

# OPERATIONAL PREVIEW 3Q23

**i** Dear reader, the management information presented herein is subject to external audit review, and may differ from that presented in the Earnings Release. In case of conflict, the information presented in our Earnings Release prevails.



**EZTEC exceeds R\$1.1 billion in gross sales, the best 9M in the company's history.**

This quarter, the company launched a development - Lindenberg Alto de Pinheiros - following its strategy of being cautious with launches to avoid increasing inventory. This launch, in less than a month on duty, was already almost 25% sold, corroborating the relevance of the EZCAL JV. The sales volume, lower than last quarter, can be explained mainly by the reduction in the amount of PSV launched, which historically is closely related to sales volume. Cancellations were mainly due: (i) cancellations of EZ Parque da Cidade (7 units) of around R\$15 million; (ii) upgrades between Unique Green towers, approximately R\$8 million and (iii) delivery of Reserva JB at the end of last quarter.

## LINDBERBERG ALTO DE PINHEIROS – PSV (%EZTEC) R\$85 MN – 24.4% sold\*



[Click on the Images](#)  
to access the Launch  
Communication.

LANCHES INFORMATION	%EZTEC	SPE	Income	Under Suspensive Clause	Region	Location	Standard	Expected Delivery	Private area (sq. m.)	# Units (residential + non res.)	% Sold*	PSV %EZ (R\$ MM)
<b>1Q</b>									17,986	282	61.6%	127.2
Jota Vila Mariana	50%	Gregório	Equity	No	South Zone	Vila Mariana	High-end	2Q26	17,986	282	61.6%	127.2
<b>2Q</b>									29,551	167	48.7%	474.5
East Blue	100%	Jacarei	Consolidated	No	South Zone	Tatuapé	Middle-end-High-end	2Q26	16,587	123	59.5%	174.5
Lindenberg Ibirapuera	90%	Caldas Novas	Consolidated	Yes	South Zone	Paraíso	High-end	2Q26	12,964	44	34.8%	300.0
<b>3Q</b>									8,448	41	24.4%	85.0
Lindenberg Alto de Pinheiros	50%	EZCAL 1	Equity	Yes	West Zone	Pinheiros	High-end	3Q26	8,448	41	24.4%	85.0
<b>YEAR-TO-DATE</b>									55,985	490	53.6%	686.7

\*Considerando a área privativa vendida; Imagens ilustrativas, sujeitas a alterações

This quarter, R\$162.6 million of PSV (% EZTEC) were **DELIVERED** related to the Pin Internacional project.

The Company estimates another R\$ 1.3 billion throughout 2023.

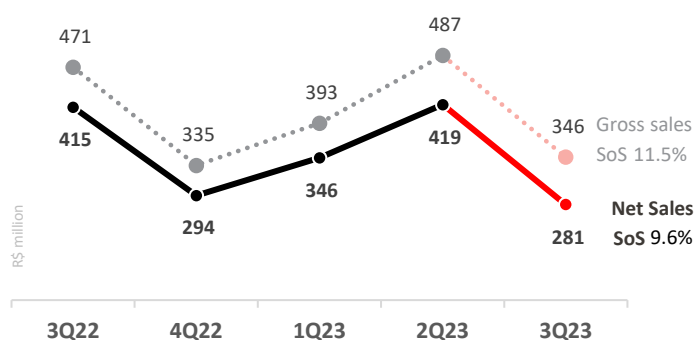


**Pin Internacional 99% Sold\***

\* Considering the private area sold. Photo taken by drone in 2Q23

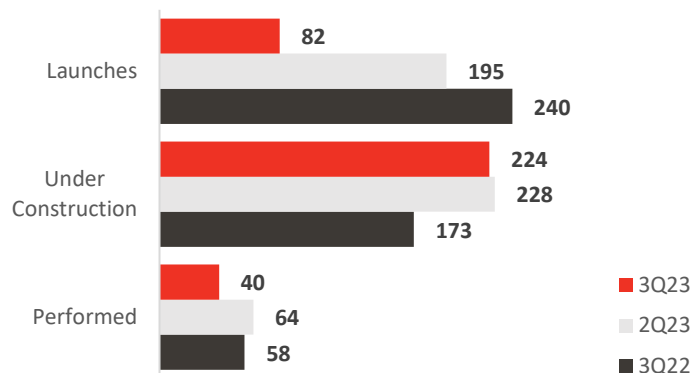
**Gross SoS decreases by 3.1 p.p. compared to 3Q22**

Quarterly sales evolution



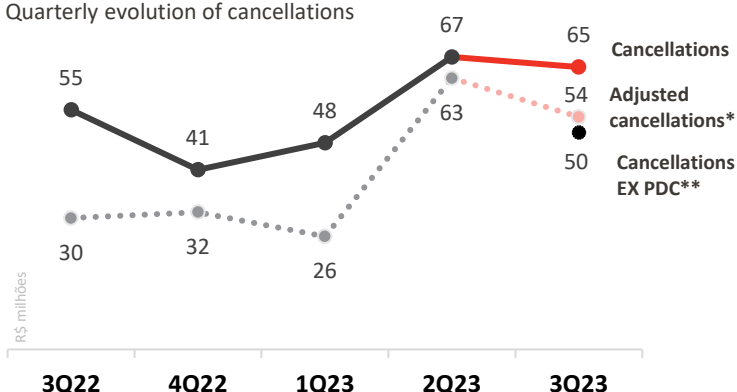
**Sales of inventory under construction increased by 30% compared to 3Q22.**

Evolution of gross sales by status - R\$ million



**Parque da Cidade represents approximately R\$ 15 MN (7 units) of the amount cancellations**

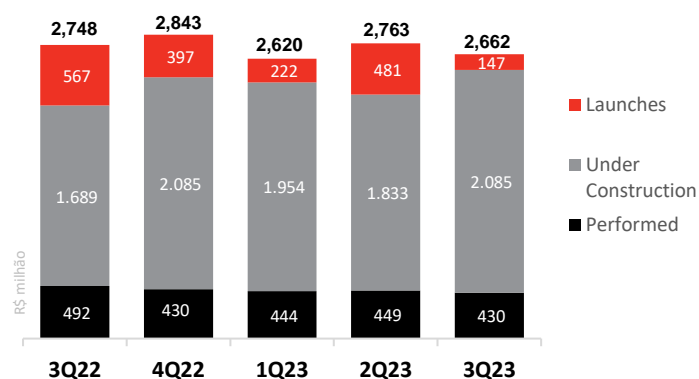
Quarterly evolution of cancellations



\*Cancellations excluding Downgrades, Upgrades, and Transfers.  
\*\*Cancellations excluding Parque da Cidade.

**4% reduction in inventory, R\$101 million, compared to 2Q23**

Inventory evolution (R\$ million)



Thank you,  
São Paulo, October 11th, 2023

SAVE THE DATE | 12.08.2023 | EZTEC DAY 2023

More information about the event for our investors will be coming soon.

We count on your opinion to continue evolving our releases!

For questions, criticism, suggestions and/or compliments, please access <https://ri.eztec.com.br/en/contact-ri/>