

3Q22

Webcast

São Paulo, November 11th, 2022



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Interpretation

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Participants



Marcelo Ernesto Zarzur

- Chief Executive Officer
- Chief Operating Officer

*Founding partner
Director since 2007
Civil engineer graduated from the
Faculdade de Engenharia São Paulo
- FESP*



Flávio Ernesto Zarzur

- Chairman of the Board of Directors
- Vice Executive President

*Founding partner
Director since 2007
Civil engineer graduated from the
Fundação Armando Álvares
Penteado – FAAP*



Silvio Ernesto Zarzur

- Member of the Board of Directors
- Vice Executive President, Chief Development and New Business Officer

*Founding partner
Director since 1980
Civil engineer graduated from the
Mackenzie*



A. Emílio C. Fugazza

- Chief Financial Officer and IR Officer

*Founding partner and CEO of Grupo
Analisy's, a company acquired by
EZTEC in 2007.
Civil engineer graduated from the
Federal University of São Carlos*

Launches 3Q22



Unique Green 1st e 2nd phase **50% sold**

PSV %EZTEC: R\$ 410.2 MN

R\$ 367.1 MN

Location: Parque Toronto – SP

Parque Toronto – SP

Standard: Middle-End

Middle-End

Stake: 100% EZTEC

100% EZTEC

Units: 443

442

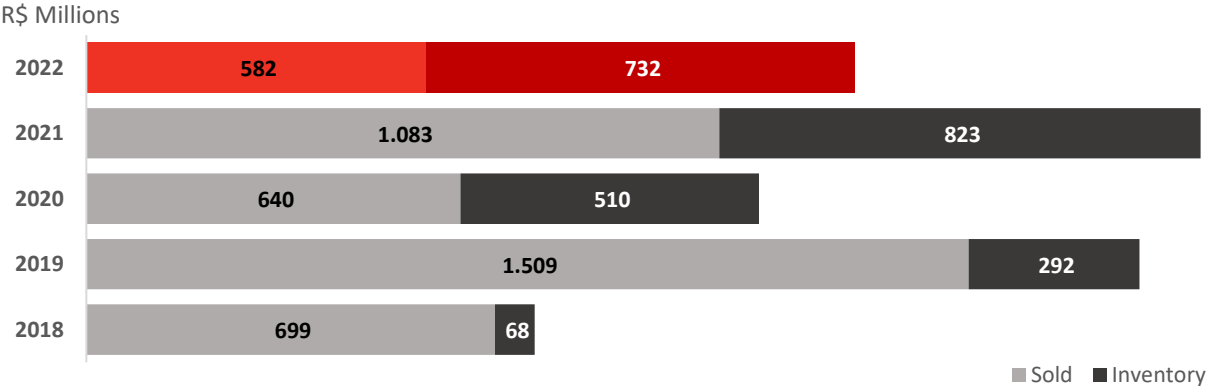
Launch date: Aug/22

Dec/21

Landbank: Bandeirantes lote B – 2nd phase

Bandeirantes lote B – 1st phase

Launches (% sold) *



Launches 1Q22 - **51% Sold**



Launches 2Q22 - **33% Sold**

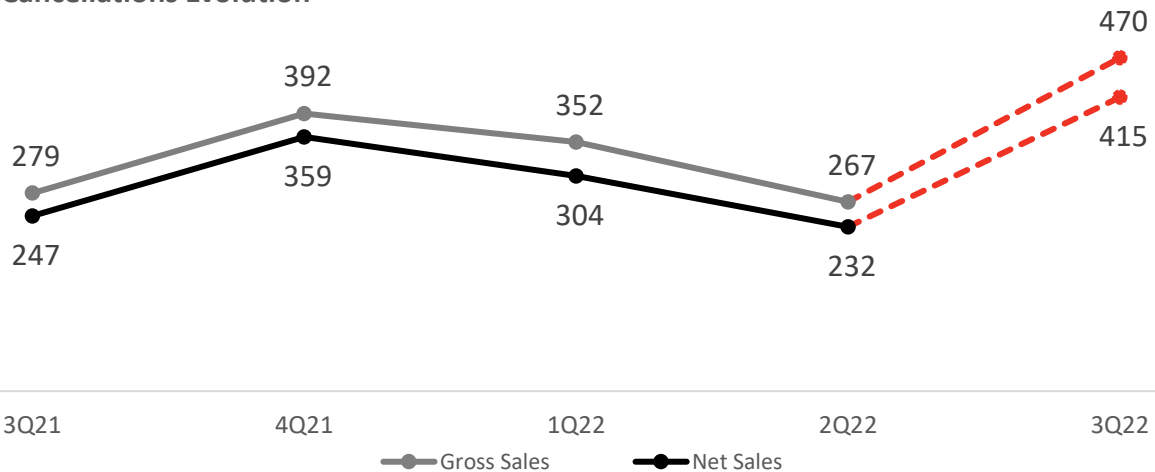


* Sales pro-rated based on VGV. Phase 1 (2021) represents 44% and phase 2 (2022) represents 56% of total PSV.

Operational Performance

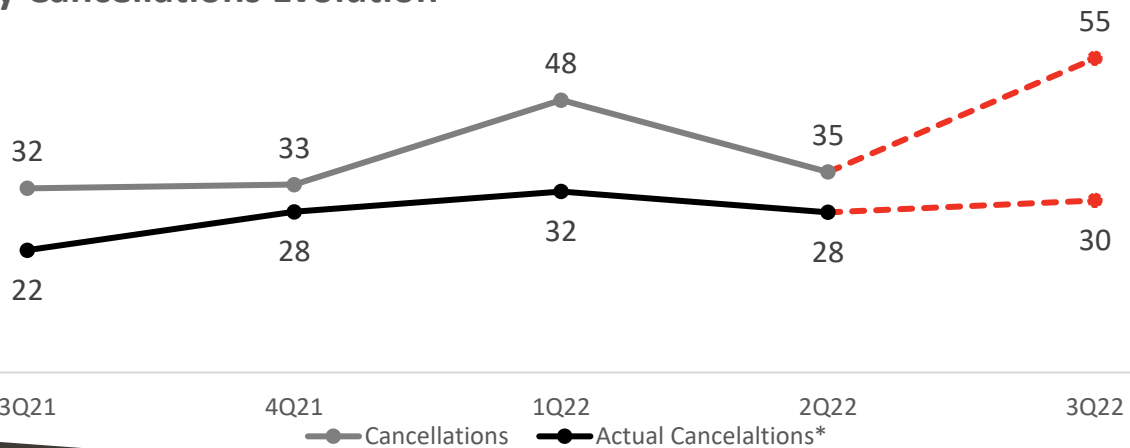
Quarterly Cancellations Evolution

R\$ Millions



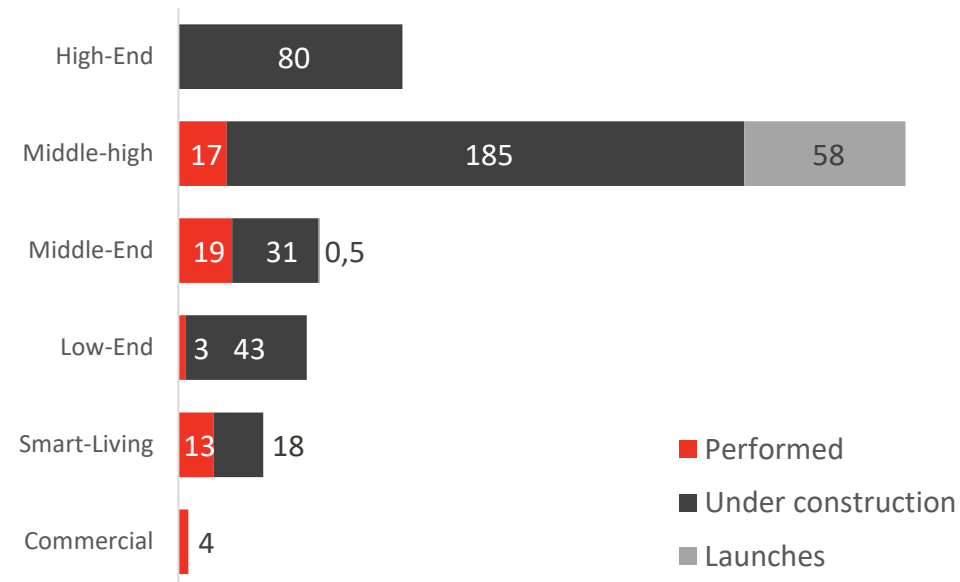
Quarterly Cancellations Evolution

R\$ Millions



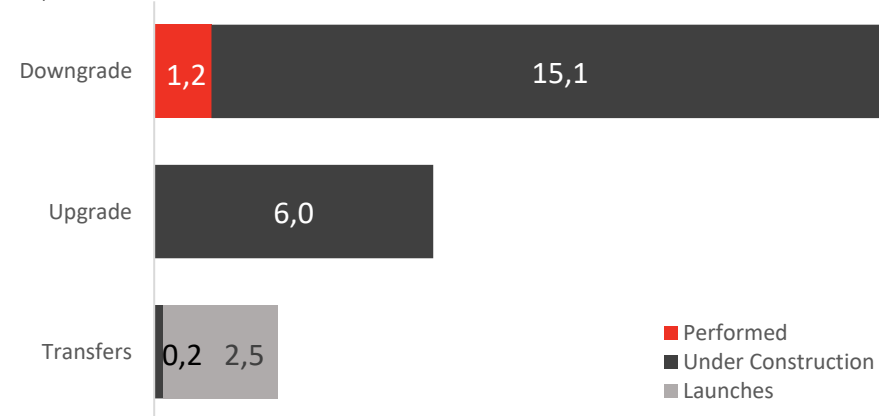
Quarterly Sales Segmentation

R\$ Millions



Quarterly Cancellations Profile

R\$ Millions



* Excluding Downgrades, Upgrades and Transfers

Next Launches*

R\$ 580 MN potential PSV



Park Avenue

PSV %EZTEC: R\$ 235 MN

Location: Moema – SP

Standard: High-End

Stake: 50% EZTEC

Units: 92

Launch date: 4Q22

Landbank: Rep. Líbano - Frahía



PIN Osasco

PSV %EZTEC: R\$ 43 MN

Location: Osasco - RMSP

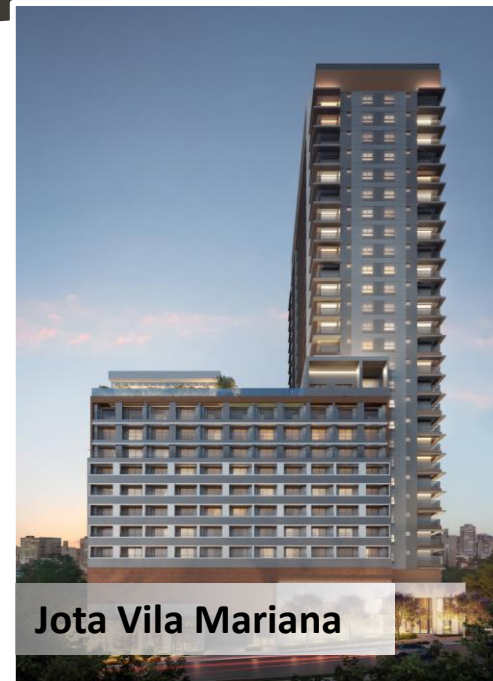
Standard: Low-End

Stake: 60% EZTEC

Units: 351

Launch date: 4Q22

Landbank: PIN Osasco



Jota Vila Mariana

PSV %EZTEC: R\$ 132 MN

Location: Vila Mariana – SP

Standard: High-End

Stake: 50% EZTEC

Units: 280

Launch date: 4Q22

Landbank: Gregório Serrão



Chanés Street

PSV %EZTEC: R\$ 170 MN

Location: Moema – SP

Standard: High-End

Stake: 100% EZTEC

Units: 253

Launch date: 4Q22

Landbank: Chanés

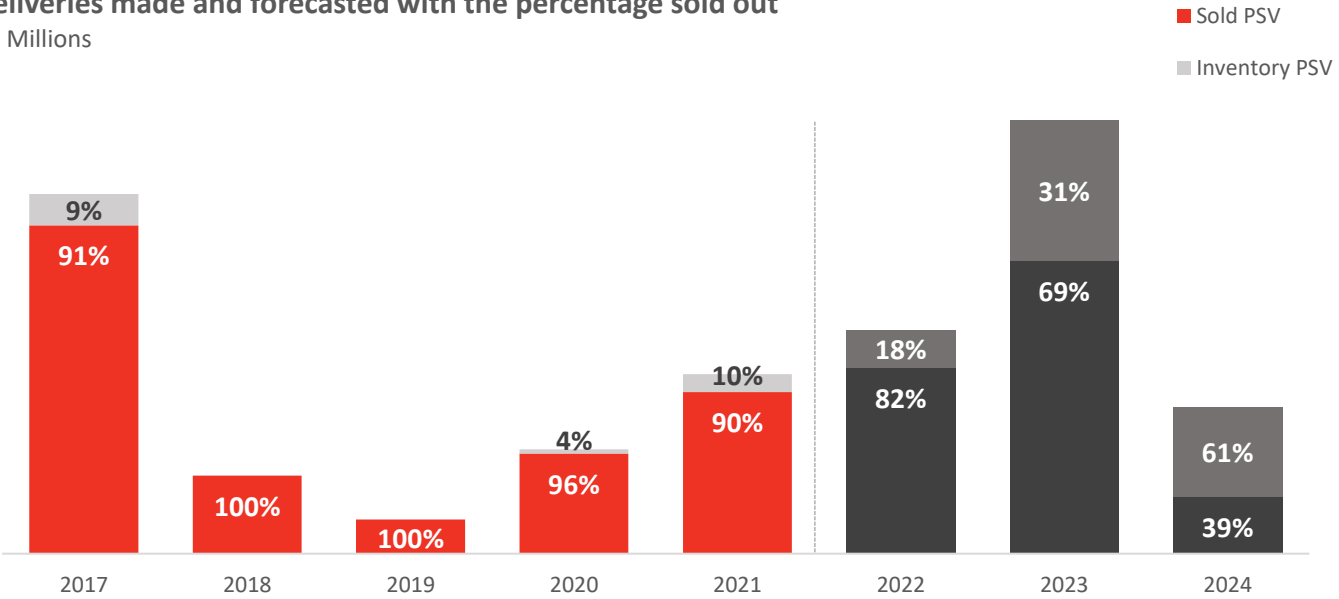
*All images are preliminary and may be changed.



Deliveries

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR	%EZTEC	SPE	Results	% sold out (Units)	PSV %EZ (R\$ MN)
1Q22					254.1
Z. PINHEIROS	100%	Pisa	Consolidated	89.4%	188.2
VIVID PERDIZES	100%	Campo Limpo	Consolidated	71.6%	65.9
2Q22					48.8
ARTIS JARDIM PRUDENCIA	100%	Verona	Consolidated	81.5%	48.8
3Q22					80.9
FIT CASA ALTO DO IPIRANGA	100%	Arizona	Consolidated	75.4%	80.9
4Q22E					384.7
PÁTRIO IBIRAPUERA & ID JAUAPERI	70%	Venezia	Consolidated	85.2%	235.6
HAUTE IBIRAPUERA & ID LISBOA	100%	London	Consolidated	79.8%	149.1
Accumulated Year				81.7%	768.5

Deliveries made and forecasted with the percentage sold out
R\$ Millions

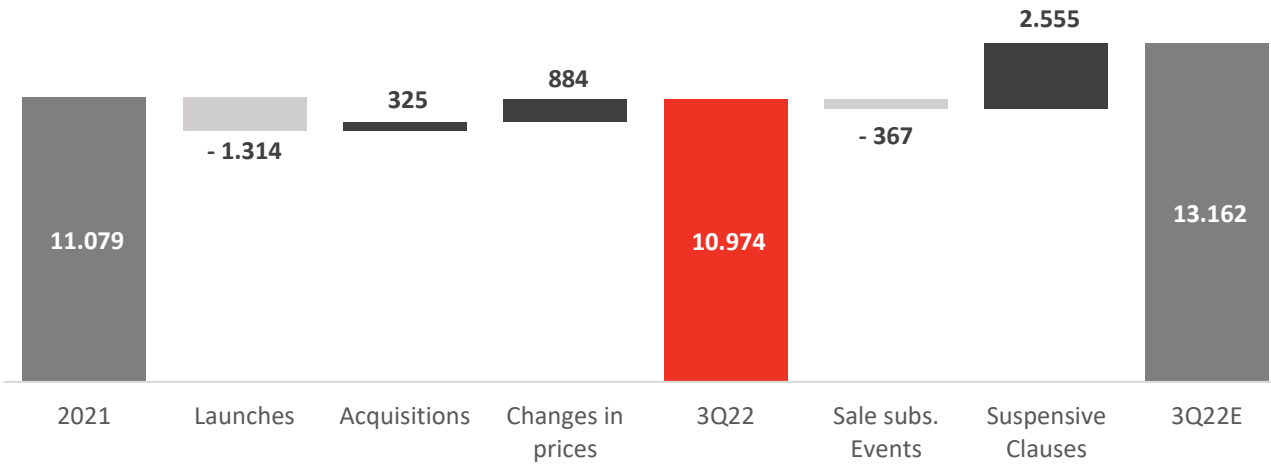


3Q22 – Fit Casa Alto do Ipiranga

Landbank

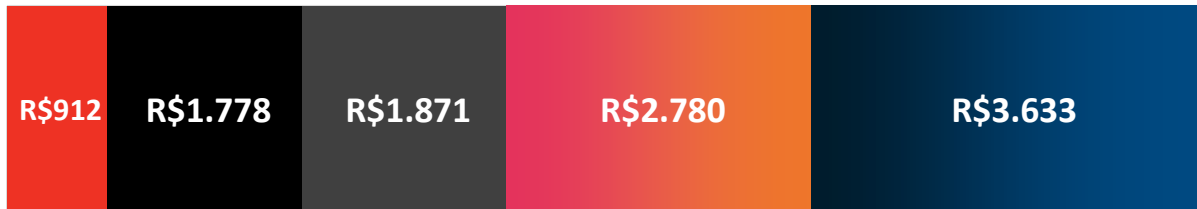
Landbank Evolution

R\$ Millions



Landbank Standard

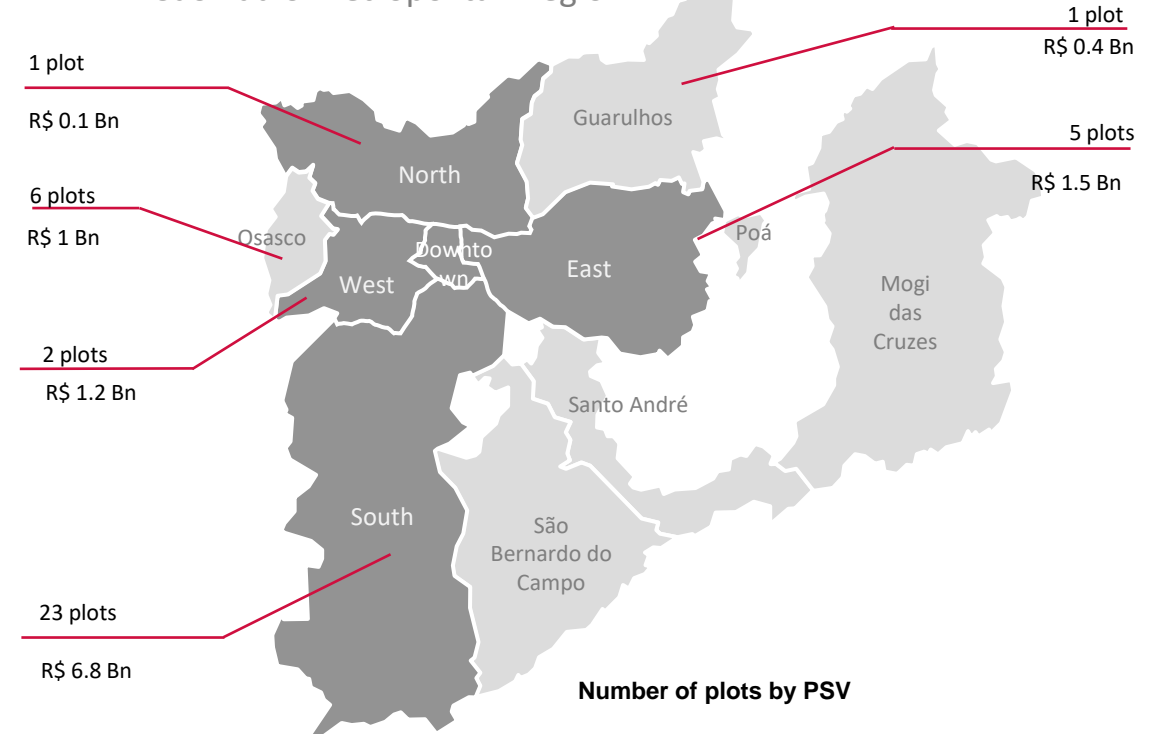
0% 20% 40% 60% 80% 100%



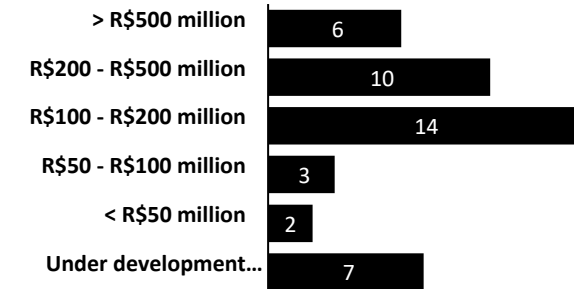
High-end Middle-high Middle-end Fit Casa EZ Inc

R\$ 11 Bn

São Paulo Metropolitan Region



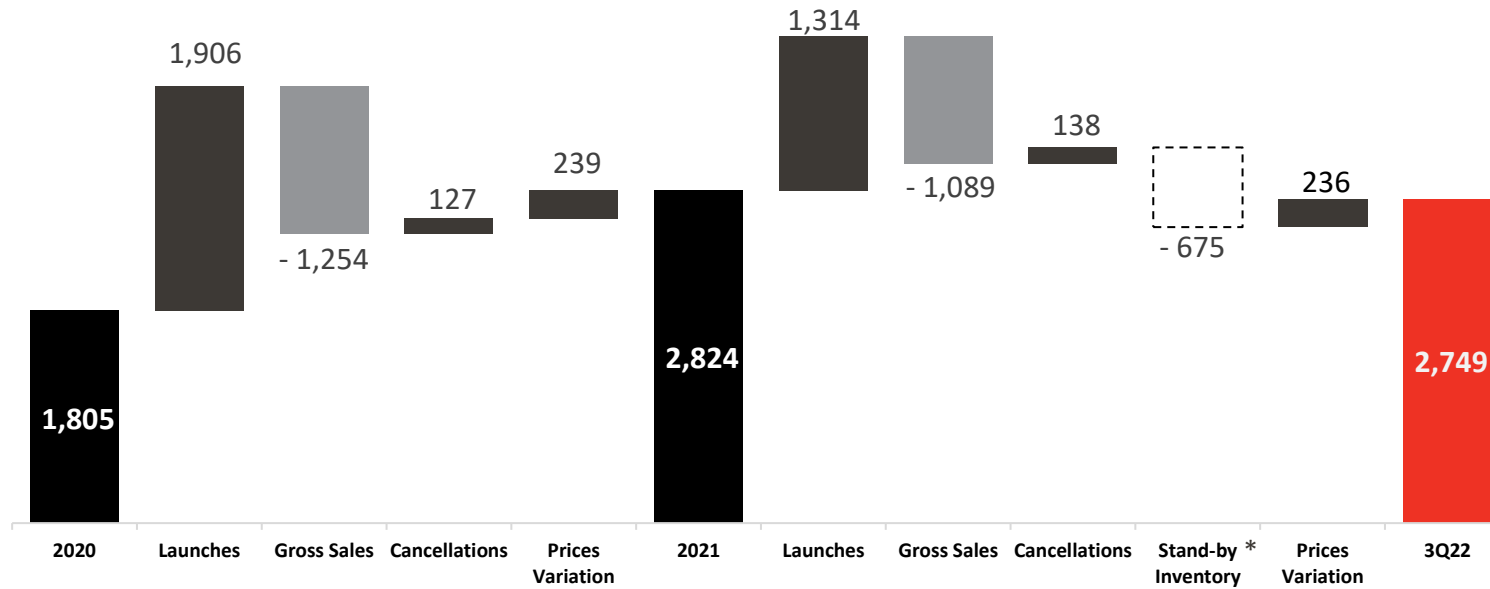
Number of plots by PSV



Inventory

Inventory Evolution

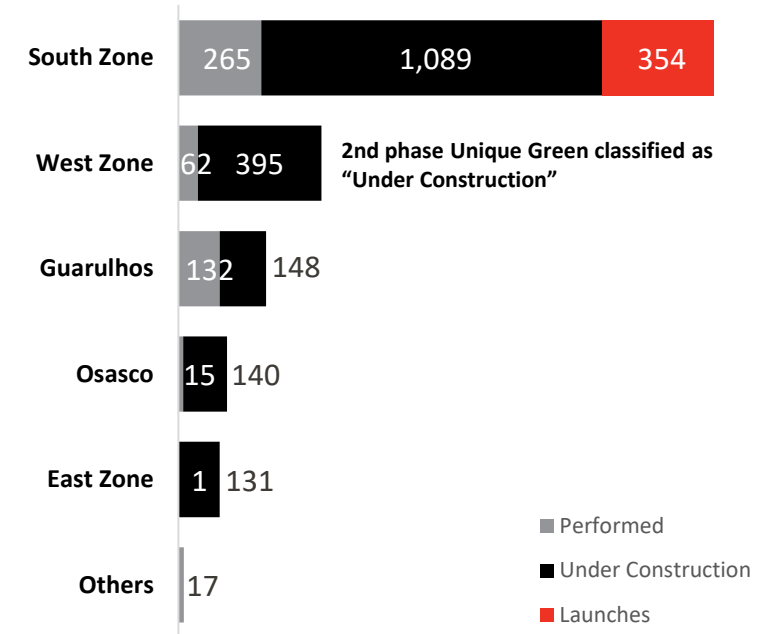
R\$ Millions



*EZ Infinity is under construction and will soon be commercially re-launched Stand by inventory

Dispersion by building status

R\$ Millions



Inventory by building status

Units



Inventory by building status

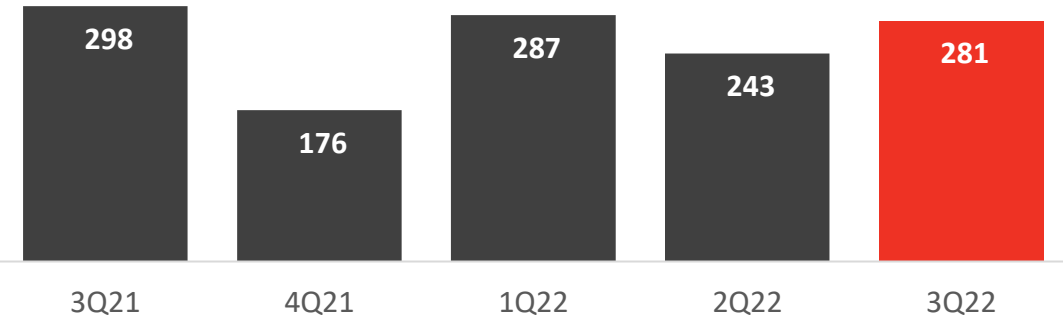
R\$ Millions



Financial Performance

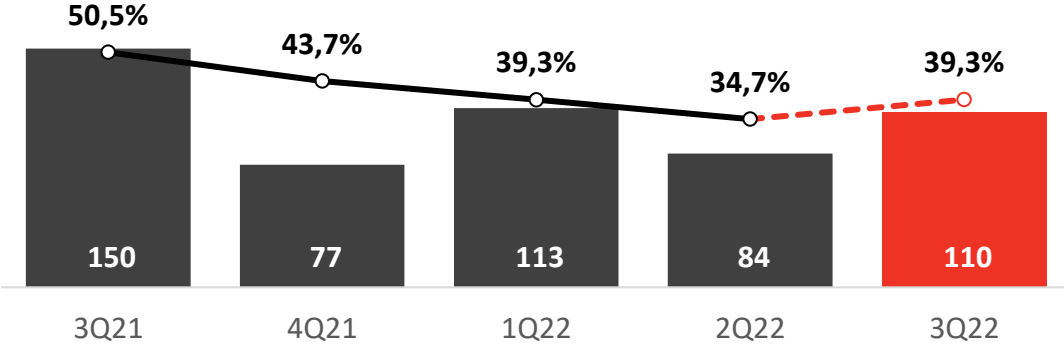
Net Revenue

R\$ Millions



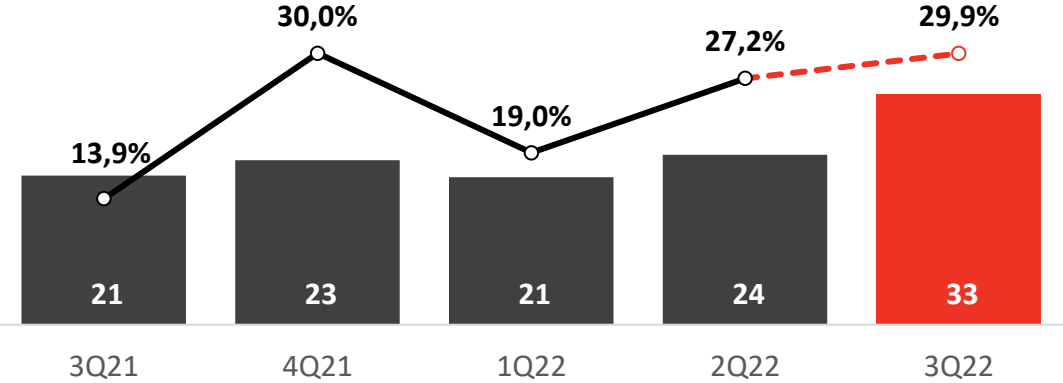
Gross Profit and Gross Margin

R\$ Millions and %



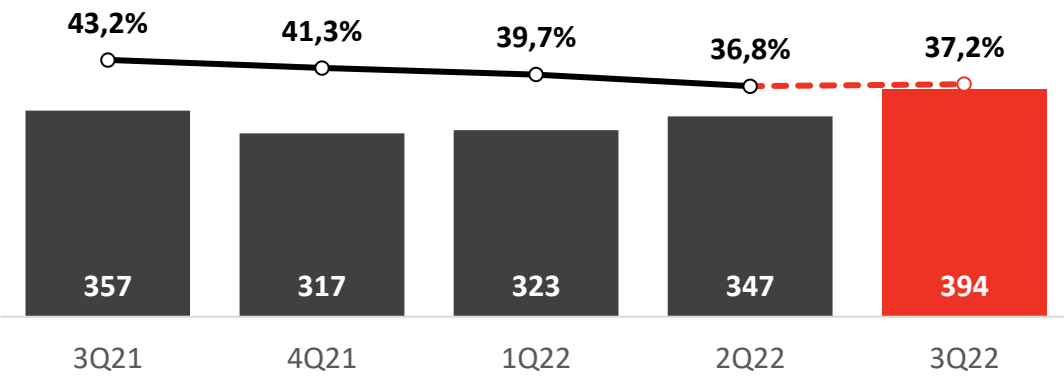
Equity Income and % os Net Income

R\$ Millions and %



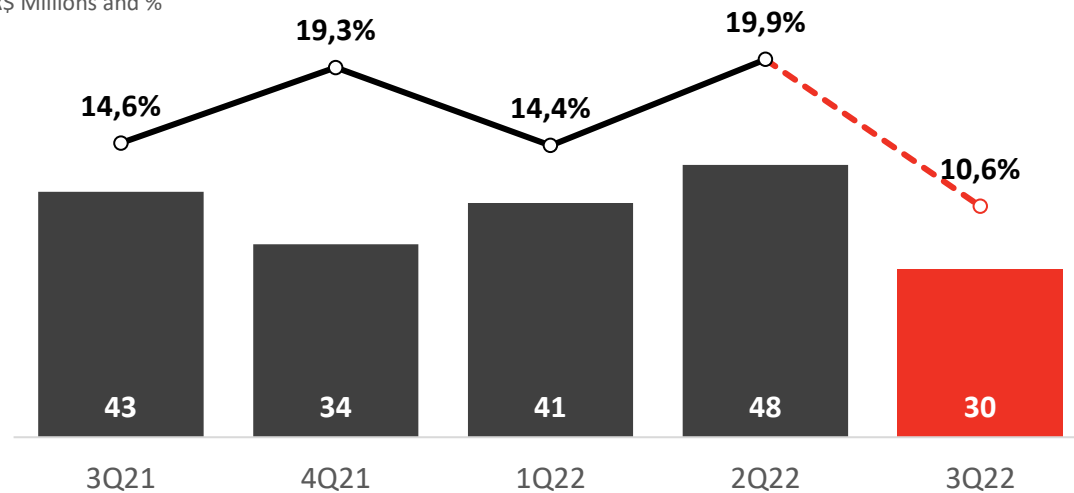
Results and Margin to Appropriate

R\$ Millions and %



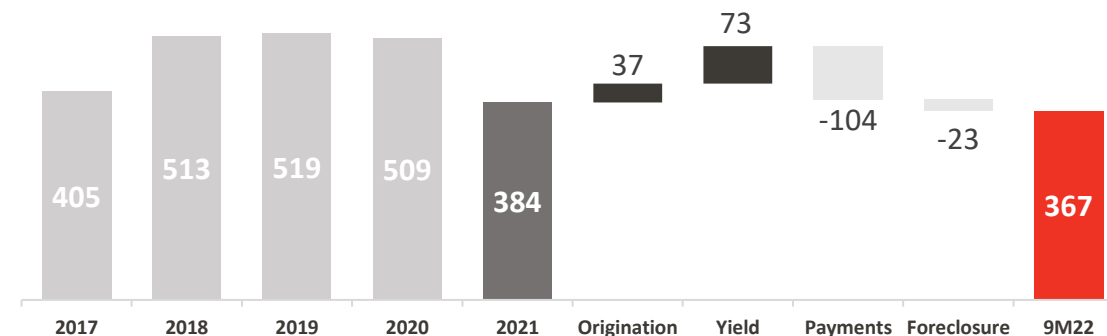
Financial Result and % of Net Revenue

R\$ Millions and %



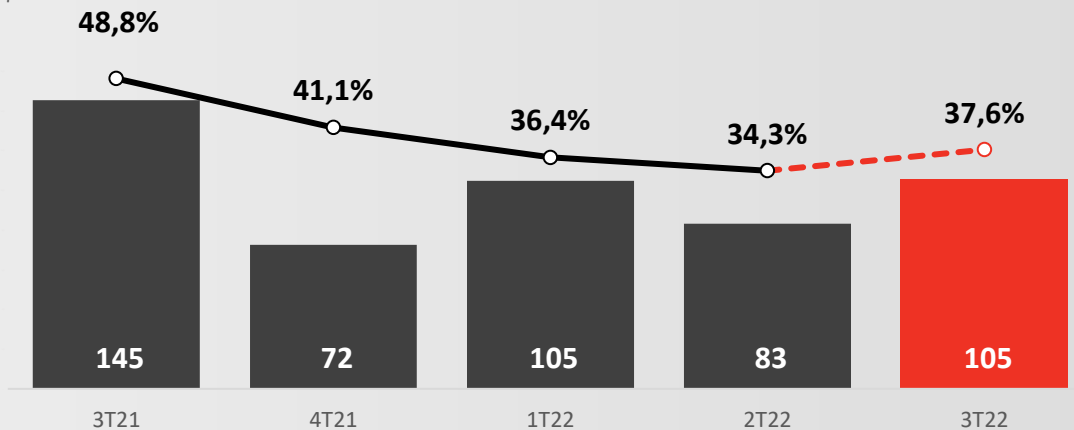
Direct Receivables Portfolio Evolution

R\$ Millions



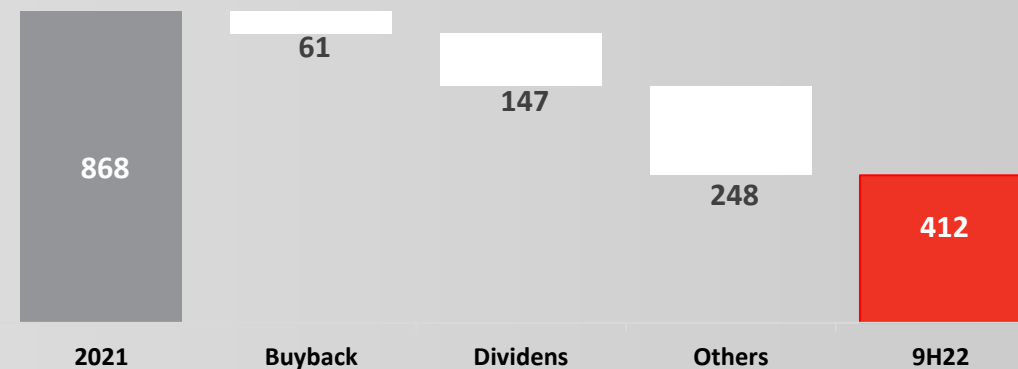
Net Profit e Net Margin

R\$ Millions and %



Net Cash Change

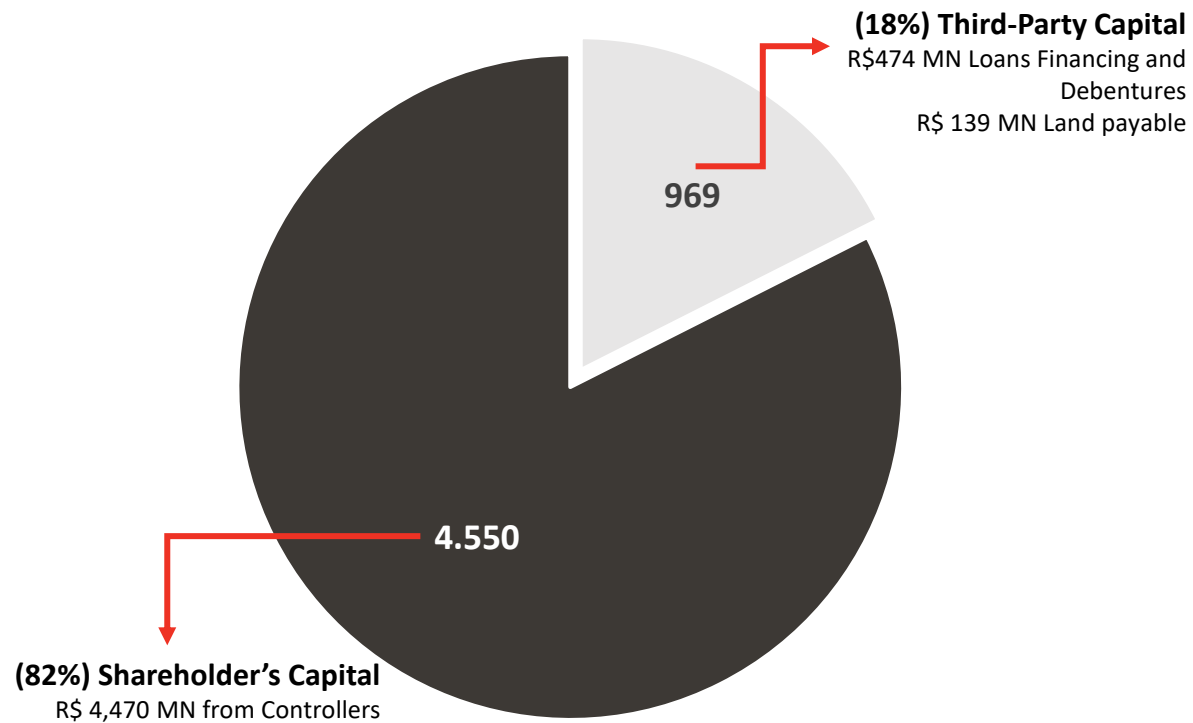
R\$ Millions



CAPITAL ESTRUCTURE

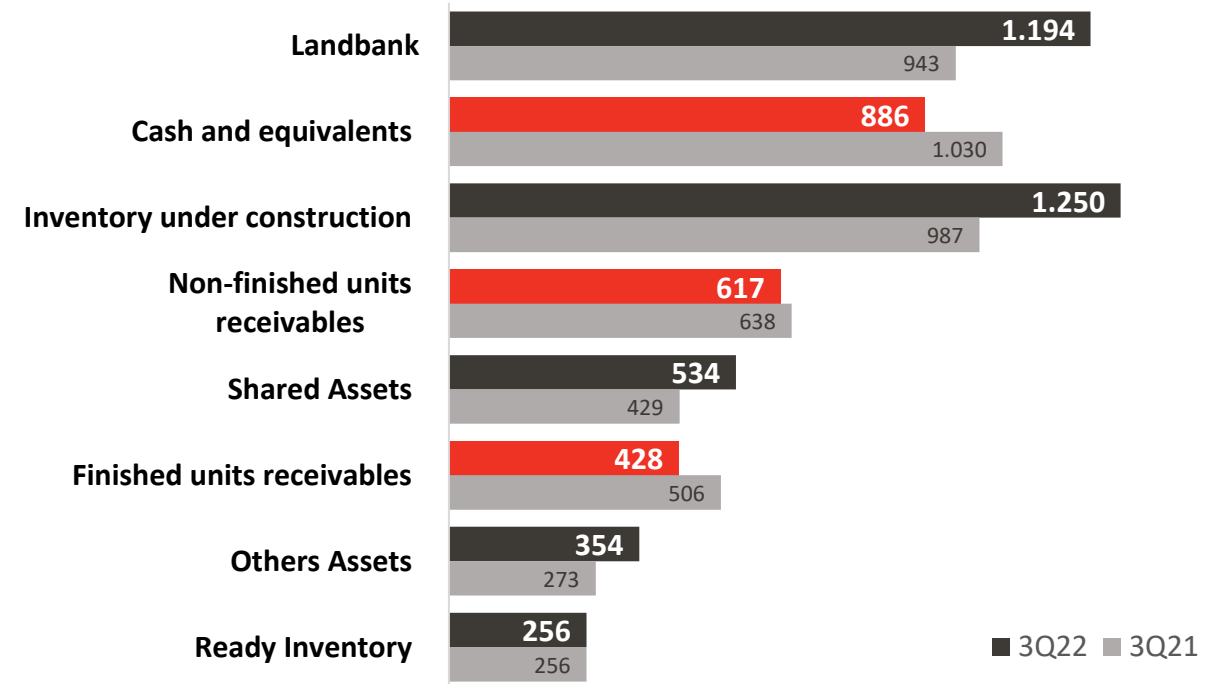
Book value per share: **R\$ 20.50**
Free float Shares*: **218,125,703**

Financial Sources



Assets Distribution (R\$5,519 MN)

R\$ Millions



EZ INC

R\$ 3,6 bi

In projects

R\$ 1,8 bi

Under Construction



7
Projects



2
Under
Construction



Air Brooklin

76,34% completed*

BOMA area

7,503 square meters



Esther Towers

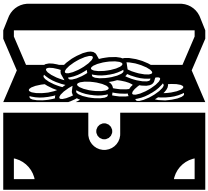
44,14% completed*

BOMA area

86,000 square meters

*Base date % work execution
Esther 10/31/2022
Air Brooklin commercial 10/26/2022

OTHER RELEVANT SUBJECTS

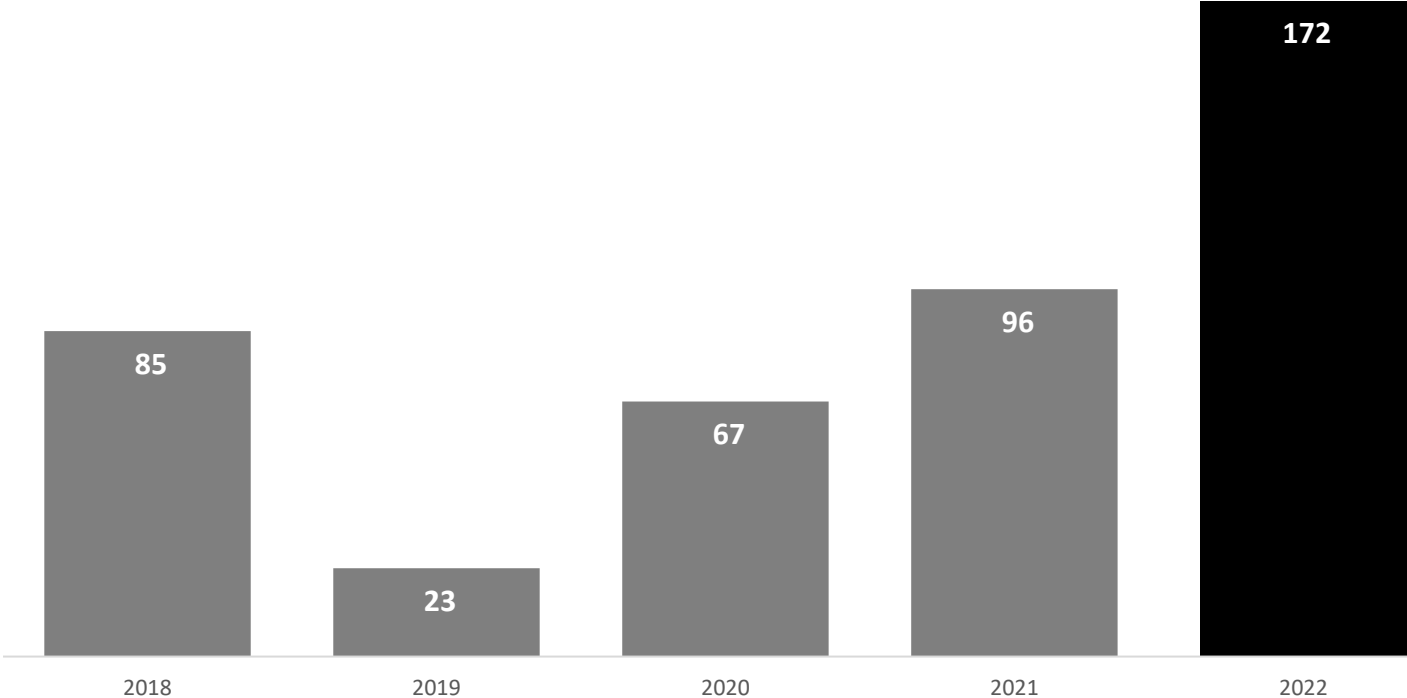


DIVIDEND PAYMENT 09/30

The Board of Directors approved the payment of quarterly dividends in the amount of R\$ 25,038,620.65 approximately **R\$0.11** per share

Base Date: **11/17/2022**
Ex-dividends: **11/18/2022**
Payment Date: **11/30/2022**

Historical Dividend Payments
R\$ Millions



PERGUNTAS & RESPOSTAS



RELAÇÕES COM INVESTIDORES

IBOVESPA B3

IBRA B3

ICON B3

IGC B3

IGCT B3

IBRX100 B3

IMOB B3

INDX B3

ITAG B3

SMLL B3

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

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

A. EMÍLIO C. FUGAZZA

Diretor Financeiro e de Relações com Investidores

PEDRO TADEU T. LOURENÇO

Coordenador de Relações com Investidores

GIOVANNA BITTENCOURT

Analista de RI

RONAN MIGUEL R. ALEY

Analista de RI

VÍTOR KENZO HASHIMOTO

Analista de RI