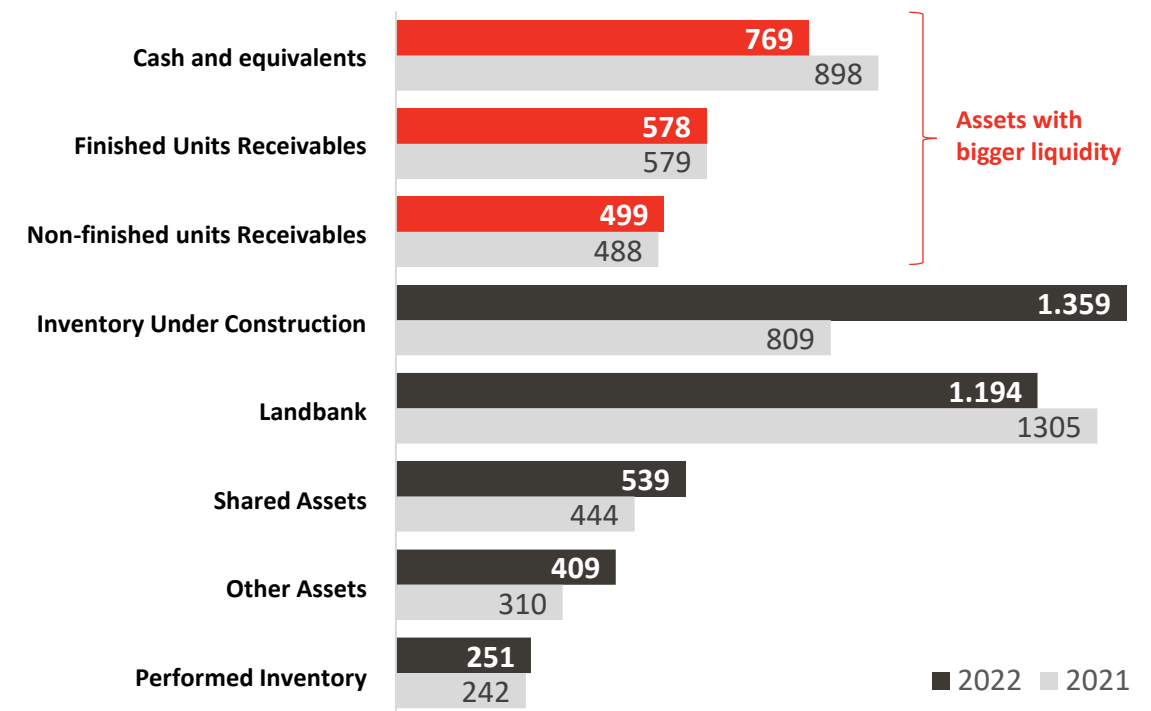
Book value per share: **R\$ 20.49**
Free float Shares*: **218,125,703**

Financial Sources



Asset Distribution (R\$ 5.534 MM)

R\$ millions



*Quantidade de ações no dia 31 de dezembro de 2022

OTHER RELEVANT SUBJECTS

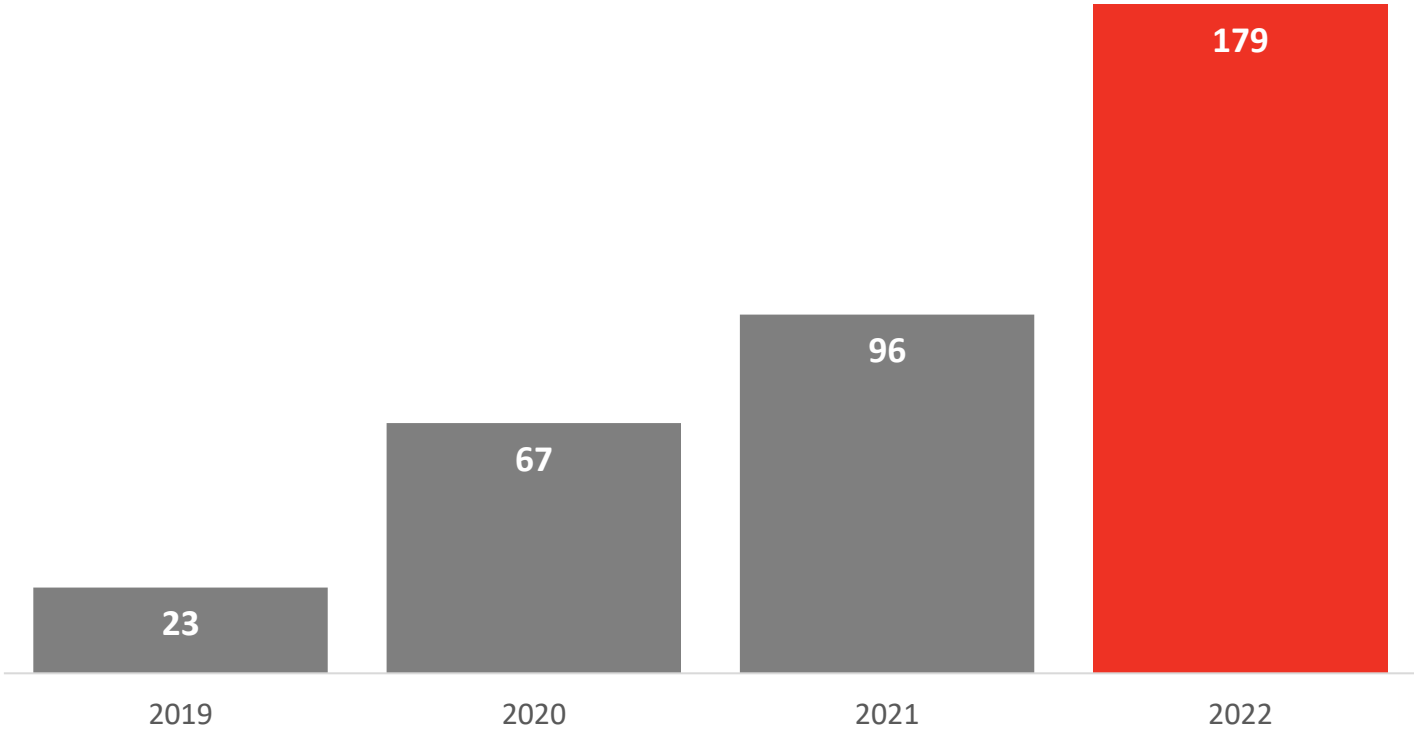


DIVIDEND PAYMENT

The Board of Directors approved the payment of quarterly dividends in the amount of **R\$ 7,483,835.11** approximately **R\$0.03** per share

Base Date: 03/23/2023
Ex-dividends: 03/24/2023
Payment Date: 03/31/2023

Dividends paid
R\$ millions



Q&A



INVESTOR RELATIONS

IBOVESPA B3

IBRA B3

ICON B3

IGC B3

IGCT B3

IBRX100 B3

IMOB B3

INDX B3

ITAG B3

SMLL B3

During the Results Conference Call, questions will be asked to the Presenters during the “Questions & Answers” section. For those who wish to express themselves, we ask that the "Raise Hand" functionality available on your Zoom Meetings platform be used. The IR team will queue you up and call you when it's your turn.

After the Conference Call, the Company's IR team will be available to assist you through the contact: ri@eztec.com.br

A. EMÍLIO C. FUGAZZA

Finance and Investor Relations Director

PEDRO TADEU T. LOURENÇO

Investor Relations Coordinator

GIOVANNA BITTENCOURT

IR Analyst

RONAN MIGUEL R. ALEY

IR Analyst

VÍTOR KENZO HASHIMOTO

IR Analyst