

Preliminary Operational Results



2Q21

Earnings Release

August 12nd, 2021

Conference Call

in English and Portuguese

August 13th, 2021

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EZTEC S.A.

ON (B3: EZTC3)

Closing Price: R\$ 30,53

shares: 227,000,000

Market Cap: R\$ 6,930MN

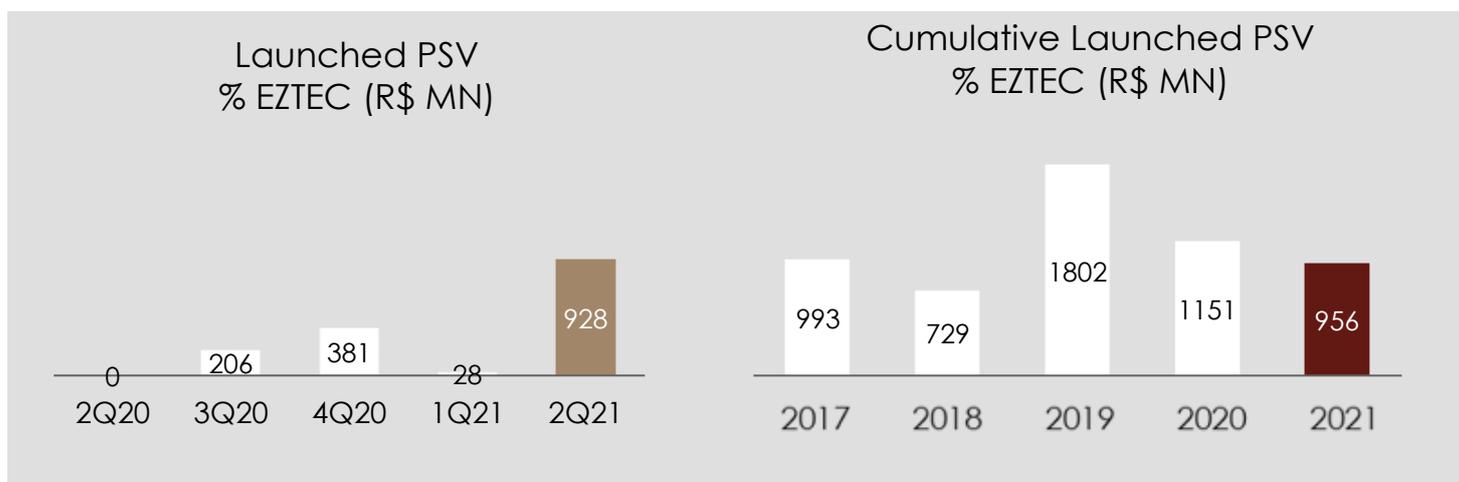
Date: 07/15/2021



EZTEC launches R\$956 million of PSV and hits R\$582 of gross sales in 1H21

São Paulo, July 15th, 2021 - EZTEC S.A. (BOVESPA: EZTC3; Bloomberg; EZTC3:BZ), announces the preview of the operating results for the second quarter of 2021 (2Q21). The results presented here are managerial and are subject to external audit review. The 2Q21 results are scheduled to be released on August 12nd, 2021, after the close of the market.

Launches



In the 2Q21, the Company realized the launches of Dream View Sky Resort and EZ Infinity. The first one is a middle-income project with a PSV of R\$253 million, in the East Zone of São Paulo, and the second, an extremely high-income project with a PSV of R\$675.1 million, in the South Zone of São Paulo. Although the first Dream View contracts were signed remotely, in an Avant première, this project already has its on-site sales stand. EZ Infinity, on the other hand, has a differentiated leads list. The mockup was built at Company's headquarter and is scheduling visits, however, since it was launched at the end of the quarter the sales performance will only be observed in 3Q21.

Once the São Paulo state government, concerning the pandemic, has moved back from the red phase to the transition phase, the sales stand returned to their activities on April 18th, enabling new launches. Right now the Company is already moving to launch Arkádio (~R\$450 million, on Rua Santo Arcádio, South zone of São Paulo), approved and open for sales prosecutions since July 8th, as well as the launches of Unique Garden project on Rodovia Anhanguera (~R\$715 million PSV, West zone of São Paulo), and the Alttá Vista Residence Resort (R\$165 million, on Rua Laguna, South zone of São Paulo).

1H21 Launches



ID Paraíso

Location: Fernando Ferrentini Ave, Aclimação /SP

Segmentation: Residential

Standard: Smart Living

EZTEC's PSV: R\$28.1 MN

% sold area: 52%*

Units sold: 119*/231



Dream View Sky Resort

Location: Alberto Ramos Ave, Vila Prudente/SP

Segmentation: Residential

Standard: Middle

EZTEC's PSV: R\$252.7 MN

% sold area: 18,5%*

Units sold: 82*/420



EZ Infinity

Location: Achilles Masetti St, Paraíso /SP

Segmentation: Residential

Standard: High

EZTEC's PSV: R\$675.1 MN

% sold area: 0%*

Units sold: 0*/88

*Update data on July 14th

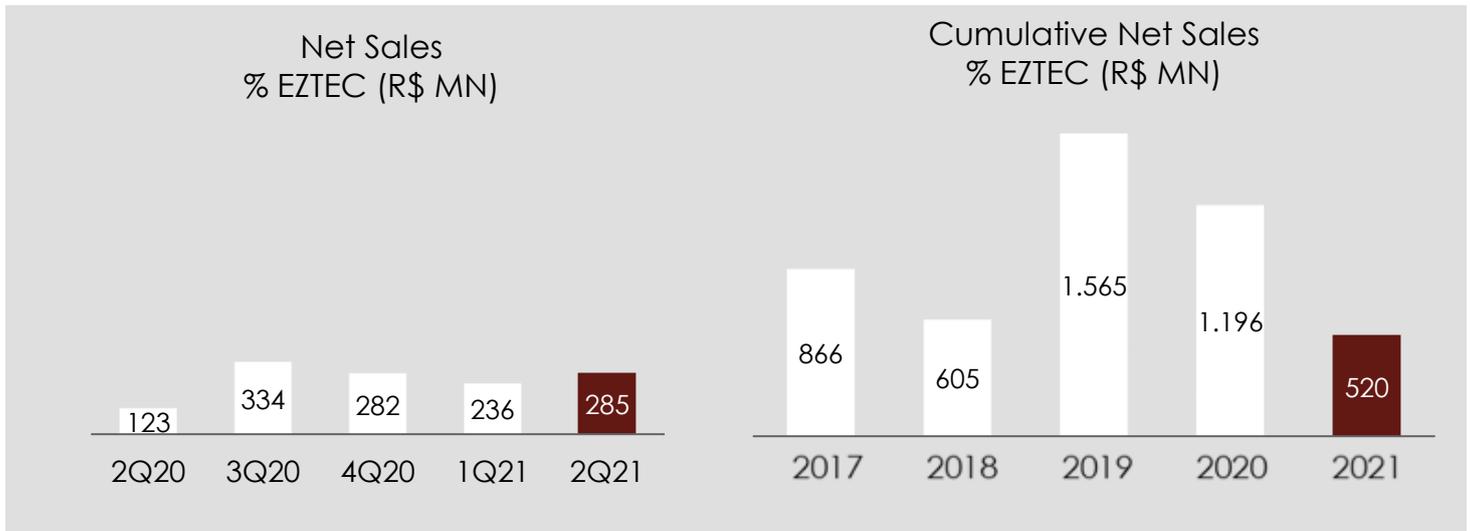
2021 Launches

In 2021 the Company has launched the following project:

Project	Actual% EZ	Launch Quarter	Conclusion Expectation	Region	Standard	# Units Launch	Total PSV 100% (R\$ MN)	PSV EZTEC (R\$ MN)
ID Paraíso	50,00%	1Q20	May/24	South Zone	Smart-Living	231	56.2	28.1
Total 1Q21						231	56.2	28.1
Dream View Vila Prudente	100%	2Q20	Jun/24	East Zone	Middle	420	252.7	252.7
EZ Infinity	100%	2Q20	Aug/24	South Zone	High	88	675.1	675.1
Total 2Q21						508	927.8	927.8
Total 2021						739	984.0	955.9

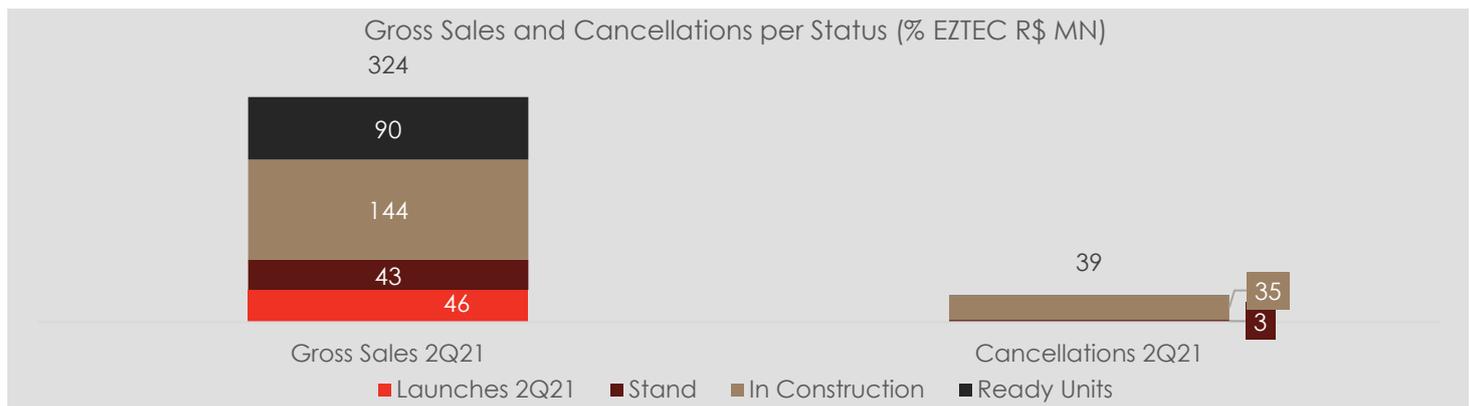
Sales and Cancellations

Net sales in 2Q21 were R\$284.7 million, decomposed in R\$323.7 million of gross sales and R\$39 million in cancellations.



Sales performance for the quarter was initially hampered by the closed sales stands. Until the reopening of the stands (which only occurred at the end of April), the weekly sales performance was, on average, close to R\$22 million. However, once the dynamic in the sales stands were resumed, we saw this average increasing to close of R\$27 million. Thus, it is possible to notice that once the pace of launches is resumed and, consequently, the opening of new sales stands, there is room to meet a demand that has been dammed in the city of São Paulo due to the lack of new launches that the sector has been carrying in the last quarter.

The cancellations were around R\$39 million, a volume slightly higher than the previous quarter. It is worth reinforcing that 40% of these cancellations are in fact downgrades, upgrades, or transfers. In other words, we continue to observe the proactive nature of the Company's credit recovery activities in maintain clients in a mutually advantageous deal. With this, the cancellation was linked to the purchase of another unit, or even the transfer of the amount already paid to another property under financing, so the cancellation and a purchase were computed simultaneously.

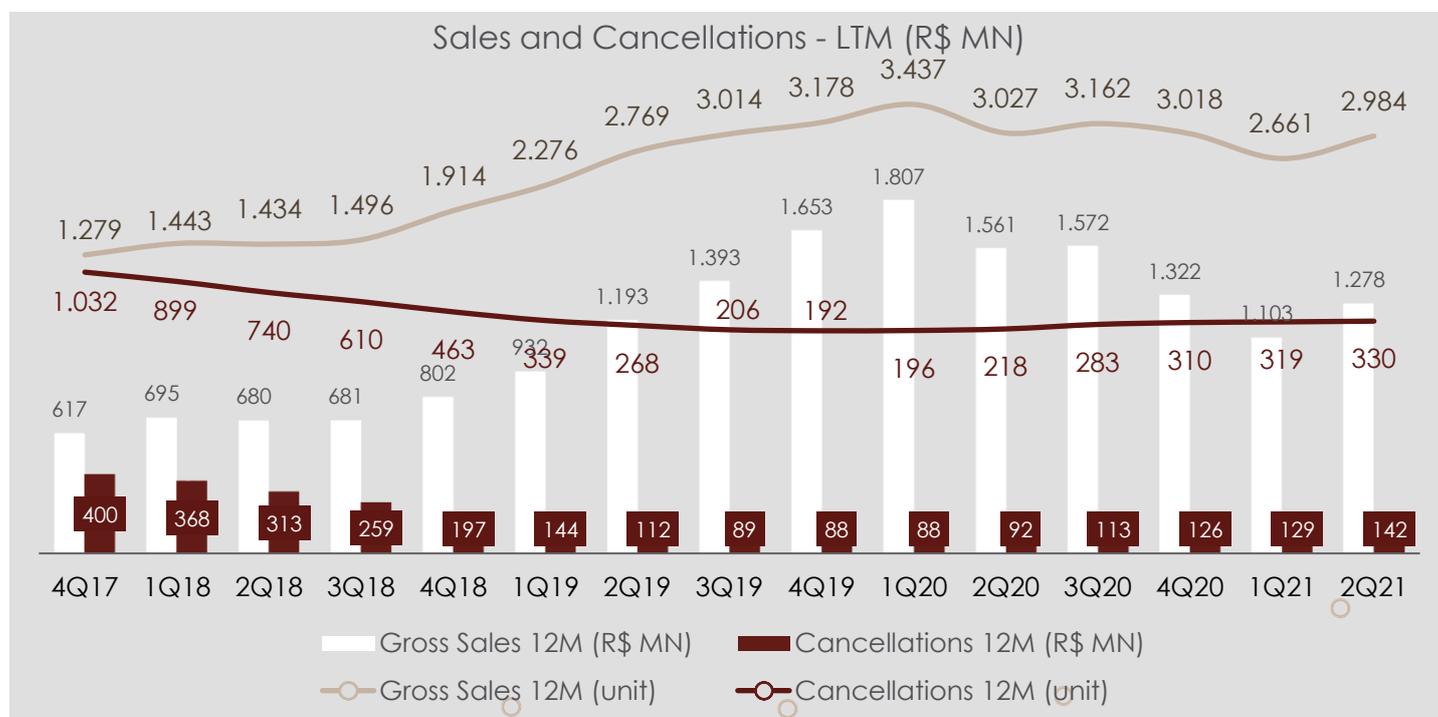


It's worth noting that the former 'launches' category status was subdivided into Launches 2Q21 and Stand. This segmentation is based on the assumptions below (accompanied by examples of the quarter's commercial highlights):

- **Launches 2Q21:** launched in the quarter;
(*Dream View Sky Resort e EZ Infinity*)
- **Stand:** projects launched in prior quarters but whose construction is yet to be started, or that was started in the quarter;
(*Eredità Parque da Mooca, Signature by Ott, Meu Mundo Estação Mooca, ID Paraíso*)

- **In Construction:** projects whose construction has started;
(EZ Parque da Cidade, Jardins do Brasil – Reserva JB, Fit Casa Brás, Air Brooklin, Diogo Ibirapuera, Fit Casa Alto do Ipiranga, Pin, etc)
- **Ready units:** completed projects with proper housing permit issued.
(Cidade Maia, In Design Liberdade, Up Home Vila Mascote, Centro Empresarial Jardins do Brasil, Clima São Francisco, Jardins do Brasil residencial, Splendor Brooklin, etc.)

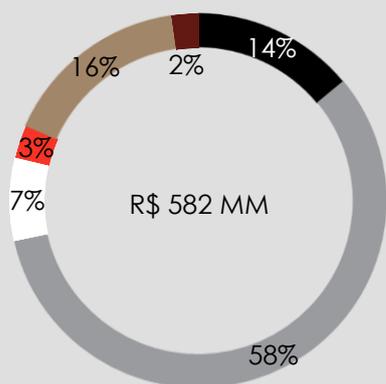
Guided by the transparency and continuity, the graph below discloses gross sales and cancellation figures, accumulated over 12 months:



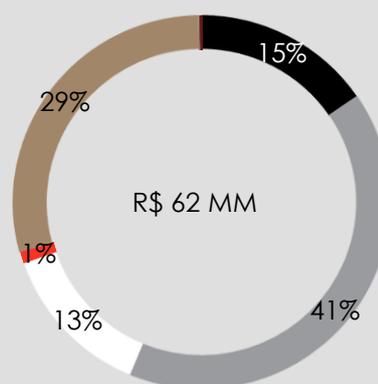
The following chart shows the sales oversupply calculations, weighted by EZTEC's participation, highlighting the liquidity of the projects originated by the Company:

Sales over Supply (SoS)	2Q21	2Q20	1S21	1S20
+ Initial Inventory (m ²)	187,877	220,875	215,791	223,250
+ Launches in the period (m ²)	56,923	0	56,923	47,137
Launches in the period (m ²)	56,923	0	56,923	47,137
Stake Acquisitions (m ²)	0	0	0	0
= Inventory + Launches (m²)	244,800	220,875	272,714	270,387
- Net Sales in the period (m ²)	31,435	14,699	59,349	64,211
Gross Sales in the period (m ²)	35,893	17,591	66,879	69,735
Cancellations in the period (m ²)	-4,458	-2,892	-7,530	-5,525
= Final Inventory (m²)	213,365	206,176	213,365	206,176
Net Sales Over Supply (%)	12.8%	6.7%	21.8%	23.7%
Gross Sales Over Supply (%)	14.7%	8.0%	24.5%	25.8%

Gross Sales by Standard
(% of EZTEC's PSV)

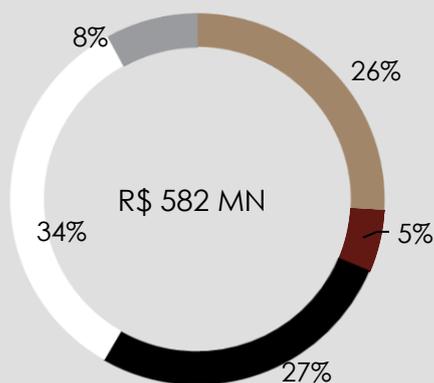


Cancellations by Standard
(% of EZTEC's PSV)

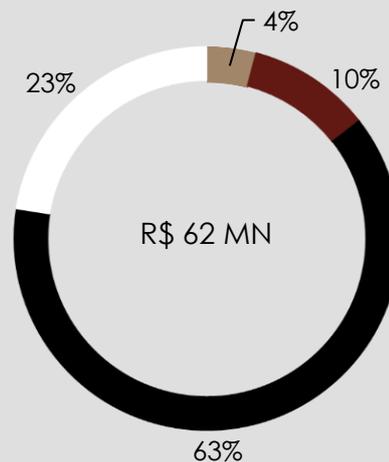


■ Low-End ■ Middle-End ■ Smart Living ■ Middle High-End ■ High-End ■ Commercial

Gross Sales by Year of Launch
(% of EZTEC's PSV)



Cancellations by Year of Launch
(% of EZTEC's PSV)



■ Until 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021



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EZTC

B3 LISTED NM

IGC-NM B3

IBOVESPA B3

IBRA B3

IBRX100 B3

ICON B3

IGC B3

IGCT B3

IMOB B3

INDX B3

ITAG B3

SMLL B3