

Webcast 4Q20 and 2020



Participants

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Emílio C. Fugazza

Diretor Financeiro e de Rel. Investidores

Hugo Grassi

Investor Relations Coordinator

Résumés

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

Economist graduated from Bentley University in MA, USA.
Post-grad in Compliance in IBMEC.

MBA in Real Estate in IBMEC

Esta apresentação contém certas declarações futuras e informações relacionadas à EZTEC que refletem as visões atuais e/ou expectativas da Companhia e de sua administração com respeito à sua performance, seus negócios e eventos futuros. Referidas declarações prospectivas estão sujeitas a riscos, incertezas e eventos futuros. Advertimos os investidores que diversos fatores importantes fazem com que os resultados efetivos diferenciem-se de modo relevante de tais planos, objetivos, expectativas, projeções e intenções expressadas nesta apresentação. Em nenhuma circunstância, nem a Companhia, nem suas subsidiárias, conselheiros, diretores, agentes ou funcionários serão responsáveis perante terceiros (incluindo investidores) por qualquer decisão de investimento tomada com base nas informações e declarações presentes nesta apresentação, ou por qualquer dano dela resultante, correspondente ou específico.

EZTEC in 4Q20 and 2020



Operational:

- **Net Sales** of R\$ 1,198 mn in 2020;
- **Launches** of R\$ 1,151 mn in 2020;
- **Landbank** of R\$ 10.962 bn by the end of 2020.



Financial:

- **Gross Profit** of R\$ 105 mn, with **Gross Margin** of **40%** in 4Q20; and **43%** in 2020;
- **Net Income** of R\$ 140 mn, with **Net Margin** of **53%** in 4Q20; and **405 mn** in 2020, with margin of **43%**;
- **Net cash** of R\$ 1,072 mn in 4Q20, besides R\$ 571 mn in **Performed Receivables** by the end of 4Q20;
- **Direct receivables portfolio** of R\$ 504 mn with registered statutory lien agreements yielding IGP-Di + 10% a +12% annually.

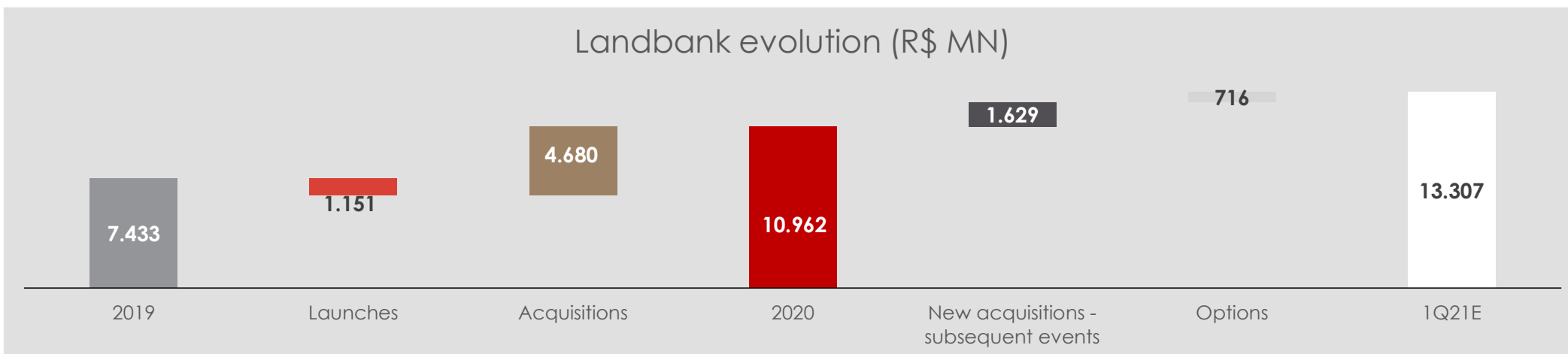


Subsequent Events:

- Management's proposal for a **minimum mandatory dividend of 96 million.**

Landbank

Landbank evolution (R\$ MN)



R\$ MM	Commercial	High	Mid-High	Smart Living	Middle	Economic	Total
SPMR			227			781	1,008 (8%)
Shore							
East Zone			102		741	629	1,473 (13%)
West Zone	129				1,278		1,407 (13%)
South Zone	3,266	1,715	1,046		54	897	6,978 (64%)
North Zone						97	97 (1%)
Downtown							-
Total	3,395 (31%)	1,715 (16%)	1,375 (13%)	-	2,073 (19%)	2,404 (22%)	10,962
Total 1Q21E	0	0	1,669	0	171	505	13,307

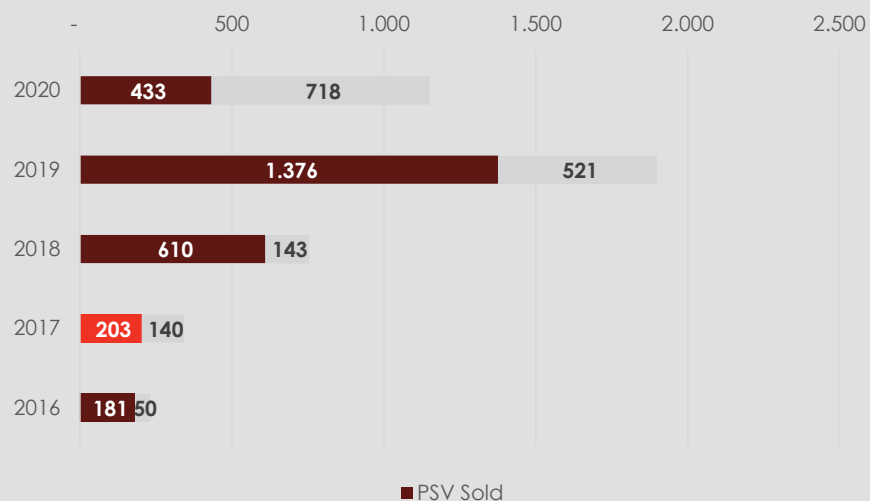
Spending on acquisitions R\$ MN (open value Dec/20)



*Permanent acquisitions of 4Q20: Verbo Divino, Roque Petroni, Takeda, Serra de Botucatu

Operational Performance

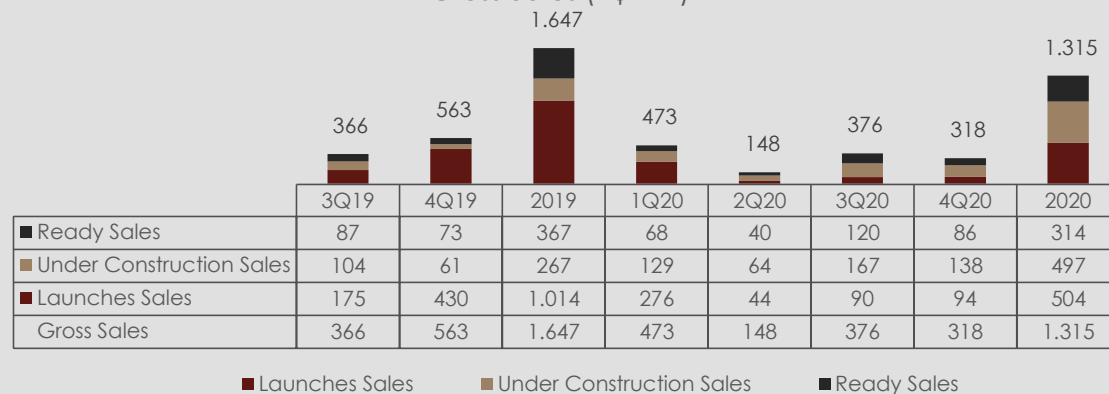
Launches, Sales and Guidance (PSV in R\$ mn)



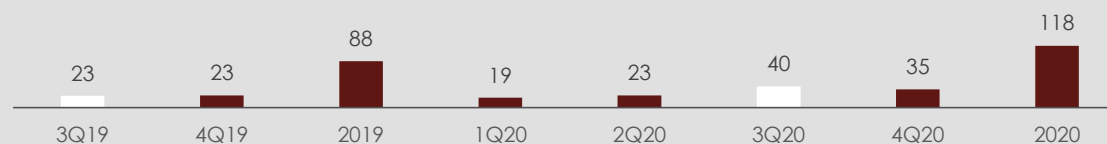
Launches in 2020:

- Air Brooklin
- Fit Casa Alto do Ipiranga
- Z Ibirapuera
- Gran Maia Piazza
- Gran Maia Giardino
- Fit Casa Estação José Bonifácio
- Signature by Ott
- Meu mMundo Estação Mooca
- Eredità – Parque da Mooca

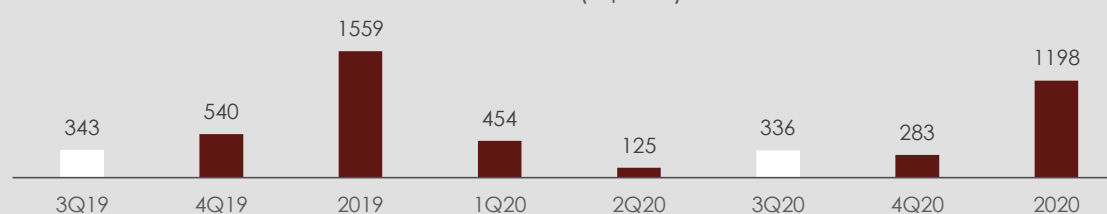
Gross Sales (R\$ mn)



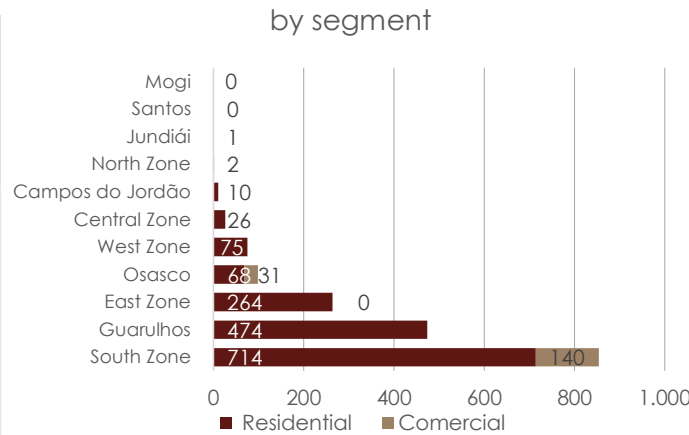
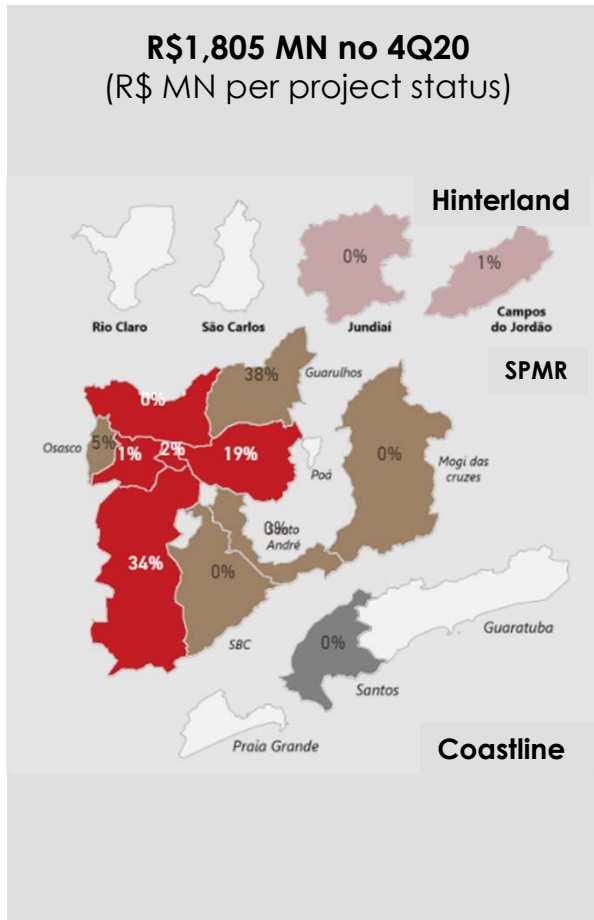
Cancellations (R\$ mn)



Net Sales (R\$ mn)

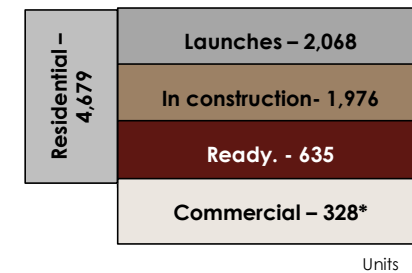
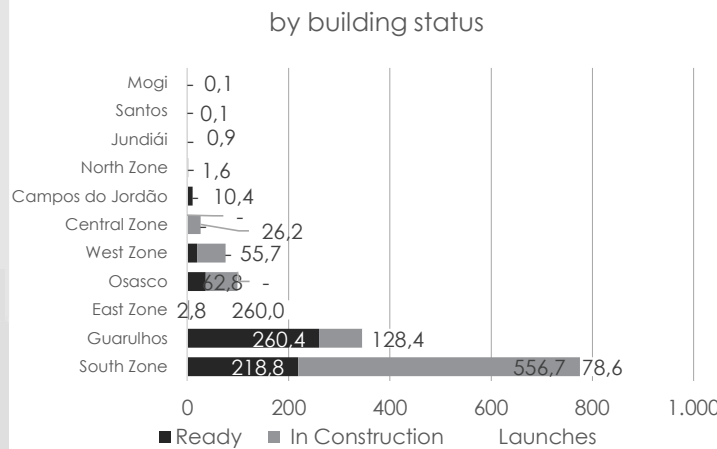


Inventory map



21%
of the inventory are **residential ready units**

91%
of inventory represents units in the **city of São Paulo** that are either **launches or in construction**.



*46,1% units are rented

Launches 1Q20

R\$ 564.1 MN PSV



Fit Casa Alto do Ipiranga (Ipiranga)

Location: São Paulo/SP
Segment: Residencial
Standard: Econômico
EZTEC's PSV: R\$ 80,9 MN
Units sold: 168/370
% sold area: 45%



Air Brooklin (Brooklin)

Location: São Paulo/SP
Segment: Residencial
Standard: Smart Living
EZTEC's PSV: R\$ 364,6 MN
Units sold: 466/663
% sold area: 70%



Z Ibirapuera (Ibirapuera)

Location: São Paulo/SP
Segment: Residencial
Standard: Smart Living
EZTEC's PSV: R\$ 118,6 MN
Units sold: 68/172
% sold area: 40%

*Update data on Feb 2021

Launches 3Q20

R\$ 205.8 MN PSV



Gran Maia - Piazza (Guarulhos)

Location: Guarulhos/SP
Segment: Residencial
Standard: Médio
EZTEC's PSV: R\$ 104,2 MN
Units sold: 114/192
% sold area: 59%



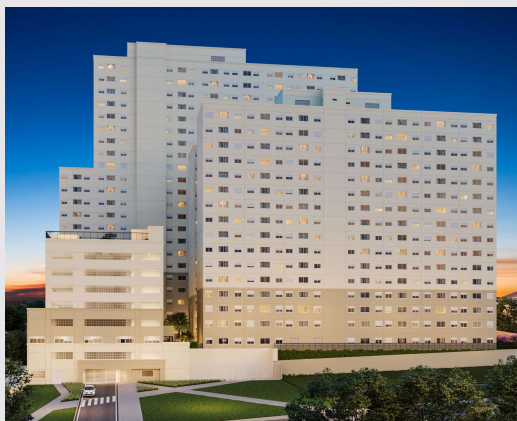
Gran Maia - Giardino (Guarulhos)

Location: Guarulhos/SP
Segment: Residencial
Standard: Médio
EZTEC's PSV: R\$ 101,6 MN
Units sold: 73/322
% sold area: 22%

*Update data on Feb 2021

Launches 4Q20

R\$ 380.8 MN PSV



**Fit Casa Estação José Bonifácio
(Jardim Bonifácio)**

Location: São Paulo/SP
Segment: Residencial
Standard: Econômico
EZTEC's PSV: R\$ 135,1 Mn
Units sold: 200*/894
% sold area: 22%*



**Signature By Ott
(Aclimação)**

Location: São Paulo/SP
Segment: Residencial
Standard: Alto e Smart Living
EZTEC's PSV: R\$ 97,3 MN
Units sold: 41*/104
% sold area: 39%*



**Meu Mundo Estação Mooca
(Mooca)**

Location: São Paulo/SP
Segment: Residencial
Standard: Econômico
EZTEC's PSV: R\$ 77,5 MN
Units sold: 138*/774
% sold area: 18%*



**Ereditá Parque da Mooca
(Mooca)**

Location: São Paulo/SP
Segment: Residencial
Standard: Médio Alto
EZTEC's PSV: R\$ 70,9 MN
Units sold: 47*/136
% sold area: 35%*

*Update data on Feb 2021

Next launches (PMSP approved)

R\$ 443.1 MN PSV



Dream View Vila Prudente (Vila Prudente)

Location: São Paulo/SP
Segment: Residencial
Standard: Médio
EZTEC's PSV: R\$ 253,0 MN
Units: 501
Landbank: Alberto Ramos Enel



ID Paraíso* (Aclimação)

Location: São Paulo/SP
Segment: Residencial
Standard: Médio Alto
EZTEC's PSV: R\$ 26,4 MN
Units: 235
Landbank: ID Paraíso



Barão de Monte Santo* (Mooca)

Location: São Paulo/SP
Segment: Residencial
Standard: Médio
EZTEC's PSV: R\$ 163,7 MN
Units: 349
Landbank: Barão de Monte Santo

*Preliminary images, subject to change.

Next launches (PMSP en approved)

R\$ 588.4 MN PSV



Arkadio* (Chácara Sto Antonio)

Location: São Paulo/SP
Segment: Residencial
Standard: Médio Alto
EZTEC's PSV: R\$ 423,0 MM
Units: 277
Landbank: Santo Arcádio

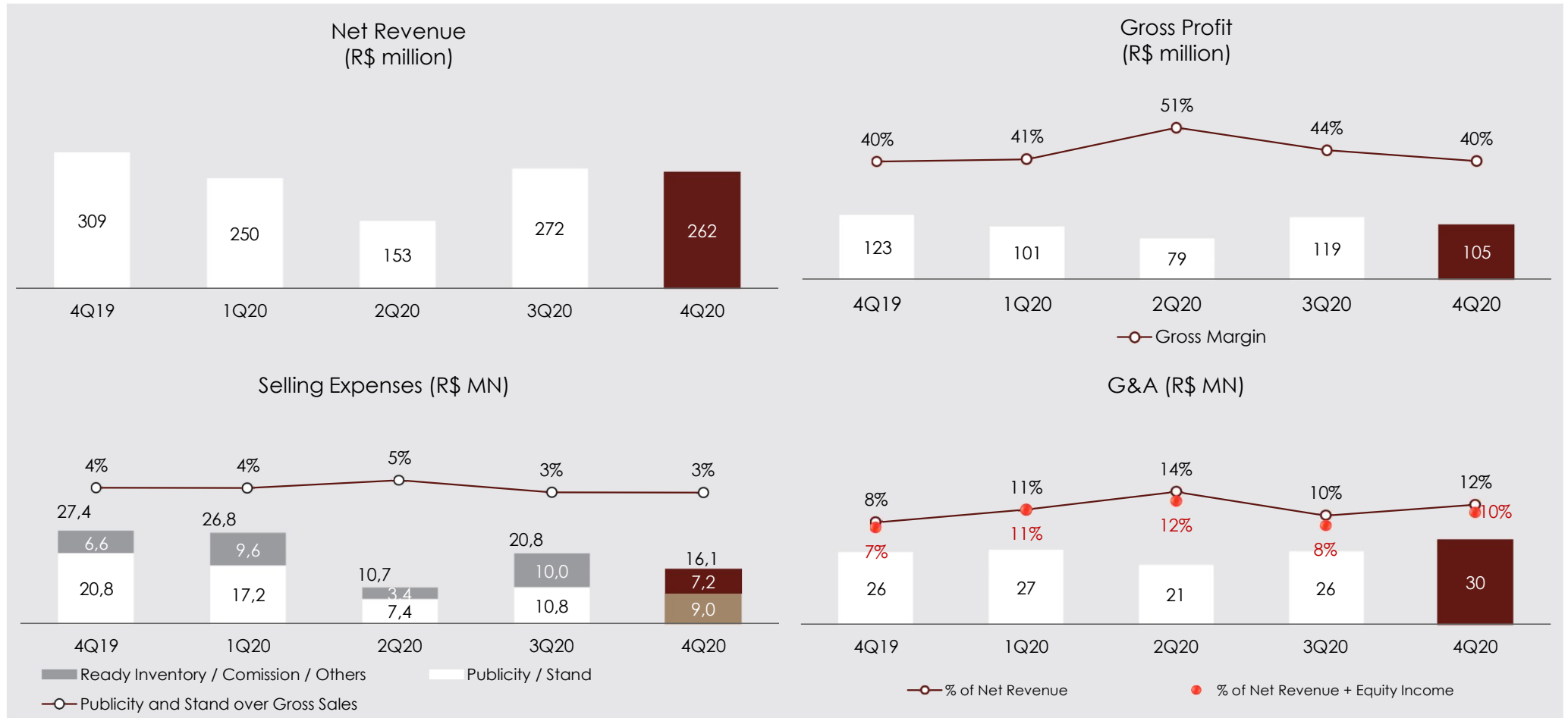


Alta Vista Residence Resort* (Chácara Santo Antonio)

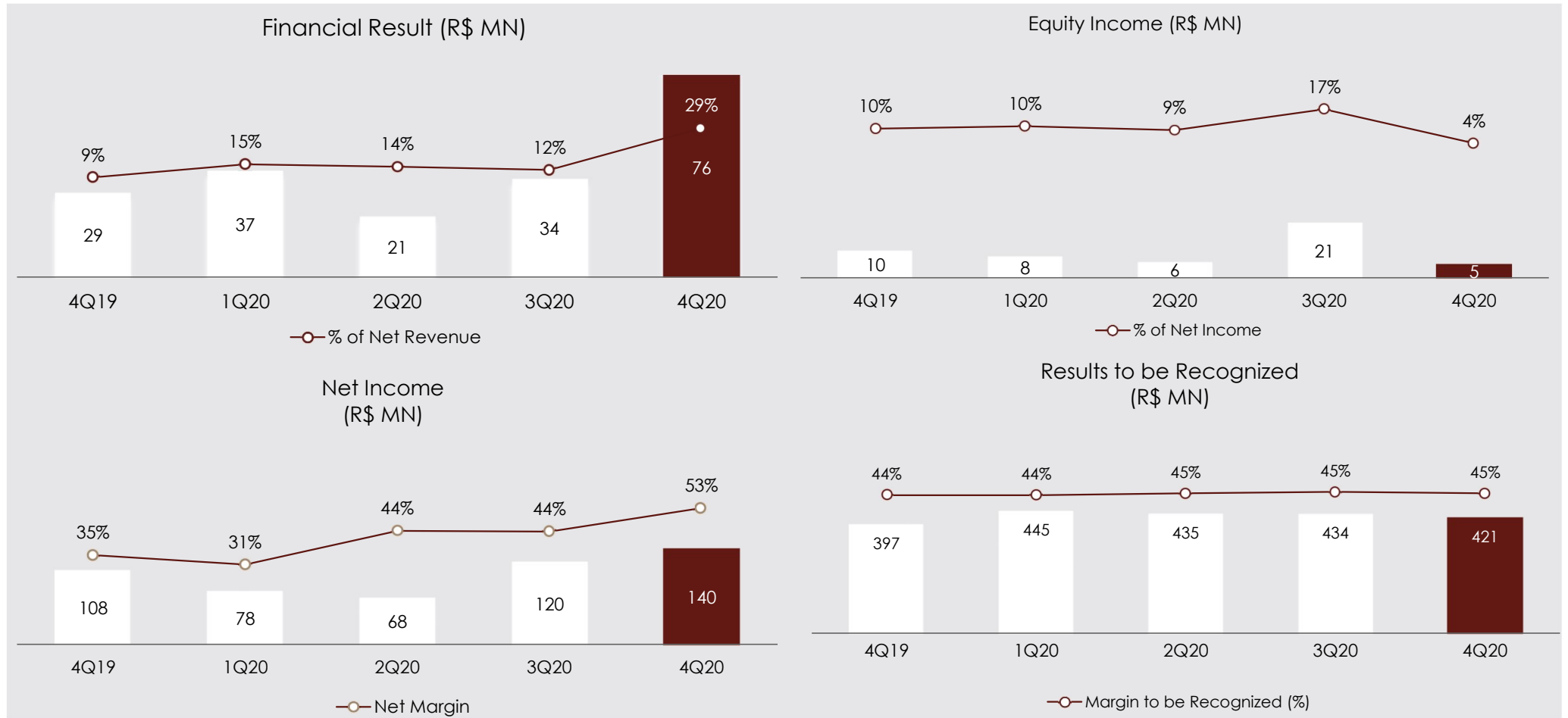
Location: São Paulo/SP
Segment: Residencial
Standard: Médio Alto
EZTEC's PSV: R\$ 165,4 MM
Units: 370
Landbank: Laguna

*Preliminary images, subject to change.

Financial performance 1/2

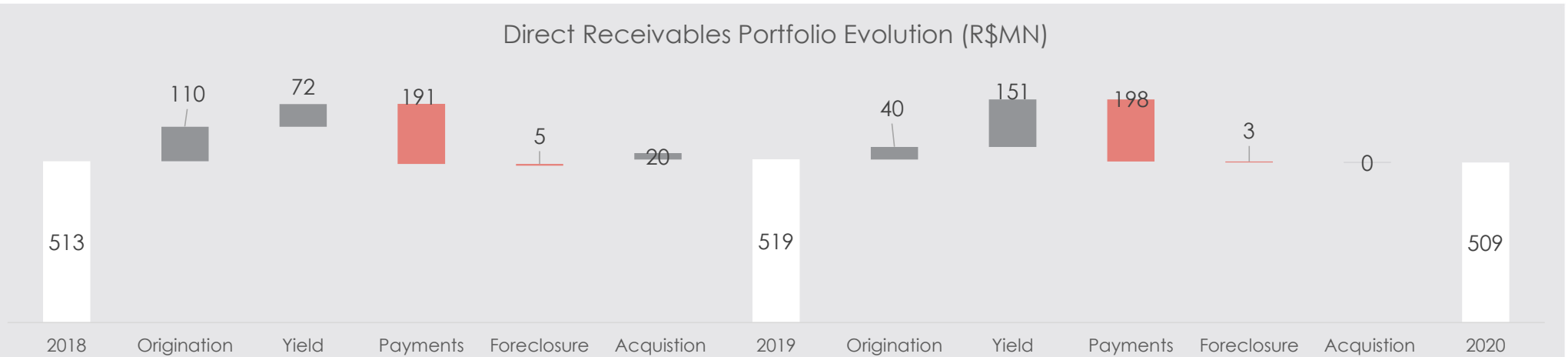


Financial performance 2/2

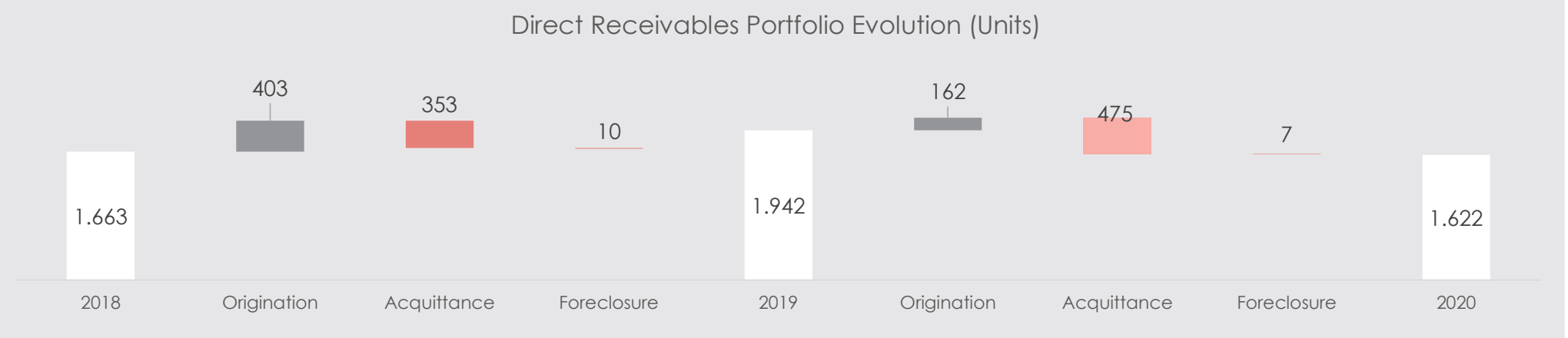


Portfolio Direct Receivables Evolution

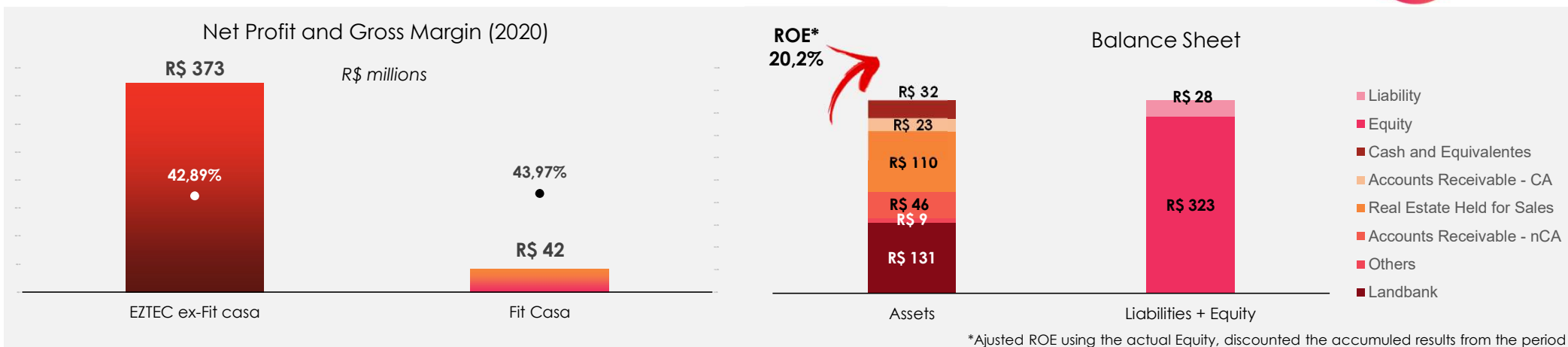
Direct Receivables Portfolio Evolution (R\$MN)



Direct Receivables Portfolio Evolution (Units)



Financial Performance Fit Casa



Launches 2020

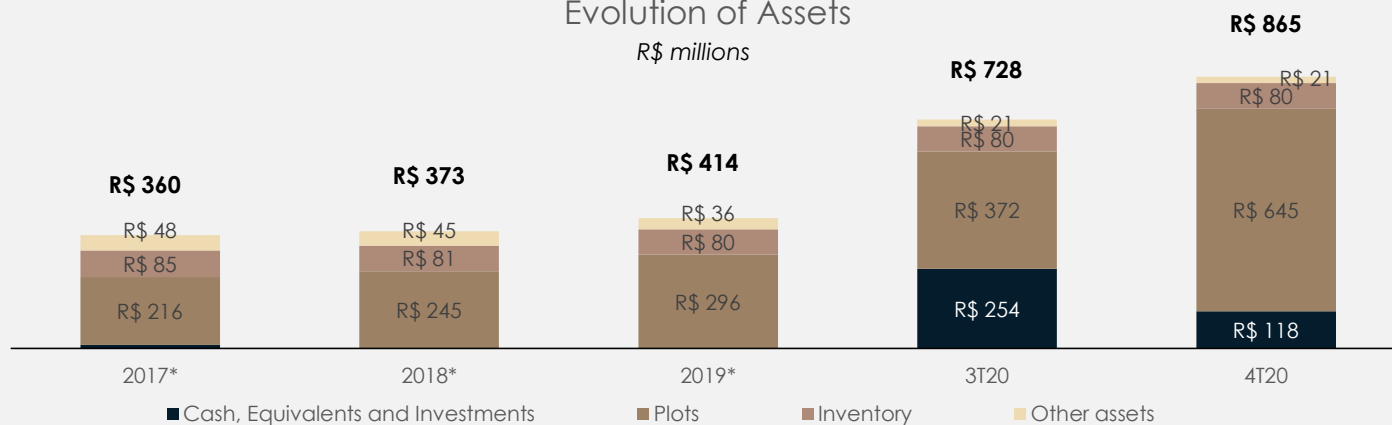
<p>1Q20 – Fit Casa Alto do Ipiranga (100% EZ)</p> 	<p>PSV: R\$ 80,9 MN Gross Profit (2020): 41% Units: 136*/370 37%* sold</p>	<p>4Q20 – Fit Estação José Bonifácio (100% EZ)</p> 	<p>PSV: R\$ 135,1 MM Gross Profit (2020): 40% Units: 195*/894 20%* sold</p>	<p>4Q20 – Meu Mundo Estação Mooca (50% EZ)</p> 	<p>EZTEC's PSV: R\$ 77,6 MM Gross Profit (2020): 50% Units: 133*/774 17%* sold</p>
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*Update data on Feb 2021

EZ Inc 1/2: Financial Performance

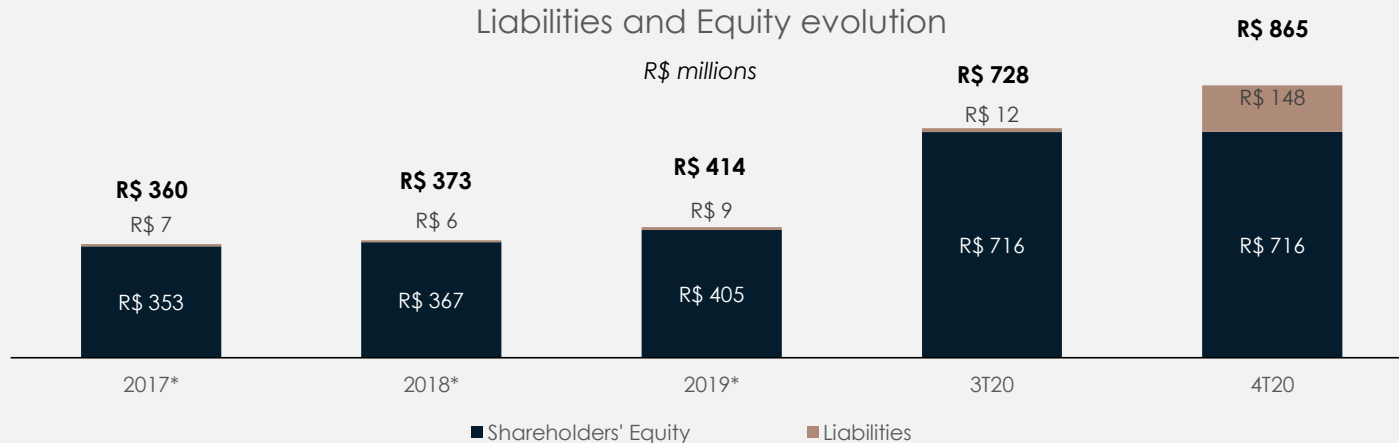
Evolution of Assets

R\$ millions



Liabilities and Equity evolution

R\$ millions



Events

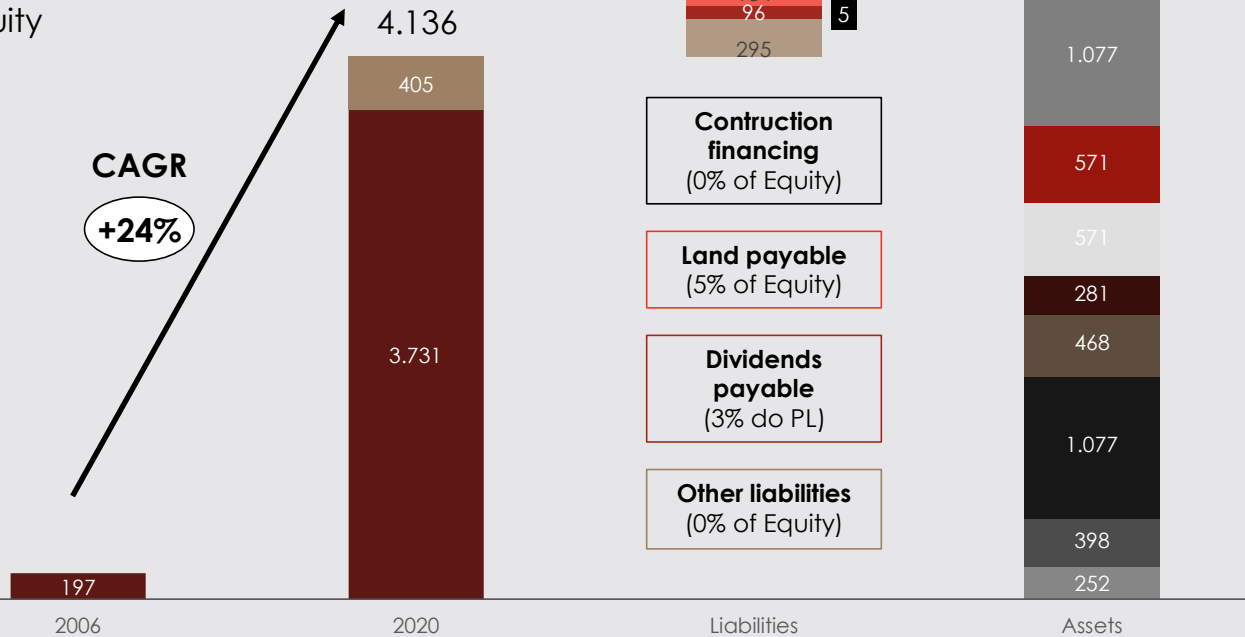
- 2Q20 – Society rearrangement
- 3Q20 – Beginning of the register as an open company
- 3Q20 – Start of the offer register
- 3Q20 – Increment in the paid-in capital
- 4Q20 – Conclusion of the acquisition of Verbo Divino and Roque Petroni plots
- 4Q20 – Offer interruption
- 4Q20 - Continuity of the register as an open company
- 1Q21 - PMSP approval of Fernandes Moreira, GLA ~8mil m2
- 1Q21 - Offer waiver

Value Generation

Net Equity evolution since IPO (R\$ MN)

Results
Equity

CAGR
+24%



Cash and equivalents (29% of Equity)

Non-finished units receivables (15% of Equity)

Finished units receivables (16% of Equity)

Ready Inventory (8% of Equity)

Inventory under construction (13% of Equity)

Landbank (29% of Equity)

Shared Assets (11% of Equity)

Others Assets (7% of Equity)



News:

Eztec is now part of the IBOVESPA the main Index in B3

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