

# Webcast 1Q22



# Participants



**A. Emílio C. Fugazza**

*Chief Financial Officer and IR Officer*

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



**Pedro Tadeu**

Investor Relations Coordinator

Industrial Engineer graduated from Rio de Janeiro's Estate University.





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 1Q22

PSV of the quarter's launches reached **38%**





R\$ 489.1 MN PSV

**Exalt**





**Location:** Vila Clementino – SP  
**Standard:** Smart-Living  
**Stake:** 100% EZTEC  
**PSV %EZTEC:** R\$ 228.4 MN  
**Units:** 327  
**Launch date:** Feb/2022  
**% Sold:** 43%\*

**Expression**

**Location:** Vila Clementino – SP  
**Standard:** High-end  
**Stake:** 100% EZTEC  
**PSV %EZTEC:** R\$ 176.9 MN  
**Units:** 80  
**Launch date:** Feb/2022  
**% Sold:** 51%\*

**Villa Nova Fazendinha\*\***

**Location:** Carapicuíba – SP  
**Standard:** Low-end  
**Stake:** 60% EZTEC  
**PSV %EZTEC:** R\$ 84.1 MN  
**Units:** 830  
**Launch date:** Feb/2022  
**% Sold:** 46%\*

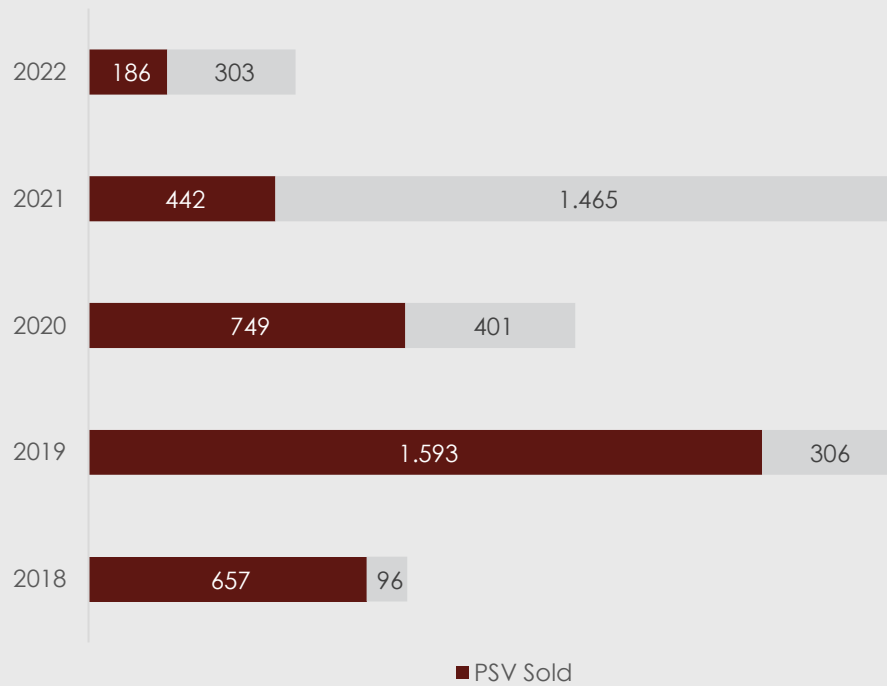
\*\*Stake Acquisition

\* % sold on units sold as of 05/10/2022

# Operational Performance

## Launches, Sales and Guidance

R\$ millions

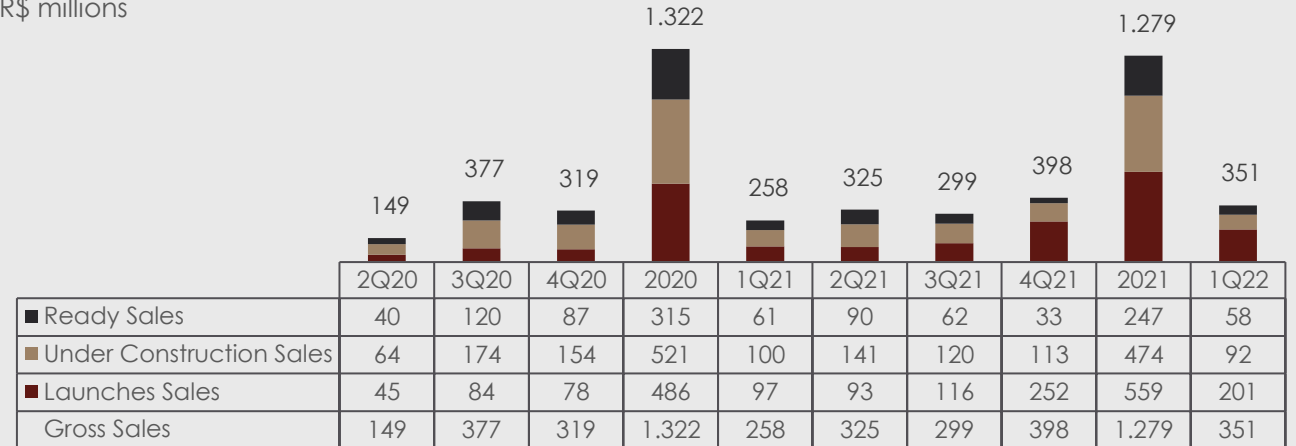


### Launches in 2022:

- Exalt
- Expression
- Villa Nova Fazendinha

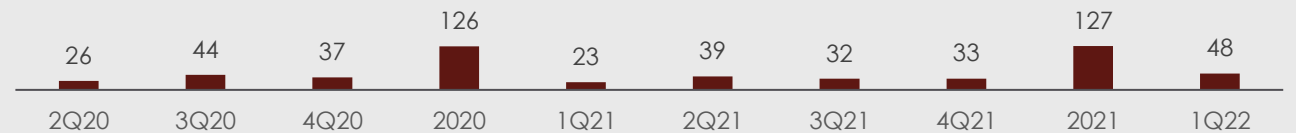
## Gross Sales

R\$ millions



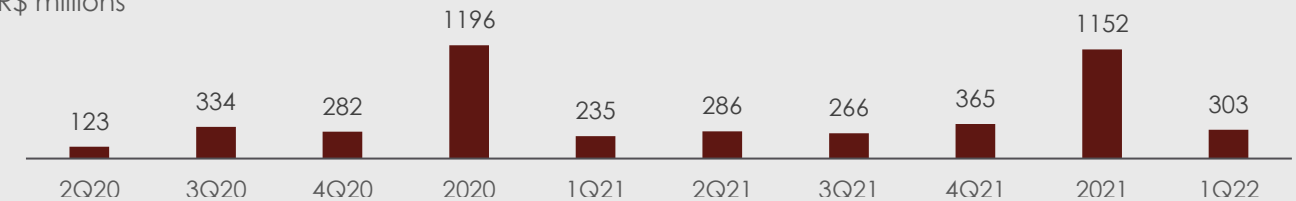
## Cancellations

R\$ millions



## Net Sales

R\$ millions



# Next Launches

R\$ 798.4 MN PSV

## Unique Green - Tourmaline



**Location:** Parque Toronto – SP

**Standard:** Middle-End

**Stake:** 100% EZTEC

**PSV %EZTEC:** R\$ 383,9 MN

**Units:** 443

**Launch date:** Jun/22

**Landbank:** Bandeirantes



## Hub Brooklin



**Location:** Brooklin – SP

**Standard:** Smart-Living

**Stake:** 100% EZTEC

**PSV %EZTEC:** R\$ 183.1 MN

**Units:** 412

**Launch date:** Jun/22

**Landbank:** Estilo Barroco



## Houte Brooklin



**Location:** Brooklin – SP

**Standard:** High-End

**Stake:** 100% EZTEC

**PSV %EZTEC:** R\$ 231.4 MN

**Units:** 104

**Launch date:** Jun/22

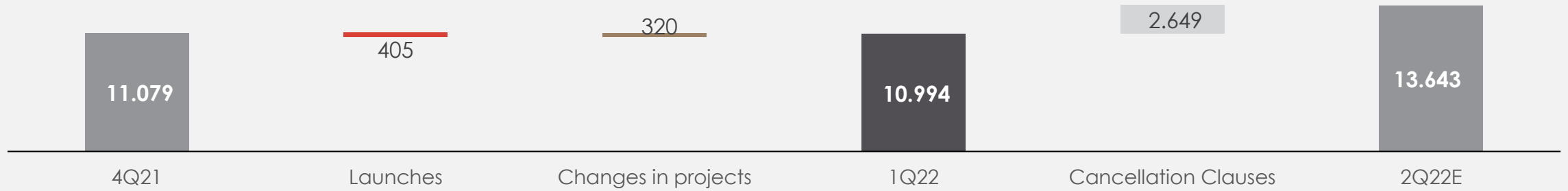
**Landbank:** Estilo Barroco



# Landbank

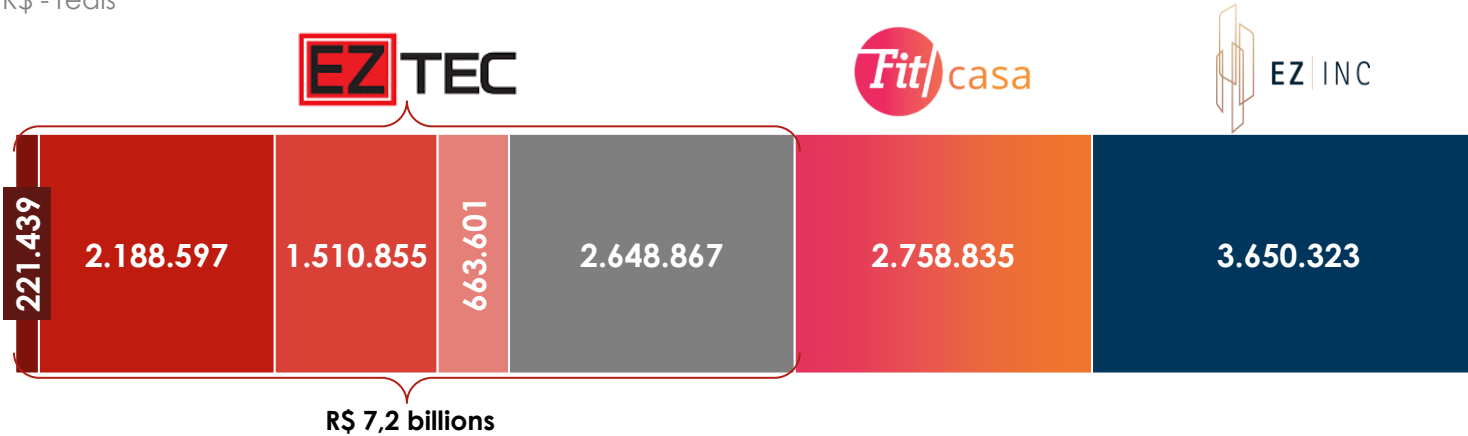
## Landbank Evolution

R\$ millions



## Landbank

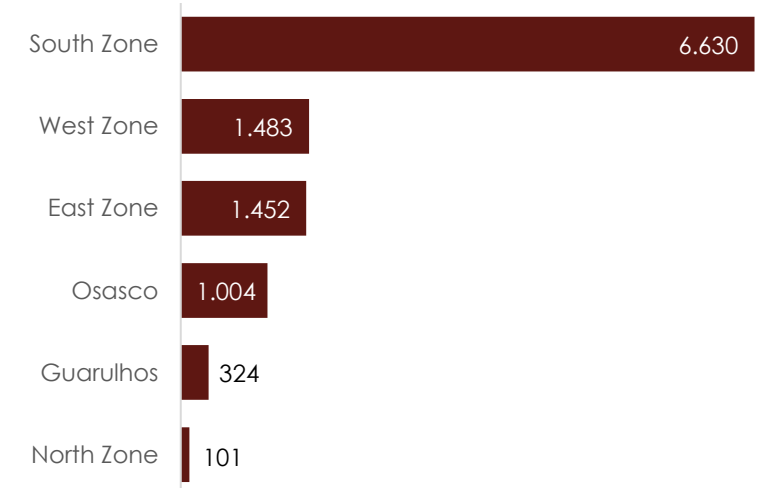
R\$ - reais



■ (2%) Smart-Living (1 lots) 
 ■ (16%) Middle-End (4 lots) 
 ■ (11%) Middle High-End (7 lots) 
 ■ (5%) High-End (6 lots) 
 ■ (19%) Contracts With Cancellation Clauses (3 lots) 
 ■ (20%) Low-End (13 lots) 
 ■ (27%) Comercial (9 terrenos)

## Land Location

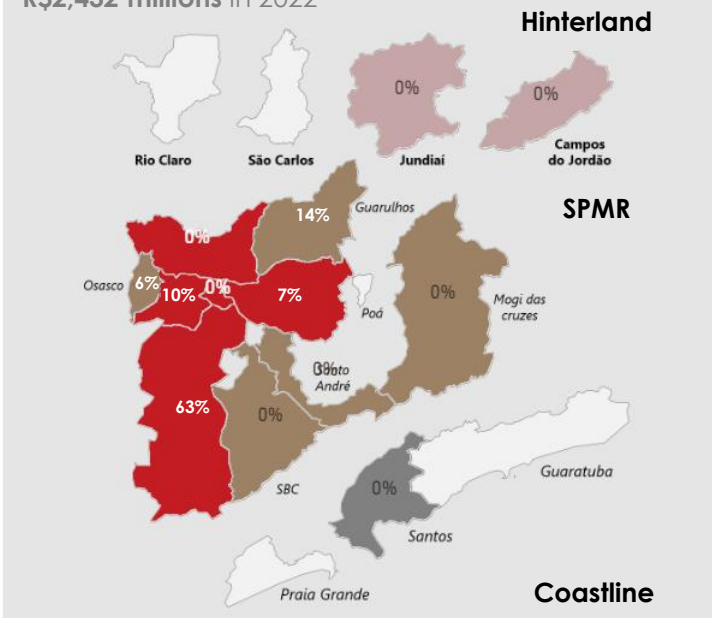
R\$ millions



# Inventory Map

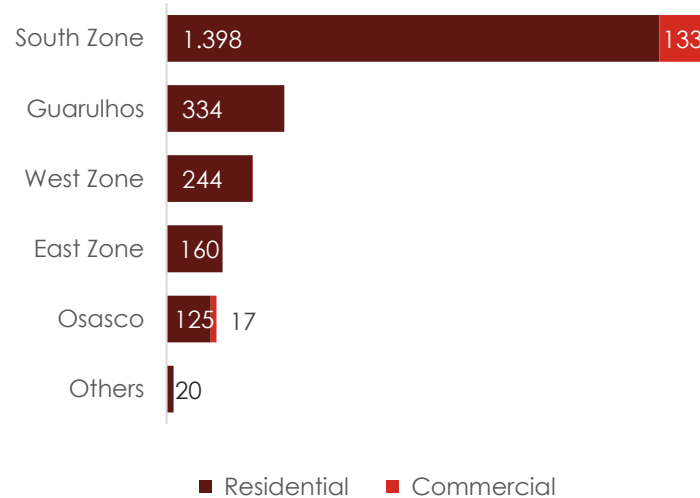
## Inventory's regional dispersion

R\$2,432 millions in 2022



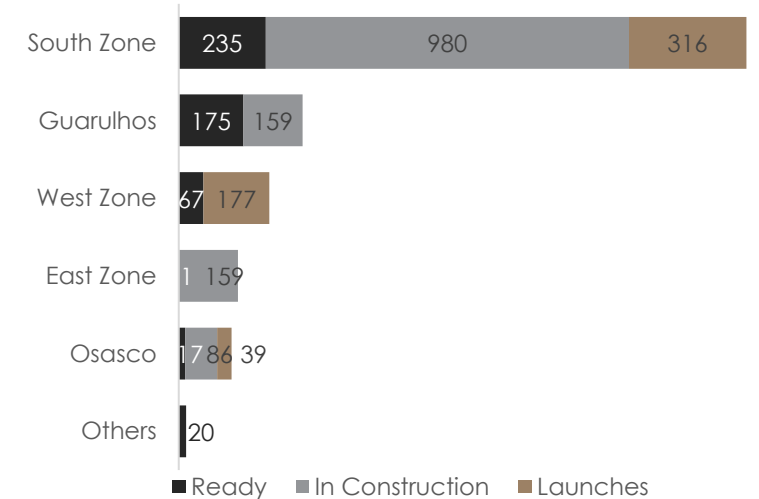
## Dispersion by segment

R\$ millions



## Dispersion by building status

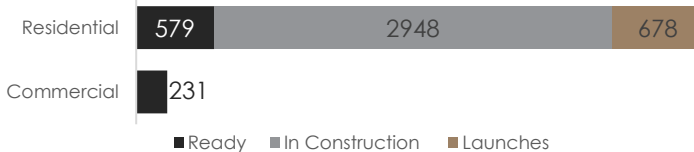
R\$ millions



**15%** of the inventory are **residential ready units**.

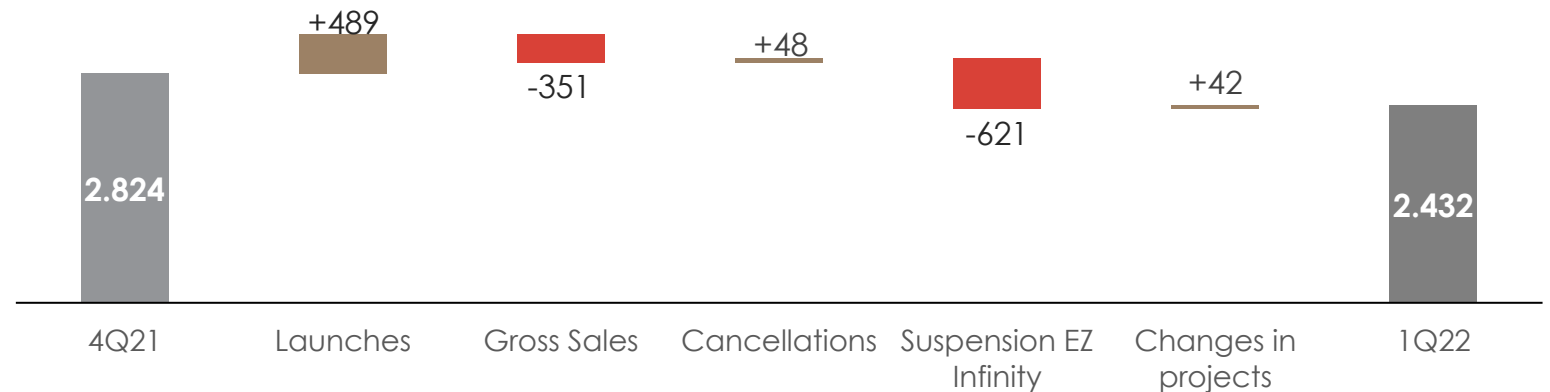
**67%** of inventory represents units in the **city of São Paulo** that are either **launches or in construction**.

### Inventory by building status (units)



## Inventory Evolution

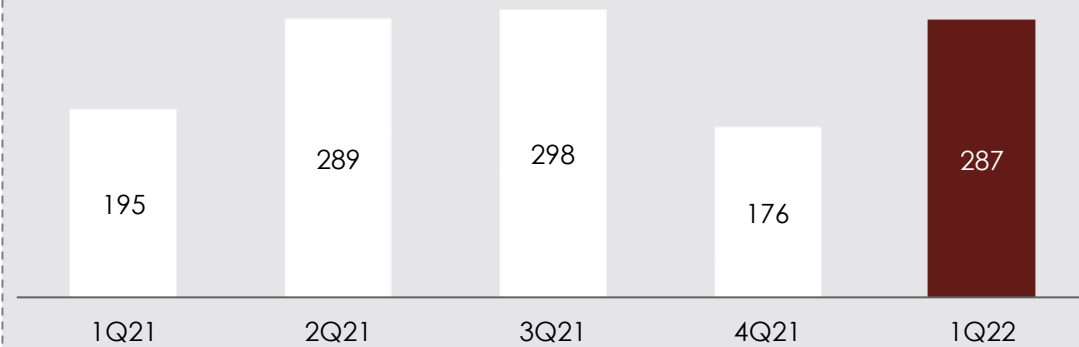
R\$ millions



# Financial Performance

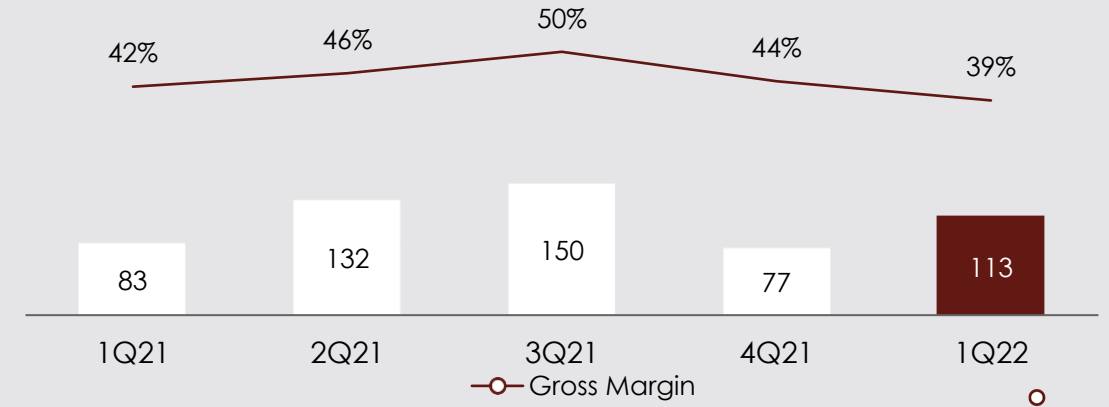
## Net Revenue

R\$ millions



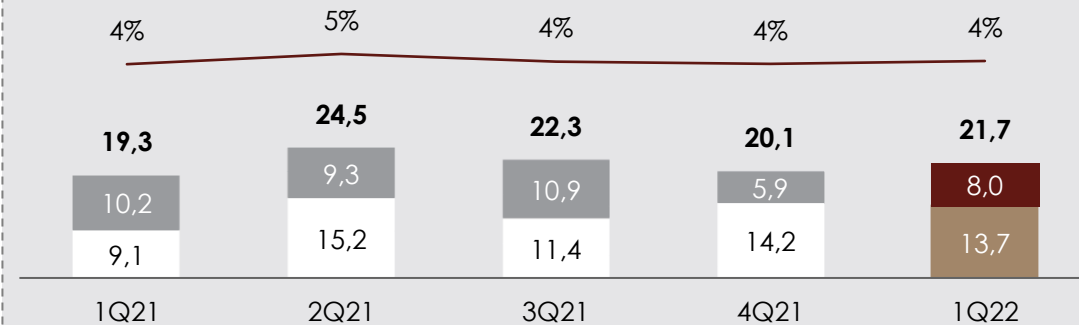
## Gross Profit

R\$ millions



## Selling expenses

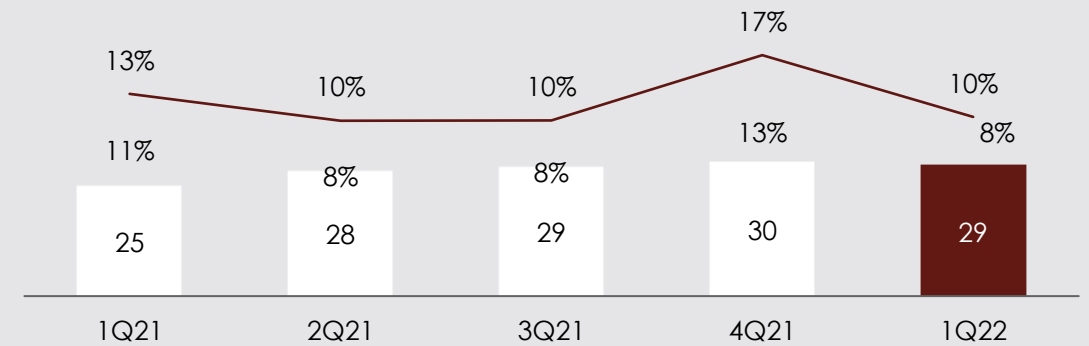
R\$ millions



Ready Inventory / Commission / Others
  Publicity / Stand  
 Publicity and Stand over Gross Sales

## G&A expenses

R\$ millions



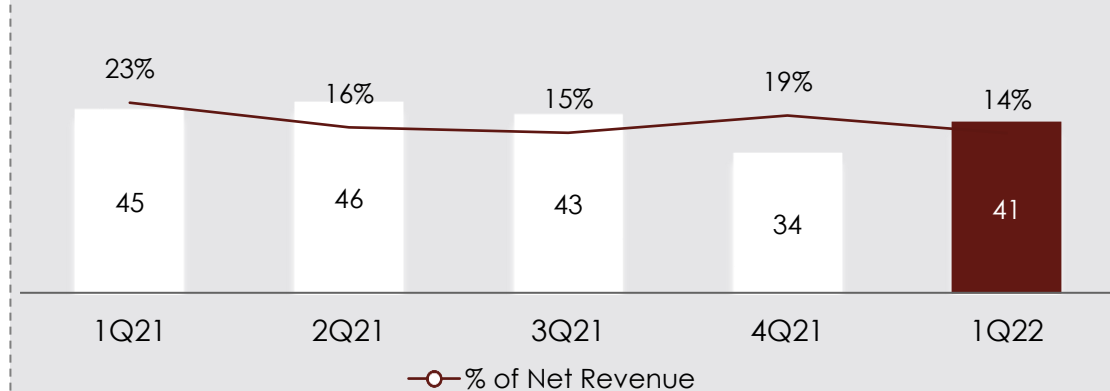
% of Net Revenue
  % of Net Revenue + Equity Income



# Financial Performance

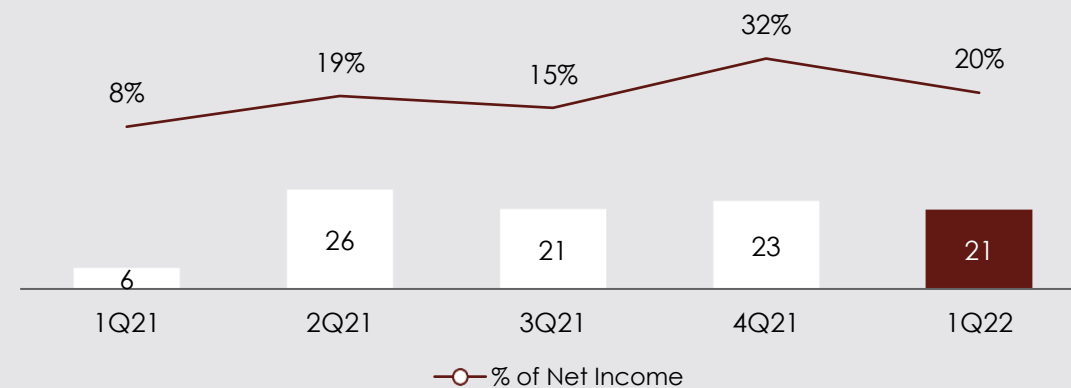
## Financial Result

R\$ millions



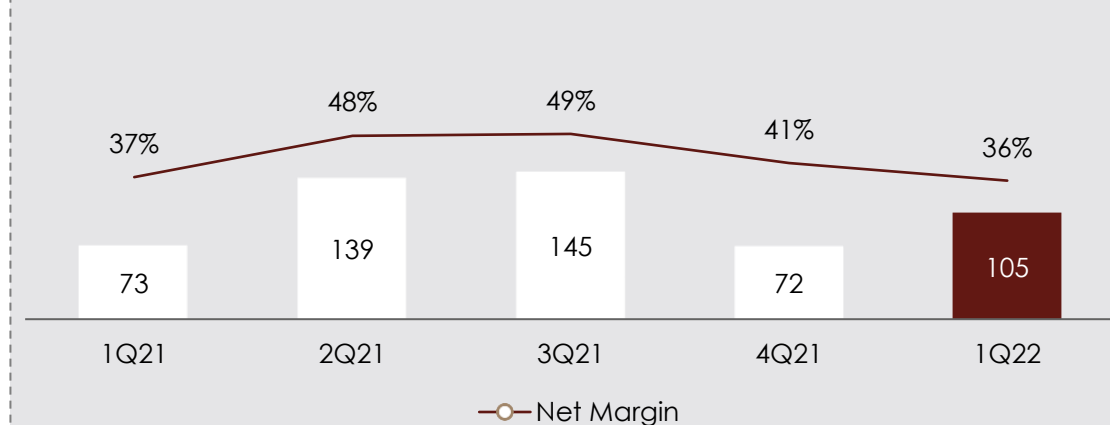
## Equity Income

R\$ millions



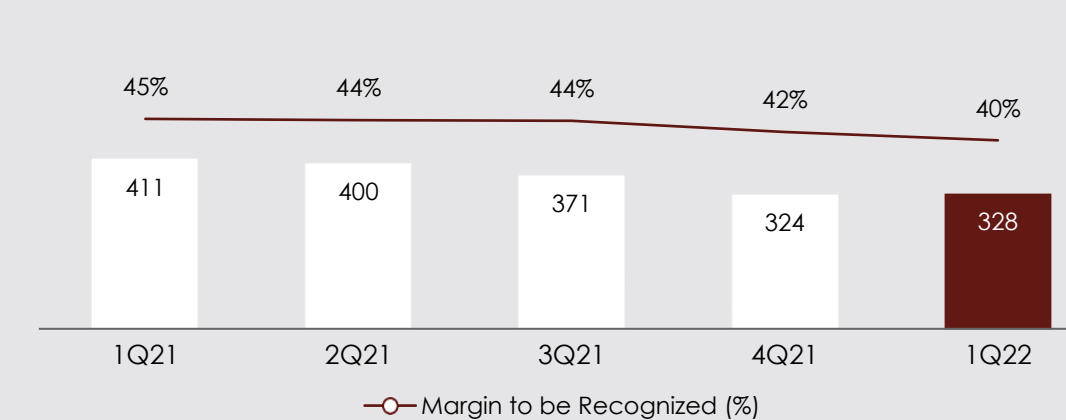
## Net Income

R\$ millions



## Results to be Recognized

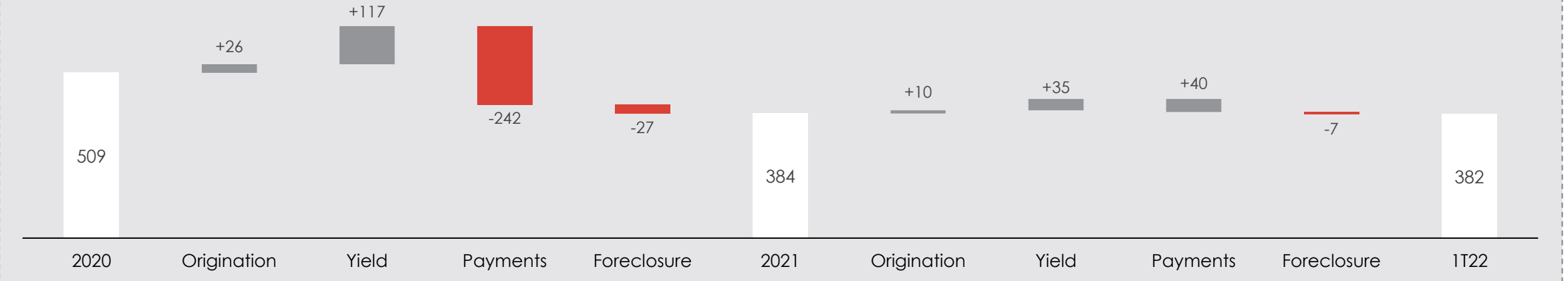
R\$ millions



# Portfolio of direct receivables

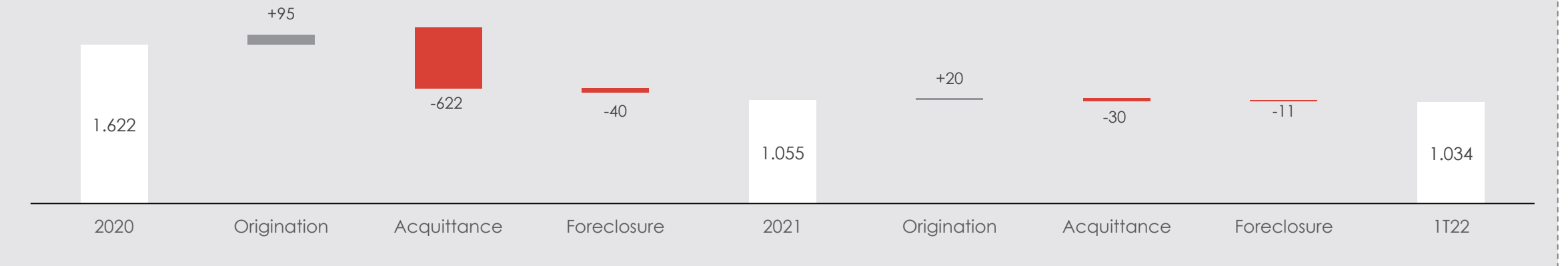
## Direct Receivables Portfolio Evolution

In R\$ millions



## Direct Receivables Portfolio Evolution

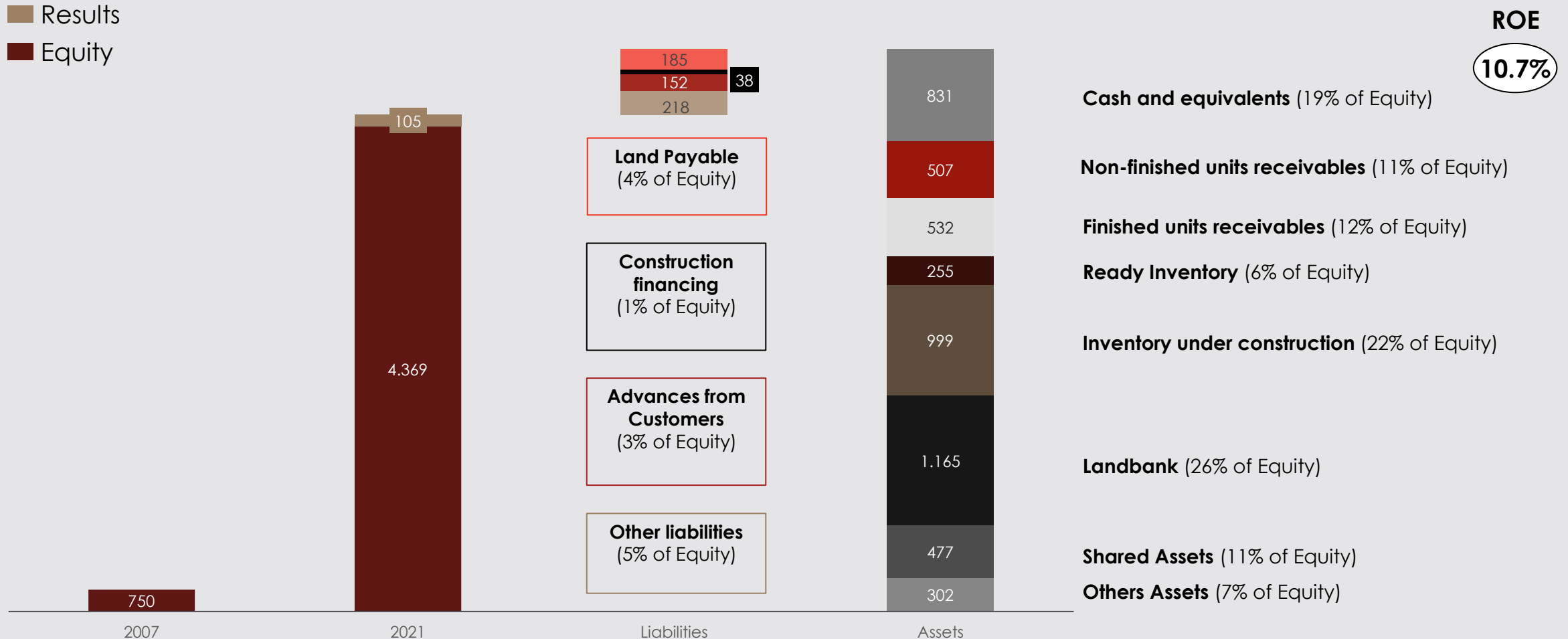
In financed units



# Value Generation

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

■ Results  
■ Equity



**ROE**  
**10.7%**

Cash generation (cash burn): variation in net cash adjusted by the payment of dividends (R\$102,155,402.29) and share buybacks (R\$115,468,773.95).

# Subsequent Events

## Interim Dividends

At the Company's Board of Directors Meeting held on May 12, 2022, the distribution of anticipated dividends to the Company's shareholders was approved as detailed below:

-Dividends will be payable to holders of shares issued by the Company on 05/17/2022;

-Total amount of dividends: R\$ 24,854,121.14 corresponding to 0.1124667632 per share;

-Payment Date: 05/31/2022;

-Company's shares will be traded ex-right to dividends as of and including 05/18/2022.

-Shareholders will have their credits available according to the bank address provided to Itaú Unibanco S.A., the bookkeeping institution for the shares issued by the Company, on the payment date indicated above.

-Shareholders whose shares are deposited with B3 S.A. - Brasil, Bolsa, Balcão, will receive their credits through their custody agents (brokerage houses).

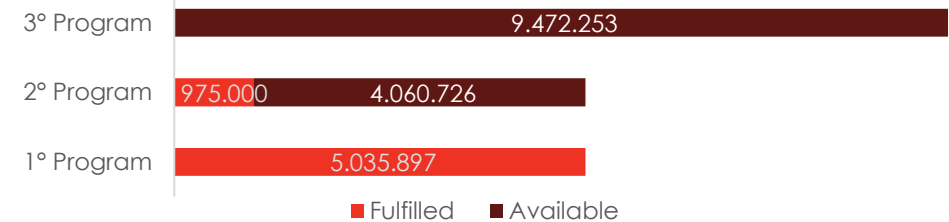
## Current Share Buyback Program

- 1° Share Buyback Program (09/23/2021) of up to 5,035,897 shares was 100% completed
- 2° Buyback Program (10/22/2021) of up to 5,035,726 shares was 19% fulfilled
- Cancellation of 6,010,897 treasury shares (05/12/2022)
- 3° Buyback Program (05/12/2022) of up to 9,472,253 shares with no movement to date.

EZTEC does not currently hold any of its own shares in treasury.

### Share Buyback Program

Number of shares



## Emission debentures

The Debentures constitute the Company's 1st emission of debentures. The total amount of the issue will be R\$ 300,000,000.00 (in a single series of 300,000 thousand debentures). These funds will be allocated to strengthen the company's cash flow.

The Debentures will be simple, not convertible into shares issued by the Company and not exchangeable into shares of another company. The Debentures will mature in thirty-six (36) months as of the Issuing Date, May 12, 2022.

# Contact IR



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## EZTC

**B3 LISTED NM**

**IGC-NM B3**

**IBOVESPA B3**

**IBRA B3**

**IGC B3**

**INDX B3**

**IBRX100 B3**

**IGCT B3**

**ITAG B3**

**ICON B3**

**IMOB B3**

**SMLL B3**