

eztec

Conference Call

4Q24





4Q24

Our Quarter

*Outlook for the Lindenberg Reserva Paraiso Project (4Q24)



Quarter's Launches



Lindenberg Reserva Paraíso

75% Eztec and 25% Lindenberg

33%

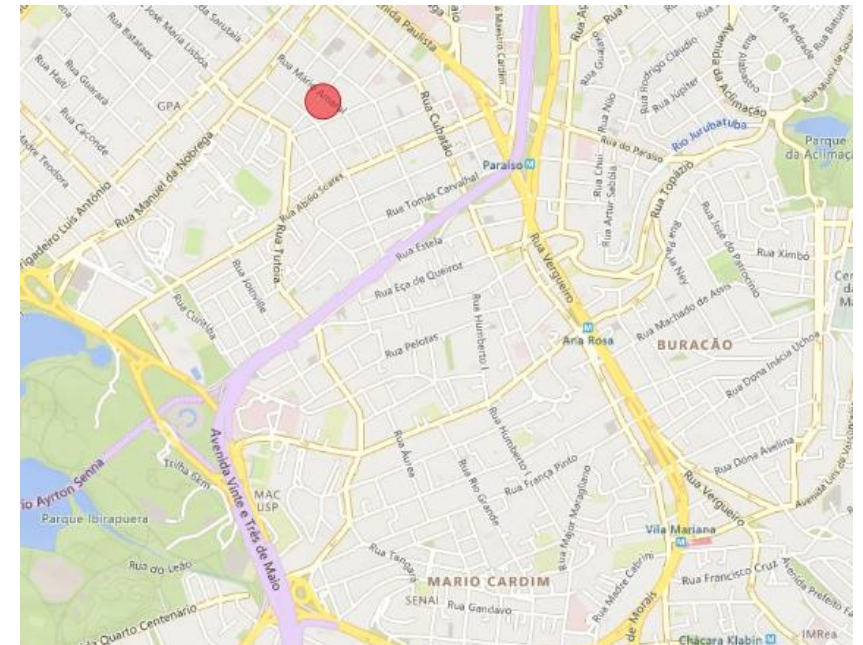
Sold

As of the Date of this Presentation

R\$256 million in PSV (%100)

R\$192 million in PSV (%Eztec)

Standard	High-end
Units	107
Typologys	27, 98, 133 e 180 s.qm
Private Area	10.476 s.qm
Land Area	1.782,4 s.qm
Launch Week	Dec/20





Quarter's Launches

Connect Estação João Dias

50% Eztec

26% Sold

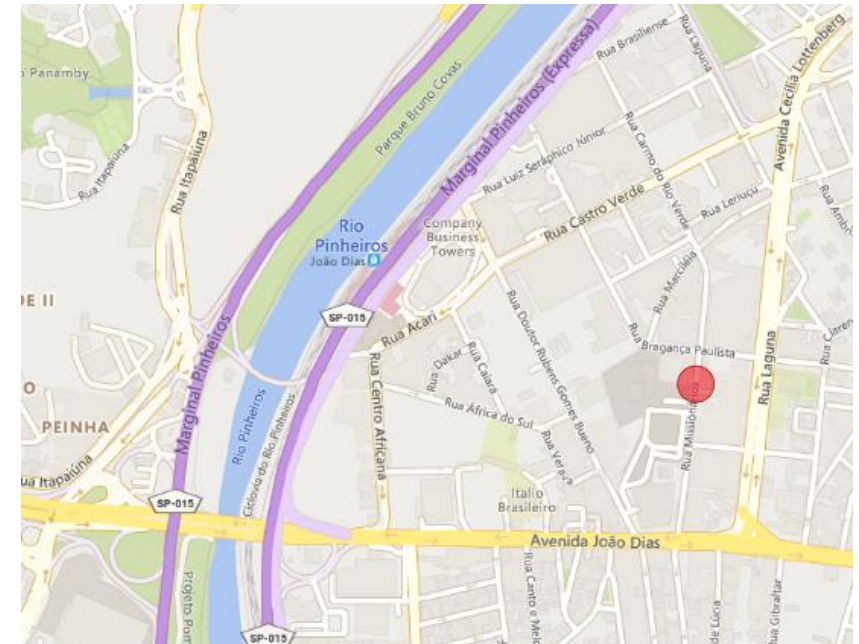
As of the Date of this Presentation

R\$140 million in PSV (%100)

R\$70 million in PSV (%Eztec)



Standard	Low-end
Units	476
Typologys	31, 32 e 51 s.qm
Private Area	16.424 s.qm
Land Area	4.042,6 s.qm
Launch Week	Dec/20

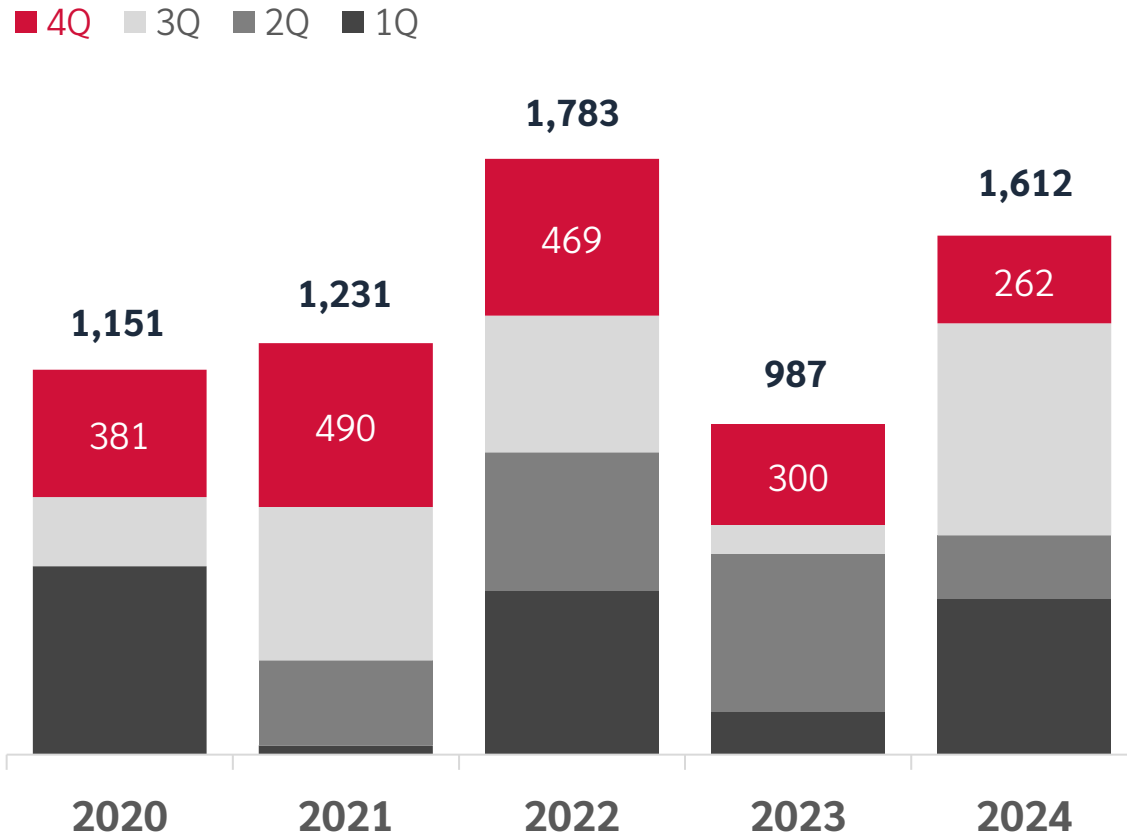




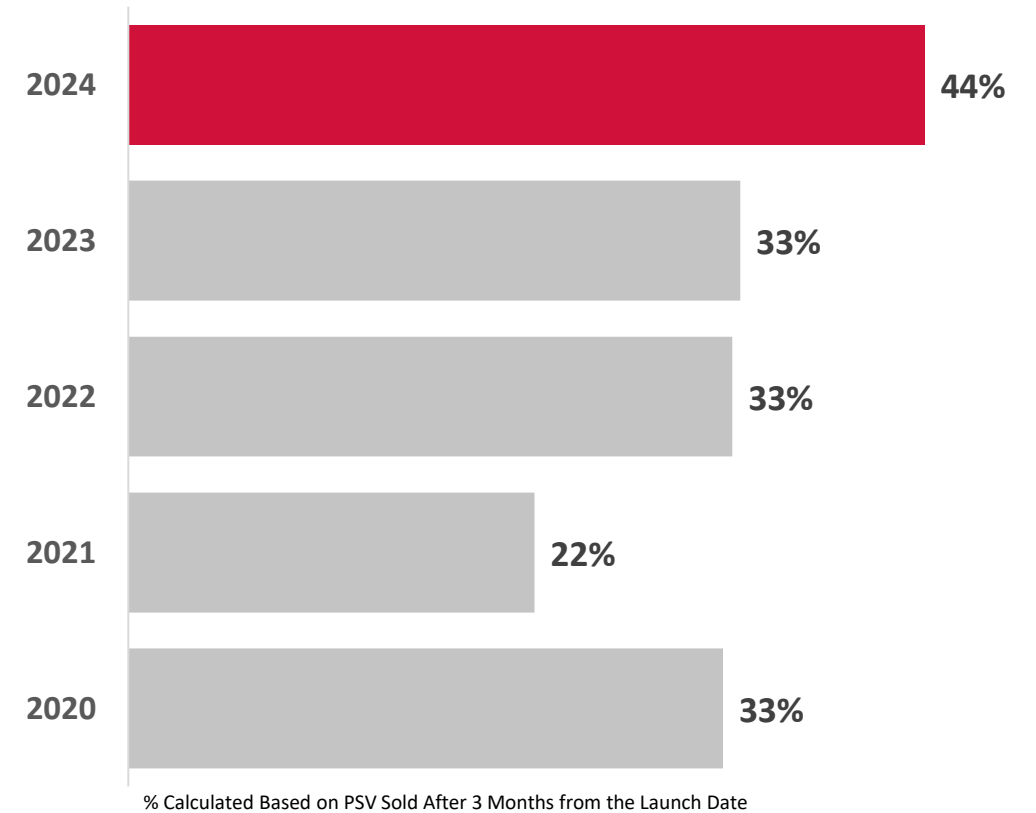
Launches Performance

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

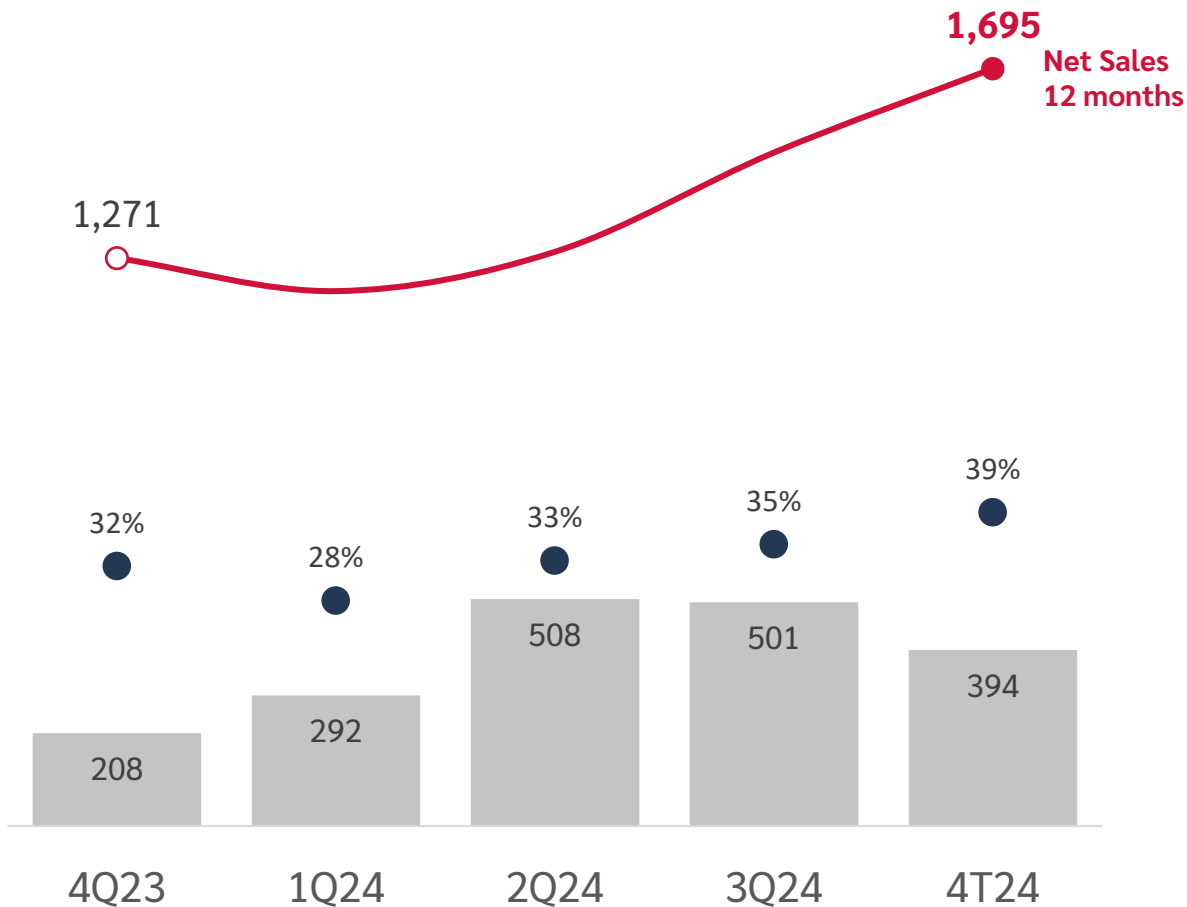




Net Sales

Evolution and Performance of Sales Over the Years

Net Sales Evolution and 12 months SoS



Net Sales
4Q24

R\$394 millions

Net Sales
2024

R\$1.695 millions



Highlights:

- 2024 is the best sales year in the Company's history
- 38.7% 12-month SoS in 4Q24
(Increase of 6.4 p.p. vs 2023 and 3.6 p.p. vs 3Q24)
- Sales exceeded Launches
(Net Sales 2024: R\$1,695 MM and Launches R\$1,612 MM)



Upcoming Launches

Projects scheduled to be launched in the coming months

Launched in 1Q25



Agami Park Residences

PSV %EZTEC: R\$ 326 million
Location: Moema – South Zone
Segmento: High-end
Typologys: 215, 290, 420 e 571 s.qm
Stake: 100% EZTEC
Units: 46



SP 360° Smartliving by EZTEC

PSV %EZTEC: R\$ 299 million
Location: Moema - South Zone
Segmento: Smart-Living
Typologys: 24, 25, 28, 29, 30, 34 e 35 s.qm
Stake: 100% EZTEC
Units: 778



Alt Studios By Eztec

PSV %EZTEC: R\$ 108 million
Location: Chácara Sto Antônio - South Zone
Segmento: Smart-Living
Typologys: 28, 29, 30 e 35 s.qm
Stake: 100% EZTEC
Units: 265



Deliveries

Villa Nova Fazendinha (2021)

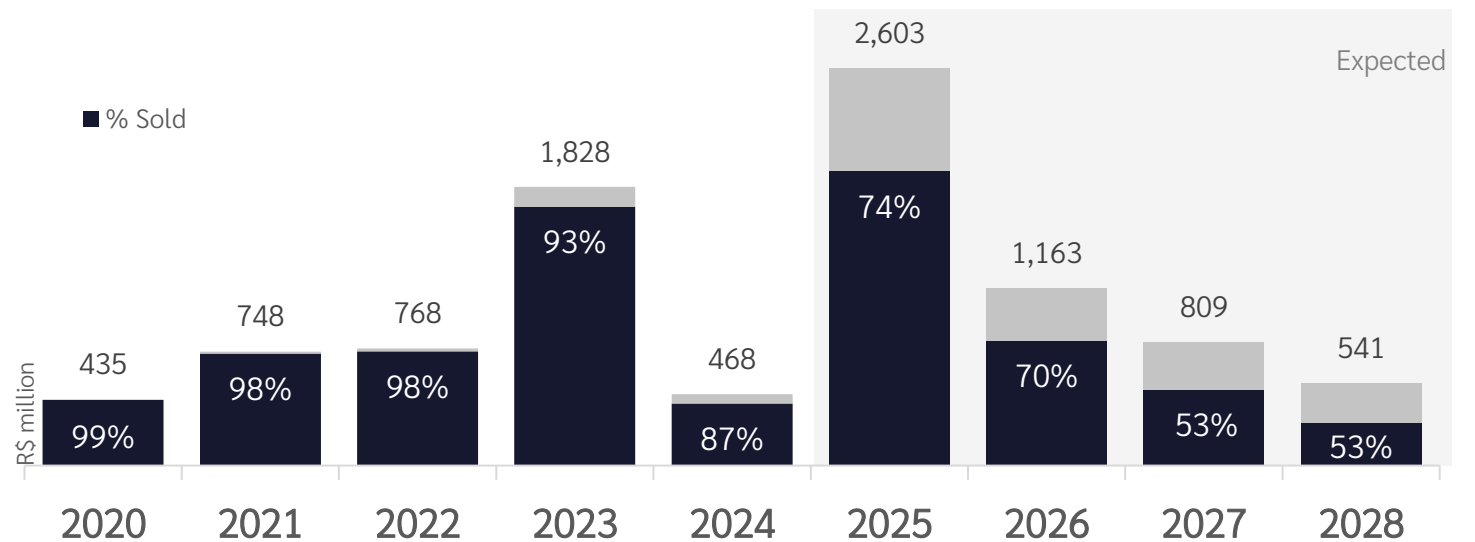


100%

Of units sold

Below is the Delivery Schedule Expected for 2024

Delivery Schedule	%EZTEC	SPE	Income	Private Area Sold(%)	PSV %EZ (R\$ MM)
2Q24				87%	151
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidated	90%	135
Fit Casa Estação Oratório	100%	Santa Laura	Consolidated	60%	16
3Q24				68%	192
Signature	50%	Itatiaia	Equity	77%	97
In Design Ipiranga	100%	Catalao	Consolidated	27%	67
ID Paraíso	50%	Itatiaia	Equity	93%	28
4Q24				99%	125
Pin Osasco - 1ª Fase	60%	Criciuma	Equity	96%	41
Villa Nova Fazendinha	60%	Granja Viana I	Equity	100%	84
Year-To-Date				87%	468



4Q24

Financial Highlights

Contemporânea
e próxima

Preservação
da essên

todos · todos
todos · todos
todos · todos
todos.

tempo
plural

o cliente
é único

TRANSFORMAÇÃO
DE HORIZONTES

eztec

eztec

eztec

Construindo a
frente do seu
tempo

eztec eztec eztec eztec eztec

sólida

Excelência:

jeito de

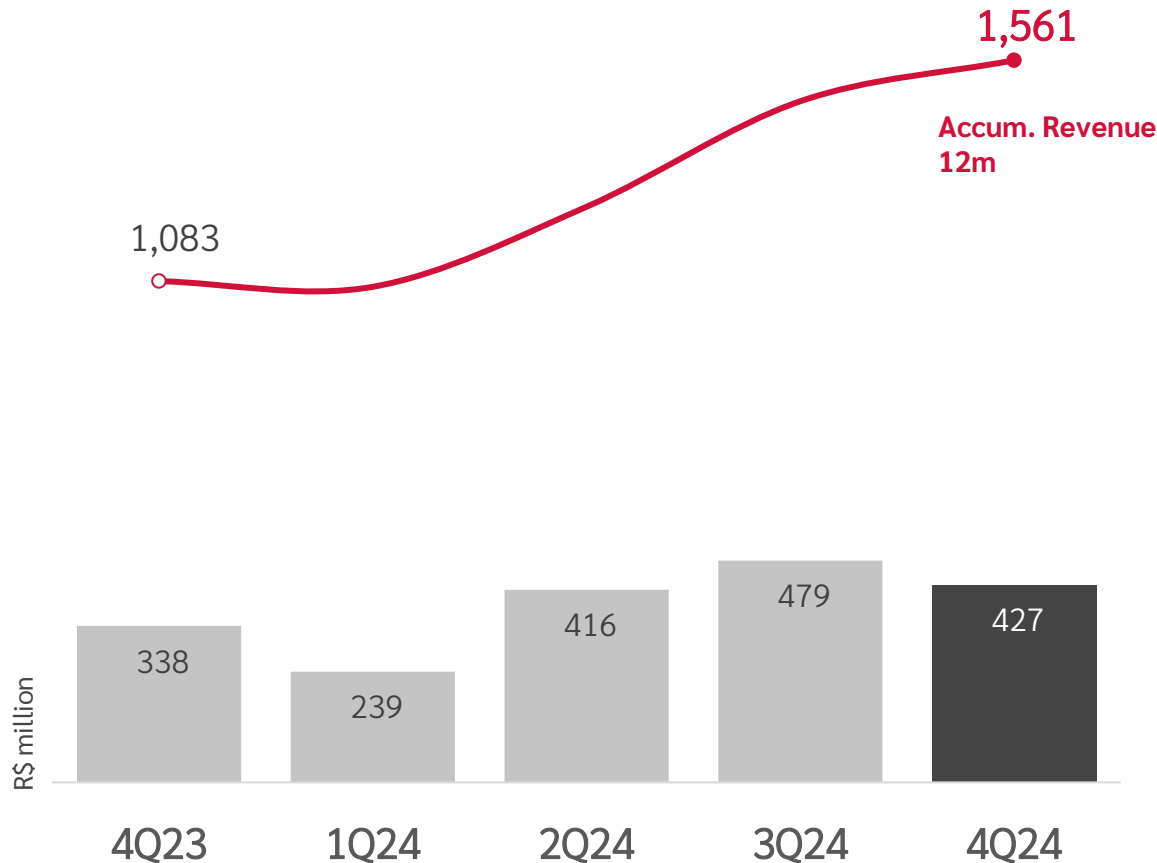
Qualidade e
Atualidade



Net Revenue

Below are the Movements in Net Revenue

Quarterly Evolution of Net Revenue and 12m accumulated



Net Revenue
2024

R\$427 million

Net Revenue
2024

R\$1,561 million



Highlights:

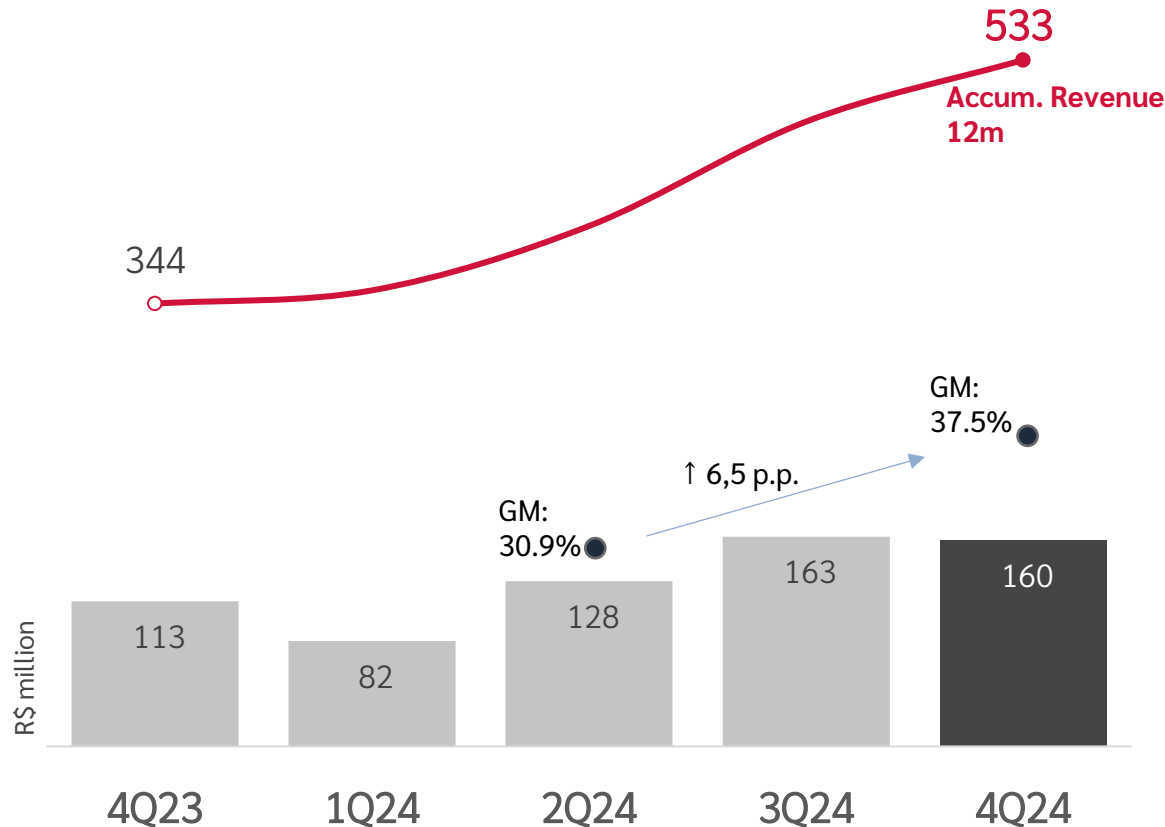
- Net Sale of R\$99 Million in Performed Inventory
- Overcoming of Suspensive Clauses for **DOT.230** (Sale of R\$58 Million, PoC 35%, Quarterly Revenue of R\$35 Million)



Gross Profit

Below are the Movements in Gross Profit

Quarterly Evolution of Gross Profit and 12m accumulated



Gross Profit
2024

R\$160 million

Gross Profit
2024

R\$533 million



Highlights:

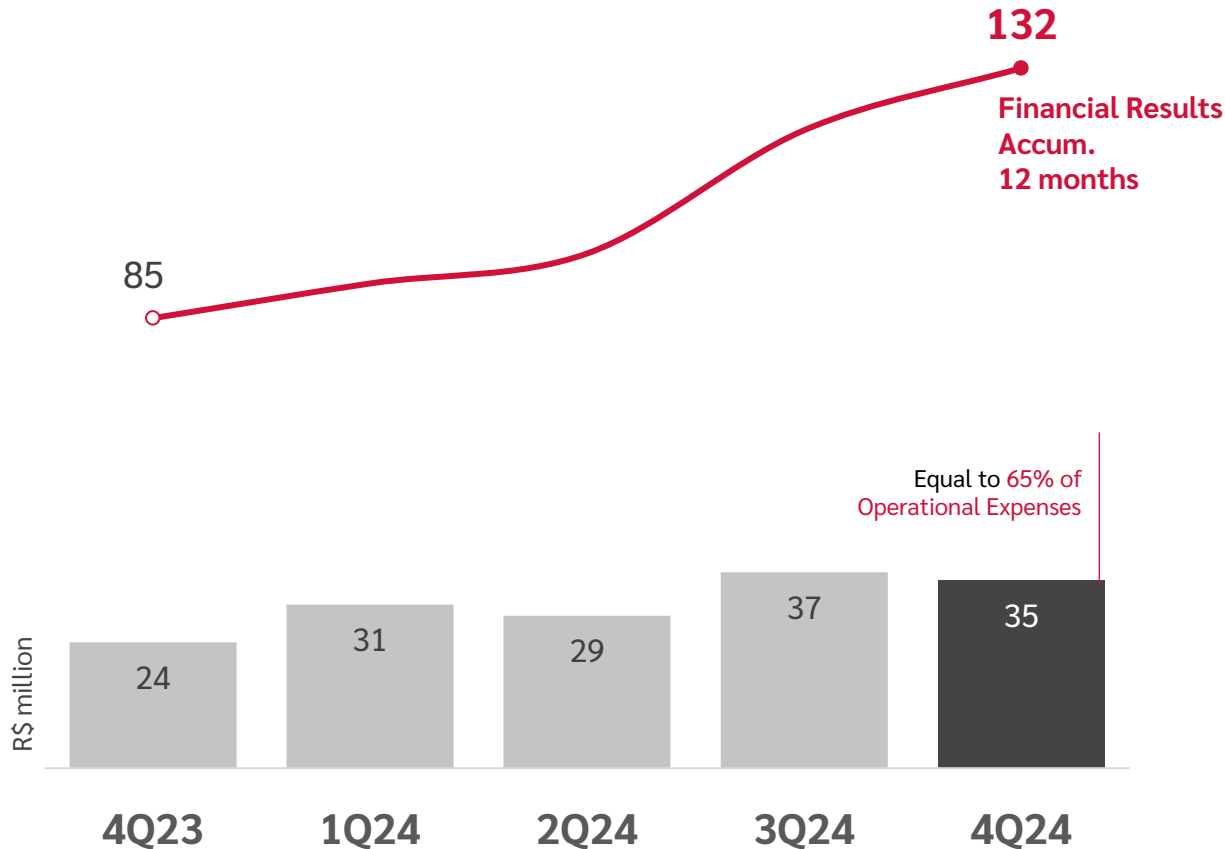
- 37.5% quarterly Gross Margin
(Increase by 3.6 p.p. vs 3Q24 and 4.2p.p. vs 4Q23)
- 39.7% Adjusted Gross Margin excluding financial charges
- Accumulated annual gross profit is the highest on record, excluding one-off effects (55% increase vs. 2023)



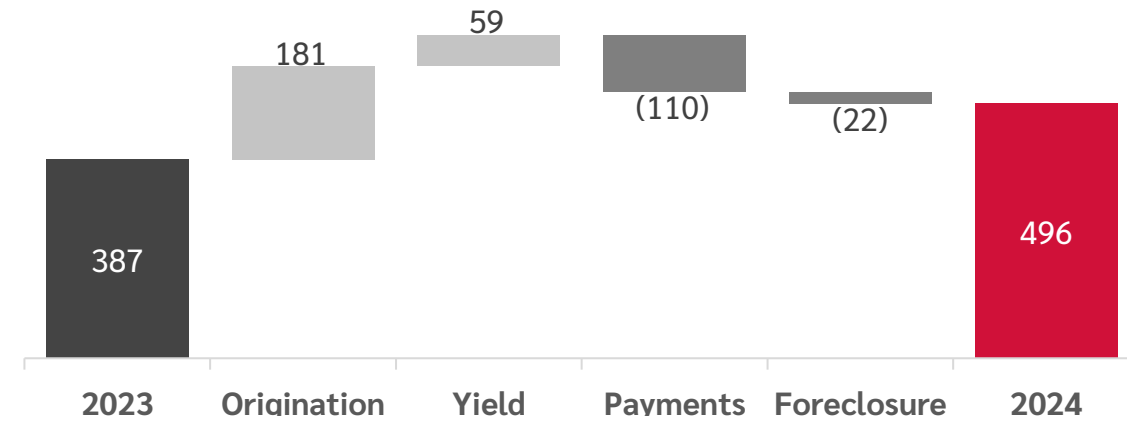
Financial Results

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:

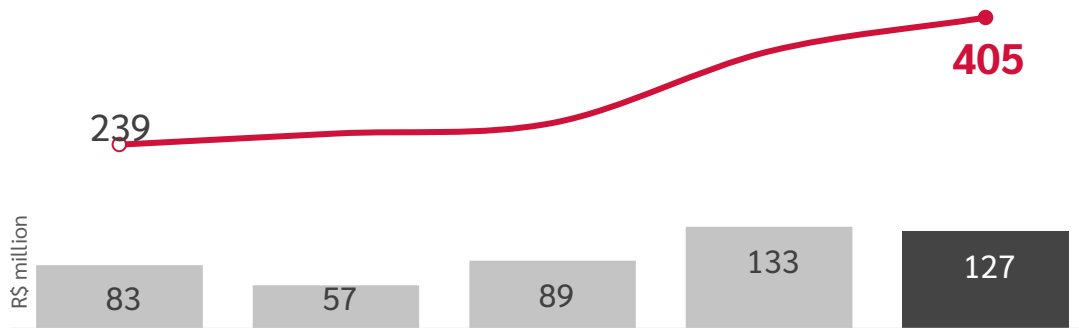
- **R\$529 Million Financed at 100%**
(1,321 units vs. 1,262 units 3Q24, up 5%)
- **53% Indexed to IGP-DI and 47% to IPCA**
(12m variation of 6.86% in the IGP-DI and 4.56% in the IPCA)
- **Accumulated financial result corresponds to 39.5% of EBIT**



Net Profit & ROE

The Company Has Been Consistently Recovering Its Profitability

Quarterly and 12m accumulated Net Profit Evolution

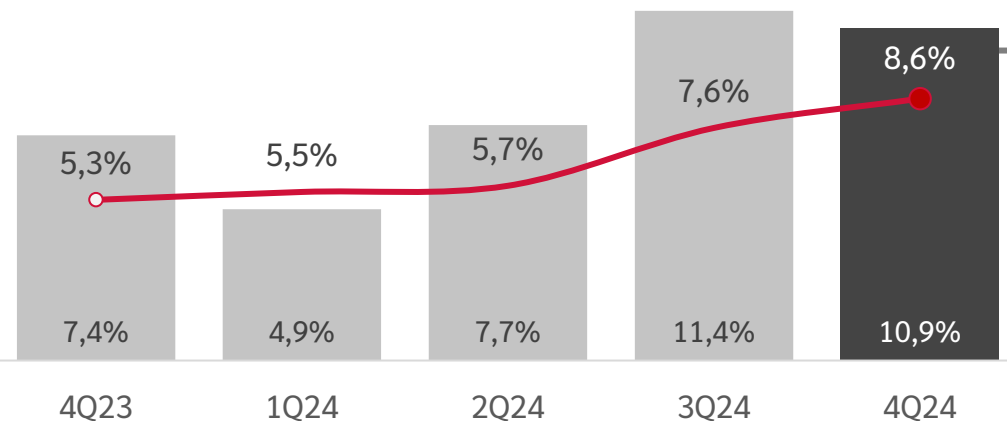


Annualized quarterly *Eztec ex-Ez Inc* ROE

14.1%

R\$ 408 million Net Profit (ex-Ez inc)
R\$ 3,615 million Net Equity (ex-Ez Inc)

Evolution of annualized quarterly consolidated ROE and 12m ROE



Observation:

- To calculate ROE, the average between the Shareholders' Equity at the end and beginning of the period analyzed is used.
- To calculate the annualized quarterly ROE, the formula $\text{annualized ROE} = (1 + \frac{\text{Quarterly Net Profit}}{\text{Average Equity}})^4 - 1$
- To calculate the ROE of the residential operation, Ez Inc's Net Profit and Equity were subtracted from the consolidated figures



Capital Structure

The company has consistently recovered its profitability

Debt composition

Production Finance (SFH)

Cost of Debt: **8,9%**

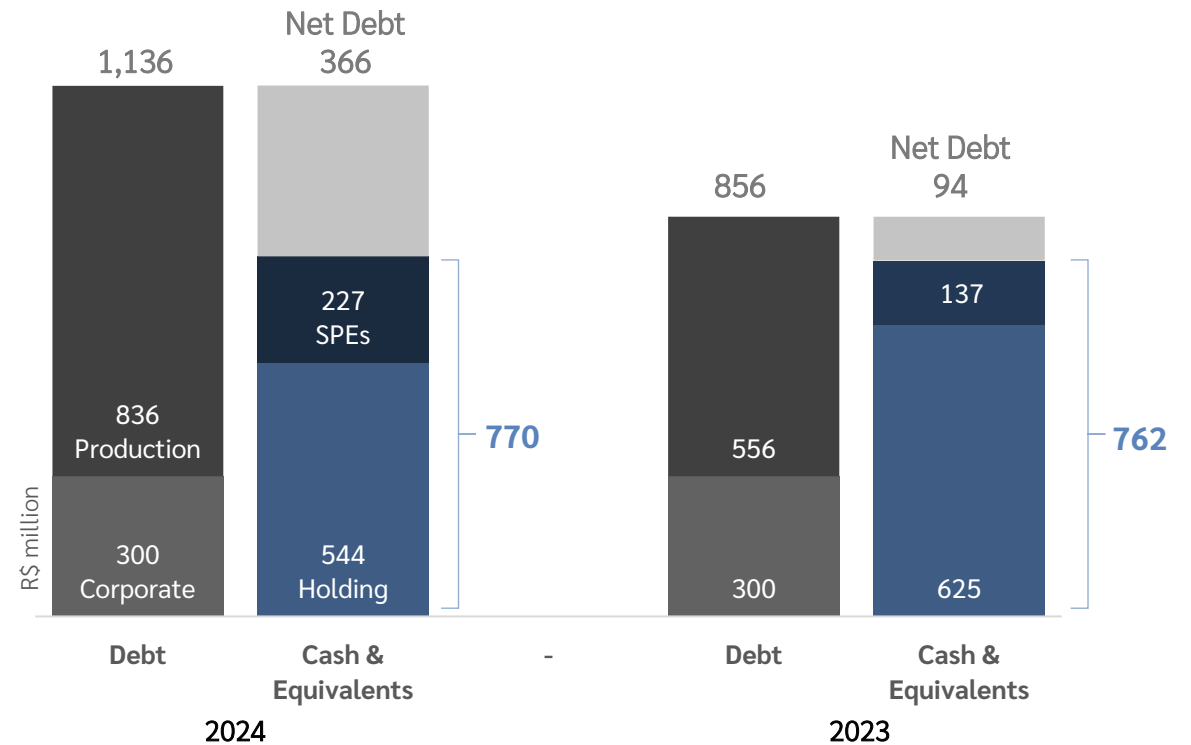
Final due date: **until May 2029**

Corporate (Debentures)

Cost of Debt: **CDI + 0,85%**

Due Date: **50% Jun.27 & 50% Jun.28**

Annual Comparison of Debt/Net Cash Position

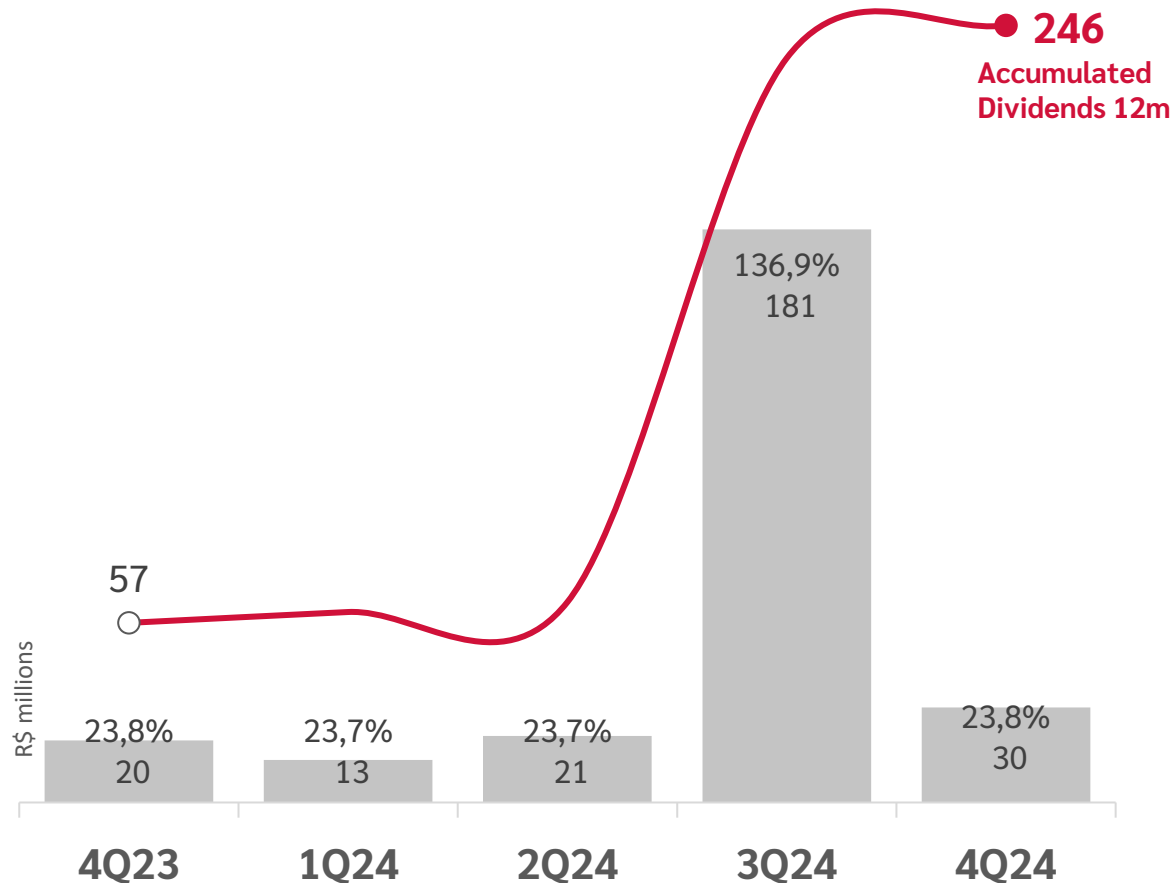




Dividends

Quarterly and Extraordinary Dividends

Quarterly and 12-Month Accumulated Evolution of Dividends



Quarterly Dividends

R\$30 million

Extraordinary Dividends

R\$246 million

Informations:

- Total amount to be distributed R\$30,078,997.49 relating to 4Q24 (Approximately R\$0.14 per share)
- Base data: **March 20, 2025**
- Ex-dividend date: **March 21, 2025**
- **Payment date: March 31, 2025**



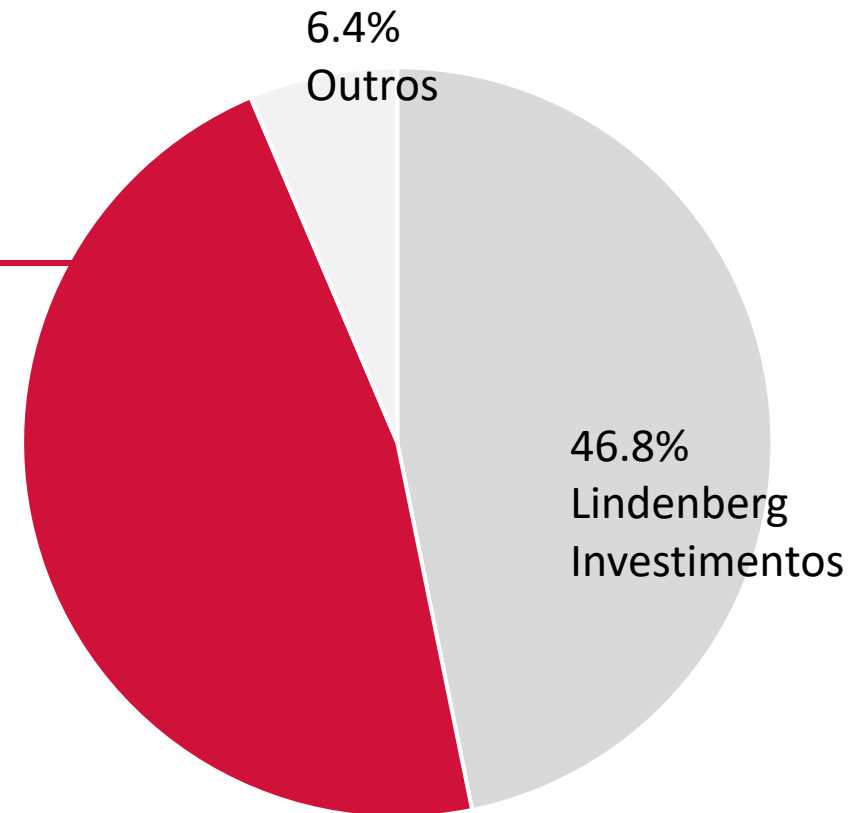
Subsequent Events



Subscription Bonus Adolpho Lindenberg

46.8%

R\$130 million
3.267.735 shares
01.31.2025





PSV %EZTEC (direct and indirect)

R\$ **1,839** million

Changes to projects after subscription

PSV after %EZTEC (direct)

R\$ **1,370** million

100%
EzCal



Jota by Lindenberg (1Q23)

before	after
R\$254 million	R\$254 million
50% EZ & 50% CAL	100% CAL

%Eztec (direct + JV)	%Eztec (direct)
R\$127 million	R\$ ---

80%
Eztec



Lindenberg Ibirapuera (2Q23 e 4Q23)

before	after
R\$666 million	R\$666 million
90% EZ & 10% CAL	80% EZ & 20% CAL

%Eztec (direct + JV)	%Eztec (direct)
R\$599 million	R\$ 533 million

20%
EzCal

100%
EzCal



Lindenberg Alto de Pinheiros (3Q23)

before	after
R\$173 million	R\$173 million
50% EZ & 50% CAL	100% CAL

%Eztec (direct + JV)	%Eztec (direct)
R\$86 million	R\$ ---

50%
Eztec



Lindenberg Vista Brooklin (1Q24)

before	after
R\$391 million	R\$391 million
75% EZ & 25% CAL	50% EZ & 50% CAL

%Eztec (direct + JV)	%Eztec (direct)
R\$294 million	R\$ 196 million

50%
EzCal

50%
Eztec



Lindenberg Reserva Paraíso (4Q24)

before	after
R\$256 million	R\$256 million
75% EZ & 25% CAL	50% EZ & 50% CAL

%Eztec (direct + JV)	%Eztec (direct)
R\$192 million	R\$ 128 million

90%
Eztec



Lindenberg Alto das Nações (3Q24)

before	after
R\$570 million	R\$570 million
95% EZ & 5% CAL	90% EZ & 10% CAL

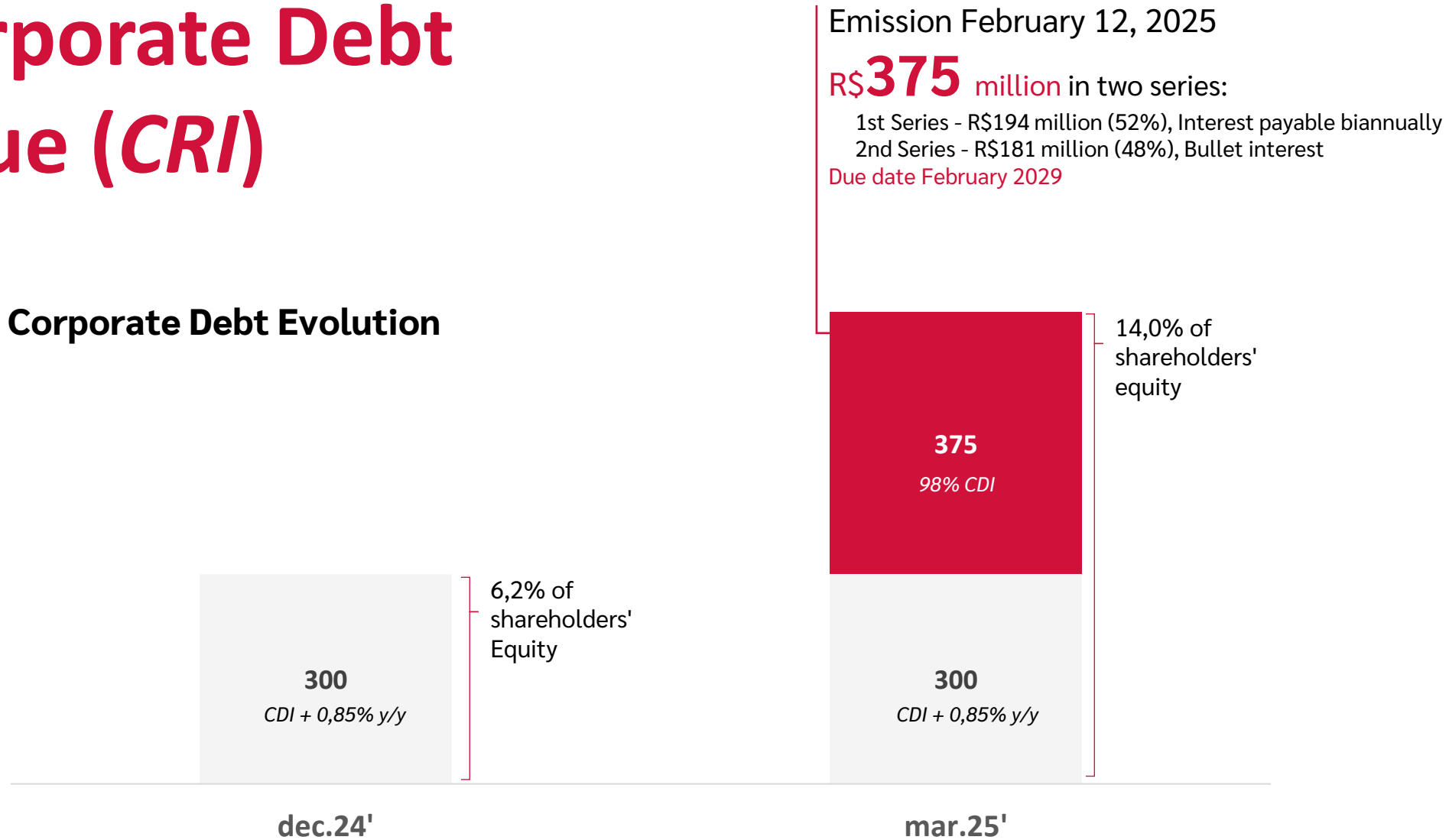
%Eztec (direct + JV)	%Eztec (direct)
R\$ 542 million	R\$513 million

10%
EzCal



Corporate Debt Issue (CRI)

Corporate Debt Evolution





Contact IR

INVESTOR RELATIONS

www.eztec.com.br/ri

ri@eztec.com.br

Tel.: +55 (11) 5056-8313