

4Q23

Webcast

São Paulo, March 15th, 2024



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Interpretation

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LAUNCHES 4Q23



Jota Vila Mariana

PSV % EZTEC : R\$ 127 MM

% Sold: 64%



East Blue Tatuapé

PSV % EZTEC : R\$ 175 MM

% Sold: 67%



Lindenberg Alto de Pinheiros

PSV % EZTEC : R\$ 85 MM

% Sold: 37%



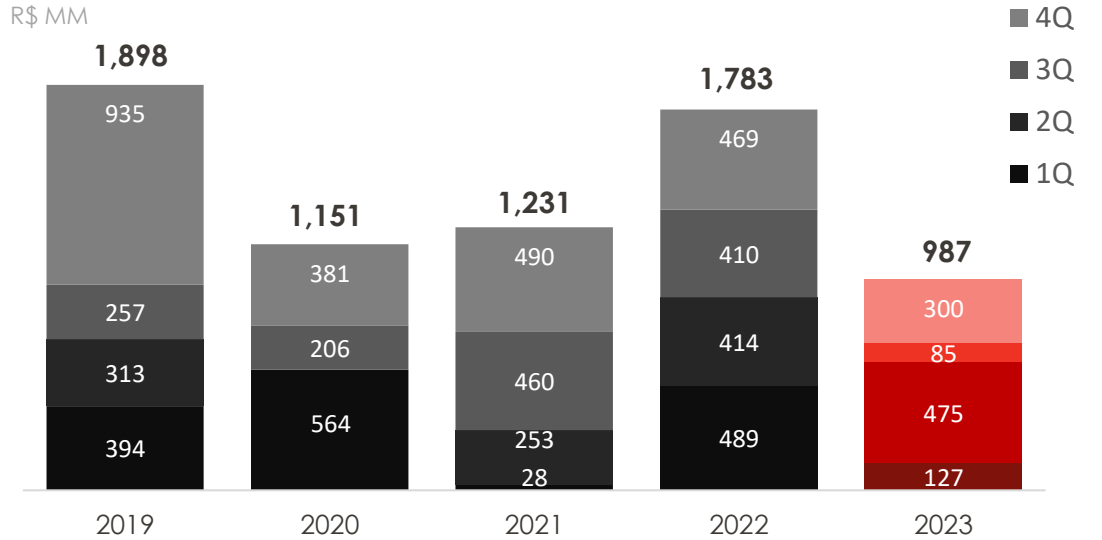
Lindenberg Ibirapuera

PSV % EZTEC : R\$ 600 MM

% Sold: 20%

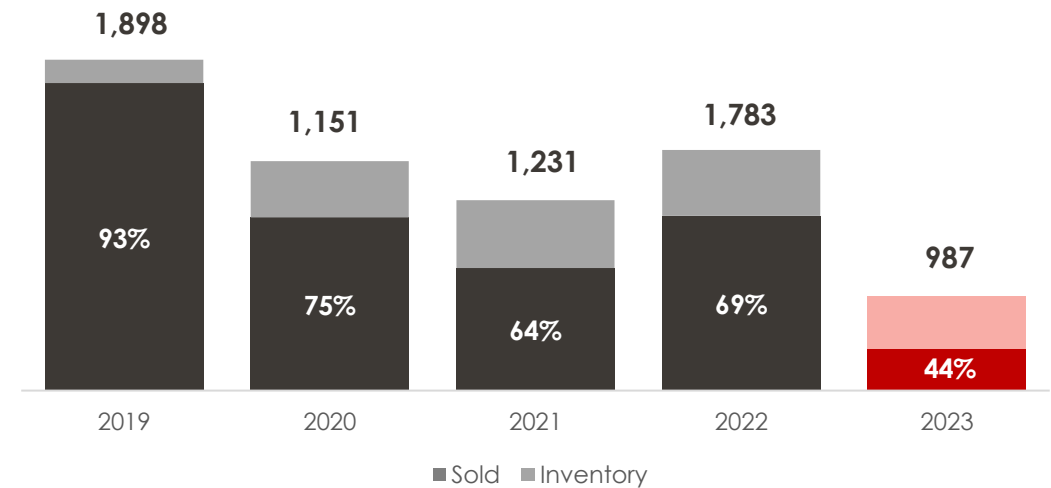
Annual Evolution for Launches %EZTEC

R\$ MM



% Sold from Launches

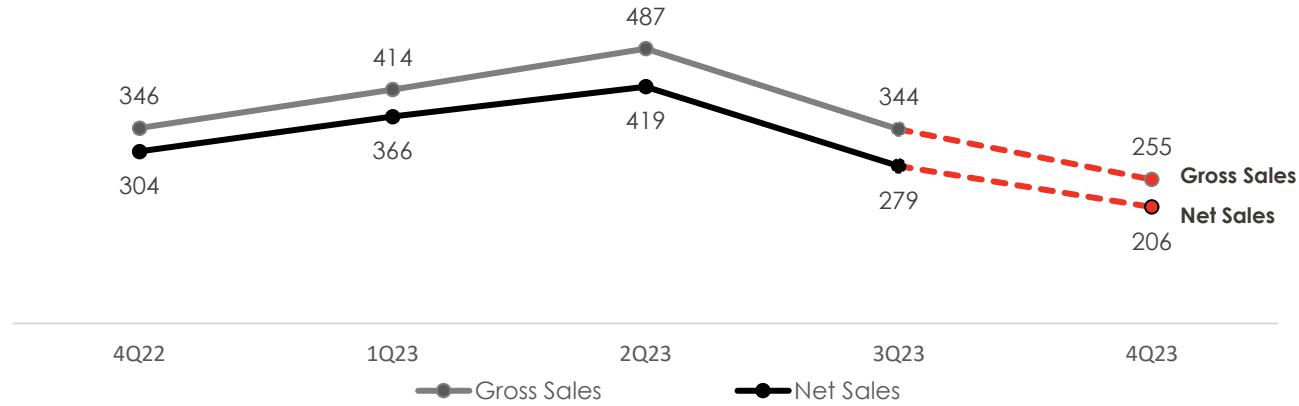
Private area



OPERATIONAL PERFORMANCE

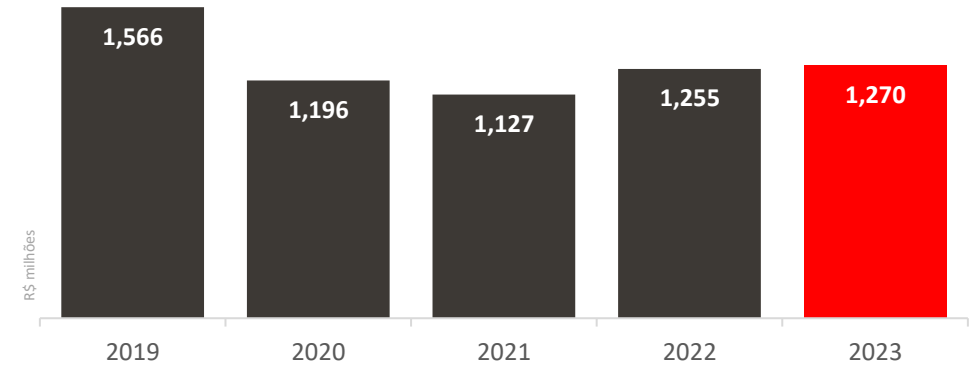
Quarterly Sales Evolution

R\$ MM



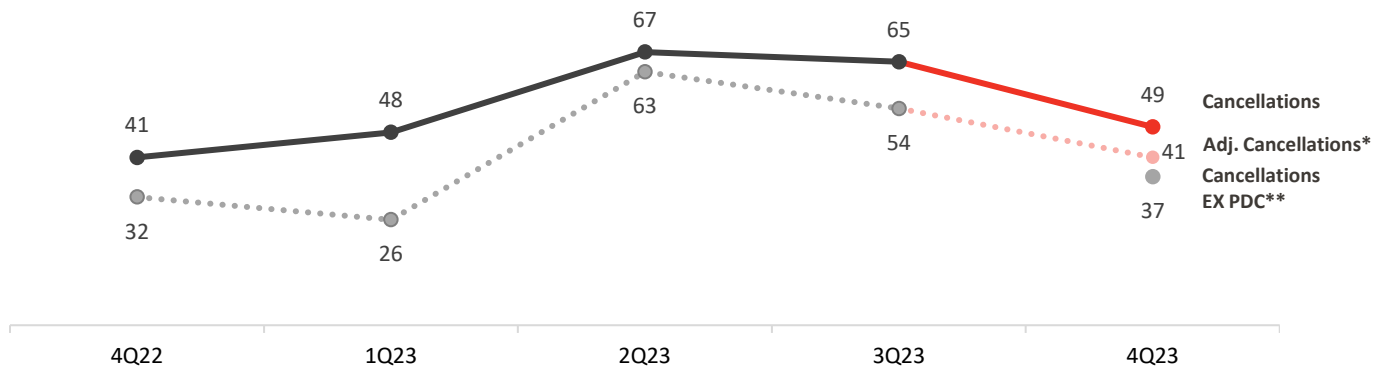
Annual Net Sales Evolution

R\$ MM



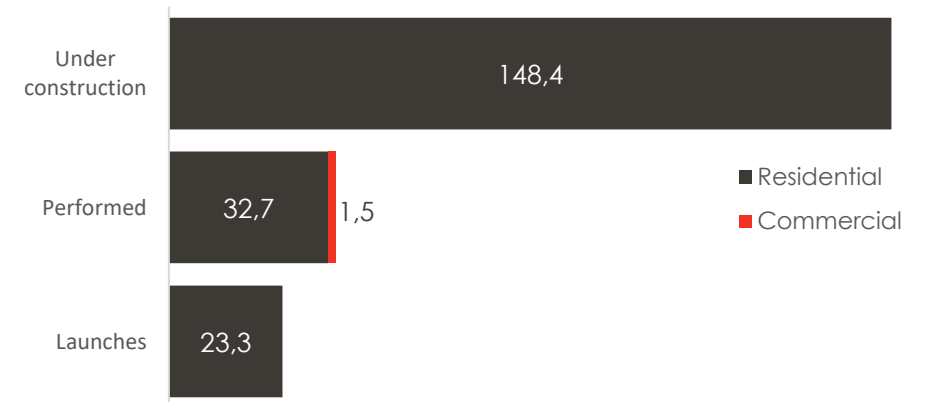
Quarterly Cancellations Evolution

R\$ MM



Quarterly Net Sales by Status

R\$ MM



* Excluding Downgrades, Upgrades and Transfers. ** Excluding cancellations from Parque da Cidade.



84% private area of units sold

DELIVERY – Air Brooklin

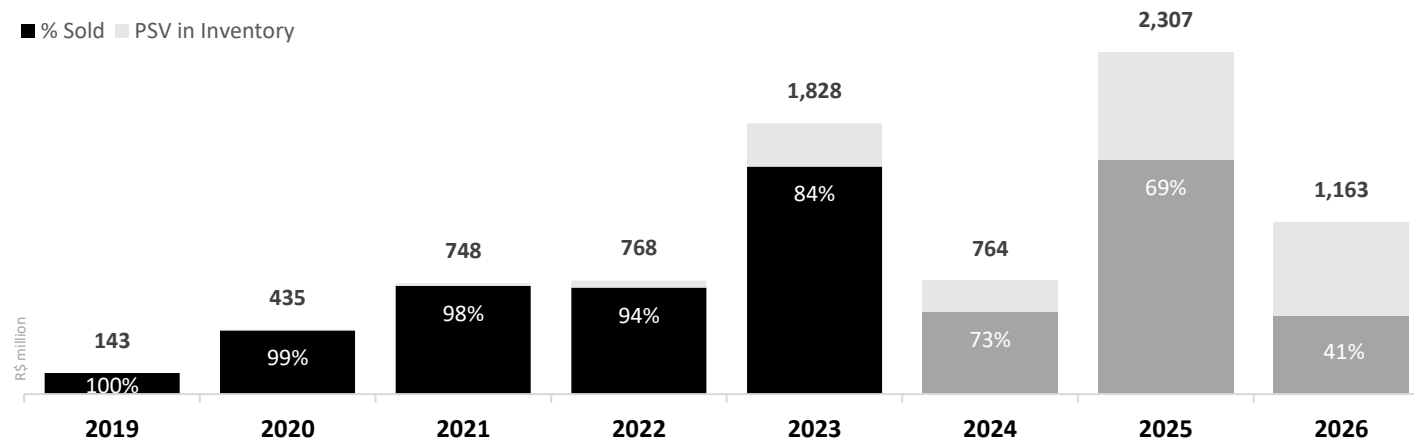
DELIVERIES

PROJECT'S INFORMATIONS	%EZTEC	SPE	Type	% Private Area Sold	PSV %EZ (R\$ MM)
1Q23				74.4%	118,6
Z.Ibirapuera	100%	Larissa	Consolidated	74.4%	118,6
2Q23				92.1%	251,4
Jardins do Brasil - Reserva JB – 1st Phase	76%	Phaser	Equity	93.2%	121,2
Jardins do Brasil - Reserva JB – 2nd Phase	76%	Phaser	Equity	91.1%	130,2
3Q23				99.4%	162,5
Pin Internacional	60%	Cabreúva	Equity	99.4%	162,5
4Q23				76.4%	1,295.3
EZ Parque da Cidade	100%	Santa Madalena	Consolidated	79.9%	576,4
Eredità	50%	Dakota	Equity	82.0%	70,9
Meu Mundo Estação Mooca	50%	Iracema	Equity	91.9%	77,6
Giardino Gran Maia	100%	Pinhal	Consolidated	30.4%	101,6
Piazza Gran Maia	100%	Pinhal	Consolidated	64.2%	104,2
Air Brooklin	100%	Vale do Paraíba	Consolidated	84.0%	364,6
YEAR-TO-DATE				84.1%	1,827.7

High volume of deliveries in 2023, with 84% of units sold

Annual evolution of the PSV delivered and its percentage sold as a % of the private area

■ % Sold ■ PSV in Inventory



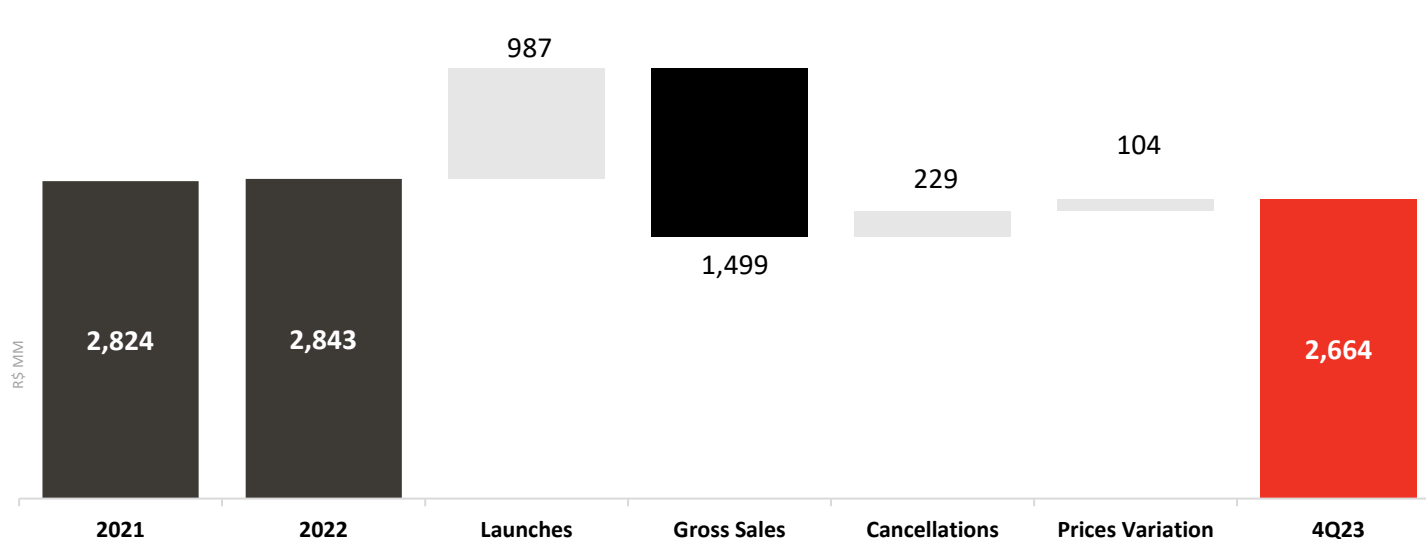
INVENTORY

R\$ 2.7 B

In PSV of **INVENTORY** % EZ

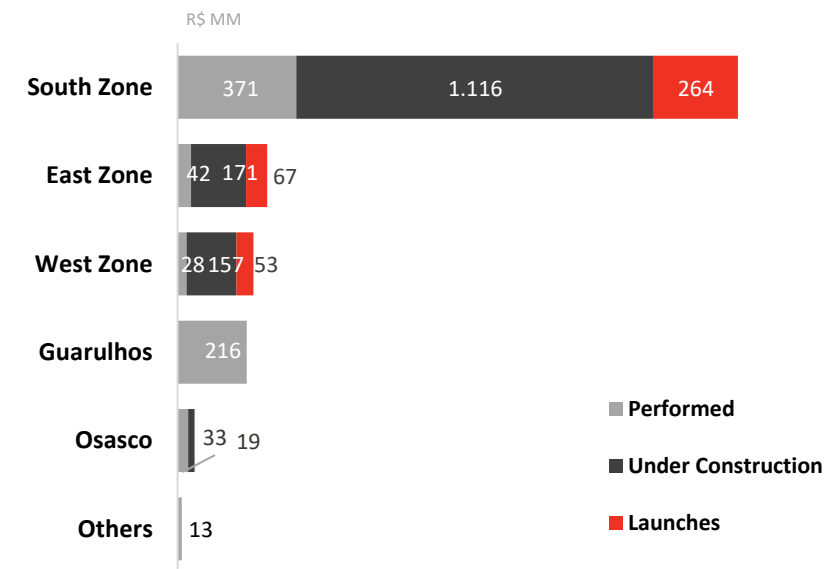
With sales greater than launches, the Company managed to reduce its inventory by 6.3%

Variation in **Total Inventory**



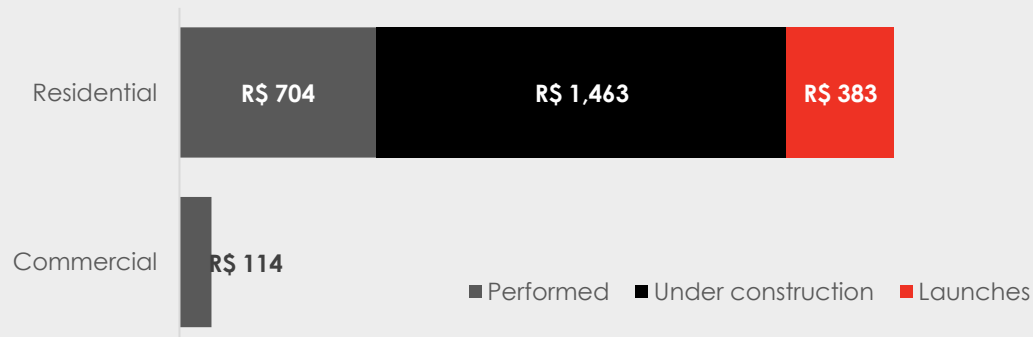
76% of the inventory under construction is in the South Zone

PSV of Residential Inventory by Region - %EZTEC



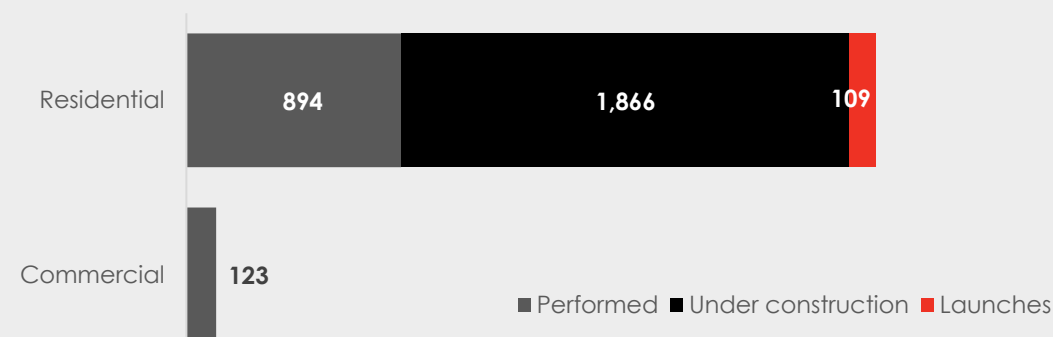
Inventory by Project Status

R\$ MM



Inventory by Project Status

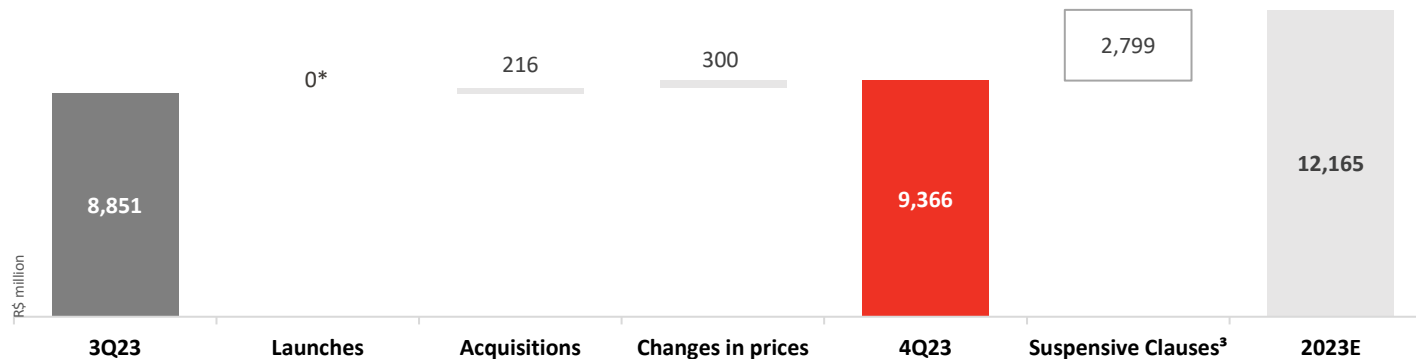
Units



In PSV for **FUTURE PROJECTS** %EZ

Increase in PSV¹ occurs through the acquisition of land and calibration of premises

Evolution of the Landbank and future projections

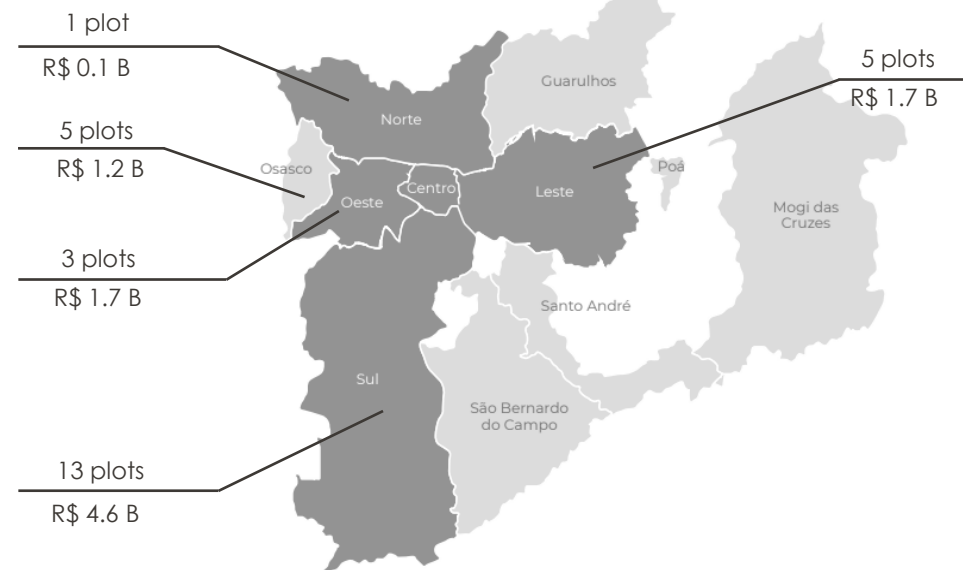


¹Managerial value using the best current assumptions.

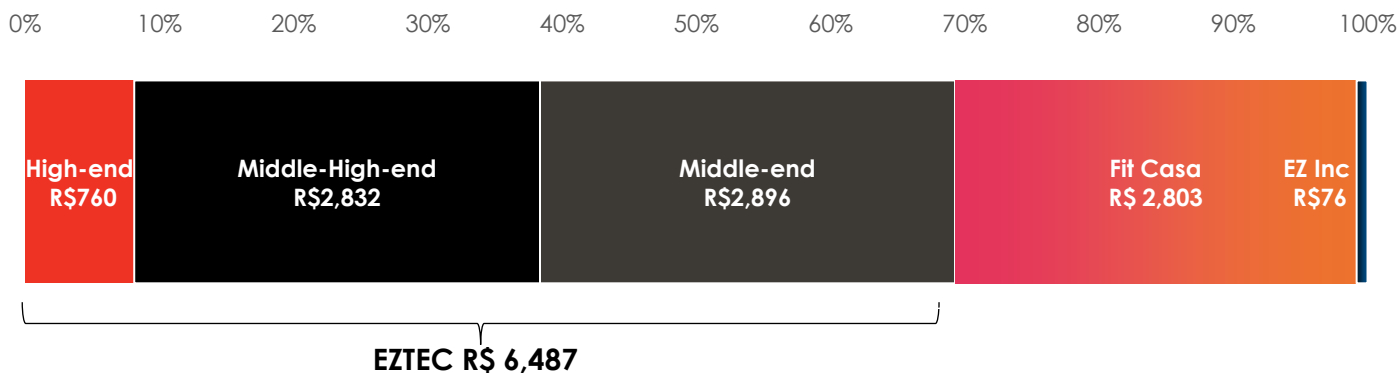
²For presentation purposes, the PSV of the landbank related to projects whose construction activities have already started, such as Lindenberg Ibirapuera and the corporate projects Esther Towers and Air Brooklin Commercial are classified as Other Assets under Development in the INVENTORY section, remaining, in this section, only those projects that haven't had their construction work started and will be launched/commercialized in the future. For this reason, the launch of the second phase of Lindenberg Ibirapuera was not included in this graph.

³Landbank committed with express resolutive clauses, linked to legal and technical due diligence to be carried out by EZTEC.

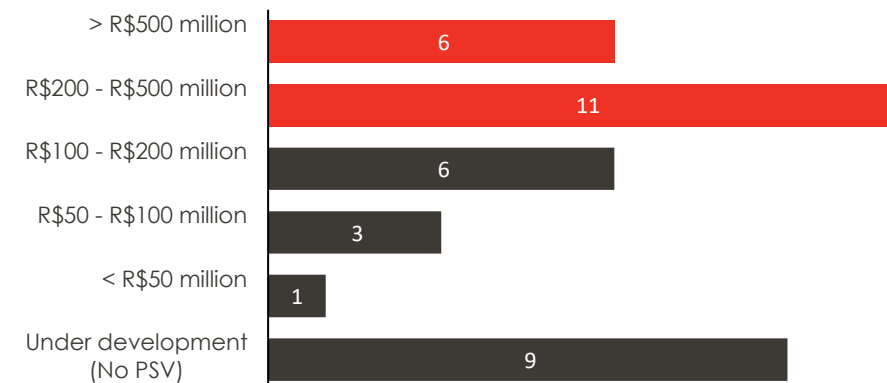
São Paulo Metropolitan Region



Landbank by Group Company



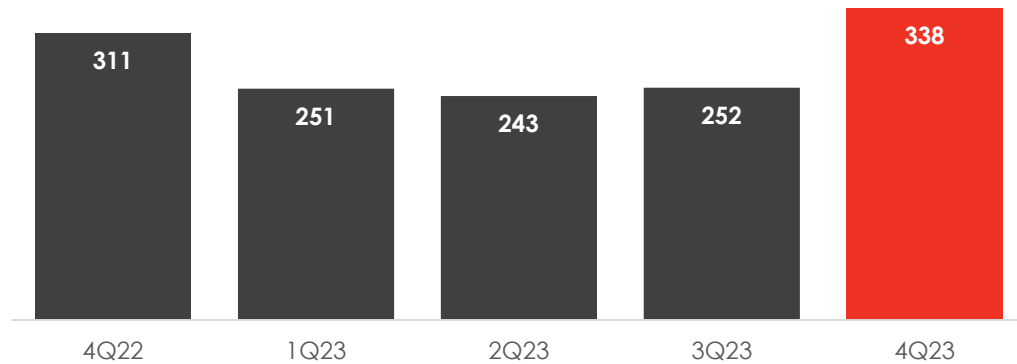
Quantity of Landbank by PSV



4Q23 - FINANCIAL PERFORMANCE

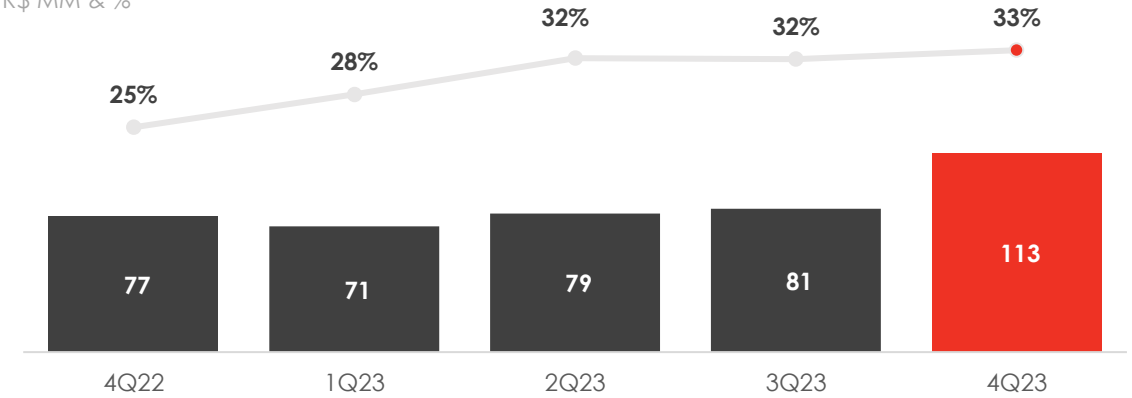
Net Revenue

R\$ MM



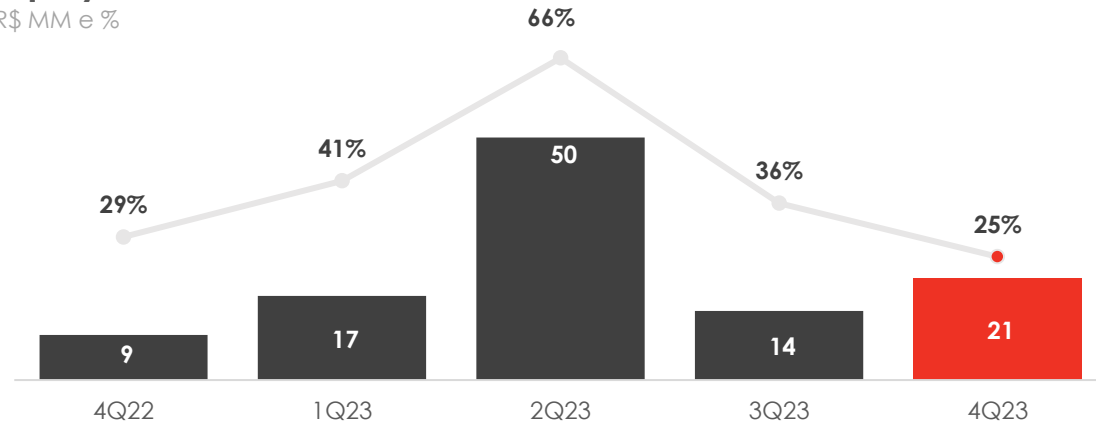
Gross Profit and Margin

R\$ MM & %



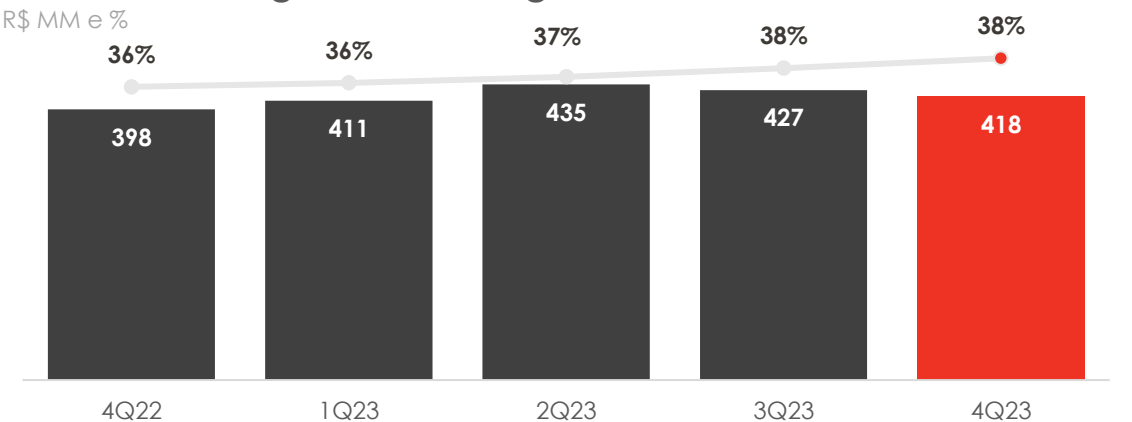
Equity Income & % of Net Profit

R\$ MM e %



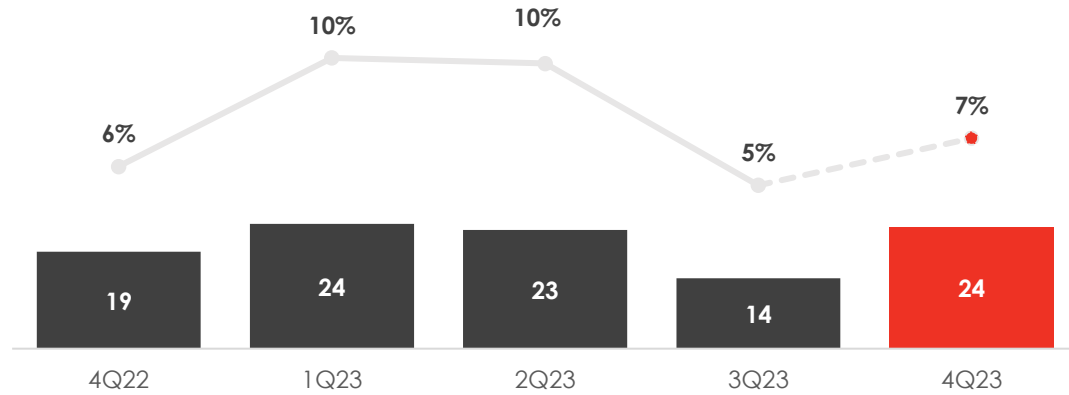
Result and Margin to be recognized- Quarter

R\$ MM e %



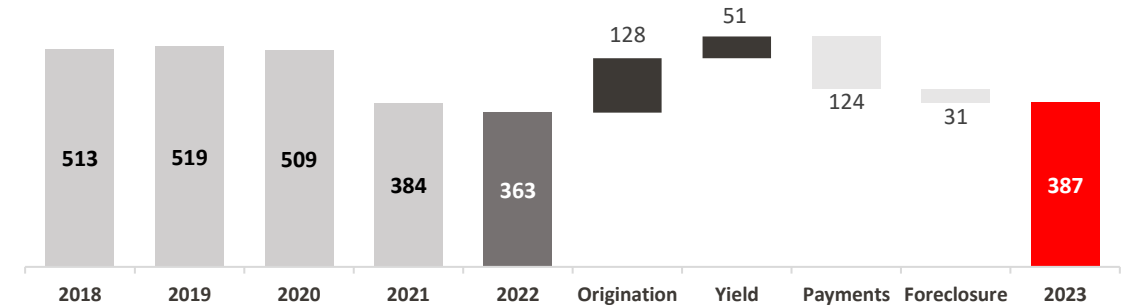
Financial Result & % of Revenue - Quarter

R\$ MM and %



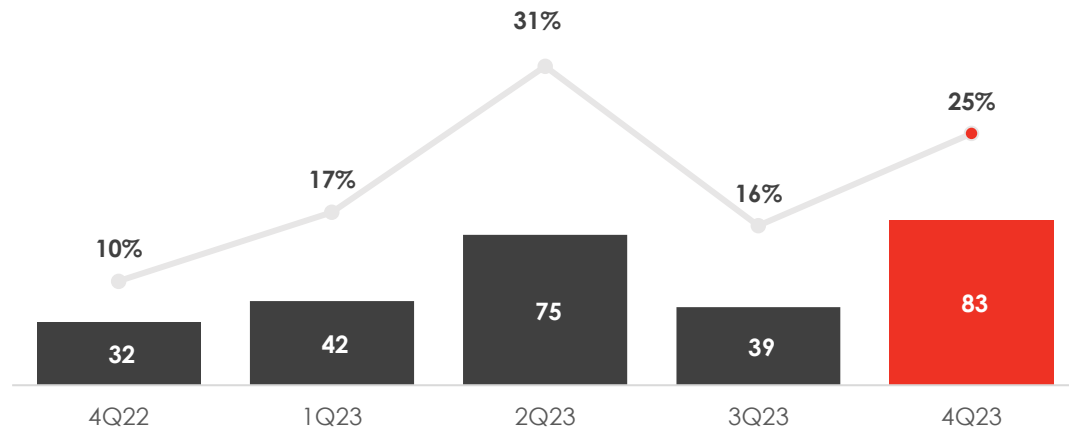
Direct Receivable Evolution

R\$ MM



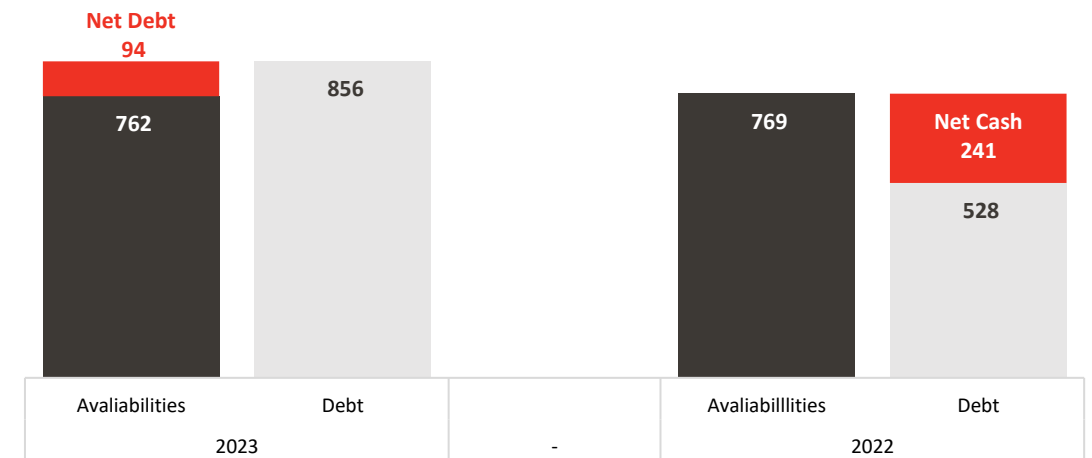
Net Profit & Margin

R\$ MM e %



Net Debt (Cash) Evolution

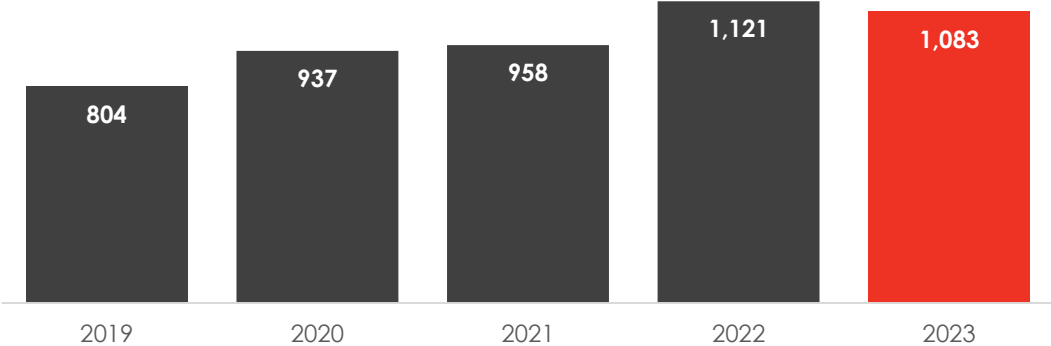
R\$ MM



2023 - FINANCIAL PERFORMANCE

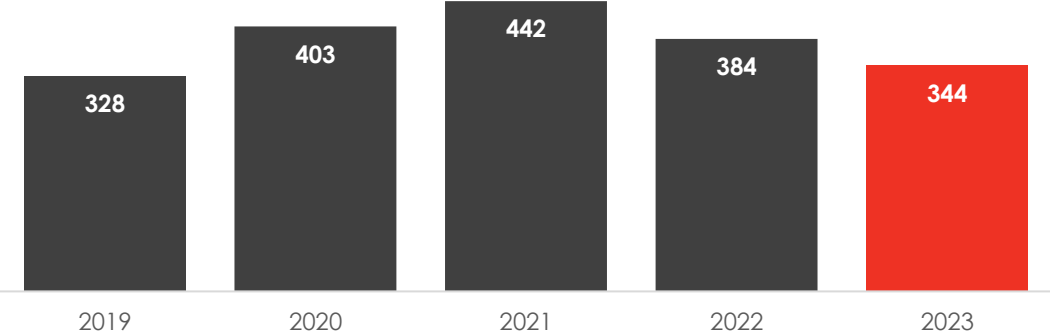
Net Revenue

R\$ MM



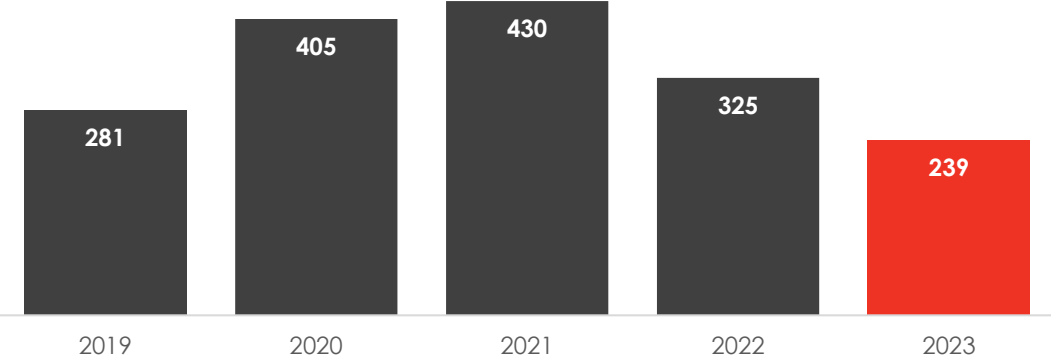
Gross Profit

R\$ MM



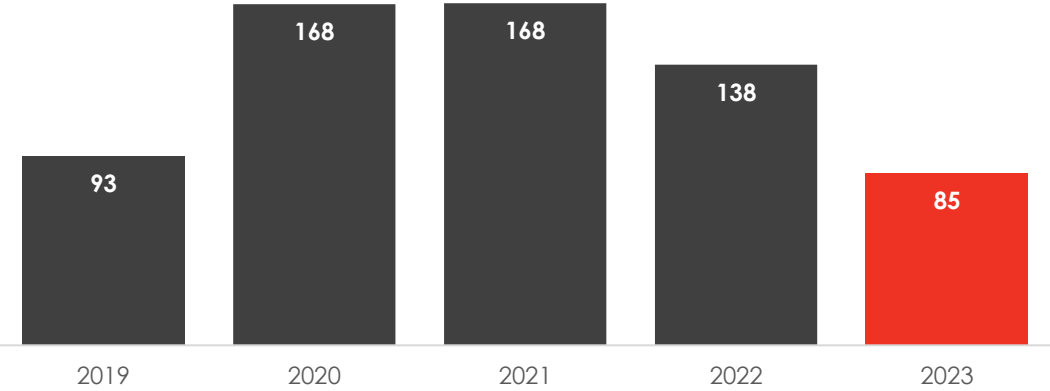
Net Profit

R\$ MM



Financial Result

R\$ MM

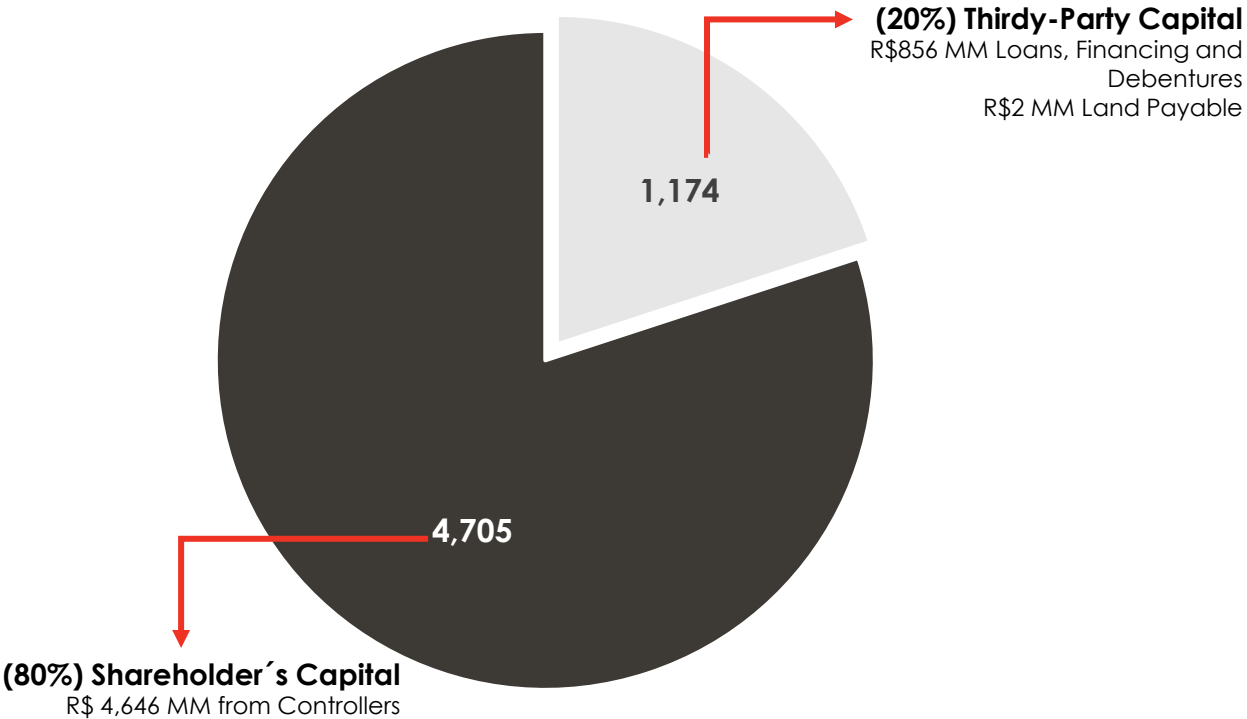


CAPITAL STRUCTURE

Book value per share: **R\$ 21.30**

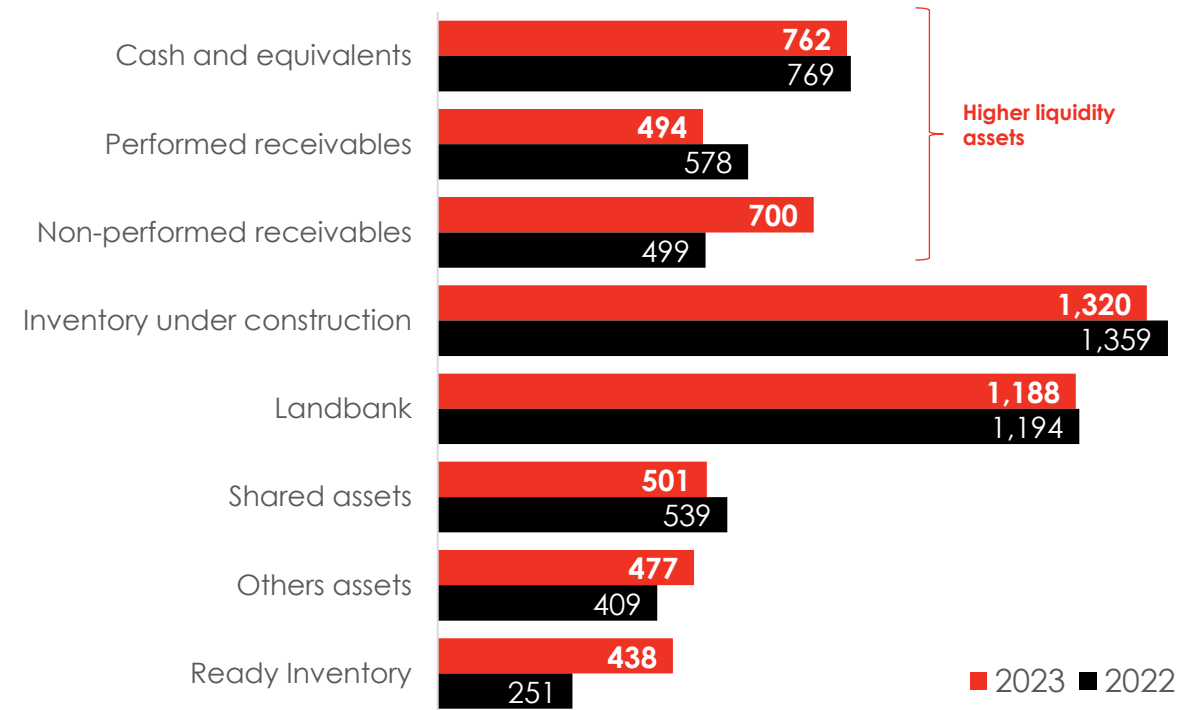
Free float shares*: **218,125.703**

Financial Sources



Asset Distribution (R\$ 5,879 MM)

R\$ MM



OTHER RELEVANT SUBJECTS

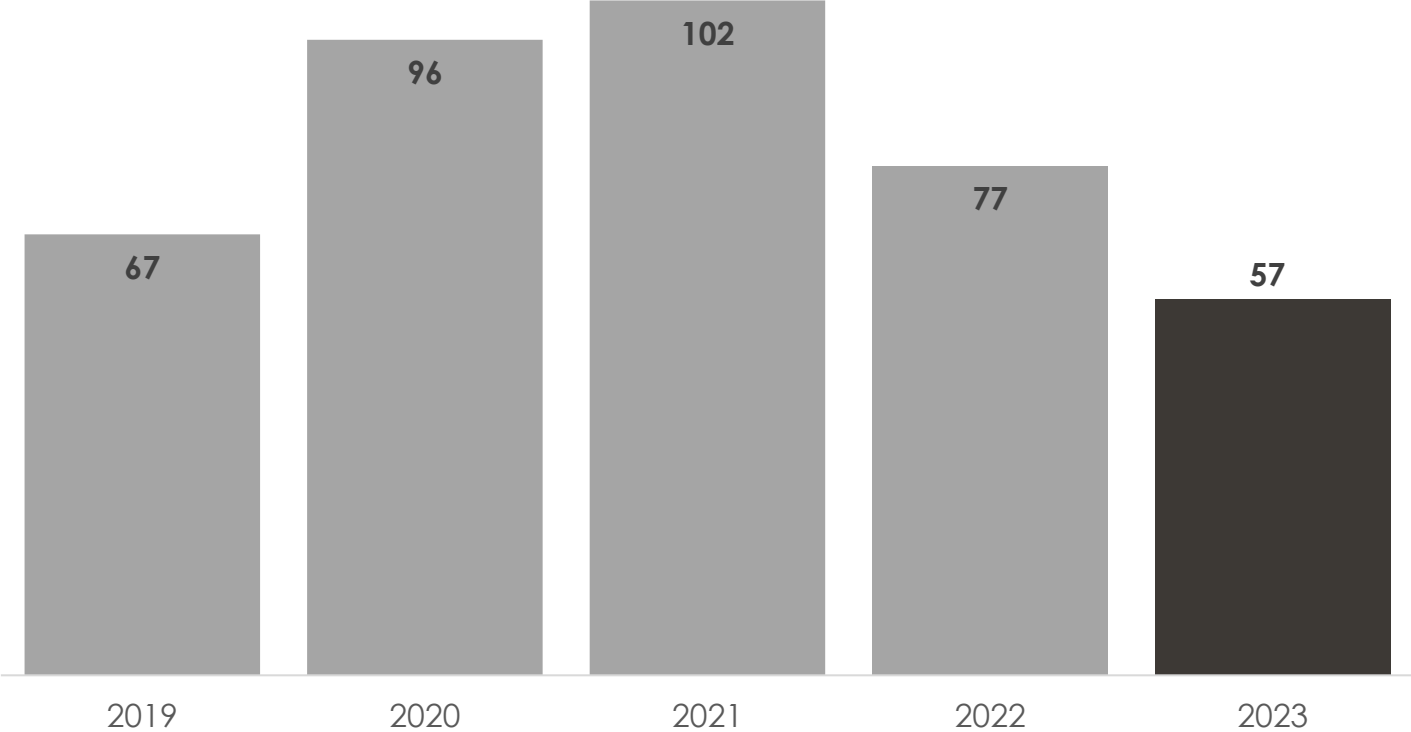


DIVIDEND PAYMENT

The Board of Directors approved the payment of quarterly dividends in the amount of **R\$ 19,664,561.20** approximately **R\$0.09** per share

Base Date: 03/21/2024
Ex-Dividends: 03/22/2024
Payment Date: 03/28/2024

Dividends Paid
R\$ MM



SUBSEQUENT EVENT



Unfinished images

Mooca Città Firenze

PSV %EZTEC: R\$ 90 MM

Location: Mooca – East Zone

Standard: Middle-end

Stake: 50% EZTEC

Units: 186

% Sold: 33%*



Unfinished images

Mooca Città Milano

PSV %EZTEC: R\$ 134 MM

Location: Mooca – East Zone

Standard: Middle-end

Stake: 50% EZTEC

Units: 168

% Sold: 16%*

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UPCOMING LAUNCHES*

2024

*Based on current expectations. The values expressed may differ from the final.



LINDENBERG Vista Brooklin

PSV %EZTEC: R\$ 232 MM

Location: Brooklin – East Zone

Standard: Middle-High-end

Stake: 75% EZTEC

Units: 65

VILLARES Parada Inglesa

PSV %EZTEC: R\$ 140 MM

Localization: Parada Inglesa – North Zone

Standard: High-end

Stake: 75% EZTEC

Units: 373



Unfinished images

Unfinished images

Q&A



INVESTOR RELATIONS

IBOVESPA B3

IBRA B3

ICON B3

IGC B3

IGCT B3

IBRX100 B3

IMOB B3

INDX B3

ITAG B3

SMLL B3

During the Results Conference Call, questions will be asked to the Presenters during the “Questions & Answers” section. For those who wish to express themselves, we ask that the "Raise Hand" functionality available on your Zoom Meetings platform be used. The IR team will queue you up and call you when it's your turn.

After the Conference Call, the Company's IR team will be available to assist you through the contact: ri@eztec.com.br

We wish everyone a good Conference Call

A. EMÍLIO C. FUGAZZA

Finance and Investor Relations Director

PEDRO TADEU T. LOURENÇO

Investor Relations Manager

CHRISTIAN LOPES DE MELO

IR Specialist

GIOVANNA BITENCOURT

IR Analyst

THIAGO BURGENSE

IR Intern