Conference Call in English
May 15th, 2020
03h00 p.m. (US EST))
04h00 p.m. (Brasília time)
Phone: +1 (412) 317-6380
Password: EZTEC
Replay: +1 (412) 317-0088
Password: 10143316

Conference Call in Portuguese
May 15th, 2020
01h00 p.m. (US EST))
02h00 p.m. (Brasília time)
Phone: +55 (11) 3181-8565
Password: EZTEC
Replay: +55 (11) 3193-1012
Password: 8661706#

Contact IR:

A. Emílio C. Fugazza

Hugo G. B. Soares

Matheus C. P. Tubarão

Pedro Tadeu T. Lourenço

Tel.: +55 (11) 5056-8313
ri@eztec.com.br

EZTEC S.A.
ON (B3: EZTC3)
Closing Price: R$ 25,60
shares: 227,000,000
Market Cap: R$ 5,811 MM
Date: 05/14/2020

Quarterly Results

1Q20

EZTEC
Construindo qualidade de vida

In the 18-month long cycle, EZTEC launched R$3.0 billion and sold R$ 2.3 billion

In the same period, EZTEC recognized a gross margin of 40% and a net margin of 34%

RESULTS. EZTEC reached (i) Net Revenues of R$249.5 million, (ii) Gross Profit of R$101.2 million (Gross Margin of 40.6%), and (iii) Net Income of R$77.7 million (Net Margin of 31.1%) in 1Q20;

OPERATIONS. EZTEC reached (i) Launches of R$564.1 million (R$212.2 million sold), (ii) Net Sales of R$460.1 million (18.5% Sales Over Supply), and (iii) Landbank of R$7.9 billion (R$1.1 billion in Acquisitions) in 1Q20;

LIQUIDITY. EZTEC reached (i) Net Cash position of R$ 1,266.6 million (cash build of R$ 1.2 million), (ii) Cash Equivalent and Appliances of R$ 1,267.2 million (R$0,6 million in SFH financing), and (iii) Performed Receivables of R$551.8 million;

PANDEMIC. By the time of this publishing, (i) 100% of construction sites remain in regular operation, pursuant to Abrainc's sanitary protocols; and (il) deliveries, bank transfers, and receivables remain operating normally;

GOVERNANCE. EZTEC increases the proportion of independent members in the Board of Directors (3/7) following best practices. The May 13th Board Meeting appointed Luiz Pretti, ex-CEO of Cargill and current Chairman of the Votorantim's Board of Directors. Flávio Zarzur and Marcelo Zarzur gave in their seat at no expense of their commitment to the Company's operational and strategic management.

São Paulo, May 14th,2020 - EZTEC S.A. (BOVESPA: EZTC3) celebrates its 41th anniversary as one of the most profitable builders and developers in Brazil. The Company announces its results for the first quarter of 2020 (1Q20). Except where stated otherwise, EZTEC's operating and financial information is presented on a consolidated basis and in Brazilian real (R$), in accordance with Generally Accepted Accounting Principles in Brazil ("BR GAAP") and the International Financial Reporting Standards (IFRS) applicable to real estate developers in Brazil, as approved by the Accounting Pronouncement Committee (CPC), Securities and Exchange Commission of Brazil (CVM) and Federal Accounting Board (CFC).

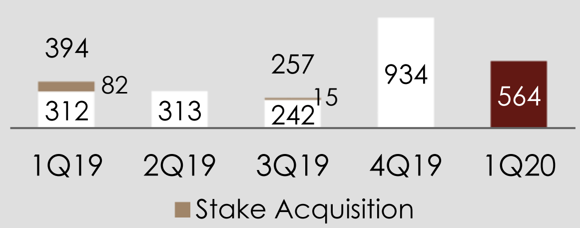
Since January 1st, 2013, the rules of the IFRS 10 and IFRS 11 were taken into effect. These rules regard the projects with shared control. When adopting the norms of the CPC 19, a share of the Assets and Liabilities, Revenues and Expenses stop being consolidated proportionally to the Company´s stake. These changes will affect neither the Shareholder's Equity nor the Company's Net Income.

Highlights	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Gross Profit (R$MM)	267.896	161.619	65,8%	267.896	326.466	-17,9%
Net Revenue (R$ '000)	249.514	146.370	70%	249.514	308.598	-19%
Gross Profit (R$ '000)	101.203	54.401	86%	101.203	122.693	-18%
Gross Margin	*40,6%*	*37,2%*	*3,4 p.p.*	*40,6%*	*39,8%*	*0,8 p.p.*
Net Income (R$ '000)	77.687	17.303	349%	77.687	107.632	-28%
Net Margin	*31,1%*	*11,8%*	*19,3 p.p.*	*31,1%*	*34,9%*	*-3,7 p.p.*
EPS (R$ '000)	0,342	0,105	226%	0,342	0,474	-28%
EBITDA (R$ '000)	54.441	15.293	256%	54.441	92.824	-41%
EBITDA Margin	*21,8%*	*10,4%*	*11,4 p.p.*	*21,8%*	*30,1%*	*-8,3 p.p.*
Number of Launched Developments	3	3	0%	3	5	-40%
Launched Usable Area (in '000 sq.m)	48.012	42.630	13%	48.012	129.086	-63%
Launched Units	1.213	750	62%	1.213	2.286	-47%
PSV (R$ '000) (1)	564.100	393.955	43%	564.100	1.098.233	-49%
EZTEC´s Stake total Launches (%)	100%	100%	0,0 p.p.	100%	85%	0,2 p.p.
EZTEC´s PVS (R$' 000) (2)	564.100	393.955	43%	564.100	933.821	-40%
EZTEC's Contracted Sales (R$ '000)	460.122	303.497	52%	460.122	545.535	-16%

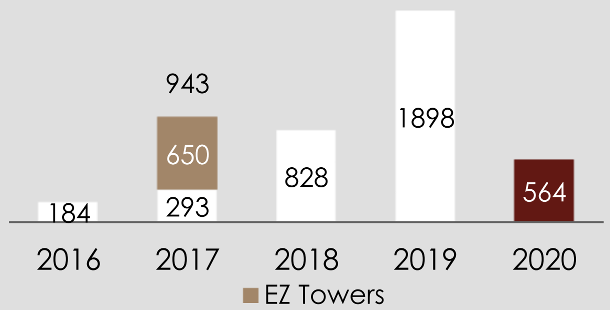
(1) Total PSV launched, regardless of EZTEc's stake in projects.
(2) PSV launched taking into considerations EZTEC's stake in projects.

INDICATORS OF FINANCIAL AND OPERATING PERFORMANCE I

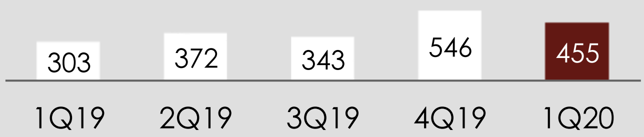
Launched PSV
% EZTEC (R$ MN)



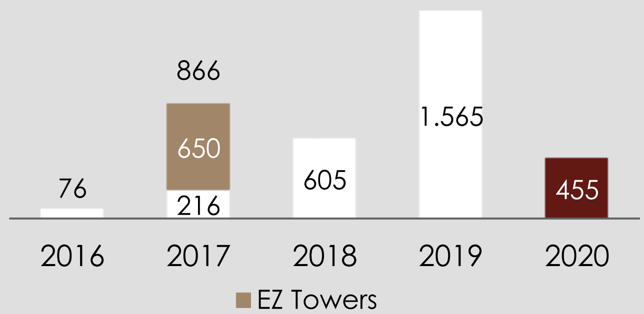
Cumulative Launched PSV
% EZTEC (R$ MN)



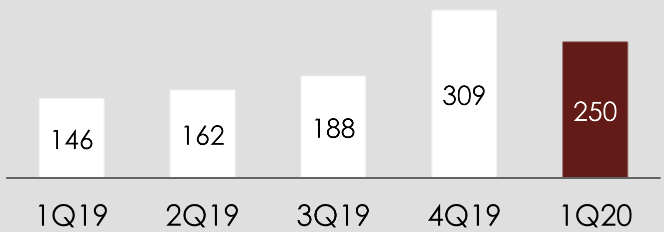
Net Sales
% EZTEC (R$ MN)



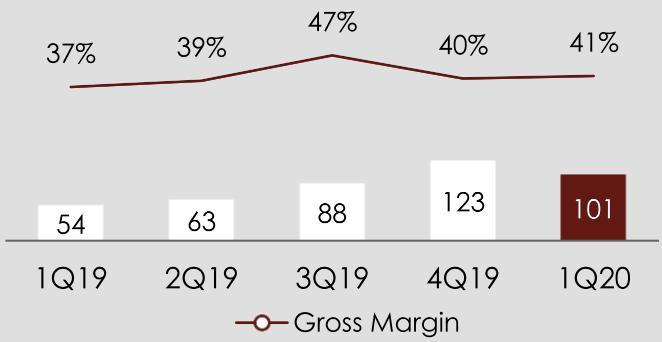
Cumulative Net Sales
% EZTEC (R$ MN)



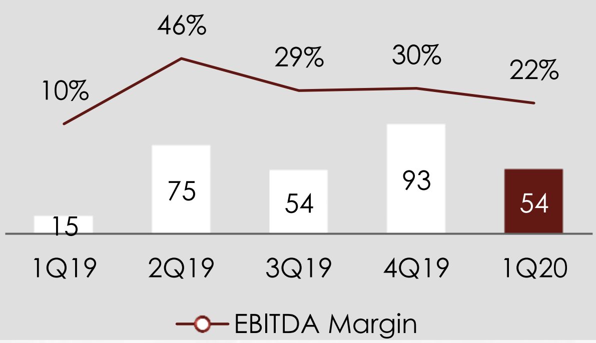
Net Revenue
(R$ million)



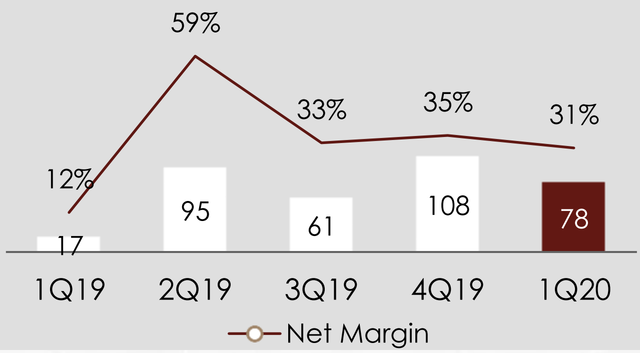
Gross Profit
(R$ million)



EBITDA
(R$ MN)

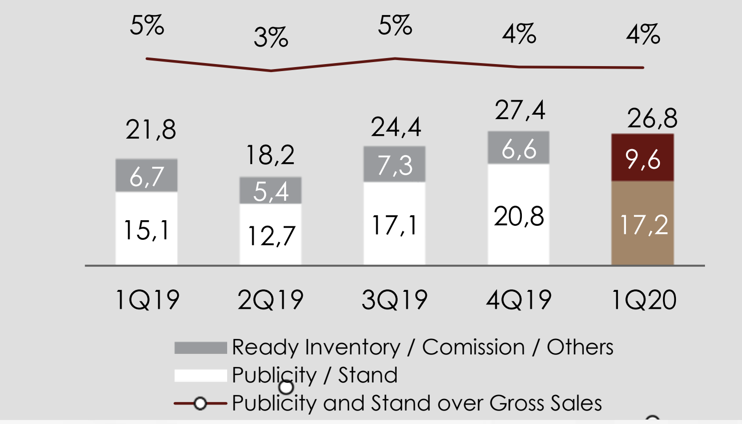


Net Income
(R$ MN)

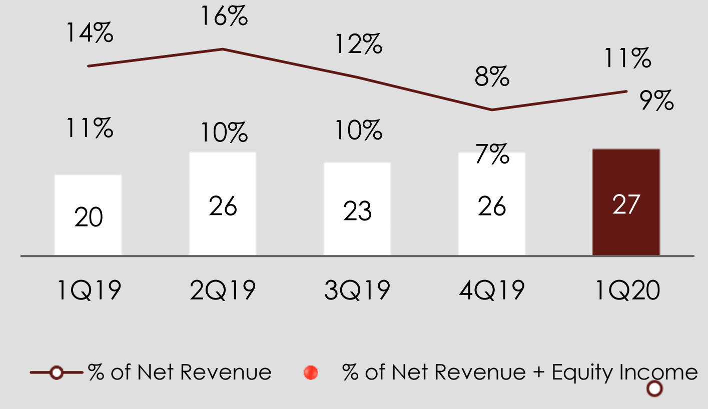


INDICATORS OF FINANCIAL AND OPERATING PERFORMANCE II

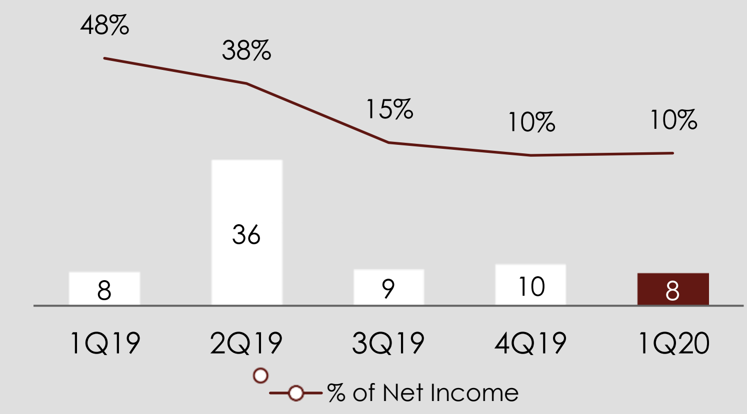
Selling Expenses (R$ MN)



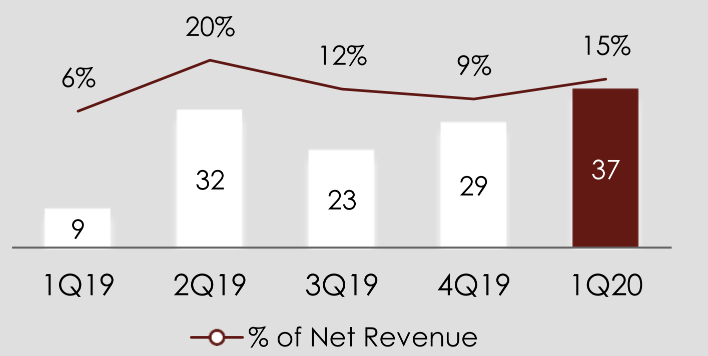
G&A (R$ MN)



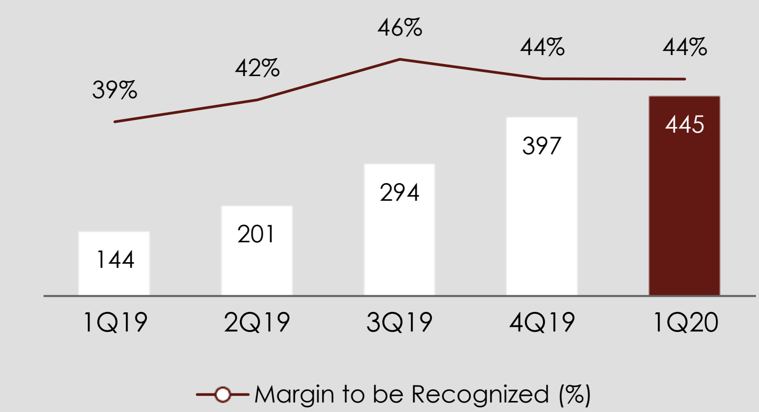
Equity Income (R$ MN)



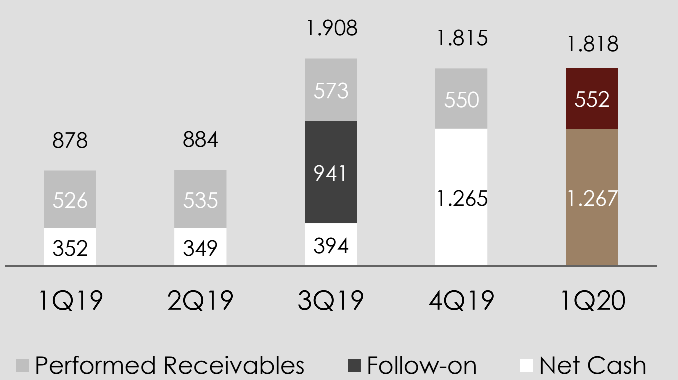
Financial Result (R$ MN)



Results to be Recognized (R$ MN)



Net Cash + Performed Receivables (R$ MN)



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MANAGEMENT'S COMMENTS AND EXECUTIVE SUMNARY

EZTEC's Management announces the 1Q20 results, a quarter in which it registers launches of R$576 million, gross margin of 40.6%, and net income of R$78 million. Taking a step back, it is possible to observe a very well delineated year and a half long cycle, since 4Q18, in which the Company carried out R$3.0 billion in PSV launched and R$2.3 billion sold – on the back of a relevant pent up demand, unprecedentedly accessible financing rates, and an influx of liquidity that bolstered both sales and launches. This operational momentum was then curtailed by the Covid-19 pandemic, an exogenous, unprecedented phenomenon. A black swam.

The operational front that was more immediately impacted was the commercial front. Ever since the local authorities imposed the first wave of restrictions, still in 1Q20, sale stands were paralyzed, disrupting brokers' regular workflow. While weekly sales by that point had been, in average, R$45 million, this pace dropped abruptly to R$4 million from the second half of March up until the end of April. Even though these figures are very preliminary, it is promising to observe that, in the first two weeks of May, new sales efforts doubled the weekly pace of sales.

Those efforts involve the deployment of videoconference events targeting specific projects, reproducing virtually the environment that a client would find in a sale stand, and, at last, allowing the broker to engage the client in a private chat to negotiate an offer. With that said, it is important to highlight that Tec Vendas is an indispensable asset, as well as the largest real estate brokerage firm of the metropolitan area of São Paulo, with its 1.577 registered brokers. Even though the physical sale stands serves an important role in creating the atmosphere for a sale, it is worth emphasizing that EZTEC set the entire process for new sales to happen digitally.

Judging by the first symptoms, the Company's remaining operational pillars – construction, bank transfers, and management of receivables – are running at a state of normality. Civil construction is deemed as an essential activity in every sphere the Company operates in, and, today, 100% of its construction sites remain active. Abrainc has had a vital role in this process, intervening early and establishing a standardized protocol for on site activities, which EZTEC follows diligently: they include hygiene reinforcements, informative pamphlets with prevention procedures, staggered entry and lunch times, provision of alternative means of transportation, temperature checks at entry-spots, masks for transportation as well as available on site, and the withdrawal of personnel that are either symptomatic or part of risk groups. These measures have not disturbed the planned construction schedule, which count with a 2-3-month cushion.

As a legacy of the prosperous cycle that prevailed since 2018, EZTEC inherits an exceptionally healthy operational and financial state. To start it, the Company navigated the cycle with a gross inventory formation absolutely under control; megaprojects like EZ Parque da Cidade or Air Brooklin have, respectively, 66% and 60% of its units sold. Qualitatively, also, these have been firm sales, where clients were willing to shorten the amortization schedule. Taking in all projects launched in the cycle, clients committed to an average of 54% of the ticket paid by the time of the delivery of the keys. This pace of prepayment alleviates future leverage on construction, making most of these projects effectively self-financing. Currently, the Company has already acquitted all its SFH construction debt, and, as a legacy of the follow-on, has a net cash position of R$1.26 billion. This availability does not inhibit the Company's fiduciary duty to a diligent cash management through the pandemic, but it certainly safeguards from structural risks.

In a time when visibility is dim even in the short term, it is also reassuring to observe the Company's operational track-record, where it has been able to operate efficiently in a plethora of income segments and typologies. Future launches may rely on a residential landbank of R$6.1 billion in PSV, whose sale potential can be roughly split into three: a third in mid-income and smart-living projects (small units with an appeal for investors); another third in the mid-high and high income segment suited for families; and the last third in the economic segment with a vocation for the Minha Casa Minha Vida program. The sector analysis should unfold on a day by day basis, but the Company's first deployment will surely be grounded on quality raw materials.

Even though the news flow in the pandemic dispirits consumer confidence, whatever analysis of the sector's demand must take the current interest rate levels into account as a supervening factor. Firstly because real estate financing has never been this easily accessible – even though there still is an expectation that financing rates ought to reduce in the face of a 3% per annum Selic rate. But also because, in this context, investors will continue to find in the real estate market an alternative to fixed-income vehicles. Certainly, the pandemic shockwaves stun any investment decision. But it is also a fact that, at the quarantine, real estate is at the back of the mind of every individual, as their day to day lives is intimately linked to the attributes and limitations of their own apartment.

Regarding EZTEC, it will be positioned to make use of the opportunities wherever they may present themselves. The Company's business model has been tested in prior crises, and, repeatedly, it proves to be at once robust and nimble. Its robustness is on the back of its financial liquidity, but also due to its vertically integrated operation, where all operational processes are under the firm grasp of the controlling group and management team. And as the Company is grounded on this robust backbone, it is also able to be nimble, seizing opportunities countercyclically and diligently, maneuvering flexibly according to the changing circumstances.

EZTEC's Management reinforces its commitment to serene and reasonable decision-making, such that the Company breaks through the current moment judiciously, safeguarding its collaborators and suppliers, revisiting its investment premises, and observing the sector in a wide and unrestrained fashion, as to capture the opportunities to deliver a profitability that is compatible with the Company's capital structure.

THE MANEGEMENT

Arbitration Chambers

Pursuant to Article 41 from EZTEC's Bylaws, the Company, its shareholders, Management, and members of the Audit Committee are obliged to resolve each and every of dispute and controversy that may arise among them through arbitration towards The Chamber of Arbitration of the Market (Câmera de Arbitragem do Mercado), especially in regard to the application, the validity, the efficacy, interpretation, and violation of its effects, of the the Corporation Law (Lei das Sociedades por Ações), of the Company's Bylaws, of the norms edited by the National Monetary Council, by the Central Bank of Brazil or by CVM, as well as of the remaining norms applicable to the functioning of the capital market in general, and of the Novo Mercado Regulation, the Arbitration Regulation, the Sanction Regulation, and the Participation Contract in Novo Mercado.

Relationship to Independent Auditors

Pursuant to CVM Instructions CVM nº 381/03, EZTEC informs that its independent auditors from Ernst & Young Global Limited do not currently render any other services other than related to external audit. The Company's policy for hiring independent audit services assures that there is no conflict of interests, loss of independence or objectivity.

NET REVENUE

Our Quarter: R$ 249.5 MN in 1Q20 (-19% vs. 4Q19 | +70% vs. 1Q19)

- Air Brooklin's successful launch drives the quarter's net revenues, much like EZ PDC had done, in a greter scale, in 4Q19
  - (Even though there is a drop vis a vis 4Q19, it still falls into a consistent upward trend that unfolds since 4Q18)
- Air Brooklin and EZ PDC had a particularly proeminent first revenue contribution due to the weight of their plot cost vis a vis the overall budget
  - (Air Brooklin's plot is in a prime location and was purchased at the boom in 2014; PocC of 35% and revenues of 61 mi)

Context: R$ 988 MN in Revenues to be recognized in 1Q20 (32% vs. 4Q19 | 210% vs. 1Q19)

- Despite Covid-19, every construction site is working at a regular pace and contributes to revenues via PoC of sold units
  - (Abrainc study with 36 Companies finds 94% of sites still active and 87% of the construction staff working regularly)
- Projetcs launched since the beginning of the cycle in Oct/18 enter the vertical phase of construction and gain traction
  - (Building upwards is more labor intensive and envolves greater volume of simultaneous tasks than at the foundation)

GROSS MARGIN

Our Quarter: 40.6% in 1Q20 (+1 p.p. vs. 4Q19 | +4 p.p. vs. 1Q19)

- Air Brooklin still reports gross margin of 39.2% despite being mainly driven by investor demand, which compresses margin
  - (Trade-off between margin and IRR when clients shorten amortization schedule: average pre-payment of 63%)

- **Context**: 44% in Margin to be recognized (+4 p.p. vs. 4Q19 | +10 p.p. vs. 1Q19)

- Investors tend to seek for units on the lower half of the tower and shorten their amortization schedule upon a NPV discount
  - (The first ~R$25 million sold in Z.Cotovia and Z.Pinheiros had a margin 3-6 p.p. short of the last ~R$25 million sold)
- With the pandemic, revenues and margins are driven by the development in PoC and by the margin to be recognized
  - (The margin to be recognized is based on units that are already sold, and is a reliable metric in an inertial state)

SELLING & ADMINISTRATIVE EXPENSES

Our Quarter: R$ 54 MN in 1Q20 (+2% vs. 4Q19 | +29% vs. 1Q19)

- 1Q20 SG&A reflects the pre-Covid-19 era; it later contracts due to reduced operational pace and containment measures
  - (1Q20 deviates from 4Q19 only in regards to tax expenses, due to anticipation of 2020 real estate teax paid in January)

Context: 22% of Net Revenue in 1Q20 (+5 p.p. vs. 4Q19 | -7 p.p. vs. 1Q19)

- Publicity and sale stand expenses drop automatically with the quarantine, except for an online marketing line
  - (Selling expenses related to ready inventory carryover persist: it represented ~3% of PSV in ready inventory in 2016-19)
- Strong cycle had reflected in greater wages, but new hirings thus far had been no more than sporadic
  - (Staff increased as little as 9% since Jan/2019, with new hirings mainly amid support roles with no major impact on G&A)

LAUNCHES

Nosso Trimestre: R$ 564 MN in PSV launched in 1Q20 (R$ 934 MN in 4Q19 | R$ 394 MN in 1Q19)

- Air Brooklin (PSV of R$365 mn) repeats EZ PDC success (R$576 mn) in 4Q19 and sets the tone for the quarter's operation
  - (Air Brooklin had been acquired in '14 and has since been reconceived as a smart-living project under the new Estrategic Master Plan of Uban Development)
- Virtuous operational cycle of Oct/18 to Mar/20 drives R$3.0 billion in PSV and R$2.3 billion in new sales
  - (Launches feat is as great as as the record between Jun/12 and Dec/13, adjusted by construction cost inflation)

Contexto: Old guidance of R$ 2 bi to 2,5 bi in PSV for 2020 (ex-corporate towers)

- Guidance discontinuity due to the suspension of stands as well as the lockdown on government bodies that emit approvals
  - (Launches of new projects require a prior analysis of government bodies inside and outside of the municipal office hall)
- Despite the lack of visibility, EZTEC sets processes in motion so that launches can happen as soon as circunstances allow
  - (The Company anticipates the project conception, as well as marketing campaign and sale stand projects)

SALES

Our Quarter: R$ 455 MN of Net Sales in 1Q20 (-17% vs. 4Q19 | +50% vs. 1Q19)

- Air Brooklin (PSV of R$365 million) and EZ PDC (PSV of R$576 million) sold 60% and 66% of its units thus far, respectively
  - (In 1Q20, Air Brooklin sold R$187 million and EZ PDC sold R$53 million, constituting 52% of the quarter's net sales)
- With the pandemic, the drop in average weekly sales was from R$45 million up until Mar-15 to R$4 million thereafter
  - (Beyond the collapse in consumer confidence, the suspension in sale stands curtails the capacity to generate sales)
- New live videoconference dynamic reproduces the sale stand experience, triggers sales, and doubles weekly avg. in May
  - (Lives 2x a week make the project tangible and set special offers for brokers to convert sales among warm leads)

Context: 105% Gross Sales over supply in 1Q20 (+83 p.p. vs. 4Q19 | +87 p.p. vs. 1Q19)

- EZ Digital marketing effort reinforces the process for online sales, from prospecting clients to the actual contract signing
  - (Online publicity had historically helped in setting the mood for a sale; but actually converting sales is the challenge)
- Company's own CRM is already mature, and sets a premium in facilitating brokers' home office and leads management
  - (Broker is able to access the platform via desktop or phone app, which feeds data into entire management chain)

CONSTRUCTION

Our Quarter: SFH construction debt of R$ 557 thousand in 1Q20

- Every single one of EZTEC's construction site carries on at a regular pace; construction schedule with 2-3 month cushion
  - (EZTEC had prehemptively acquired the supply of steel scheduled for the year anticipating a tightening market)

Contexto: 20 construction sites in activity (+43% vs 4Q19 | 122% vs 1Q19)

- Civil construction is deemed an essential activity, ensuring that there are no fissures in the downstream chain of suppliers
  - (From the start, Abrainc mobilized a sanitary consulting team and standardized the protocol for activities on sites)

LANDBANK

Our Quarter: R$ 1.058 MN of potential PSV aquired in 1Q20

- New plots 1Q20 add another R$1.1 billion in PSV (on top of air right titles acquired for Água Espraiada Urban Operation)
  - (Acquisitions were IBM's parking lot in Paraíso, added lots at Vila Clementino, and plots in the North and East Zone)

Contexto: R$ 7.9 bi of potential PSV in landbank (R$ 7.4 bi in 4Q19 | R$ 6.2 bi in 1Q19)

- Company had been acquiring since follow-on and residential landbank available hit 3.2x of PSV launched in 2019
  - (Even so, it is a part of EZTEC's business model to pay attention to acquisition opportunities in stress scenarios)
- Amid the R$6.1 bn in resid. landbank, there is enough raw material for launches in whichever segment best suit the moment
  - (Roughly, 1/3 in mid-income and smart-living; 1/3 in family-profile mid-high and high income; and 1/3 in MCMV)

CASH GENERATION

Our Quarter: R$1.2 MN of cash build in 1Q20 (-R$ 70.5 MN in 4Q19 | -R$ 51.1 MN in 1Q19)

- Bank transfers remain functional with underused notaries and bank workers at home office; yet bank rates haven't kept up
  - (Deliveries generated R$34 million in bank transfers; but bank conditions for financing clients is still stagnant at ~7-8%)
- Cash deployments of (i) R$46 million in acquisitions, (ii) R$36 million in air right titles in operation areas (CEPAC), and (iii) R$13 mi for general air right (Outrogas onerosas)
  - (Oustanding balance for new as well as old acquisitions of R$142 million (%EZTEC))
- **Context**: R$1,266.6 MN of Net Cash and R$552 MN in performed receivables
- Low rate environment led to shortened amortization schedules for launches since '18; avg. pre-payment of 54% until delivery
  - (Air Brooklin exceeds the average at 63%; quicker turnover lowers leverage as influx covers construction costs)
- Gap in launches between 2015 and 1H18 generate a valley in deliveries up until 2H21, diminishing source of cash generation
  - (The delivery of aconstruction triggers the transfer of client's outstanding balance to banks; predicted contracted deliveries of R$568 million for 2H21)

INCOME STATEMENT

Consolidated Income Statement Periods ended in March.31 In thousands of Brazilian Reais (R$)	**1Q20**	**1Q19**	**Var. %**	**1Q20**	**4Q19**	**Var. %**
Gross Operating Revenue	267.896	161.619	66%	267.896	326.466	-18%
Revenue from Sale of Real Estate	261.882	157.519	66%	261.882	319.309	-18%
Revenue from Services and Rental	6.014	4.100	47%	6.014	7.158	-16%
Gross Revenue	267.896	161.619	66%	267.896	326.466	-18%
Deductions from Gross Revenue	(18.382)	(15.249)	21%	(18.382)	(17.868)	3%
Cancelled Sales	(11.080)	(10.190)	9%	(11.080)	(11.958)	-7%
Cancelled Rental	-	-	n.a.	-	-	n.a.
Taxes on Sales, including Deferred Taxes	(7.302)	(5.059)	44%	(7.302)	(5.910)	24%
Net Revenue	249.514	146.370	70%	249.514	308.598	-19%
Cost of Real Estate Sold, Rentals and Services	(148.311)	(91.969)	61%	(148.311)	(185.905)	-20%
Gross Profit	101.203	54.401	86%	101.203	122.693	-18%
Gross Margin	*40,6%*	*37,2%*	*3,4 p.p.*	*40,6%*	*39,8%*	*0,8 p.p.*
(Expenses) / Operational Revenues	(53.427)	(42.080)	27%	(53.427)	(34.769)	54%
Selling Expenses	(26.808)	(21.800)	23%	(26.808)	(27.448)	-2%
Administrative Expenses	(23.951)	(17.767)	35%	(23.951)	(22.510)	6%
Management Fees	(2.779)	(2.617)	6%	(2.779)	(3.410)	-18%
Other Operating (Expenses) / Revenues	(1.282)	(2.627)	-51%	(1.282)	8.547	-115%
Tax Expenses	(6.704)	(5.565)	20%	(6.704)	(197)	3297%
Equity Income	8.097	8.296	-2%	8.097	10.248	-21%
Income from Operations before Financial Income	47.776	12.321	288%	47.776	87.924	-46%
Operational Margin	*19,1%*	*8,4%*	*10,7 p.p.*	*19,1%*	*28,5%*	*-9,3 p.p.*
Financial Income (Expenses)	36.835	9.116	304%	36.835	29.212	26%
Financial Expenses	(2.368)	(2.521)	-6%	(2.368)	(2.077)	14%
Financial Income	39.203	11.637	237%	39.203	31.289	25%
Operational Result	84.611	21.437	295%	84.611	117.135	-28%
Income Before Income Tax & Soc. Contrib.	84.611	21.437	295%	84.611	117.135	-28%
Income Tax and Social Contribution	(5.229)	(4.037)	30%	(5.229)	(6.429)	-19%
(-) Current	(5.662)	(3.240)	75%	(5.662)	(6.898)	-18%
(-) Deferred	433	(797)	-154%	433	469	-8%
Net Income	79.382	17.400	356%	79.382	110.705	-28%
Attributable to Non-Controlling Interests	(1.693)	(97)	1646%	(1.693)	(3.074)	-45%
Attributable to Controlling Interests	77.688	17.303	349%	77.688	107.632	-28%
Net Margin	*31,1%*	*11,8%*	*19,3 p.p.*	*31,1%*	*34,9%*	*-3,7 p.p.*

**Throughout this release, the expression Net Income refers to the Net Income Attributable to the Controlling Shareholders. This line excludes the interest of minority developers from the results of subsidiaries.*

BALANCE SHEET

Balance Sheets **Periods ended in March.31** In thousands of Brazilian Reais (R$)	1Q20	1Q19	Var. %	1Q20	4Q19	Var. %
Assets	4.354.424	2.992.783	45%	4.354.425	4.275.916	2%
Current Assets	2.197.030	1.531.679	43%	2.197.031	2.444.496	-10%
Cash and Cash Equivalents	34.153	27.043	26%	34.153	74.883	-54%
Financial Investments	1.233.000	400.562	208%	1.233.000	1.232.030	0%
Trade Accounts Receivable	234.386	175.779	33%	234.386	231.485	1%
Provision for Doubtful Accounts	-4.471	0	n.a.	-4.471	-4.471	0%
Real Estate Held for Sale	629.449	896.933	-30%	629.449	840.094	-25%
Recoverable Taxes	3.002	2.519	19%	3.002	2.912	3%
Dividends Receivables from Investments	166	0	n.a.	166	166	0%
Other Receivables	67.345	28.843	133%	67.345	67.396	0%
Non-Current Assets	2.157.394	1.461.104	48%	2.157.394	1.831.420	18%
Trade Accounts Receivable	807.449	523.911	54%	807.449	741.132	9%
Real Estate Held for Sale	869.068	496.320	75%	869.068	638.895	36%
Recoverable Taxes	36.836	30.557	21%	36.836	35.313	4%
Due from Related Parties	670	2.002	-67%	670	608	10%
Notes receivable	89.546	14.618	513%	89.546	51.619	73%
Other Receivables	37.010	44.687	-17%	37.010	35.275	5%
Goodwill over Investments	16.594	0	n.a.	16.594	18.740	-11%
Investments	279.274	328.579	-15%	279.274	288.129	-3%
Property and Equipment	19.930	18.611	7%	19.930	20.497	-3%
Intangible	1.017	1.819	-44%	1.017	1.210	-16%
Liabilities & Shareholder's Equity	4.354.424	2.992.783	45%	4.354.420	4.275.916	2%
Current Liabilities	355.301	210.941	68%	355.294	263.352	35%
Suppliers	29.721	21.058	41%	29.721	24.052	24%
Payroll Obligations	7.060	5.618	26%	7.060	6.862	3%
Tax Obligations	22.428	13.270	69%	22.428	21.385	5%
Loans and Financing	0	30.035	-100%	0	16.593	-100%
Trade Accounts Payable	24.534	40.751	-40%	24.551	26.745	-8%
Reserve for Guarantee	11.927	14.358	-17%	11.927	12.479	-4%
Advances from Customers	76.027	24.937	205%	76.027	54.374	40%
Land Payable	103.213	23.724	335%	103.213	91.595	13%
Dividends Payable	66.757	23.166	188%	66.734	22	296871%
Due to Related Parties	2.532	2.923	-13%	2.532	899	182%
Deferred Taxes	8.388	7.072	19%	8.388	8.346	1%
Use rights payable	2.714	4.029	-33%	2.714	0	n.a.
Non-Current Liabilities	110.852	126.698	-13%	110.852	136.263	-19%
Loans and Financing	557	45.582	-99%	557	24.944	-98%
Land Payable	41.803	29.930	40%	41.803	43.890	-5%
Reserve for Guarantee	1.925	529	264%	1.925	1.451	33%
Reserve for Contingencies	15.184	10.392	46%	15.184	15.184	0%
Deferred Taxes	35.358	25.047	41%	35.358	34.287	3%
Other Debts to Third Parties	5.622	3.783	49%	5.622	5.622	0%
Use rights payable	10.403	11.435	-9%	10.403	10.886	-4%
Shareholder´s Equity	3.888.270	2.655.144	46%	3.888.273	3.876.301	0%
Controlling Interests	3.839.728	2.627.021	46%	3.839.731	3.828.797	0%
Capital	2.888.997	1.356.704	113%	2.888.997	2.848.243	1%
Capital Reserve	38.297	38.297	0%	38.297	38.297	0%
Earnings Reserves	924.914	1.264.130	-27%	924.914	710.589	30%
Accumulated Profits	0	0	n.a.	0	0	n.a.
Income for the Period	77.689	17.303	349%	77.689	281.082	-72%
Goodwill on transactions with partners	-49.413	-49.414	0%	-49.413	-49.415	0%
Costs with new stocks	-40.754	0	n.a.	-40.754	0	n.a.
Non-Controlling Interests	48.543	28.123	73%	48.543	47.505	2%

* The rows corresponding to "Note Receivables" and "Other Receivables" may marge sometimes

INFORMATION BY SEGMENT

Results by Segment (Amount expressed in thousands of Brazilian Reais - R$)	Commercial 1Q20	 1Q19	 Var.%	Residential 1Q20	 1Q19	 Var.%
Net Revenue	6.166	2.553	141,5%	243.348	143.817	69,2%
Cost of Real Estate Sold and Services	(2.060)	(126)	1534,9%	(146.251)	(91.843)	59,2%
Gross Profit	4.106	2.427	69,2%	97.097	51.974	86,8%
Gross Margin (%)	66,6%	95,1%	-28,5 p.p.	39,9%	36,1%	3,8 p.p.
Selling Expenses	(777)	(1.405)	-44,7%	(26.031)	(20.395)	27,6%

Assets and Liabilities by Segment (Amount expressed in thousands of Brazilian Reais - R$)	Commercial 1Q20	 1Q19	 Var.%	Residential 1Q20	 1Q19	 Var.%
ASSETS						
Accounts Receivable	51.019	65.239	-21,8%	986.345	634.451	55,5%
Real Estate Held for Sale	388.914	312.246	24,6%	1.109.346	1.081.007	2,6%
LIABILITIES						
Loans and Financing	0	0		557	75.617	-99,3%
Advances from Customers	0	0		76.027	24.937	204,9%

Operational Results by Segment	Commercial 1Q20	 1Q19	 Var.%	Residential 1Q20	 1Q19	 Var.%
Number of Launched Developments	0	0		3	4	-25,0%
PSV (R$ '000)	-	-		564.100	393.955	43,2%
Launched Usable Area (in thousands of sq.m)	0	0		49.143	42.630	15,3%
Launched Units (Units)	-	-		1.213	750	61,7%
Launched Units´Average Price (R$ '000)	0	0		465	525	-11,5%
Developments´Average Price (R$/sq.m)	-	-		11.479	9.241	24,2%
EZTEC´s Stake Total Launches (%)	0%	0%	*0,0 p.p.*	100%	100%	*0,0 p.p.*
EZTEC´s PSV (R$ '000)	-	-		564.100	393.955	43,2%
EZTEC's Contracted Sales (R$ '000)	6.305	1.486	324,4%	453.817	302.011	50,3%
Contracted Sales (Units)	24	8	200,0%	985	752	31,0%

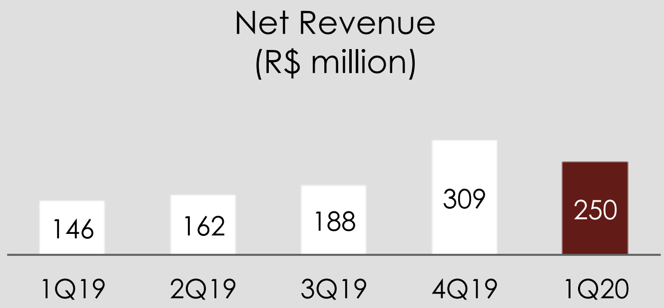
FINANCIAL PERFORMANCE

Financial Highlights	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Gross Revenue (R$ '000)	267.896	161.619	65,8%	267.896	326.466	-17,9%
Net Revenue (R$ '000)	249.514	146.370	70,5%	249.514	308.598	-19,1%
Cost of Real Estate Sold and Services (R$ '000)	(148.311)	(91.969)	61,3%	(148.311)	(185.905)	-20,2%
Gross Profit (R$ '000)	101.203	54.401	86,0%	101.203	122.693	-17,5%
Gross Margin (%)	40,6%	37,2%	3,4 p.p.	40,6%	39,8%	0,8 p.p.
Selling Expenses (R$ '000)	(26.808)	(21.800)	23,0%	(26.808)	(27.448)	-2,3%
General and Administrative Expenses (R$ '000)	(26.730)	(20.384)	31,1%	(26.730)	(25.919)	3,1%
Other Operating (Expenses) / Revenues (R$ '000)	(1.282)	(2.627)	-51,2%	(1.282)	8.547	-115,0%
Equity Income (R$ '000)	8.097	8.296	-2,4%	8.097	10.248	-21,0%
EBITDA (R$ '000)	54.441	15.293	256,0%	54.441	92.824	-41,3%
EBITDA Margin (%)	21,8%	10,4%	11,4 p.p.	21,8%	30,1%	-8,3 p.p.
Financial Income (R$'000)	36.836	9.116	304,1%	36.836	29.212	26,1%
Income Tax and Social Contribution (R$'000)	(5.230)	(4.037)	29,6%	(5.230)	(6.429)	-18,7%
Net Income (R$ '000)	77.687	17.303	349,0%	77.687	107.632	-27,8%
Net Margin (%)	31,1%	11,8%	19,3 p.p.	31,1%	34,9%	-3,7 p.p.
EPS (R$) (1)	0,43	0,10	309,1%	0,94	0,32	193,8%

(1) To calculate the EPS denominator was applied a weighted avarage in the stocks quantity due the variation occurred in the total ammount of stocks the period. This avarege was made using in consideration the ammount of days between every change and the total stocks in that days.

Net Revenue

In 1Q20 the Company's net revenues were of R$ 249.5 million, approximately 19% lower than 4Q19.



Key concepts

In relation to the accounting method, it is worth reminding that revenues and costs relative to real estate developments, for each individual project, is recognized through the Percentage of Completion method (PoC), such that PoC refers to the ratio between the project's incurred costs in relation to the overall budget cost for all units sold, in line with the procedures set forth in OCPC 04, and discounting the Present Value Adjustment (PVA) according to CPC 12. It is worth pointing out that the calculation for the overall budgeted cost takes into account not only the construction cost, but also the land costs, as well as any cost associated with it. Given that land costs are incurred before the project's launch, the PoC for a project's first revenue and cost recognition has an advanced starting point, especially for corporate and high-end projects, where land costs tend to weight heavily in relation to the project's overall budgeted costs.

For each project launched, the initial recognition Is triggered in the quarter when one of its suspensive clauses are surpassed. These clauses are specific in the project's registration, but, as a general rule, are related to [i] the sale of at least 50% of the project's units and [ii] to the passage of 6 months from the time of registration. The Company reserves the contractual right to stop the project's launch while none of those clauses are overcome, reimbursing any buyer that may have already acquired units. This mechanism assures the Company with the flexibility that, eventually, it may be able to make adaptations to the project in the face of its market reception. While none of the clauses are overcome, the plot remains being accounted for as a Plot for New Developments, not considering any revenue or cost effect from sales that may have taken place.

One of the implications from this method is that, in the first quarter for a project's recognition, its revenue and cost contribution tends to be exceptionally large, as it captures all of the sales that have taken place prior to the surpassing of such clauses, and as the PoC factor already counts in the land costs in relation to the remaining costs.

In regards to the how projects with shared control are treated, see the Equity Income segment.

Our Quarter

- **Air Brooklin's successful launch raises net revenue in 1Q20 on the same fashion EZ Parque da Cidade did last quarter.** Net revenue grew throughout 2019, in line with the increment in launches in the period. Having launched and already accounted EZ Parque da Cidade (R$ 576 mn PSV) last quarter made its revenue rise above quarterly standards. The same phenomenon was noted in Air Brooklin, but the significantly lower volume (R$ 365 mn PSV) resulted in a QoQ drop in net revenue. When comparing LTM data the growth trajectory remais clear.

- **Air Brooklin and EZ PDC initial revenues are prominent due to the projects' profile (plot costs are significant when compared to the aggregate budget).** The magnitude of the revenue contribution on both projects (especially in the launching quarter) is a product of (i) being massive projects (EZ PDC was the largest residential project launched in the city of São Paulo last year), (ii) an aggressive sales performance from day one (currently 60% sold units at Air Brooklin and 66% at EZ PDC), (iii) and expressive cost/budget evolution when launched (35% PoC at Air Brooklin and 40% at EZ PDC). A high PoC right from the start is a trait of projects launched in distinctive neighborhoods, where the land takes a larger toll on the total cost.

Context

- **Despite Covid19, all construction sites are operative and contribute to revenue accumulation on units sold via PoC .** Due to real estate development being deemed as an essential activity by the government (in both state and municipal spheres), all of Eztec's construction sites up and running. This means that, regardless of sales pace during quarantine period, the Company still manages to accrue revenue to the PoC evolution. These results tend to cover operational expenses (which may decline amidst the current scenario) and preserve net profitability.

- **Projects launched in the beginning of the new operational cycle (around oct/18) are entering the "vertical" phase of construction.** The sector as a whole had a turning point in October, 2018, month in which the Company launched 3 projects in succession. Since then, launches have been taking place in a consistent timing and started to build all of these projects. Recently launched projects are still in groundwork/foundations phase (intensive in machinery but not necessarily in labor) whilst older launches are already in the "vertical" phase (in which the building actually gets erected), being that more labor intensive than the previous one. This phase allows for multitasking within teams working on different floors in a sequential manner. In a standard project the costs evolution curve has an "S" shape, as shown in Data for Valuation spreadsheet available at the IR website.

Cost of Properties Sold and Services Rendered

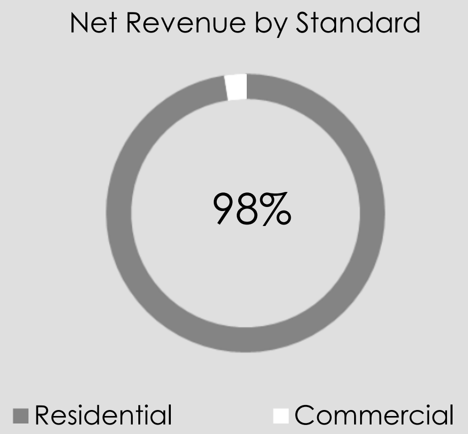
COGs for the quarter reached 148.3 million, 20.2% lower than the previous quarter. These costs totaled 148.3 million in 1Q20, against 185.9 million in 4Q19.

Cost by Nature (Amount expressed in thousands of Brazilian Reais - R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Cost of Construction / land	(143.612)	(90.207)	59,2%	(143.612)	(183.268)	-21,6%
Capitalized Financial Charges	(3.539)	(1.512)	134,1%	(3.539)	(2.105)	68,1%
Maintenance / Guarantee	(1.160)	(250)	363,8%	(1.160)	(532)	118,0%
Total Costs	(148.311)	(91.969)	61,3%	(148.311)	(185.905)	-20,2%

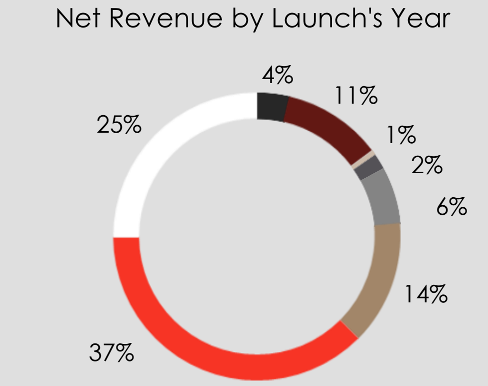
Key Concepts

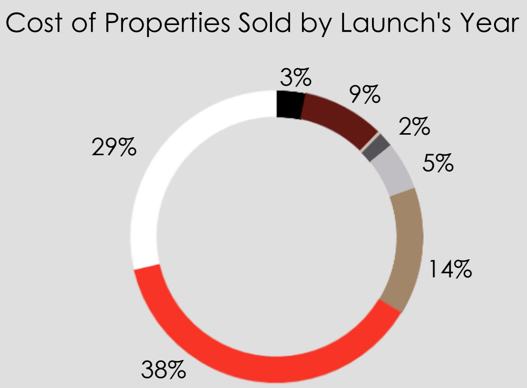
The Cost of properties sold and Services Rendered is essentially comprise of the following costs: [i] plot acquisition; [ii] project development; [iii] construction; [iv] maintenance (including provisions); and [v] financial charges related to production financing (SFH).

Managerial Data 1Q20



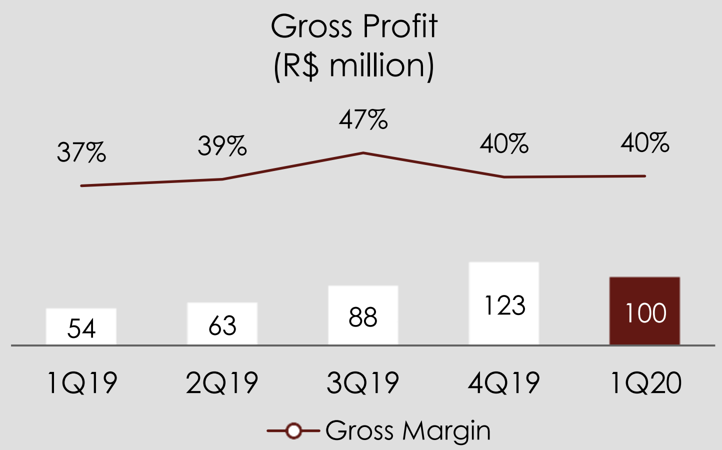
Managerial Data 1Q20





Gross Profit

Gross Profits reached 101.2 in 1Q20, for a Gross Margin of 40.6%. 1Q20 reached R$ 101.2 million with a Gross Margin of 40.6% against R$ million and % in 4Q19



Key concepts

In a context of escalating launches, it is worth taking in consideration a series of variables that can, at least at first, to hinder the gross margin incurred vis a vis the feasibility analysis: [i] the strategic decision the developer may make given the tradeoff between greater sales speed (while mitigating gross inventory formation) and maximizing its profitability; [ii] the choice a buyer may make between a longer amortization schedule (with a higher incidence of inflation) or a shorter one (with quicker cash generation for the developer); and [iii] the present value adjustment for sold units – an accounting practice required by norm that removes revenues from the initial moments of recognition, while restituting it via amortizations along the construction execution cycle.

Our Quarter

- **Air Brooklin, the quarter's main project reported 39.2% gross margin even with large demand from investors.** This project (even more than EZ PDC) fits comfortably into investors tastes and preferences. Starting from smaller units that end up increasing affordability for retail investors (29 to 82 sqm.) to being located in a trendy region with logistical facilities for the main corporate hubs in the city. Those characteristics provide security to investors due to the perception of a young, rental dependent core of demand to rely on in the future. In addition, the project has a sophisticated and imposing design signed by renowned international architect, Carlos Ott. This aesthetic distinction becomes another cornerstone for investors, providing visibility for future tenants and creating a feeling of desire towards the product. As seen on EZ PDC, investor demand has been correlated with lower margins for the following reason: in a context where fixed income has lost its relative appeal, investors have brought exceptional liquidity to the sales stands. Hence, committing to pay, on average, 54% of the unit by delivery (a much larger amount than the one paid by average consumers). In Air Brooklin this average goes up to a 63% commitment by delivery date. The counterpart of this increased pre-payment is, of course, a discount on outstanding debt with NPV adjustments, diminishing margins while increasing return rates. Gross margins in Air Brooklin remain around 40% mostly due to the repricings made possible by an aggressive commercial appeal that did not harm sales speed.

- **For 1Q20 the Company accrued a 42.9% gross margin when excluding Air Brooklin and EZ PDC (R$ 88 mn aggregate revenue).** Both Air Brooklin and EZ PDC were majorly relevant in this quarter's P&L, driving aggregate margins towards their own (39% and 30%, respectively). However, when disregarding those projects, gross margin rises to 43%, being supported by fragmented contributions from several projects. Among these projects that contribute to more than R$ 10 million in revenue are mid-income ready projects (Cidade Maia, with 44% gross margin), projects within the MCMV program (Fit Casa Rio Bonito, with 44% gross margin; and Fit Casa Brás, with 46% gross margin), as well as smart-living projects aimed at investors (Z.Pinheiros, with 47% gross margin and Diogo Ibirapuera, with 57% gross margin).

Context

- **Investors, as a category, tend to seek for units on the lower half of the tower and shorten their amortization schedule upon a NPV discount.** When a project is launched, usually there is an initial preference for units on the lower floors, where the price/sqm is marginally cheaper – it is a typical behavior among investors, that are more sensitive to price. EZ Parque da Cidade's Epic Tower, in 4Q19, sold more than 90% of the units up to the 20th floor, but less than 50% of units above the 30th floor. The project as a whole has sold 91% of the smaller 134 sqm units and only 42% of the 227 sqm ones. Thus, it was to be expected that the gross margin reported in the quarter would undershoot the project's average margin. Examples of this phenomenon include Z. Cotovia, which went from 38% in 1Q18 to 46% in 4Q19, or even Z. Pinheiros, which reported 42% in 1Q19 and 49% in 4Q19. The top half of a project is mostly absorbed by the final client, which is usually attracted by the project when the building starts to rise and the concept becomes more visible in people's routine. Commonly, the final client will value the product differently than investors do at first, such that that gap in profitability may be covered.

- **With the pandemic, PoC evolution and margins to be recognized steer future results and margins.** The most notable economic impact of the current scenario (pandemic and social distancing) on real estate developers is the collapse in consumer confidence and the paralysis of sales stands, imposing a considerable obstacle to new sales to come. As referred to earlier in the net revenue segment, future net revenue tends to depend heavily on cost evolution for projects under construction. Therefore, gross margin basically comes from units already sold, as explained in the Margins to Recognize rationale – units sold but still not recognized due to PoC evolution. In this inertial outlook with no additional sales, this tends to be a reasonable driver.

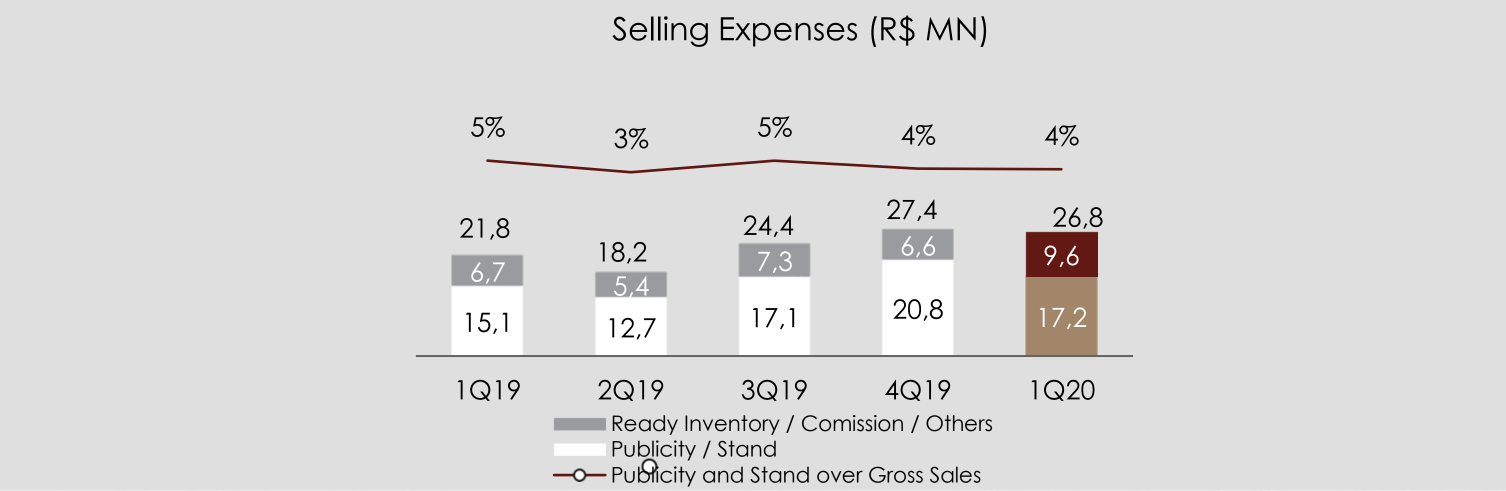
Selling, General and Administrative Expenses

The following table presents a breakdown of Selling and Administrative Expenses as a percentage of Net Revenue:

Selling, General and Administrative Expenses (In thousands of Brazilian Reais – R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Selling Expenses	(26.808)	(21.800)	23,0%	(26.808)	(27.448)	-2,3%
% of Net Revenue	-10,7%	-14,9%	4,1 p.p.	-10,7%	-8,9%	-1,8 p.p.
General and Administrative Expenses (G&A)	(26.730)	(20.384)	31,1%	(26.730)	(25.919)	3,1%
% of Net Revenue	-10,7%	-13,9%	3,2 p.p.	-10,7%	-8,4%	-2,3 p.p.
Administrative Expenses	(23.951)	(17.767)	34,8%	(23.951)	(22.510)	6,4%
Management Fees	(2.779)	(2.617)	6,2%	(2.779)	(3.410)	-18,5%
Total SG&A	(53.538)	(42.184)	26,9%	(53.539)	(53.368)	0,3%
% of Net Revenue	21,5%	28,8%	-7,4 p.p.	21,5%	-17,3%	38,8 p.p.

Selling Expenses

Selling expenses in the quarter reached R$26.8 million. From them, the expense related to the realization of new launches represent 64.3%, while efforts for inventory commercialization take the remaining 35.7%.



Key concepts

Commercial expenses include all expenses related to tangible assets (sales stands, model apartments and their related furniture), advertising costs and other expenses related to the marketing efforts of developments, besides expenses related to brokerage fees (when applicable), and those related to the maintenance of ready inventory (as condominium fees and real estate tax).

Our Quarter

- **Stable SG&A in the quarter reflects a pre-pandemic reality; this amount is supposed to shrink due to operational slowdown and proactive measures.** Data for 1Q20 does not differ significantly from those reported in 4Q19. To a certain extent, both quarters were similar: especially due to the magnitude of commercial expenses to support massive launches (EZ PDC and Air Brooklin). Evidently, any similarity quickly dissipates when the pandemic takes place, starting in the second half of March. It resulted in a retraction in commercial expenses first due to the lack of sales and its associated expenses and in containing projects that were deemed as excessive in the current scenario, including a series of negotiations with suppliers in order to achieve some discounts.

Context

- **Sales stands and advertising expenses automatically halt, with exception of online advertisement efforts.** As outlined above, commercial expenses retract autonomously as there are no longer market conditions for sales and launches, which would require targeted campaigns. Therefore, since the second half of March, the Company has focused its commercial efforts on online media channels. This is mainly done through the EZ Digital initiative, which seeks customers where they are currently available: through targeted advertisements on social networks and online research tools. In parallel to the "active" commercial expenses (which seek the customer and try to sell the product), it is important to note that there is a "passive" line of expenses for inventory maintenance, consisting basically of taxes and condominium fees. This nature of commercial expenses remains intact during quarantine, representing annually around 3% of finished inventory sales value on average (taking into consideration the period between 2016 and 2019).

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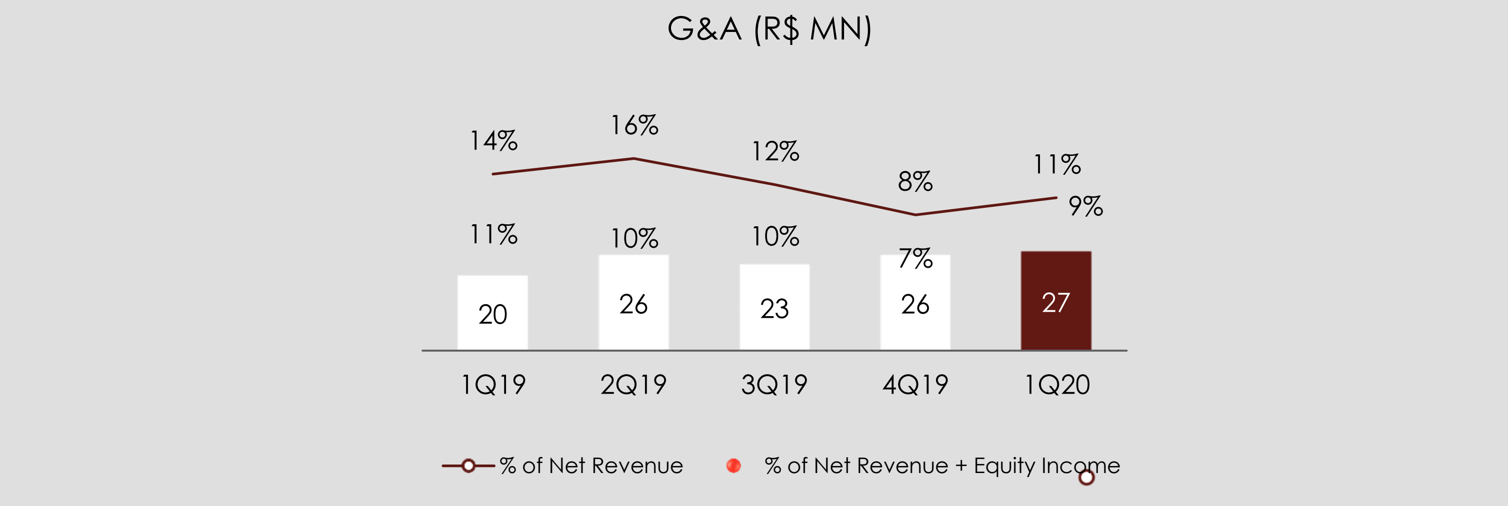
Residual expenses under "other expenses" reflect the payment of ITBI and developer registration, associated to the recent delivery cycle.

Selling Expenses by Nature (Amount expressed in thousands of Brazilian Reais - R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Advertising Expenses	(7.912)	(5.845)	35,4%	(7.912)	(11.596)	-31,8%
Expenses with stand	(9.336)	(9.292)	0,5%	(9.336)	(9.239)	1,0%
Expenses for property tax and condominium	(4.563)	(4.923)	-7,3%	(4.563)	(2.881)	58,4%
Brokerage Fees & Others	(4.998)	(1.741)	187,1%	(4.998)	(3.731)	33,9%
Total Selling Expenses	(26.808)	(21.800)	23,0%	(26.808)	(27.448)	-2,3%

General & Administrative Expenses

G&A reached R$26.7 million in 1Q20. This amount represents 11.0% of the net sales recognized in the quarter, or even 8% accounting for the contribution of shared projects.



Key concepts

In accordance with IFRS 16, from 1Q19 onwards, rental and condominium expenses are accounted for as depreciation of utilization rights, having the amount transferred from one line to the other in the comparison between quarters.

Our Quarter

- **G&A expenses are mostly strict in the short term, except for renegotiations with suppliers and fees for outsourced legal support.** While most commercial expenses are very much adaptable to a change of scenarios, administrative expenses require much more of an effort to manage, being less flexible in the short term. When regarding staff, which represents approximately 50% of G&A, the first reaction to the spread of Covid-19 and shutting down sales stands was to, immediately, institute collective vacations for approximately 50% of the administrative staff – these vacations take place now in order to replace collective vacations that would generally occur at the end of the year. Naturally, this imposition falls especially (but not solely) upon employees in charge of the development of new projects, launches and sales; while sparing those focused on construction activities. In a following moment, the Company also may temporarily reduce working shifts with proportional salary reduction for groups of employees who currently have their role obstructed due to the current outlook. Besides payroll, there are a series of expenses that are not affected by operational volume, such as IT licenses (which involves long term contracts, sometimes in US$) that remain inflexible. The main component effectively linked to the operation is related to outsourced legal services, mostly used for new projects/plots acquisitions (from due diligence to the corporate procedure) or Tec Vendas operational needs. In addition, the effort to accommodate this new reality involves negotiating discounts with suppliers of all sorts.

Context

- **Strong operational cycle between 2019 and 2020 was already resulting in compensations adjustments, but hiring was still sporadic.** The initial stage of constructions allowed administrative staff grew only 9% from Jan/19 despite a year and a half of increased operational volume. After all, the 20 construction site currently active are still far from the historical maximum capacity reached in 2013 (36 sites). Taking into consideration that a tower is usually built in 3 years, operational limits would be reached with 3 years of normalized launching pace. Seeking to retain top talents amidst the heated market, top managers were promoted to VP roles, working closer to the executive officers.

- **The Company preserved its main technical staff throughout the 2015-18 crisis, being able to handle the operational escalade.** During the crisis, Eztec chose to keep a larger administrative team than was needed to manage launching and construction activities. Essential experienced employees stayed within the organization in order to maintain execution capacity and be ready to resume operations once the market becomes propitious again. This effort has retained managers and coordinators in order to preserve synergies and, once a new cycle begins, keep hiring on a support level (analysts, specialists and interns). This strategy explains the absence of abrupt movements in the G&A line throughout the crisis and in the resumption of the real estate market.

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G&A by Nature (Amount expressed in thousand of Brazilian Reais – R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Payroll and related taxes [1]	(9.319)	(6.610)	41,0%	(9.319)	(7.842)	18,8%
Board's Fees	(2.779)	(2.617)	6,2%	(2.779)	(3.409)	-18,5%
Employee Benefits	(2.192)	(2.357)	-7,0%	(2.192)	(3.864)	-43,3%
Depreciation and Amortization	(981)	(893)	9,9%	(981)	(834)	17,6%
Service expenses	(7.318)	(4.339)	68,7%	(7.318)	(4.339)	68,7%
Rentals and common area maintenance fees	-	-		-	-	
Maintenance of properties	(269)	(65)	313,8%	(269)	(646)	-58,4%
Taxes and Fees	(399)	(398)	0,3%	(399)	(258)	54,7%
Software and licenses expenses	(694)	(520)	33,5%	(694)	(1.491)	-53,5%
Other expenses	(2.779)	(2.585)	7,5%	(2.779)	(3.236)	-14,1%
Total G&A	(26.730)	(20.384)	31,1%	(26.730)	(25.919)	3,1%

Other Operating Revenues and Expenses

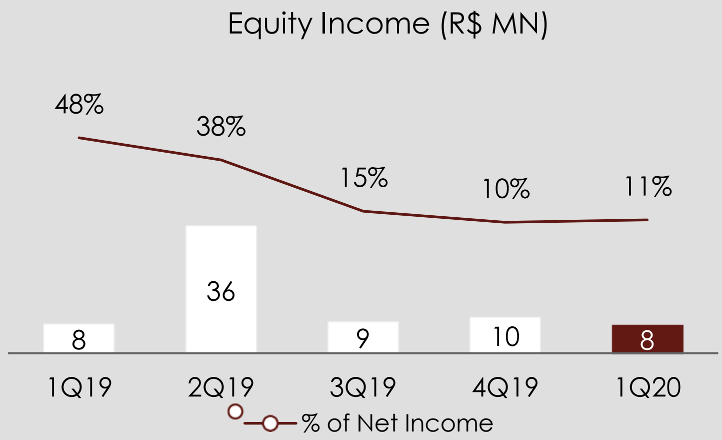
Other Operating Revenue and Expenses (Amount expressed in thousands of Brazilian Reais – R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Total Other Operating Revenue and Expenses	(7.986)	(8.192)	-3%	(7.986)	2.590	-408,4%
% of Net Revenue	-3,2%	-5,6%	2,4 p.p.	-3,2%	0,8%	-4,0 p.p.
Tax Expenses	(6.704)	(5.565)	20,5%	(6.704)	(197)	3297,3%
Provision for contingence	-	-		-	(5.760)	-100,0%
Other Operating Revenue and Expenses	(1.282)	(2.627)	-51,2%	(1.282)	8.547	-115,0%
Equity Income	8.097	8.296	-2%	8.097	10.248	-21,0%
% of Net Revenue	3,2%	5,7%	-2,4 p.p.	3,2%	3,3%	-0,1 p.p.

Key concepts

Tax Expenses basically consists of expenses with IPTU, in addition to other taxes related to land. In the first quarter of 2019, as was the case in 2018, the leap in tax expenses stems from the choice to pay the real estate tax ("IPTU") in cash in January, referring to the Company's land bank. The Other Expenses line reflects the accounting effects of the repeated acquisitions of incremental stakes that the Company has recurrently made in projects where it already holds a share.

Equity Income

The Net Income contribution coming from non-controlled projects reached R$8.1 million in the quarter, accounting for 10.4% of consolidated profits.



Key Concepts

In 2013, the IFRS 10 and 11 standards, which deal with jointly controlled operations, came into force. Adopting CPC 19, the portion of assets and liabilities, revenues and expenses are no longer proportionally consolidated in projects not controlled by EZTEC.

Pursuant to the pertinent accounting standard, non-controlled enterprises are the ones in which the Company has a partner who, in its turn, holds decision-making power over the project's executive and financial prospects. Thus, it is not just about EZTEC's sheer participation in the project, but rather what the contractual terms determine regarding who is responsible for managing the project. In the event that EZTEC does not monopolize the management over a given project, the result derived from its sales is no longer consolidated among the controlled projects. It is to be encapsulated in the Equity Income line, which strictly represents EZTEC's share of the net income over non-controlled projects.

It is worth pointing to the fact that, while non-controlled projects may have no effect over the Net Revenues, they do reach the Net Income line (via the Equity Income line). The implication being that the top line is underestimated in relation to the bottom line, causing a distortion in the Net Margin calculation.

Context

- **The low incidence of relevant shared projects, for now, keeps the equity line inexpressive.** As Pátrio Ibirapuera got consolidated, the valley in joint venture launches leaves little to be accounted for in this line. Finally, shared projects with a significant impact are, in order of revenue contribution, Jardins do Brasil (both the launch of Reserva JB and the finished inventory), Fit Casa Brás and Prime House Bussocaba.

The table below details the specific income statement for shared projects, calculating the revenue and cost contributions weighted by the share of EZTEC in each of them, resulting in the weighted net income of the shared projects that, by definition, constitutes the Equity Income:

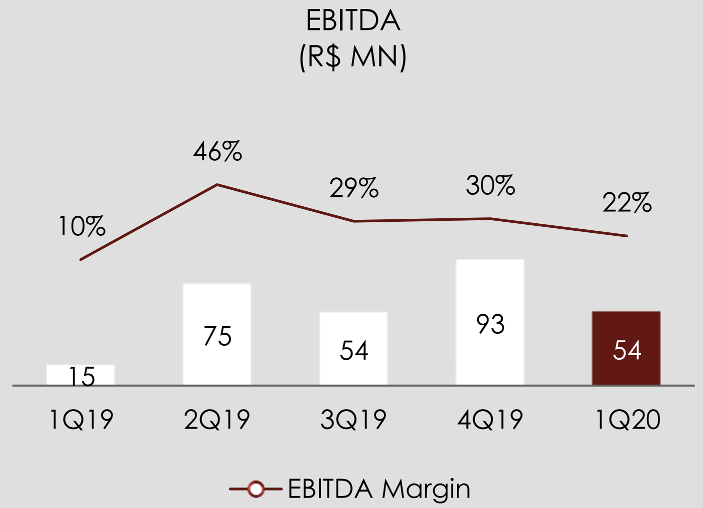
Results for Shared Control projects (in R$ MN)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Gross Revenues	34,6	51,7	(0,3)	34,6	41,5	(0,2)
Sales Cancellations	(1,6)	(7,1)	-77,4%	(1,6)	(1,1)	48,7%
Taxes from Sales	(0,7)	(0,9)	-24,6%	(0,7)	(0,9)	-17,9%
Net Revenues	32,3	43,7	-26,0%	32,3	39,6	-18,3%
Cost of Real Estate Sold and Services	(20,6)	(28,8)	-28,4%	(20,6)	(24,8)	-16,7%
Gross Profit	11,7	14,8	-21,2%	11,7	14,8	-21,0%
Gross Margin (%)	*36,2%*	*34,0%*	*2,2 p.p.*	*36,2%*	*37,4%*	*-1,2 p.p.*
Commercial Expenses	(3,9)	(5,3)	-25,5%	(3,9)	(5,3)	-26,2%
Net Revenues	2,6	1,5	*79,7%*	2,6	2,5	*6,5%*
Cost of Real Estate Sold and Services	(0,4)	(0,7)	*-48,8%*	(0,4)	(0,4)	*-3,7%*
Net Income	8,5	8,3	2,6%	8,5	10,6	-19,9%
Net Margin (%)	*26,4%*	*19,0%*	*7,4 p.p.*	*26,4%*	*26,9%*	*-0,5 p.p.*
Average Control (as % Revenue)	0	0	-226%	0	0	-3%

Balance Sheet for Shared Control projects (in R$ MN)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Assets						
Cash and Equivalents	5,9	31,9	*-81,5%*	5,9	10,7	*-45,0%*
Trade Accounts Receivable	21,8	121,1	-82,0%	21,8	24,7	-11,6%
Real Estate held for Sale	31,8	214,0	-85,1%	31,8	10,8	195,0%
Liabilities						
Loans and Financing	-	8,7	*-100,0%*	-	0,6	*-100,0%*
Advances from Customers	15,0	2,2	577,8%	15,0	13,0	15,2%

From the table above, it is worth pointing out that, out of the total of receivables, R$ 48.1 million correspond to clients who have signed a statutory lien agreement, having its outstanding balance financed directly by the company.

EBITDA

The Company reported EBITDA of R$54.4 million in 1Q20, compared to R$ 100,0 million in 4Q19. Thus, EBITDA margin increased from 14,0% in 4Q19 to 21.8% in 1Q20.



Key concepts

EBITDA is a non-accounting measurement disclosed by the Company in accordance with CVM Instruction 527, of October 4, 2012, reconciled with its financial statements. This measurement consists of net income before net financial result, income tax and social contribution and depreciation and amortization expenses.

In the real estate market, interest accrued on construction financing is capitalized at the cost of the product, rather than as a financial expense, as it arises from the production process. However, this interest becomes expenses under Interest and Passive Monetary Variations once the project is delivered.

The table below details the calculation of EBITDA adopted by EZTEC:

EBITDA (Amount expressed in thousands of Brazilian Reais – R$)	**1Q20**	**1Q19**	**Var.%**	**1Q20**	**4Q19**	**Var.%**
Net Income	79.382	17.400	356,2%	79.380	110.705	-28,3%
Income Tax and Social Contribution	5.229	4.037	29,6%	5.230	6.429	-18,7%
Net Financial Result	(36.835)	(9.116)	304,1%	(36.836)	(29.212)	26,1%
Depreciation and Amortization of Goodwill	3.128	1.461	114,1%	3.128	2.796	11,9%
Financial obligations accrued into costs	3.539	1.512	134,1%	3.539	2.105	68,1%
EBITDA [1]	54.441	15.293	256,0%	54.441	92.824	-41,3%
EBITDA Margin (%)	*21,8%*	*10,4%*	*11,4 p.p.*	*21,8%*	*30,1%*	*-8,3 p.p.*

Net Financial Result

By the end of 1Q20 Net Financial Results accounted for 36.8 million. From financial income as a whole, 30.9% derived from investment yields, while 69.1% comes from the ready receivables portfolio.

Financial Result by Nature (Amount expressed in thousands of Brazilian Reais – R$)	1Q20	1Q19	Var.%	1Q20	4T19	Var.%
Financial Revenues						
Proceeds from Financial Appliances	12.103	7.015	72,5%	12.103	14.560	-16,9%
Interest Income on Trade Accounts Receivable	25.926	3.616	617,0%	25.926	15.787	64,2%
Other	1.174	1.006	16,8%	1.175	941	24,8%
Total Revenues	39.203	11.637	236,9%	39.203	31.288	25,3%
Financial Expenses						
Interest and Inflation Adjustments Losses	(597)	(2.131)	-72,0%	(597)	(995)	-40,0%
Discounts on Trade Accounts Receivable	(1.708)	(287)	495,1%	(1.708)	(1.008)	69,4%
Other	(63)	(103)	-39,3%	(63)	(74)	-15,5%
Total Expenses	(2.368)	(2.521)	-6,1%	(2.368)	(2.077)	14,0%
Net Financial Result	36.835	9.116	304,1%	36.836	29.211	26,1%

Key concepts

Interest on Trade Accounts Receivable line mainly captures the income from the portfolio of receivables carried out under fiduciary lien, where the Company itself finances the customer's outstanding balance after delivery, through financing linked to IGP-DI. The methodological consideration is that, for the calculation of monetary restatement, the IGP-DI variation with two months of lag is applied to the outstanding balance of each month.

Our Quarter

- **Portfolio maintains its volume over the course of 2019 and 1Q20, remaining resilient at a time where there are few deliveries being made.** Given the absence of relevant deliveries, the main vector of origination for new statutory lien agreements are finished inventory sales, which, on the other hand, has significantly decreased in recent quarters. In this context, amortizations have consistently outpaced originations; however, this net amortization is still small enough that interest and inflation may retain the balance stable. Ultimately, the maintenance of the outstanding balance derives from a noticeable resilience in the originations pace, as there has been a stable base rate of originations even in the face of successive increases in affordability.

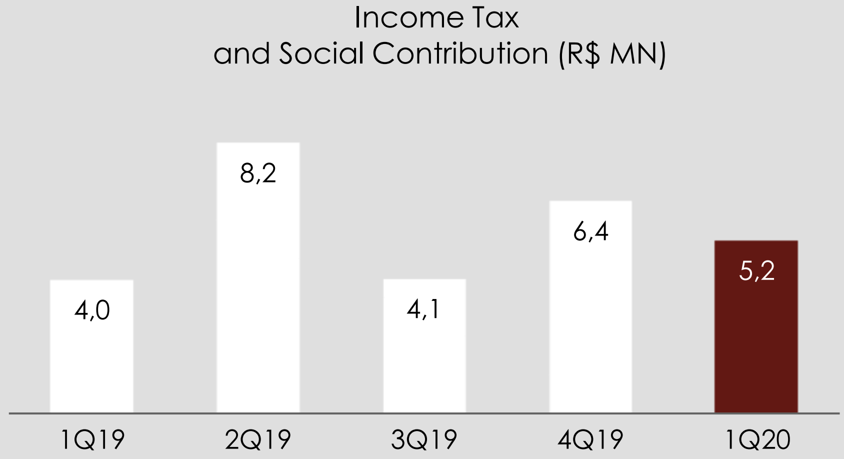
- **Despite the marginal growth in the portfolio's balance, inflation did not generate a relevant financial result from direct financing.** Over the past few years, especially during the crisis, financial results derived from direct financing has repeatedly subsidized the Company's results, with an average annual interest rate of 10.4% as of today. In some specific quarters, as was the case in 1Q19 and even more sharply in 2Q19, this yield was exceptionally strong in the wake of IGP-DI peaks, yielding a financial result of R$32 million. In the case of 1Q20, accumulated inflation between October and January was around 3.26% (bearing in mind that inflation adjustments occur with a two-month lag), boosting financial results for the quarter. For more information on the direct financing portfolio, see the Financing segment under the Operational Indicators folder.

Context

- **Given the cash injection that followed the follow-on offer, financial appliances have become more robust.** Having distributed more than R$ 1 billion in dividends during the 2015-2018 crisis, the yield on the Company's financial investments had been merely subsidiary. However, by the end of September, the company raised R$ 941 million in its follow-on offer, constituting a significant amount with relevant yields.

Income and Social Contribution Taxes

Income Tax and Social Contribution was of R$ 5.2 million. Year-to-date contributed to R$ 5.2 million, against R$ million for 4Q19.

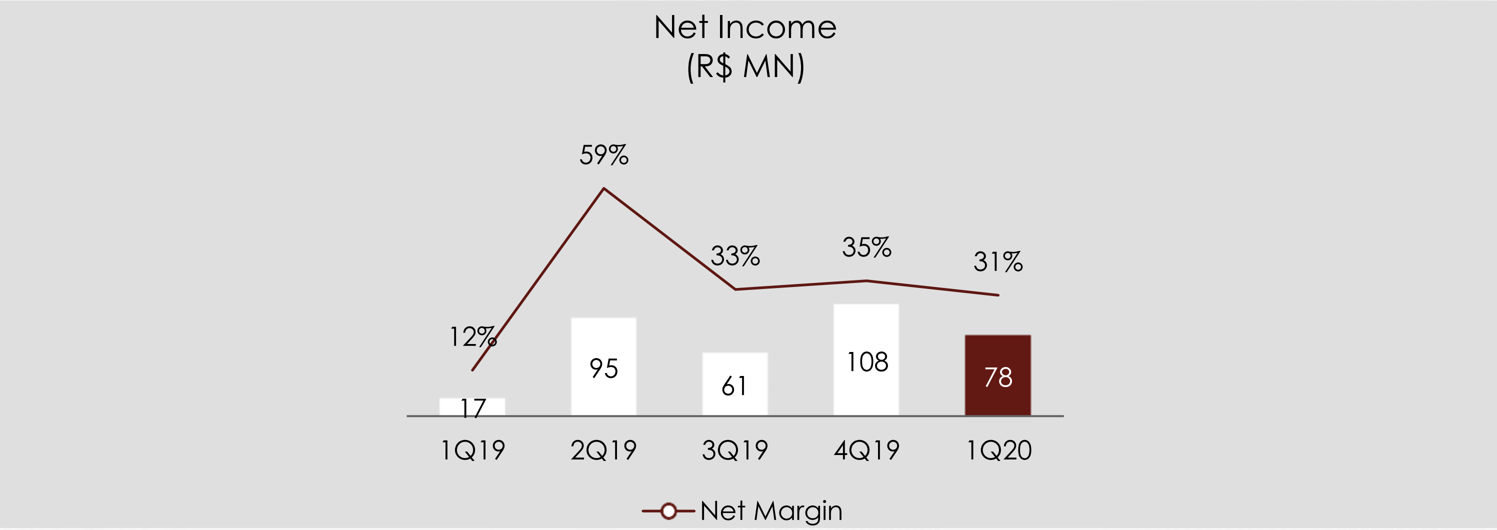


Key concepts

EZTEC utilizes the Earmarked Asset concept in its projects because it understands that, in addition to the tax benefit provided by the consolidated tax rate (PIS + COFINS + IR + CSLL) of 4.0% on Revenue, the mechanism of segregating, necessarily, the cash from its projects, reflects the lower use of production financing, improving the Company's margin and, above all, generating indirect benefits by providing clients, banks and suppliers with confidence in the management of construction resources.

Net Income

Net Income in 1Q20 totaled R$ 77.7 million with Net Margin of 31.1%. The accumulated value for the year is of R$ 77.7 million, in 4Q19 this amounted for R$ 17.3 million.

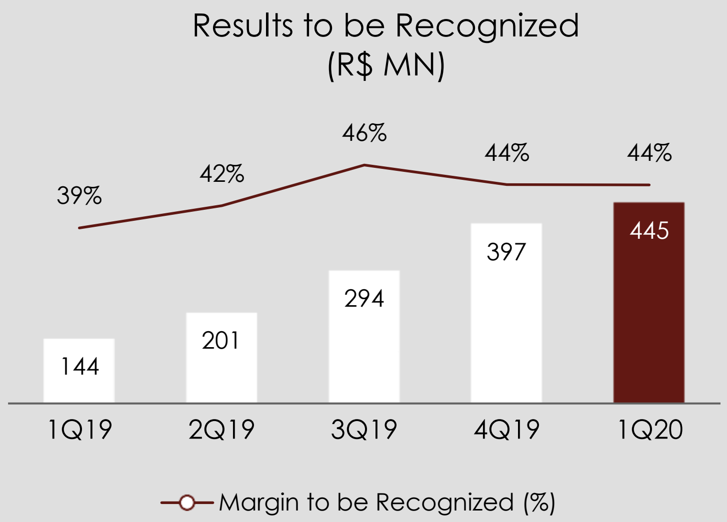


Our Quarter

- **Net income in 4Q19 is lifted by the recognition of relevant launches.** As it has been previously addressed, Air Brooklin was both launched and accounted for in 1Q20. This movement alone already contributed to R$ 13 million in net income for the quarter. In addition, there are no "one-off" effects in this quarter's results, being driven by the Company's operational reality. Past launches keep compounding revenue as constructions evolve, diluting intermediary expenses and preserving net profitability.

Deferred Revenues and Income

Results to be recognized by the percentage completion method (PoC) reached R$ 444.9 million in 1Q20. Margin to be Recognized in the quarter was of 44.2%, 3.6 p.p. greater than consolidated gross margin.



Key concepts

Our financial statements are prepared in accordance with the guidelines set forth in Technical Guidance OCPC 04 - Application of Technical Interpretation ICPC 02 to Brazilian Real Estate Development Entities. We recognize revenue from construction contracts using the Percentage of Completion (POC) methodology, which consists of recognizing revenue based on the operational cost incurred during the construction period. This methodology therefore generates a result that will be recognized as execution develops.

Context

- **Results to be recognized increase while the pace of sales and launches exceeds that of PoC.** This line had reached a valley with the end of deliveries in mid-2018. Since then, with each new launch that surpasses suspensive clauses, the level of results to be recognized increases. In 4Q19, in particular, EZ PDC, Haute Ibirapuera and Vivid Perdizes contributed significantly for the reason mentioned above. In 1Q20 Air Brooklin was responsible for the same effect in the Company's financials. Given that most launches took place recently, they are still on early stages of construction, such as excavation and land containment. With the pandemic, launches and sales have halted while construction sites remain active. A scenario with diminished sales going forward renders the revenues recognized via PoC greater importance.

The table below shows the Company's revenues, costs and results to be recognized based on the portion of products sold and not yet built:

Revenues and Results to be Recognized (Amount expressed in thousand of Brazilian Reais – R$)	1Q20	1Q19	Var.%	1Q20	4Q19	Var.%
Revenues to be Recognized - end of the period	951.218	333.769	185,0%	951.218	846.674	12,3%
Present Value Adjustment - On-Balance	18.908	10.189	85,6%	18.908	18.136	4,3%
Present Value Adjustment - Off-Balance	36.614	20.164	81,6%	36.614	33.381	9,7%
Cost of Units Sold to be Recognized - end of the period	(561.797)	(220.552)	154,7%	(561.797)	(500.937)	12,1%
Result to be Recognized	444.943	143.570	209,9%	444.943	397.254	12,0%
Margin to be Recognized (%)	*44,2%*	*39,4%*	*4,8 p.p.*	*44,2%*	*44,2%*	*0,0 p.p.*

Accounts Receivable

By the end of 1Q20 the Company recorded a total of R$1,913.5 million in accounts receivable. Of those, 28.8% derives from projects with housing permit issued; for the remaining 71.2%, construction has not yet been finished.

Accounts Receivable (Amount expressed in thousands of Brazilian Reais – R$)	**1Q20**	**4Q19**	**Var.%**
Total Account Receivables of Developments (Concluded)	1.033.101	963.997	7,2%
Receivables for Property Development - Completed Construction (1)	551.822	549.722	0,4%
Receivables for Property Development - Construction in Progress (2)	481.279	414.275	16,2%
Total Accounts Receivable (Non-Concluded) (3)	956.384	846.674	13,0%
Advance from Costumers (4)	(76.027)	(54.374)	39,8%
Total Accounts Receivable	1.913.458	1.756.297	8,9%

Key concepts

Accounts Receivable from Clients are derived from the sale of units of residential and commercial projects, and the amount of the outstanding balance of the agreements is updated in accordance with their respective clauses. The amounts related to the monetary restatement of receivables are recorded in the period's income statement under revenue from property sales until delivery, and as financial income (interest) after delivery.

(1) The Company finances up to 80% of the unit price to its customers when the project is delivered. Accounts receivable from ready units are monetarily restated by the variation of Índice Geral de Preços – Disponibilidade Interna disclosed by Fundação Getúlio Vargas - IGP-DI, plus interest of 10% to 12% per year and recorded in the statement of income under " Financial income".
(2) Represented by amounts receivable from sales due to the project's percentage of completion (PoC). The amounts related to the monetary restatement are recorded in the period's income statement under "Property Sales Revenue", until delivery.
(3) Represented by amounts receivable from sales not yet recognized in the balance sheet due to the recognition of revenue by financial evolution (PoC) criterion. The amounts related to the monetary restatement are recorded in the period's income statement under the caption "Property sales revenue", until delivery.
(4) Trade receivables arising from sales of units under construction are presented by virtue of the same percentage of completion, and receipts in excess of revenue recognition, PoC methodology, are recorded in current liabilities as advances from customers.

Context

- **As of March 31, 2020, the Receivables Portfolio, excluding Accounts Receivable from Services Rendered and Provisions, totaled R$ 1,033.1 million**. Of the R$ 21.0 million expired by the end of 1Q20, approximately 0% refers to clients in the state prior to the loan transfers when they may undergo credit analyses to get their outstanding balance with the Company transferred to a bank. Total Performed Receivables, which are qualified for securitization, amounted to R$ 551.8 million (considering only projects fully controlled by EZTEC). Accounting for projects with shared control also, the Company has R$ 514.0 million of receivables from clients who have effectively signed a statutory lien agreement with EZTEC, which is rewarded by the IGP-DI index +10 to 12% per year. It is important to remark that receivables from lien agreements are not subject to unilateral cancellation.

Net cash and Indebtedness

The Company ended 1Q20 with Cash, Cash Equivalents and Financial Investments of R$ 1,267.2 million and Gross Debt of R$ 0.6 million. The resulting Net Cash of R$ 1,266.6 million implies in cash generation of R$ 1.2 million in 1Q20.

Financial Debt (Amount expressed in thousand of Brazilian Reais – R$)	1Q20	4Q19	Var.%
Short-Term Debt	0	16.593	-100,0%
Long-Term Debt	557	24.944	-97,8%
Cash and Cash Equivalents	(34.153)	(74.883)	-54,4%
Financial Investments	(1.233.000)	(1.232.030)	0,1%
Net (Cash) Debt	(1.266.596)	(1.265.377)	0,1%
Cash (Burn) Generation	1.220	(70.500)	-101,7%
Dividendos Paid	-	23.166	-100,0%
Cash (Burn) Generation Ex Dividends	1.220	(47.334)	-102,6%

Key concepts
EZTEC's Gross Debt is exclusively from Sistema Financeiro da Habitação (SFH) real estate financing lines with rates ranging from 8.1% + TR per year to 10.2% + TR per year.

Our Quarter

- **Loan transfers continue with under-demand notaries and commercial banks adopting home-office initiatives, but retail rates remain around 7-8%.** In 1Q20 Eztec delivered both Legittimo Vila Romana and Up Home Vila Mascote projects. After the issuance of the housing permit the Company is able to transfer the client's outstanding debt to a bank. Despite the challenges imposed by quarantine dynamics, this process remains functional and has been adapted with surprising agility. From government agencies involved with the permit issuance on the city hall to notaries (which in this time have been experiencing subpar demand and are sometimes able to register units faster than usual) to banks that transitioned to a new remote dynamic just as part of Eztec loan transferring staff. A sample of this logistical success is the fact that the Company was able to generate R$ 34 million in transfers in 1Q20. However, banks are expected to integrate the new interest rate scenario into is operation in the form of a cutting retail real estate financing rates – it would be an essential engine to reinvigorate real estate demand.

- **Disbursement in the quarter of (i) R$ 46 million in new projects acquisitions, (ii) R$ 36 million in construction permits (CEPACs), and (iii) R$ 13 million in municipal grants.** Since the follow-on the Company has been purchasing relevant projects, which continued to happen throughout 1Q20. In the quarter, the deal for the IBM Tower parking lot was closed, 2 new plots were purchased and additional acquisitions around an existing plot owned by Eztec took place. Added these acquisitions amounted to R$ 46 million, in addition to another R$ 2 million from previous acquisitions installments. Additionally, there is a balance of R$ 145 million to be paid in the future under land acquisitions (% EZTEC).

- **Low interest rates environment accelerate payment commitments for launches since 2018, with average pre-payments of 54% prior to deliveries.** Even with abundant possibilities to finance up to 80% of the product clients tend to prefer payment more up front. This preference ends up being accentuated in a context of falling interest rates, in which there is a perception of a low opportunity cost in investing reserves elsewhere. This behavior ends up diminishing gross profitability, since it encompasses discounts on outstanding balances adjusted to NPV. On the other hand, it results in a low need for construction financing (SFH): only 20% of launches made in this new cycle are going to need loans. Again, the practical implications are to mitigate cash commitment in an interval of low amount of deliveries.

Context

- **4Q18 launches are being built at a normal pace, signaling resumption of deliveries and debt transfers in 2H21.** Regarding launches in the last 18 months, Eztec's operation is already the highest pace in its history – which, of course, encompasses commercial expenses and projects acquisitions costs. However, delivery schedules are lagged by 3 years in relation to launches, taking as a premise the average duration of constructions. By delivery time, and with proper issuance of housing permits, the Company is able to start transferring each costumer's outstanding balance to banks if so desired. In return the bank settles the client's debt with the developer, representing an immediate cash inflow. The next relevant deliveries are scheduled to take place on the second half of 2021 (projects launched in the beginning of the new real estate cycle), meaning a relevant turning point in the Company's cash flow route and strategic planning.

- **Although cash management is absolutely diligent in the crisis, Eztec's balance sheet provides security to make choices with proper rationale.** The current pandemic scenario evidently requires especial attention to liquidity maintenance. It takes place primarily in an expense management effort described previously in the SG&A segment. Even so, the Company stands at a solid position to face the challenges to be imposed by the crisis safely. This statement is based on the maintenance of the amount raised in the follow-on, on the contracted prepayment schedules that end up reducing leverage needs and, on the fact, that outstanding obligations derived from past acquisitions are contained. The Company's balance sheet is solid, especially if analyzed on a pre-pandemic sector context: there was a well-founded perception that prices would rise, which prompted developers to purchase plots before landowners priced this upside. This trend got intensified due to a strong influx of liquidity, either via capital markets or via private equity investments. All in all, most players in the sector were anticipating relevant acquisitions, assuming a scenario that, unfortunately, no longer exists. In this context, Eztec will remain aware of opportunities that may arise, knowing that its financial position provides security to make choices in an organized and rational manner.

OPERATIONAL INDICATORS

Operations

EZTEC adopts a fully integrated business model, divided into three business units: Development, which prospects and develops projects that meet the Company's returns criteria; Engineering and Construction, which assure quality during the execution of projects, timely delivery and the cost control; and Brokerage, whose team of brokers is responsible for maintaining the rapid pace of sales of the Company's developments. EZTEC also offers financing directly to its clients with terms of up to 240 months and interest of IGP DI inflation index + 10 to 12% p.a. after delivery of keys.

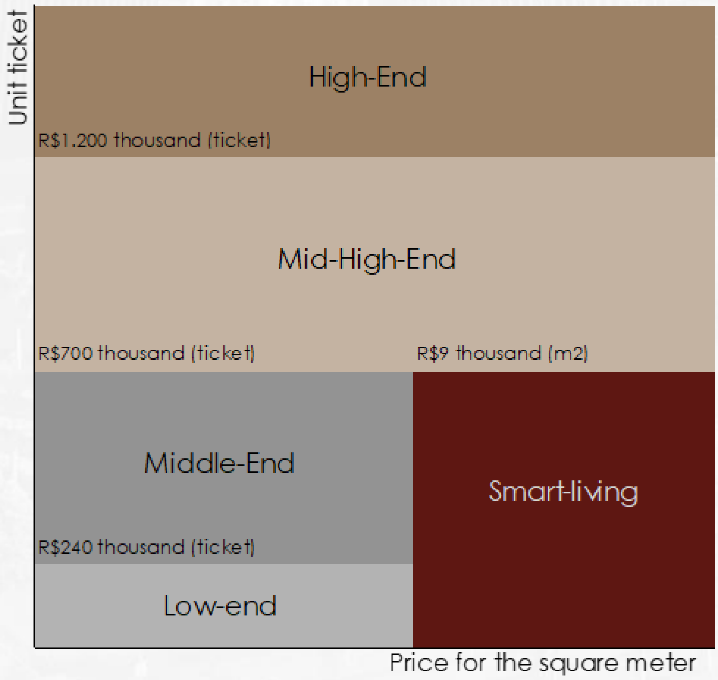
EZTEC firmly believes in its vertical model, which provides efficient negotiations with suppliers, flexibility in the creation of products and operational excellence in development and construction processes.

The Company has an internal development team that creates new EZTEC products based on its clients' needs, working jointly with other development departments to anticipate trends and make the most of the area available, while maintaining its social and environmental responsibility, in order to create value to the enterprise and contribute to higher prices. The internal development team is also cost-saving, since it reduces expenses with the acquisition of third-party services.

EZTEC currently has 380 employees in its' headquarters working in areas such as engineering, budgeting, planning and supplies. As well as 1.668 workers (employees and outsourced personnel) on its construction sites, which ensures the execution and delivery of all projects with the required level of controls and quality, and within the established timetable. By focusing in the São Paulo Metropolitan Area, EZTEC is able to maintain long-term partnerships with its materials and services suppliers, which helps ensuring deadlines are met and reducing the effects from labor shortage and construction costs inflation. As of March 31, 2020, EZTEC had 20 sites under construction, all of which being managed and executed by the Company, totaling 4.485 units under construction.

Income segmentation

EZTEC renews its criteria for defining its projects standards for the material it publishes. Now, it contemplates not only the price of the meter squared, but also the overall value of the unit (ticket), as illustrated on the figure to the right and as described in the glossary. Thus, it draws boundaries for a new pattern of consumption denominated smart-living: projects whose units have relatively expensive meters squared – as they tend to be located in noble neighborhoods –, but where the unit itself is relatively small, making it a more accessible purchase. This profile gains ground in the City of São Paulo due to the city's new master plan, which determine where and how developments can take place.



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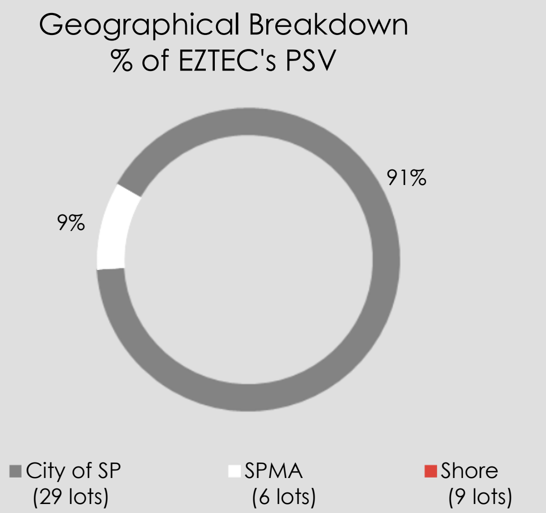
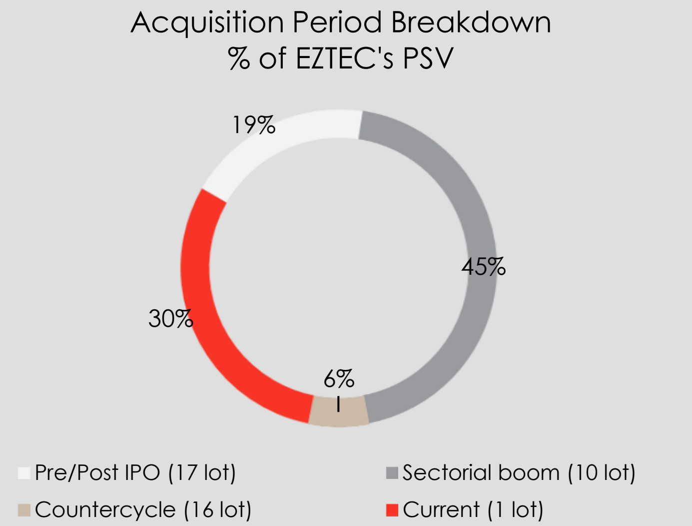
Land Bank

By the end of 1Q20, the Company held 44 plots totaling R$ 7.9 billion in attributed PSV. Average cost of landbank stands at 14% of PSV, not considering plots in formation with no project allocation in the foreseeable future.

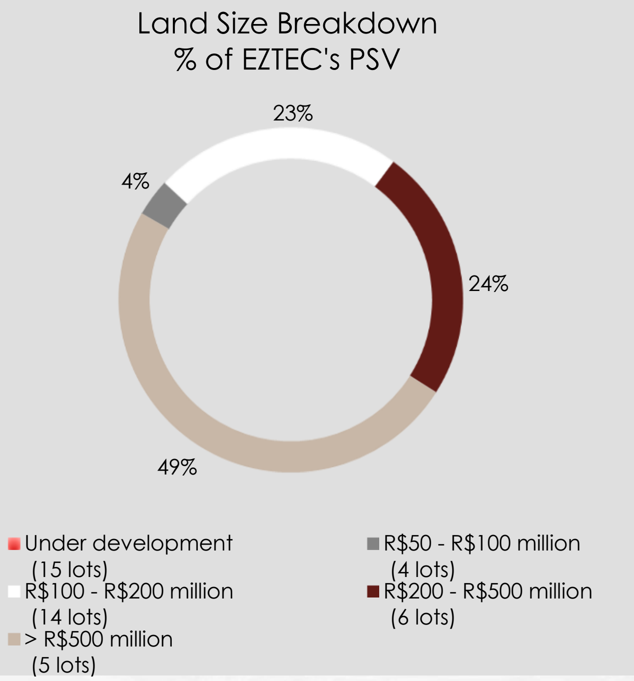
Managerial Data – 1Q20

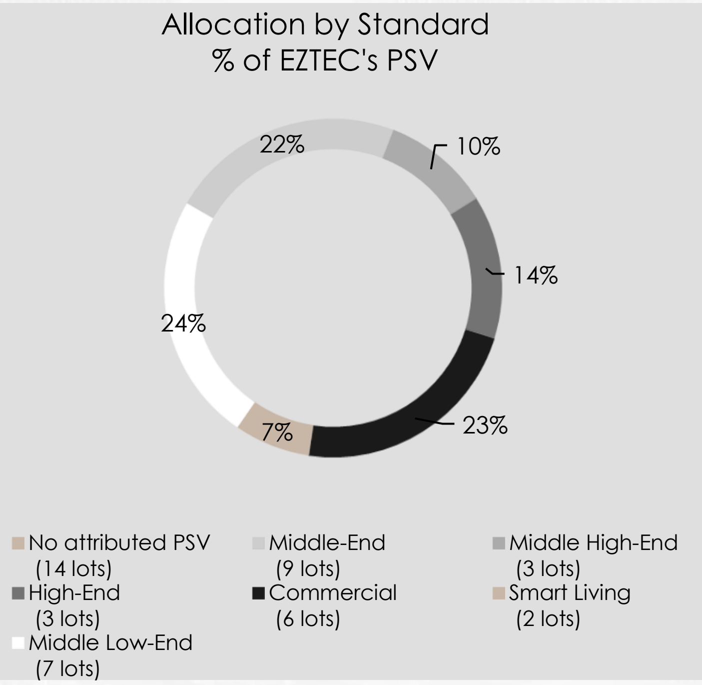




Landbank per year	Pre/Post IPO						Sectorial Boom			Countercycle	Current	
Acquisition Year	2005	2006	2007	2008	2009	2010	2011	2013	2014	2018	2019	2020
% EZTEC'S PSV	0%	0%	16%	2%	0%	2%	4%	27%	14%	6%	26%	4%
# of plots	1	1	10	1	1	1	2	7	3	2	14	1

Managerial Data – 1Q20





Expenses related to the expansion of construction permit (CEPACs, onerous grants and other counterparts)are being considered when calculating average cost per plot.

In the logic of land cost calculation, the relative costs of land without mapped PSV are not considered.

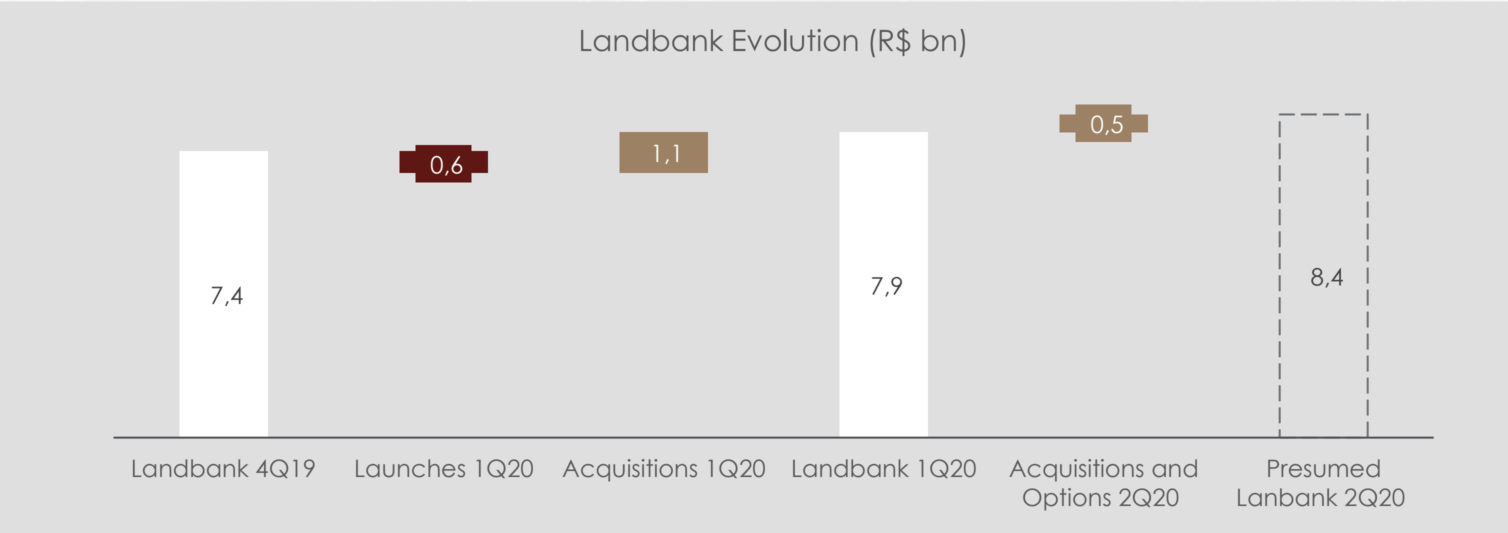
Our Quarter

- **New plots 1Q20 add another R$1.1 billion in PSV (on top of air right titles acquired for Água Espraiada Urban Operation).** Amid the plots added in this most recent basket of acquisitions, there is one in Parada Inglesa, at the North Zone of the city, another one in Anhaia Melo, in the East Zone, as well as incremental lots to a plot in Vila Clementino that had already been in formation. Apart from these, the Company acquired IBM's parking lot, which had already been reported as an optioned acquisition and, at this point, has already overcome all its clauses. This plot, in front of the iconic IBM towers, in Paraíso, today serves as the parking lot for its employees, and has the vocation for being a high-income residential tower, much like EZ PDC. It is worth mentioning that, with the acquisition, the Company has committed to the construction of a new parking lot under the building for IBM's use. In parallel, the Company has acquired air right titles (CEPACs) from the consortiated urban operation Água Espraiada.

Context

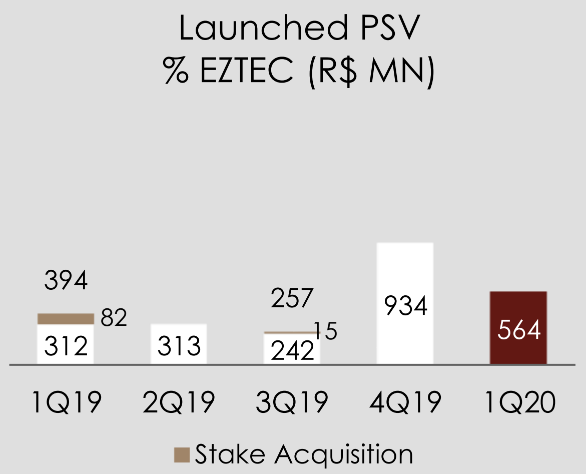
- **Company had been acquiring since follow-on and residential landbank available hit 3.2x of PSV launched in 2019.** Since the September follow-on when the Company raised R$941 million, EZTEC sought to acquired landbank that would accommodate the pace of launches, as well as anticipating acquisitions under the prospect of increasing prices. Once the pandemic erupted, it becomes clear that the landbank available is comfortable, such that there no longer is an imperative need for further acquisitions. Even so, it has been a part of EZTEC's history to make use of circumstances where discounted opportunities arise. This movement had already happened vigorously in 2017 and 2018, which had provided ammunition for launches that happened ever since. The capacity to acquire countercyclically is founded on a deliberately comfortable balance sheet.

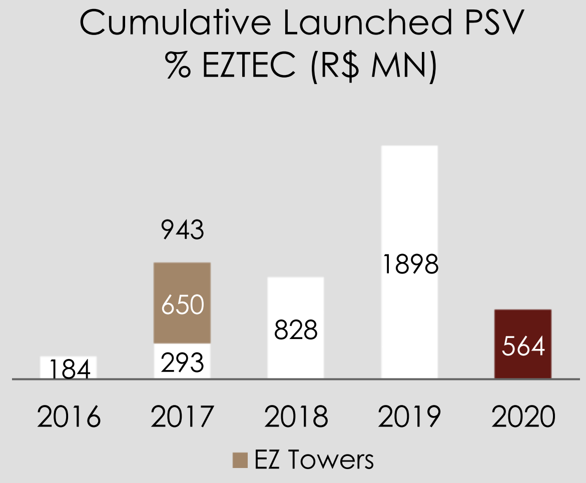
- **Amid the R$6.1 bn in resid. landbank, there is enough raw material for launches in whichever segment best suit the moment.** As a philosophical a tenant of its business model, EZTEC is a large Company that is bound to a single metropolitan region. For that to be the case, it must also be the case that it is able to stretch to whichever direction the more profitable opportunities must be. In the circumstances of the pandemic, where visibility is dim even at the short term, it is reassuring to rely on a diverse landbank, with a wide range of income segments and typologies. The PSV available in the residential landbank can be roughly split in three: a third is on the mid-income and on smart-living (small units at prime locations with appeal to investors); another third is on the mid-high and high income segment suited for families; and the latter third of economic projects viable for the MCMV program.



Launches

In 1Q20 the Company launched projects consisting of units, for a launching PSV of R$564.1 million. From the 54,261.2 sqm. of private area launched (% EZTEC), 38.5% is already sold.





Our Quarter

- **Air Brooklin (PSV of R$365 mn) repeats EZ PDC success (R$576 mn) in 4Q19 and sets the tone for the quarter's operation.** The Air Brooklin phenomenon very much repeats the EZ PDC phenomenon: firstly, because it is objectively a very large project, which impacts heavily on each and every one of the quarter's metrics (R$187 million in sales and R$61 million in net revenues); secondly, because it was sold at a very quick pace, having led to a rather contained gross inventory formation (60% of units already sold); and, thirdly, because it mobilized the attention of investors, which were remarkably willing to shorten their amortization schedule, such that, in average, they had contractually committed to the payment of 63% of the ticket price by the time of delivery. Even at this rate or prepayments, Air Brooklin still managed to report a 39% gross margin figure in the quarter, greater than EZ PDC. The remaining projects launched in the quarter aggregated another R$200 million in PSV. Fit Casa Alto do Ipiranga was launched by the end of January with a PSV contribution of R$81 million, and has deployed a consistent pace of sales (without a proper peak at the time of launch), as it is expected from the Fit Casa project line – there is an abundant underlying demand available for MCMV projects within the city of São Paulo, yet the bureaucratic process involved hampers the ability to deliver seismic sales in a short period of time. Z.Ibirapuera, with a PSV of R$119 million, is a high-quality product, and a part of the "Z." line, which was remarkably successful with Z.Cotovia and Z.Pinheiros. Yet the project's timing was unfortunate: it was launched in March, on the week prior to sale stands being suspended – in effect, it was launched in one of the days when Ibovespa had a circuit breaker. In that sense, there is merit in the fact that, even so, the project reported R$10 million in the quarter. In regard to Vero Ipiranga, with R$51 million in PSV, the project had been launched in February

- **Virtuous operational cycle of Oct/18 to Mar/20 drives R$3.0 billion in PSV and R$2.3 billion in new sales.** Though the cycle has had an abrupt interruption with the advent of the pandemic – symbolized by the discontinuation of the 2020 launching guidance – it did have a remarkable run, founded on attributes that, at some level, have not gone away. The launch of Vertiz Tatuapé, still at September 2018, had its sales stand as full as they had not been ever since the last boom market, marking the first sharp signal of a vigorous cycle. It was a mid-high project in the East Zone of São Paulo, and very different from the smart-living archetype of projects that gained much visibility in the cycle (projects with small units, located nearby the main city hubs, with a strong appeal for investors). But it was already indicative of the motivating forces the cycle was founded on: [i] the pent up demand that had accumulated throughout the 2015-1H18 crisis; [ii] the progressively improving mortgage financing conditions, reaching the unprecedentedly low rates of 7-8%; [iii]

the search for investment alternatives for the decaying fixed-income vehicles, which found the real estate market as a close substitute due to its passive long-term returns. Moreover, projects in the smart-living profile also found support in [iv] the modifications made in São Paulo's Urban Development Master Plan, which conceded stimuli (via increasing construction potential) for developments in the transportation axes of the city, so long as they respected a few urban density criteria (smaller units and fewer parking spots).

4Q19 Launches

Fit Casa Alto do Ipiranga

Location: São Paulo/SP
Segment: Residential
Standard: MCMV
EZTEC' PSV: R$ 80.9 MN
Units sold: 92/370
% m² sold: 25%

Air Brooklin Residences

Location: São Paulo/SP
Segment: Residential
Standard: Smart-living
EZTEC's PSV: R$ 364.6 MN
Units sold: 398/663
% m² sold: 56%

Z.Ibirapuera

Location: São Paulo/SP
Segment: Residential
Standard: Smart-living
EZTEC's PSV: R$118.6 MN
Units sold: 19/172
% m² sold: 9%

* Management data until the data of this publication

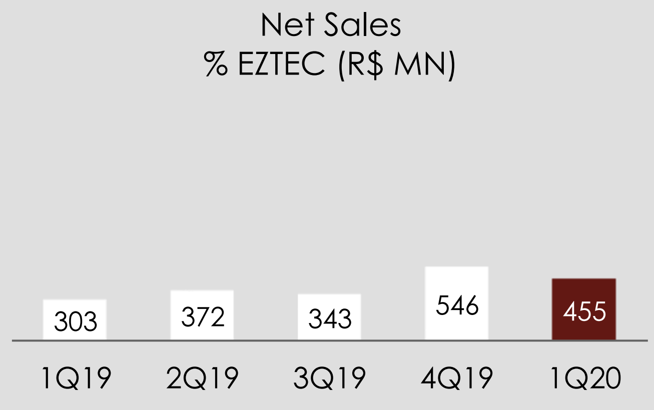
Context

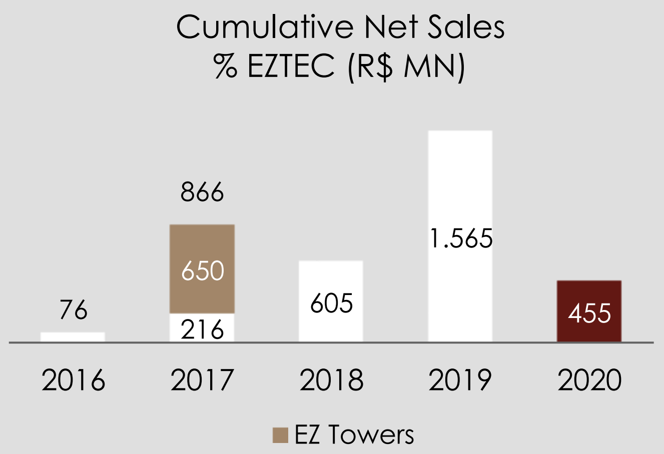
- **Guidance discontinuity due to the suspension of stands as well as the lockdown on government bodies that emit approvals.** The pandemic renders macro variables unpredictable as a whole, but at the micro, real estate development level, there are a few foreseeable factors that make the launching guidance unobtainable (originally signaling residential launches of R$2 billion to R$2.5 billion in PSV). Firstly, the imposition from local authorities that sale stands are to be suspended in the State of São Paulo, disrupting the workflow from real estate brokers. Even though Tec Vendas has very rapidly adjusted to the online environment, the physical component of sales stands is important to transmit clients the security they need to commit to a long term investment. The ability to visit the model apartment makes the product tangible and, in the absence of this dynamic, there is surely a penalty in sales conversion. But even if sales were to be fully viable at the quarantine, there would still be the logistical-bureaucratic obstacle of obtaining the due licenses from different public bodies to approve a new launch. The Development Registration is preconditioned on a series of approvals coming from different Municipal Departments in the City Hall from firefighters, from environment-related regulatory entities (CETESB), etc. Naturally, the workflow is obstructed over the course of the quarantine.

- **Despite the lack of visibility, EZTEC sets processes in motion so that launches can happen as soon as circumstances allow.** Even though the external environment may be hostile for the feasibility of new projects, EZTEC does its bid in getting ahead of the curve as far as its internal processes. The Company is anticipating the conception of projects that to be submitted to the analysis of public bodies, hoping to shorten the wait time for approvals. For projects that the Company deems launchable in the next few quarters, it also anticipates their marketing campaign (from the product concept to merchandise details), as well the sale stand project.

Sales and Cancellations

In 1Q20, the Company achieved net sales of R$ 455 million – decomposed between R$ 474 million in gross sales and R$ 19.2 million in cancellations.





SALES OVER SUPPLY	1Q20	1Q19
+ Initial Inventory (m²)	222.201	202.822
+ Launches in the period (m²)	47.137	52.990
Launches in the period (m²)	47.136	42.631
Stake Acquisitions (m²)	0	10.360
= Inventory + Launches (m²)	**269.338**	**255.813**
- Net Sales in the period (m²)	49.703	42.991
Gross Sales in the period (m²)	52.336	46.149
Cancellations in the period (m²)	-2.633	-3.158
= Final Inventory (m²)	**219.634**	**212.822**
Net Sales Over Supply (%)	*18,5%*	*16,8%*
Gross Sales Over Supply (%)	*19,4%*	*18,0%*

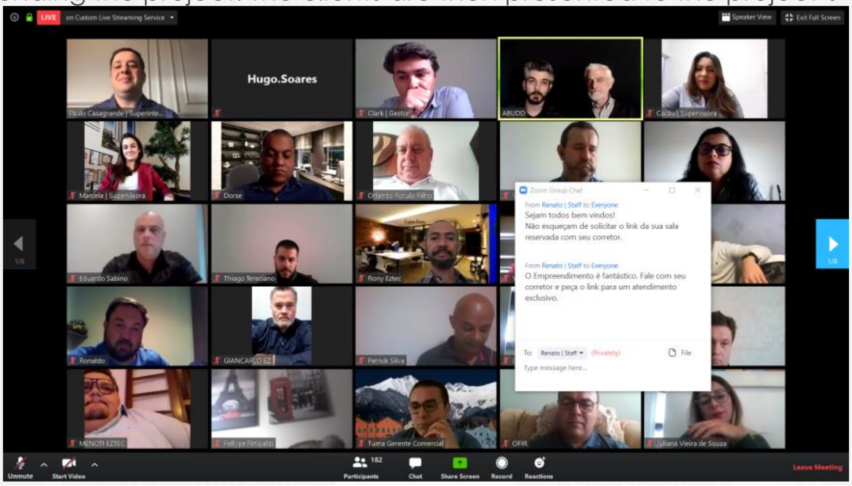
The operational performance can be decomposed in gross sales of R$ 479.3 million (a 22,0% reduction when compared to last quarter), in the wake of launches with good sales speed and accelerated inventory sales; and cancellations of R$ 19.2 million (22,0% reduction) This net performance indicates a 22,0% reduction in net sales when compared to last quarter.

Our Quarter

- • **Air Brooklin (PSV of R$365 million) and EZ PDC (PSV of R$576 million) sold 60% and 66% of its units thus far, respectively.** As previously described in the Our Quarter portion of the Launches segment, the two megaprojects had an outstanding performance. Prior to their launch, naturally, there is a certain apprehension for the fear of largescale gross inventory formation. For that, in both cases, the Company deployed a full-scale marketing effort. By the time Air Brooklin was launched, there was an already palpable consumer sentiment at the sales stand, which allowed for an increase in prices in the days prior to the launch, while still managing to deliver a sales curve that was quicker than EZ PDC'.

- **With the pandemic, the drop in average weekly sales was from R$45 million up until Mar-15 to R$4 million thereafter.** As previously described in the Context portion of the Launches segment, the absence of a sales stand incurs a significant penalty to the ability to convert sales. Evidently, the logistical component is just an added aggrievance to the fact underlying problem that consumer confidence is hampered. Even more so in the first few weeks since the beginning of the pandemic, the rapidly evolving news flow caught potential consumer off guarded, and most clients reversed their investment decision.

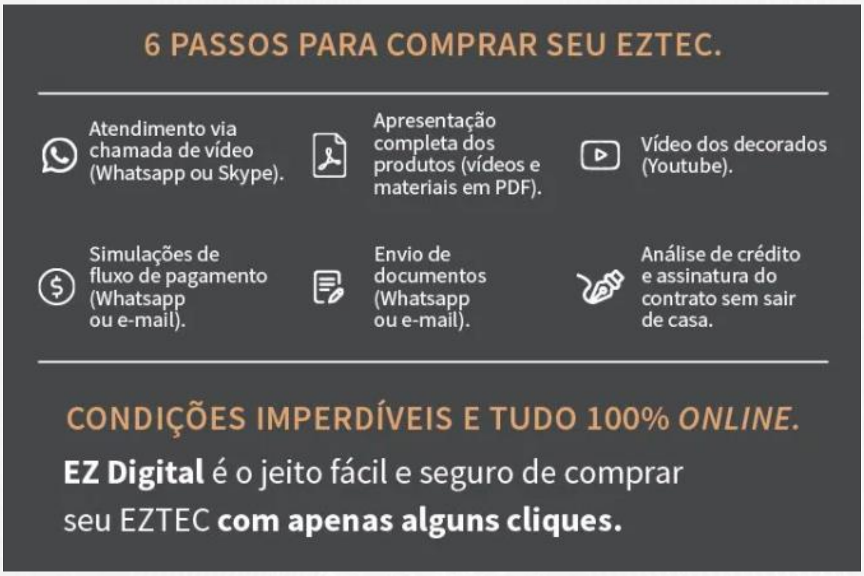
- **New live videoconference dynamic reproduces the sale stand experience, triggers sales, and doubles weekly avg. in May.** Even though the presential component of sales stands may be, in certain aspects, irreplaceable, Tec Vendas managed to develop a virtual dynamic that reproduces the process that would take place at a physical stand. In this dynamic, Tec Vendas organizes events direct towards specific projects, and, strategically, makes available a set of special conditions to capture the clients' attention. That gives brokers ammunition to mobilize clients into the event, where they visibly see dozens of brokers, as well as hundreds of other clients surrounding the project. The clients are then presented to the project's attributes, with special attention to the nuances that lend shape to their dreams. Once the enthusiastic introduction is set, brokers may invite clients for a private digital chat. In this conversation, brokers present the special lives conceded for those who attended the live, make themselves available for any doubts, and, ideally, get a negotiation in motion, where they simulate customized amortization schedules. If by this point client has been properly worked up, it is possible that they may sign to contract in the act, while memories are fresh, and excitement is high. Effectively, the description of this dynamic is equally applicable for a physical and for digital sales stand – the images on the side are from the Cidade Maia live, on May 5th, showing autonomous brokers, on top, and another one in a model apartment, on the bottom. In the digital format, clients are invited to access a link for the videoconference, where they are connected live with other brokers and clients. Part of the tour involves pre-made marketing material, but the main portion is streamed live by a broker in loco. In the videoconference, exceptionally, it also possible to mobilize the participation from outside participants – as the Cidade Maia landscape architect, Benedito Abbud, highlighted in the first image. The moderator for the videoconference can connect clients to their broker, who get to talk in private. By the end, the tape is made available in the Company's Youtube channel for future views. At times of peace, the eye to eye interaction in a physical stand will surely still be a part of the baseline procedure, but the strategy to carry out 2 themed live videoconferences has assisted sales significantly – which have achieved R$10 and R$7 million in the first two weeks of May, from the prior R$4 million average.



- **Special measures to attract new clients try to address client's short-term liquidity concerns.** As mentioned in the description above, Tec Vendas has been attempting to reach out to clients and getting them to participate in the live videoconferences. Generally, this involves granting special conditions specifically for the people that attend the event, or even for the first few persons who convert sales. Even so, in this time of pandemic, these measures' appeal has been in the sense of alleviating clients' short-term cash disbursement, such that it does not compromise their capitalization requirements. Examples of such measures include allowing an upfront payment of as little as 1%, for the case of units sold prior to construction. In the case of ready projects – in which the down payments are necessarily more salient – the plethora of measures available cover the payment of of the real estate transfer tax (ITBI), the notary registration, or even the first year of condominium fees. As though as these measures do not significantly affect the overall ticket, they have a genuinely significant impact for the client: these are disbursements that would alternatively take place at the start, at a moment where they would much rather dedicate their resources to furnishing their apartment.

Context

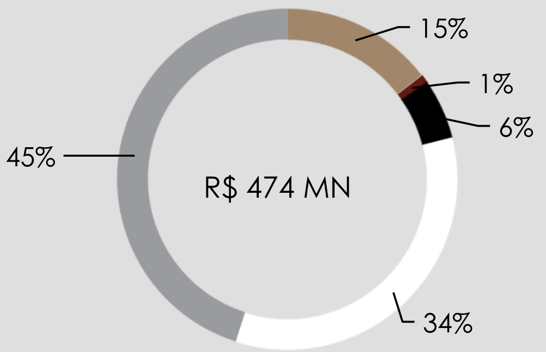
- **EZ Digital marketing effort reinforces the process for online sales, from prospecting clients to the actual contract signing.** As described in the Context portion of the Selling Expenses segment, the only publicity line that has been sustained through the quarantine has been the online marketing line. In this sense, the EZ Digital campaign has been the standard-bearer of the Company's marketing efforts. It aims to reinforce the message that, through the quarantine, the client may still rely on a fully digital sales path, stretching from the initial search to the actual signing of the contract. Historically, online marketing has served a strategic role in the sales process, but much more driven towards "creating the atmosphere" for a sale: for example, familiarizing the client with the product through brief excerpts and recurring videos in social media. Clients would then be called to action (to visit a sale stand) through a mailed in marketing package or at designated prospection points. At a time when the physical visit is not an alternative, online marketing has had the overarching challenge of effectively converting sales.



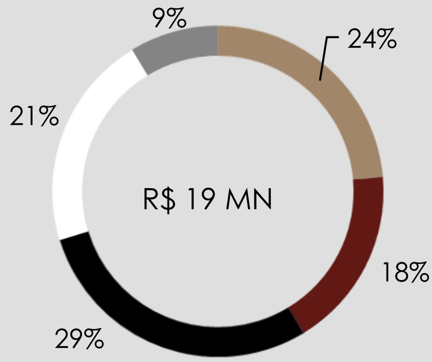
- **Company's own CRM is already mature and sets a premium in facilitating brokers' home office and leads management.** As far as converting online sales go, it is not enough to offer the path for a digital sale. It is equally important that, first of all, the broker is able to find the broker and, subsequently, is able to follow up over the entire process. With that aim, EZTEC designed Sivez, its customized CRM system. Even prior to the quarantine, brokers were already able to rely on an online platform at their desktop or phone app. In this sense, the transition into home office has been particularly smooth. Supervisors and project managers get differentiated access to several features that allow them to manage leads from a more aggregate, statistical stance. The capacity to produce sales intelligence emboldens Tec Vendas, currently the largest real estate broker in the Metropolitan Area of São Paulo.

Managerial Data – 1Q20

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



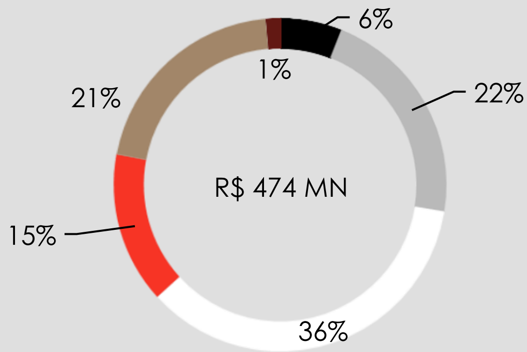
Cancellations by Year of Launch
(% of EZTEC's PSV)



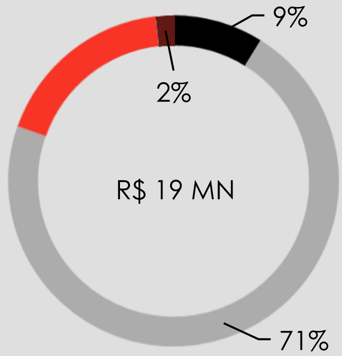
Until 2016 | 2017 | 2018 | 2019 | 2020

Managerial Data – 1Q20

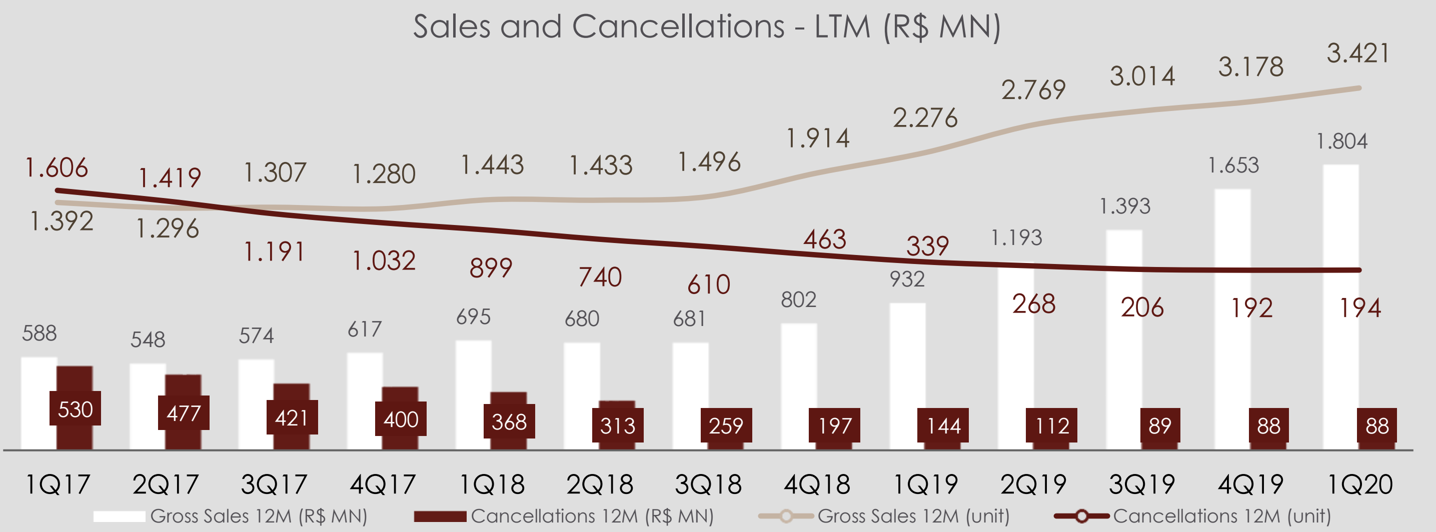
Gross Sales by Standard
(% of EZTEC's PSV)



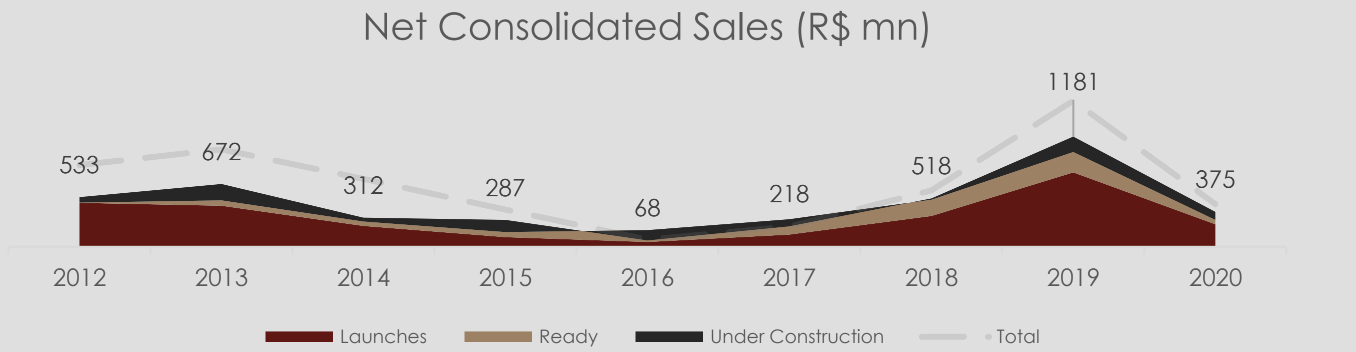
Cancellations by Standard
(% of EZTEC's PSV)



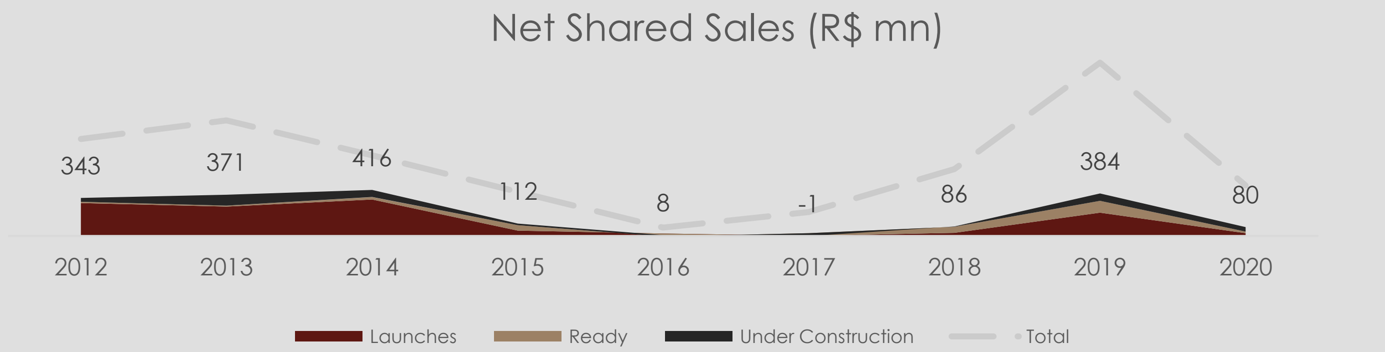
Low-End | Middle-End | Smart Living | Middle High-End | High-End | Commercial



Ex-EZ Towers



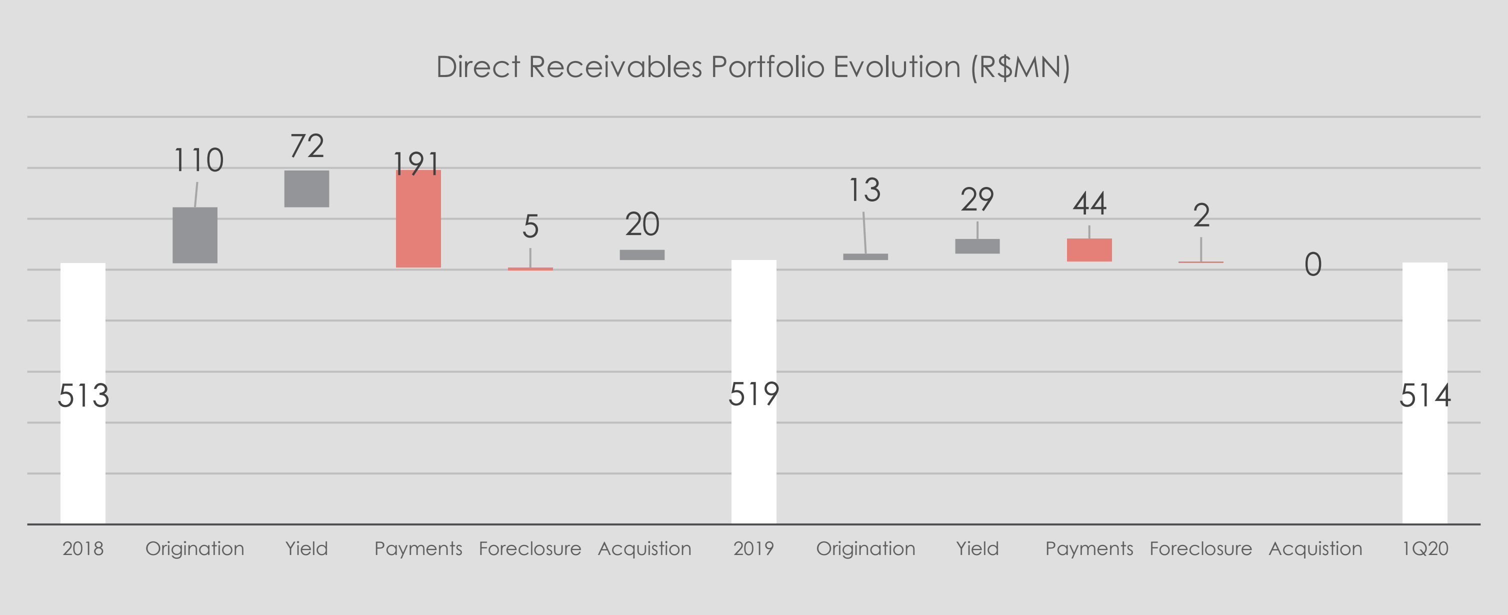
Consolidated	2012	2013	2014	2015	2016	2017	2018	2019	2020
Launches	88%	66%	71%	36%	74%	60%	63%	67%	64%
Ready	1%	9%	16%	19%	191%	75%	34%	19%	13%
Under Construction	11%	26%	13%	45%	-164%	-35%	3%	14%	23%



Shared	2012	2013	2014	2015	2016	2017	2018	2019	2020
Launches	87%	72%	79%	43%	295%	-93%	33%	55%	31%
Ready	3%	2%	5%	44%	-351%	-1705%	63%	29%	19%
Under Construction	10%	26%	16%	13%	156%	1897%	4%	17%	50%

Financing

By the end of 1Q20, the outstanding balance of customers under fiduciary lien was of R$ 514.0 million, (% EZTEC). This amount corresponds to the 1.910 units directly financed with outstanding debt.



Once the construction of a project is completed, there are two possible ways to finance the remaining outstanding balance of its clients: bank financing (onlending) and financing by the developer itself directly to its clients (fiduciary lien). Direct financing is already a practice for EZTEC since its origin via financing fromthe Sistema Financeiro da Habitação(SFH). Today, it offers its customers the alternative of financing up to 80% of the total value, with loan maturities of up to 240 months, outstanding balance being adjusted by IGP-DI + 10% per year after delivery. In the past this correction has been 12% per year. Importantly, receivables with fiduciary lien are not subject to unilateral cancellation.

Our Quarter

- **Portfolio balance had the first negative quarterly variation in the last 5 years, even if marginal.** In recent years, the number of units in the portfolio has evolved vigorously, from 1,663 at the end of 2017 to 1,942 in 2018. During 2019 this increase decelerated considerably, finishing the year with 1,979 units in the portfolio. In that period originations had already decreased by 40% and amortizations were up by 14%. Although this gap was not enough to decrease the total balance it did halt the growth trajectory observed in past quarters. In 1Q20 the number of units in the portfolio did decrease to 1,910, as banks gradually resumed their natural role in real estate financing.

Context

- **Portfolio's resilience is associated with a greater flexibility in credit concession and to the ease of its bureaucratic process.** Even though banks may have systematically improved their mortgage rates, at times they still are more restrictive to clients who may have difficulty in formalizing their revenue stream – it is commonly the case of small-scale entrepreneurs and liberal professionals. EZTEC makes that credit available because, despite their larger fluctuations in income, they have historically exhibited a healthy behavior and very few foreclosure situations took place. In parallel, the financing process with Eztec is facilitated, since customers can choose for direct financing right from the sales stands or by the time of delivery and get it done within a few weeks. Historical

Deliveries

Deliveries for the year amount to R$ 110.8 million in PSV for EZTEC's stake, totaling 183 units.

Project Delivered	% EZTEC	Region	Segment	Units launched	Launched PSV (R$MM)	PSV EZTEC (R$ MM)
1Q20						
Up Home Vila Mascote	100%	South Zone	Residential	129	61,3	61,3
Legittimo Vila Romana	100%	West Zone	Residential	54	49,5	49,5
Total 1Q20				183	110,8	110,8

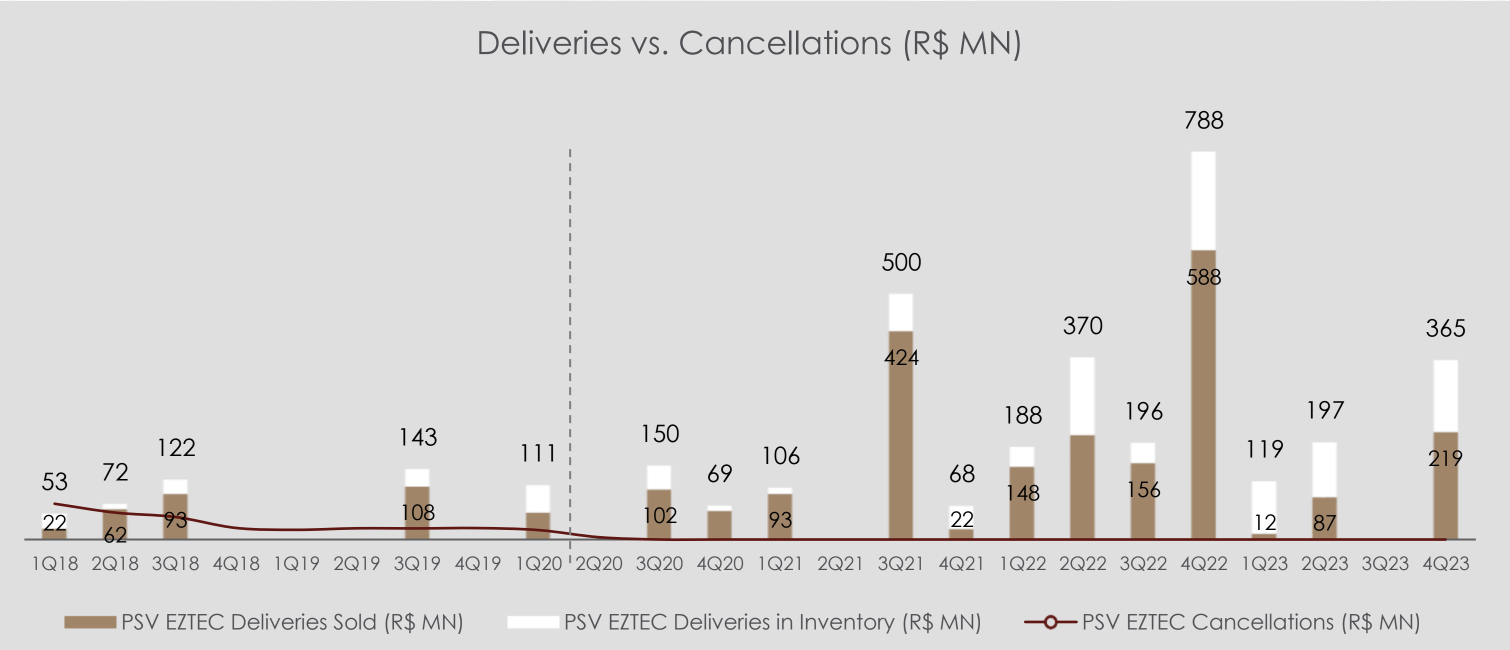
The delivery of a project refers to the moment which its construction is completed. This moment is formalized with the issuance of Habite-se (a construction completion certificate), the administrative act by the city government that authorizes the construction to be utilized by the end user. For the purposes of this managerial follow-up, past deliveries will always be recognized in the quarter of the issue of Habite-se, while future deliveries follow the expected date of completion of the project on the project registration.

It should be noted that it is only from the issuance of the Habit-se that the client is entitled to pass on his outstanding balance for financing with a banking institution. At the time the transfer takes place, the bank repays this remaining customer debt to the developer, which in turn transfers the customer's contract to the bank. Therefore, even if EZTEC ends up financing directly from its customers, the timing of delivery tends to concentrate significant cash generation for the Company.

Context

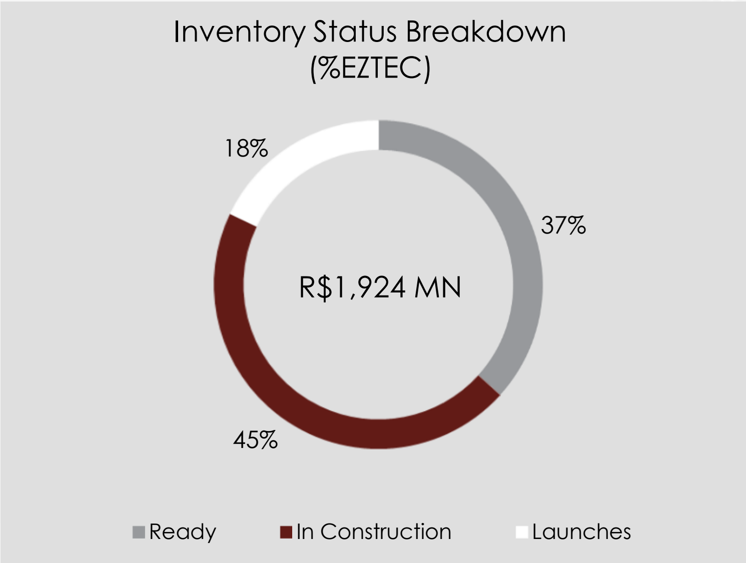
• **Expected deliveries over the next two years are sporadic, but rapidly increasing in volume from 3Q21 on.** Delivery schedule is directly linked to the launching cycles that preceded them. Considering that, between launch and delivery, as a general rule, it takes around 3 years, the 2019-20 deliveries derive from the 2016-17 launches, that took part at the middle of the crisis. In contrast, the Company has a large amount of deliveries contractually scheduled for the second half of 2021, reflecting the increase of launches that began in the second half of 2018, following a greater predictability of the electoral scenario.

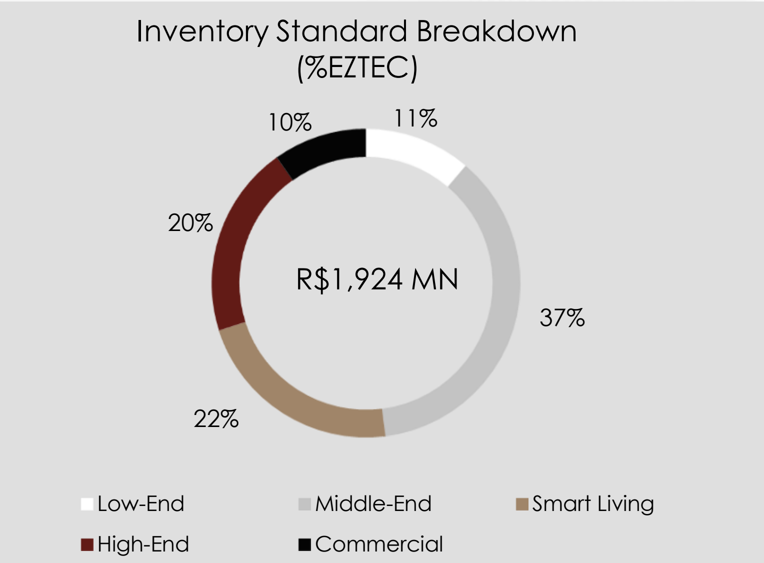
The chart below illustrates the Company's delivery schedule. In it, the date of delivery of a given project is marked by obtaining housing permit, or, in cases where construction has not yet been completed, by the delivery date provided for in the contract. It is worth mentioning that the breakdown shown, between sold and inventory, is based on the percentage sold of projects in the quarter in which they are delivered:



Inventory

By the end of the quarter the Company's inventory amounted for R$ 1,338 million.



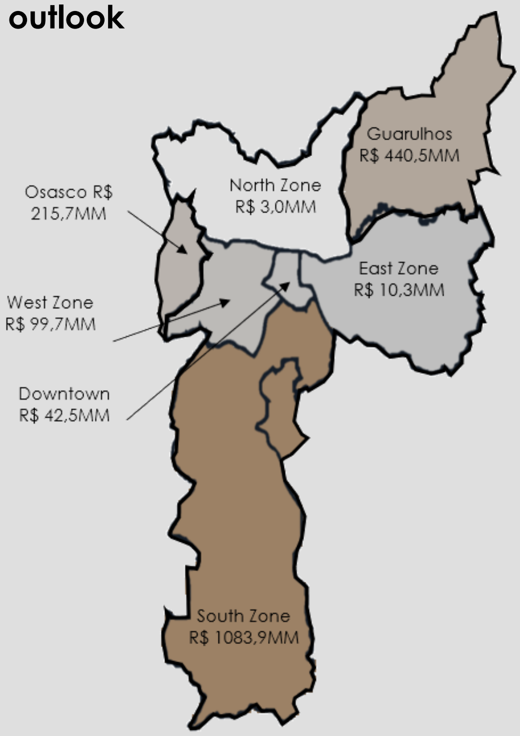


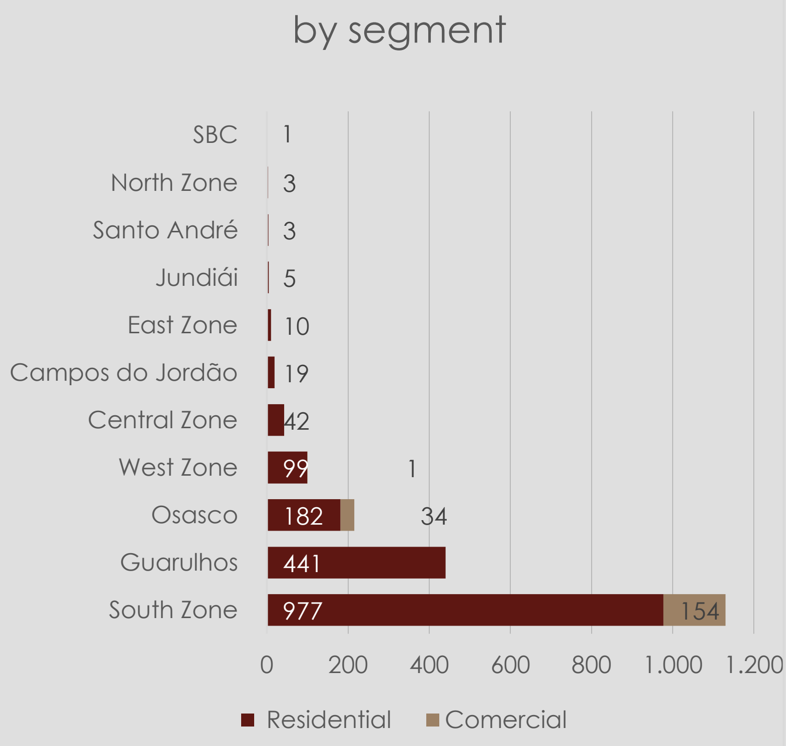
Context

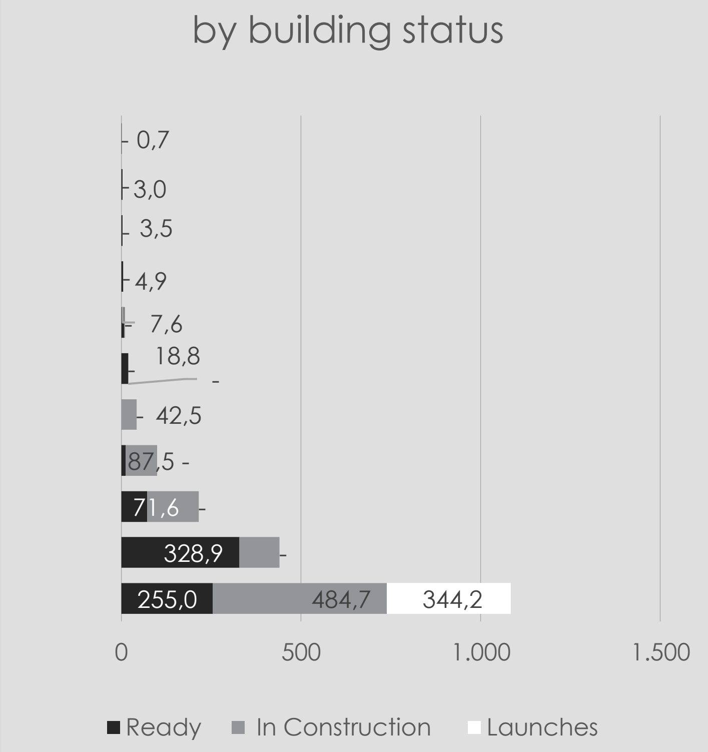
• **Launches sales performance, whether on sales stands or even in the following quarters, has allowed net inventory absorption.** The wave of launches initiated in the end of 2018 would tend to inflate inventory volume, but this effect is proportionally limited due to strong sales performances on these projects. It is worth mentioning that the share of finished inventory has been decreasing every quarter mostly due to the consistent sales pace at Cidade Maia project, in the city of Guarulhos. The increase in total inventory value in 1Q20 is due to the launch of Air Brooklin, which contributed significantly (even though it was 60% sold in the period) with its R$ 365 mn PSV. Inventory rose R$ 190 million compared to 4Q19 despite R$ 564 million in launches in the quarter. The annual variation is perhaps more impressive, having increased R$ 294 million from 2018 to 2019 despite R$ 1,898 million in launches in the same period.

• **In the absence of significant new deliveries, the center of gravity of finished inventory falls on Guarulhos.** As described in the sales segment, affordability gains in financing have been giving traction to sales of ready inventory, which has led to the downsizing of the Company's main finished inventory hubs, such as Osasco, East Zone and South Zone. In 1Q20 there were deliveries of both Legittimo Vila Romana and Up Home Vila Mascote projects, representing R$ 55 million in finished inventory. Therefore, at the end of the quarter, the mega-condominium Cidade Maia amounted to R$ 310 million in inventory, or 63% of finished residential inventory. Even so, Cidade Maia's available units continues to decrease systematically.

Inventory geographical outlook







Inventory per project

Project	Date Launched	Total Units Launched	% Sold (Units)	Inventory (Units)	% EZTEC	Inventory Units (R$) %EZ	Inventory Parking and Others (R$) %EZ
Ready Units							
Clima do Bosque	Jun-07	208	100%	0	100%	2.255	0
Bell'Acqua	Apr-08	152	99%	1	100%	505	0
Supéria Paraíso	Aug-09	160	100%	0	100%	3.047	322
Capital Corporate Office	May-09	450	100%	0	100%	1.884	405
Premiatto	Jun-08	424	100%	0	50%	14	0
Massimo Residence	Mar-10	108	100%	0	50%	0	32
Clima do Parque	Mar-08	336	100%	0	100%	813	0
Clima Mascote	Feb-10	176	100%	0	100%	794	0
Splendor Square	Jun-08	112	100%	0	100%	1.366	0
Vert	Mar-07	6	100%	0	100%	9.471	0
Quality House Tatuapé	Jun-04	349	100%	0	100%	37	0
Quality House Jd. Prudência	Nov-09	166	100%	0	100%	0	97
Supéria Moema	Mar-09	153	100%	0	100%	1.176	193
Up Home	Apr-10	156	100%	0	100%	0	55
Sky	Jun-10	314	100%	0	90%	0	33
Royale Prestige	Oct-10	240	100%	0	80%	1.832	30
NeoCorporate Offices	Jan-11	297	92%	24	100%	20.585	3.170
Trend Paulista Offices	Feb-11	252	100%	1	100%	597	1.914
Up Home Jd. Prudência	Feb-11	156	100%	0	100%	0	37
Royale Tresor	Mar-11	240	100%	0	80%	987	14
Still Vila Mascote	Jun-11	150	100%	0	50%	0	110
Chateau Monet	Jun-11	163	100%	0	100%	2.159	161
Supéria Pinheiros	Jun-11	108	100%	0	100%	445	248
Royale Merit	Nov-11	160	100%	0	80%	634	0
Up Home Vila Carrão	Dec-11	156	100%	0	100%	520	0
Gran Village São Bernardo	Dec-11	474	100%	2	100%	691	0
Vidabella 6 a 10	Dec-11	480	100%	1	60%	110	0
Neo Offices	Feb-12	96	98%	2	100%	644	97
Bosque Ventura	Mar-12	450	97%	12	85%	4.032	94
Massimo Nova Saúde	Jun-12	108	99%	1	100%	567	0
In Design	Jun-12	422	95%	21	100%	3.944	936
The View Nova Atlântica	Jul-12	200	100%	0	100%	438	0
Green Work	Jul-12	378	96%	15	100%	6.293	2.544
Up Home Santana	Aug-12	96	100%	0	100%	553	0
Parque Ventura	Oct-12	508	92%	39	85%	13.115	117
Jardins do Brasil - Amazônia	Oct-12	324	97%	11	76%	8.587	0
Jardins do Brasil - Abrolhos	Oct-12	498	99%	5	76%	1.765	0
Brasiliano	Nov-12	162	100%	0	90%	0	75
Premiatto Sacomã	Feb-13	138	100%	0	100%	365	258
EZ Mark	May-13	323	63%	120	100%	104.604	6.160
Centro Empresarial Jardins do Brasil	Jun-13	848	75%	216	76%	32.571	1.450
Jardins do Brasil - Mantiqueira	Jun-13	498	100%	2	76%	1.471	21
Massimo Vila Mascote	Sep-13	162	100%	0	100%	0	37
Quality House Ana Costa	Sep-13	238	100%	0	100%	0	124
Cidade Maia - Alameda	Dec-13	448	94%	28	100%	8.372	184
Cidade Maia - Praça	Dec-13	451	72%	125	100%	59.730	1.325
Cidade Maia - Jardim	Dec-13	280	58%	117	100%	63.556	1.067
Cidade Maia - Botânica	Mar-14	566	55%	257	100%	124.121	1.251
Cidade Maia - Reserva	Mar-14	224	70%	68	100%	51.651	331
Magnífico Mooca	May-14	162	99%	2	50%	675	55
San Felipe - Palazzo	Jun-14	48	92%	4	100%	3.571	0
Le Premier Flat Campos do Jordão	Jul-14	108	82%	19	100%	18.734	92
Prime House Parque Bussocaba	Oct-14	568	93%	39	100%	11.419	0
Legítimo Santana	Dec-14	70	100%	0	100%	0	92
Splendor Ipiranga	Feb-15	44	98%	1	100%	1.512	110
Massimo Vila Carrão	Apr-15	66	97%	2	100%	1.349	64
Jardins do Brasil - Atlântica	Jun-15	386	94%	22	76%	14.096	231
Le Premier Moema	Mar-16	38	87%	5	50%	8.106	46
Splendor Brooklin	May-16	42	69%	13	100%	32.184	83
Up Home Vila Mascote	Oct-16	129	26%	96	100%	43.323	110
Legittimo Vila Romana	Apr-17	54	80%	11	100%	11.453	83
Sub-Total Ready Units		14.888		1.175		682.727	23.858
In Construction							
In Design Liberdade	Aug-17	114	47%	60	100%	36.736	553
Verace Brooklin	Oct-17	48	85%	7	100%	14.922	294
Clima São Francisco	Nov-17	106	85%	16	100%	11.211	5.281
Z.Cotovia	Mar-18	199	88%	24	100%	19.768	0
Fit Casa Brás	Oct-18	979	68%	318	70%	42.482	0
Vertiz Tatuapé	Sep-18	200	98%	5	100%	2.473	202
Sky House	Oct-18	115	32%	78	100%	50.051	60
Diogo Ibirapuera	Oct-18	136	98%	3	100%	7.725	0
Z.Pinheiros	Nov-18	386	79%	82	100%	38.432	990
Fit Casa Rio Bonito	Mar-19	560	93%	39	100%	7.045	280
Le Jardin Ibirapuera	Jan-19	22	55%	10	100%	33.369	60
Vértiz Vila Mascote	Jan-19	168	91%	15	100%	8.980	330
Vivid Perdizes	May-19	102	54%	47	100%	31.593	0
Pátrio Ibirapuera	Jun-19	54	98%	1	70%	7.177	17.352
Artis Jardim Prudência	Jun-19	92	70%	28	100%	15.681	0
Haute Ibirapuera	Aug-19	57	82%	10	100%	20.327	23.179
Jardins do Brasil - Reserva JB	Aug-19	682	44%	383	76%	139.821	4.240
EZ Parque da Cidade	Sep-19	244	66%	83	100%	219.489	1.300
Pin Internacional	Nov-19	1.416	28%	1.020	60%	111.578	0
Sub-Total In Construction		5.680		2.229		818.859	54.122
Launches							
Fit Casa Alto do Ipiranga	Jan-20	370	25%	278	100%	60.919	0
Air Brooklin	Feb-20	663	60%	265	100%	164.881	8.190
Z.Ibirapuera	Mar-20	172	10%	154	100%	108.147	2.105
Sub-Total Launches		1.205		697		333.946	10.295
Total		**21.773**		**4.101**		**1.835.532**	**88.275**

EZTEC Construindo qualidade de vida

GUIDANCE

2020

EZTEC is interrupting its guidance for launches for 2020, originally ranging from R$2 billion to R$2.5 billion in PSV. Up until a few weeks prior to this publishing, the overall outlook for launches was extremely positive, backed by promising fundamentals. To the extent that the sharpest phase of the coronavirus crisis dissipates, these fundamentals may overcome once more. Nonetheless, in the immediately predictable future, the pandemics landscape imposes restrictions to the Company's capacity to fulfill the proposed guidance. In addition to whether there is reliable demand available, there are also practical impediments to the origination of new projects: the suspension of São Paulo's City Hall activities in the short term inhibits the approval of new projects, thus obstructing the launching pipeline. It is worth highlighting that, by the time of this release, the Company had already launched R$ 564 million in PSV in 2020 and, given time, will seek to re-enter the market whenever conditions seem appropriate. By now, the Company would rather wait and observe the changing circumstances in the current scenario.

Ownership Structure

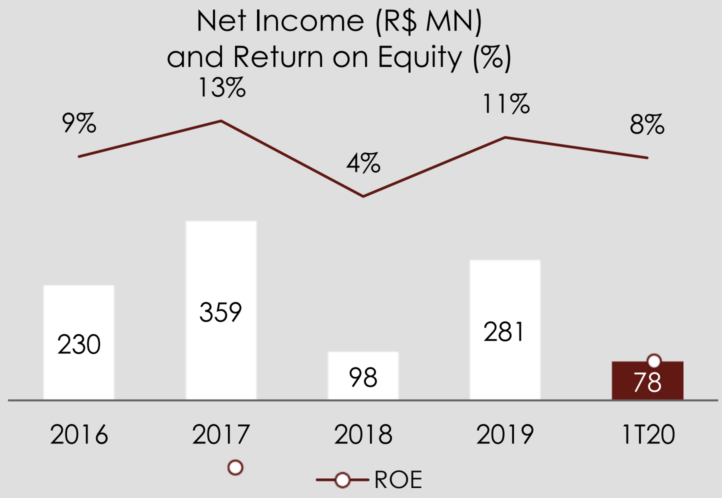
Listed in the Novo Mercado segment of Corporate governance under the ticker EZTC3, as of March 31, 2020, EZTEC had 227,000,000 common shares and a 46.1% free float, corresponding to 104,580,000 shares.

Stock Buyback

At the date of this publishing, the Board of Directors approve a buyback program with as much as 10% of the free float. The decision to institute a program that enables the acquisition of up to 9.575.565 shares is driven by the underlying understanding that the drop in stock price deviates from the inherent reality of the Company, in the face of its technical, financial, and administrative structure, or even of the resilience of its business model. The terms of the program entail a buyback at the stock market and at market value. The program does not impact EZTEC's financial conditions, neither does it impact the shareholder control composition. It counts with Itaú and BTG as the intermediary financial institutions and can be liquidated at any time for the next 90 days, starting at the date of this release. The determination of timing and quantity falls to the executive officers, as it has just been approved by the Board of Directors. It is worth mentioning that by the date of this release no stock acquisitions were made via Buyback Program.

Return on Equity

The amount calculated for EZTEC's Return On Equity (ROE) in 1Q20 is of 8.4%.



Context

Operational cycle started in 2H18 reflects progressively on the Company's net income recognition. It is worth mentioning that since its IPO in June 2007 until December 2019, EZTEC achieved net income of R$ 3.69 billion, with dividends of R$ 1.45 billion, providing an average ROE of 15.2% in the period. Results obtained in 12 years as a publicly traded company are derived from an operational growth cycle from 2007 to 2014 and from the downturn in economic activity from 2015 to 2017. In 2018, we started a new operational cycle, favoring the increase in launches, seeking to return to the operational level reached in the years of economic growth. From an operational point of view, in 2018 we increased launches by 200% when compared to 2017, followed by an 152% increase in 2019 when compared to 2018. Even though 2020 was on track to continue this operational acceleration, the advent of the Covid-19 pandemic interrupted this progression. Even so, results accrued from launches that took place so far will still be reflected in revenue in the coming quarters through accounting recognition via PoC, preserving net income recognition despite the imposed circumstances.

Contact IR:

A. Emilio C. Fugazza

Hugo G. B. Soares

Matheus C. P. Tubarão

Pedro Tadeu T. Lourenço

ri@eztec.com.br
Tel.: (55) (11) 5056-8313

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Índice do Setor Industrial INDX

Índice Imobiliário IMOB

Índice Dividendos BM&FBOVESPA IDIV

ANNEX I: CONSOLIDATED CASH FLOW

Cash Flow Periods ended in March.31 Amount expressed in thousand of Brazilian Reais - R$	**1Q20**
Net Income	79.382
Adjustments to reconcile net income to net cash provided by (used in) operating activities	-38.798
Present Value Adjustment Value from Taxes	772
Foreign Exchange Gains (Losses), Net	(39.830)
Provision for contingencies	-
Depreciation and Amortization of Goodwill	2.147
Depreciation and Amortization	981
Equity Income	(8.097)
Reserve for Contingencies	-
Income Tax and Social Contribution, Current and Deferred	5.229
Write-off fixed assets	-
Minority Interest	-
Decrease (increse) in operating assets:	-94.739
Trade Accounts Receivables	(44.063)
Real Estate Held for Sale	(9.765)
CEPAC Acquisiton	(35.646)
Prepaid Expenses	-
Other Assets	(5.265)
Decrease (increase) in operating liabilities:	31.707
Advances from Customers	21.653
Interest Paid	(767)
Income Tax and Social Contribution Paid	(6.057)
Suppliers	5.669
Dividendo Received from Invested Enterprises	6.606
Other Liabilities	4.603
Net Cash provided by (used in) Operating Activities	-22.448
Cash from operating activities	10.284
Short-Term Investments	(694.694)
Proceeds frmom Maturities	707.103
Goodwill on acquisition of investments	-
Acquisition of Investiments	(1.904)
Purchase of Property and Equipment	(221)
Net Cash used in Investing Activities	10.284
Cash Flows from Financing Activities:	-28.567
Loans from Related Parties	13.819
Dividends Paid	-
New Loans and Financings	34.147
Stock Emissions	-
Noncontrolling Interests in Subsidiaries	-
Payment of Loans and Financings	-
Noncontrolling Interests in Subsidiaries	(655)
Payment of Loans and Financings	(75.878)
Net Cash Provided by Financing Activities	-28.567
Dilution in cash and cash equivalents	-40.730
Balance at Beginning of Period	74.883
Balance at End of Period	34.153

ANNEX II: COST FINANCIAL EVOLUTION

Project	03/2019	06/2019	09/2019	12/2019	03/2020
2011					
NeoCorporate Offices	100%	100%	100%	100%	100%
Up Home Jd. Prudência	100%	100%	100%	100%	100%
Trend Paulista Offices	100%	100%	100%	100%	100%
Quality House Sacomã	100%	100%	100%	100%	100%
Royale Tresor	100%	100%	100%	100%	100%
Supéria Pinheiros	100%	100%	100%	100%	100%
Chateau Monet	100%	100%	100%	100%	100%
Still Vila Mascote	100%	100%	100%	100%	100%
Sophis Santana	100%	100%	100%	100%	100%
Royale Merit	100%	100%	100%	100%	100%
Vidabella 6 a 10	100%	100%	100%	100%	100%
Up Home Vila Carrão	100%	100%	100%	100%	100%
Vivart Tremembé	100%	100%	100%	100%	100%
Gran Village São Bernardo	100%	100%	100%	100%	100%
2012					
Neo Offices	100%	100%	100%	100%	100%
Bosque Ventura	100%	100%	100%	100%	100%
Terraço do Horto	100%	100%	100%	100%	100%
Massimo Nova Saúde	100%	100%	100%	100%	100%
In Design	100%	100%	100%	100%	100%
The View	100%	100%	100%	100%	100%
Green Work	100%	100%	100%	100%	100%
Up Home Santana	100%	100%	100%	100%	100%
Chácara Cantareira	100%	100%	100%	100%	100%
Prime House São Bernardo	100%	100%	100%	100%	100%
Parque Ventura	100%	100%	100%	100%	100%
Jardins do Brasil - Abrolhos	100%	100%	100%	100%	100%
Jardins do Brasil - Amazônia	100%	100%	100%	100%	100%
Brasiliano	100%	100%	100%	100%	100%
Dez Cantareira	100%	100%	100%	100%	100%
2013					
Le Premier Paraíso	100%	100%	100%	100%	100%
Premiatto Sacomã	100%	100%	100%	100%	100%
Splendor Vila Mariana	100%	100%	100%	100%	100%
EZ Mark	100%	100%	100%	100%	100%
Jardins do Brasil - Mantiqueira	100%	100%	100%	100%	100%
Jardins do Brasil - Centro Empresarial	100%	100%	100%	100%	100%
Massimo Vila Mascote	100%	100%	100%	100%	100%
Quality House Ana Costa	100%	100%	100%	100%	100%
Cidade Maia - Alameda	100%	100%	100%	100%	100%
Cidade Maia - Jardim	100%	100%	100%	100%	100%
Cidade Maia - Praça	100%	100%	100%	100%	100%
2014					
Cidade Maia - Botânica	100%	100%	100%	100%	100%
Cidade Maia - Reserva	100%	100%	100%	100%	100%
Magnífico Mooca	100%	100%	100%	100%	100%
San Felipe - Palazzo	100%	100%	100%	100%	100%
San Felipe - Giardino	100%	100%	100%	100%	100%
Prime House Bussocaba	100%	100%	100%	100%	100%
Le Premier Flat Campos do Jordão	100%	100%	100%	100%	100%
Legittimo Santana	100%	100%	100%	100%	100%
2015					
Splendor Ipiranga	100%	100%	100%	100%	100%
Massimo Vila Carrão	100%	100%	100%	100%	100%
Jardins do Brasil - Atlântica	100%	100%	100%	100%	100%
2016					
Le Premier Moema	86%	92%	100%	100%	100%
Splendor Brooklin	80%	86%	100%	100%	100%
Up Home vila Mascote	75%	82%	86%	95%	100%
2017					
Legittimo Vila Romana	72%	80%	86%	91%	100%
In Design Liberdade	55%	66%	74%	81%	88%
Verace Brooklin	57%	66%	73%	82%	88%
Clima São Francisco	40%	50%	60%	69%	76%
2018					
Z.Cotovia	45%	49%	53%	59%	65%
Vértiz Tatuapé	38%	39%	43%	49%	57%
Diogo & ID Ibirapuera	48%	49%	52%	55%	60%
Sky House	39%	39%	44%	48%	51%
Fit Casa Brás	25%	28%	36%	44%	52%
Z.Pinheiros	40%	41%	43%	47%	53%
2019					
Vértiz Vila Mascote	29%	29%	29%	33%	39%
Le Jardin Ibirapuera	0%	49%	50%	57%	62%
Fit Casa Rio Bonito	0%	14%	19%	30%	42%
Pátrio Ibirapuera	0%	41%	42%	44%	45%
Artis Jardim Prudência	0%	0%	0%	26%	28%
Haute Ibirapuera	0%	0%	0%	39%	39%
Vivid Perdizes	0%	0%	0%	35%	36%
EZ Parque da Cidade	0%	0%	0%	38%	40%
Jardins do Brasil - Reserva JB	0%	0%	0%	16%	17%
2020					
Air Brooklin	0%	0%	0%	0%	35%

ANNEX III: REVENUE BY PROJECT

Project	Launch Date	Delivery Date (Contract)	% EZTEC	% Units Sold	Cumulative Revenue[1]
2007					
Evidence	Mar-07	Sep-10	50%	100%	41.637
Clima Bothanico	Mar-07	Dec/09 and Mar/10	100%	100%	148.515
Vert	Mar-07	Feb-10	100%	100%	51.772
Clima do Bosque	Jun-07	Mar-10	100%	100%	85.353
Sports Village Ipiranga	Sep-07	Jul-10	100%	100%	93.519
Quality House Lapa	Oct-07	Nov-10	100%	100%	101.262
Ville de France	Oct-07	Mar/09, May/09, Aug/10 and	50%	100%	53.678
2008					
Clima do Parque	Mar-08	Sep-10	100%	100%	151.175
Bell'Acqua	Apr-08	Oct-10	100%	99%	44.748
Prime House Vila Mascote	Jun-08	Apr-11	100%	100%	57.815
Splendor Square	Jun-08	Feb-11	100%	100%	82.958
Premiatto	Jun-08	Jul-11	50%	100%	75.881
Mundeo	Jun-08	Oct-10	100%	100%	26.495
Splendor Klabin	Sep-08	Mar-11	90%	100%	47.762
Vidabella 1	Oct-08	Jun-10	50%	100%	7.254
Chácara Sant'Anna	Nov-08	Aug-11	50%	100%	77.487
2009					
Supéria Moema	Mar-09	Sep-11	100%	100%	72.982
Capital Corporate Office	May-09	Nov-12	100%	100%	325.994
Le Premier Ibirapuera Parc	Jun-09	Jun-12	100%	100%	88.443
Vidabella 2	Jul-09	Jun-10	50%	100%	33.777
Supéria Paraíso	Aug-09	Nov-11	100%	100%	65.521
Vidabella 3	Oct-09	Mar-11	50%	100%	9.905
Vidabella 4	Oct-09	Mar-11	50%	100%	9.951
Vidabella 5	Oct-09	Mar-11	50%	100%	9.989
Reserva do Bosque	Oct-09	May-12	50%	100%	29.670
Quality House Jd. Prudência	Nov-09	Sep-12	100%	100%	74.120
2010					
Gran Village Club	Jan-10	Dec-12	100%	100%	118.248
Clima Mascote	Feb-10	Dec-12	100%	100%	105.368
Massimo Residence	Mar-10	Sep-12	50%	100%	34.815
Up Home	Apr-10	Jan-13	100%	100%	77.720
Quinta do Horto	May-10	Feb-13	100%	100%	80.659
Prime House Sacomã	May-10	May-13	100%	100%	51.375
Sky	Jun-10	Oct-13	90%	100%	168.798
Varanda Tremembé	Jun-10	Apr-13	100%	100%	77.835
Sophis	Sep-10	Oct-13	100%	100%	117.316
Royale Prestige	Oct-10	Sep-13	60%	100%	172.692
Art'E	Oct-10	Nov-13	50%	100%	71.190
Gran Village Vila Formosa	Nov-10	Dec-13	100%	100%	121.799
2011					
NeoCorporate Offices	Jan-11	Feb-14	100%	92%	179.679
Up Home Jd. Prudência	Feb-11	Jan-14	100%	100%	74.519
Trend Paulista Offices	Feb-11	Dec-13	100%	100%	181.319
Quality House Sacomã	Feb-11	Feb-14	100%	100%	76.585
Royale Tresor	Mar-11	Mar-14	80%	100%	131.982
Supéria Pinheiros	Jun-11	Aug-14	100%	100%	59.336
Chateau Monet	Jun-11	Aug-14	100%	100%	141.100
Still Vila Mascote	Jun-11	Nov-14	50%	100%	39.599
Sophis Santana	Sep-11	Sep-14	100%	100%	127.349
Royale Merit	Nov-11	Mar-15	80%	100%	117.801
Vidabella 6 a 10	Dec-11	Sep-13 e Sep-14	60%	100%	40.532
Up Home Vila Carrão	Dec-11	Jan-15	100%	100%	86.788
Vivart Tremembé	Dec-11	Aug-14	100%	100%	68.974
Gran Village São Bernardo	Dec-11	Dec-14	100%	100%	194.796
2012					
Neo Offices	Feb-12	Mar-14	100%	98%	39.132
Bosque Ventura	Mar-12	Aug-15	85%	97%	158.053
Terraço do Horto	May-12	Aug-12	100%	100%	11.994
Massimo Nova Saúde	Jun-12	Mar-15	100%	99%	66.391
In Design	Jun-12	Jul-15	100%	95%	106.942
The View	Jul-12	Apr-12	100%	100%	96.368
Green Work	Jul-12	Apr-15	100%	96%	126.962
Up Home Santana	Aug-12	Aug-15	100%	100%	48.771
Chácara Cantareira	Sep-12	Jan-16	100%	100%	170.110
Prime House São Bernardo	Sep-12	Oct-15	100%	100%	159.609
Parque Ventura	Oct-12	Jan-16	85%	92%	187.296
Jardins do Brasil - Abrolhos	Oct-12	Jan-16	76%	99%	192.476
Jardins do Brasil - Amazônia	Oct-12	Jan-16	76%	97%	224.769
Brasiliano	Nov-12	Sep-15	90%	100%	75.729
Dez Cantareira	Dec-12	Apr-15	50%	100%	23.201
2013					
EZ Towers	Jan-00	Dec-15	100%	100%	1.320.830
Le Premier Paraíso	Mar-13	Feb-16	100%	100%	93.200
Premiatto Sacomã	Feb-13	Jan-16	100%	100%	58.691
Splendor Vila Mariana	Mar-13	Oct-15	100%	100%	72.360
EZ Mark	May-13	Feb-16	100%	63%	204.461
Jardins do Brasil - Mantiqueira	Jul-13	Nov-16	76%	100%	191.645
Jardins do Brasil - Centro Empresarial	Jun-13	Sep-16	76%	75%	140.969
Massimo Vila Mascote	Sep/13	Sep-16	100%	100%	133.347
Quality House Ana Costa	Sep/13	Feb-17	100%	100%	115.623
Cidade Maia - Alameda	Dec/13	Mar-17	100%	94%	126.725
Cidade Maia - Jardim	Dec/13	Mar-17	100%	58%	114.023
Cidade Maia - Praça	Dec/13	Mar-17	100%	72%	171.500
2014					
Cidade Maia - Botanica	Mar-14	Aug-17	100%	55%	167.900
Cidade Maia - Reserva	Mar-14	Nov-17	100%	70%	138.828
Magnifico Mooca	May-14	Sep-17	50%	99%	52.282
San Felipe - Palazzo	Jun-14	Aug-17	100%	92%	45.952
San Felipe - Giardino	Jun-14	Aug-17	100%	100%	97.689
Prime House Bussocaba	Oct-14	Nov-17	100%	93%	176.344
Le Premier Flat Campos do Jordão	Jul-14	Jan-18	100%	82%	108.756
Legitimo Santana	Dec-14	Sep-17	100%	100%	56.331
2015					
Splendor Ipiranga	Feb-15	Apr-18	100%	98%	78.705
Massimo Vila Carrão	Apr-15	Apr-18	100%	97%	48.708
Jardins do Brasil - Atlântica	Jun-15	Sep-18	76%	94%	200.340
2016					
Le Premier Moema	Mar-16	Aug-19	50%	87%	46.113
Splendor Brooklin	May-16	Sep-19	100%	69%	65.502
Up Home vila Mascote	Oct-16	Jan-20	100%	26%	16.126
2017					
Legittimo Vila Romana	Apr-17	Mar-20	100%	80%	41.741
In Design Liberdade	Aug-17	Jul-20	100%	47%	28.238
Verace Brooklin	Oct-17	Sep-20	100%	85%	63.909
Clima São Francisco	Nov-17	Oct-20	100%	85%	41.557
2018					
Z.Cotovia	Mar-18	Jan-21	100%	88%	55.645
Vertiz Tatuapé	Sep-18	Aug-21	100%	98%	60.374
Sky House Chácara Santo Antônio	Oct-18	Sep-21	100%	32%	11.126
Fit Casa Brás	Oct-18	Sep-19	70%	68%	48.768
Diogo & ID Ibirapuera	Oct-18	Aug-21	100%	98%	77.968
Z.Pinheiros	Nov-18	Mar-22	100%	79%	82.852
2019					
Le Jardin Ibirapuera	Jan-19	Aug-21	100%	55%	25.392
Vértiz Vila Mascote	Jan-19	Sep-21	100%	91%	35.043
Fit Casa Rio Bonito	Mar-19	May-22	100%	93%	58.095
Vivid Perdizes	May-19	Jun-22	100%	54%	12.515
Pátrio Ibirapuera	Jun-19	Nov-22	70%	98%	93.821
Artis Jardim Prudência	Jun-19	Jul-22	100%	70%	9.017
Haute Ibirapuera	Aug-19	Sep-22	100%	82%	40.040
Jardins do Brasil - Reserva JB	Aug-19	Jun-23	76%	44%	18.623
EZ Parque da Cidade	Sep-19	Nov-22	100%	66%	139.680
2020					
Air Brooklin	Feb-20	Dec-23	100%	60%	65.207

GLOSSARY

CEPACs: Instruments used by local governments to raise funds to finance public urbanization projects, which are acquired by companies interested in expanding the construction potential of an area. CEPACs are considered variable-income assets, since their return is associated with the value of urban areas and can be traded in the secondary market on the São Paulo Stock Exchange (Bovespa).

Contracted Sales: The number of contracts executed with clients related to the sale of units delivered or for future delivery.

Cost of Properties Sold: Composed of the cost of lot acquisition, project development, construction as well as the expenses related to the financing of production (SFH).

Deferred Income: Given the recognition of revenue as a function of the percentage of conclusion of construction (PoC method), revenue from the incorporation of signed contracts is recognized in future periods. Therefore, Deferred Income corresponds to contracted sales less the budgeted construction cost of units to be recognized in future periods.

Deferred Revenue: The contracted sales for which revenue is allocated to future periods in accordance with the percentage of completion of construction.

Economic Standard: Unit price up to R$ 240.000,00 and with R$ 8,000.00 as maximum price per square meter.

EZTEC Potential Sales Value (EZTEC PSV): Amount obtained or to be potentially obtained from the sale of all units of a real estate project at a specific price predetermined on the launch date, proportional to EZTEC's interest in the project.

High-End Standard: Unit price above R$ 1.200.00.,00.

Land Bank: EZTEC maintains a land bank for future projects, with these properties acquired in cash or through agreements for the exchange of units in the same development.

Middle-End Standard: Unit price ranging from R$ 240,000.0 to R$ 700,000.00 and with R$ 9,000,00 as maximum price per square meter.

Percentage of Completion (PoC) Method: According to Brazilian accounting policies, revenues are recognized based on the Percentage of Completion (PoC) accounting method, measuring the progress of the project until its conclusion in terms of the real costs incurred in relation to the total budgeted costs.

Performed Receivables: Receivables from clients whose units have been concluded.

Potential Sales Value (PSV): Amount obtained or to be potentially obtained from the sale of all units of a real estate project at a specific price predetermined on the launch date.

Return on Equity (ROE): Return on Equity is a financial indicator that measures the return on the capital invested by shareholders (shareholders' equity). To calculate ROE, simply divide the company's net income by its shareholders' equity.

Risk Segregation: Accounting regime through which the assets of a project remain segregated from the assets of the developer until construction is completed. The project's cash flow is also not appropriated in the event of the bankruptcy or insolvency of the developer. Developments submitted to this regime obtain a Special Tax Regime (RET), with the tax benefit of a consolidated tax rate (PIS+COFINS+IR+CSLL) of 4.0% of revenue.

Smart Living Standard: Unit price up to R$ 700,000.00 and with R$ 9,000.00 as minimum price per square meter.

Upper-Middle-End Standard: Unit price ranging from R$ 700,000,00 to R$ 1,200,000,00.