



Quarterly Results

3Q20

Conference Call in English

November 13th, 2020

10h00 (US EST)

12h00 (Brasília time)

Zoom:

[https://us02web.zoom.us/j/8153](https://us02web.zoom.us/j/81531232866#success)

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ID: 815 3123 2866

Conference Call in Portuguese

November 13th, 2020

10h30 (horário de Brasília)

08h30 (US EST)

Zoom:

[https://us02web.zoom.us/j/8957](https://us02web.zoom.us/j/89579781693#success)

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EZTEC S.A.

ON (B3: EZTC3)

Closing Price: R\$ 37,69

shares: 227,000,000

Market Cap: R\$8.556MM

Date: 11/12/2020



3Q20 Net Income of R\$120 million is highest quarterly figure since 2015.*

Guidance for launches of R\$ 4 billion to R\$ 4.5 billion of residential PSV for the two-year period of 2020 and 2021 reflects V-shaped recovery.

* Disconsiders 3Q17, when Tower B from the EZ Towers was sold

RESULTS. EZTEC reached (i) Net Revenues of R\$674.4 million, (ii) Gross Profit of R\$298.3 million (Gross Margin of 44.2%), and (iii) Net Income of R\$265.6 million (Net Margin of 39.4%) in 9M20;

OPERATIONS. EZTEC reached (i) Launches of R\$770 million (of which, R\$335 million sold), (ii) Net Sales of R\$915.0 million (35% Sales Over Supply), and (iii) Landbank of R\$9.4 billion (plus another R\$1.5 billion in acquisitions made in 4T20 and R\$1.8 billion in options) in 9M20;

LIQUIDITY. EZTEC reached (i) Net Cash position of R\$ 1,291.3 million (cash burn of R\$ 4.5 million), (ii) Cash Equivalent and Appliances of R\$ 1,293,9 million (R\$ 8,0 million in SFH financing), and (iii) Performed Receivables of R\$582.6 million;

PANDEMIC. Through the pandemic, (i) 100% of construction sites have remained active, in compliance with the sanitary protocols standardized by Abrainc; and (ii) deliveries, bank transfers, receivables remain functioning normally; and

EZ INC. Through the past months the subsidiary has had an unfolding capital offer, but on the 10th of November it has requested of B3 a temporary suspension of the period of analysis – which can last up to 60 working days – for the offer, as well as for the listing into the Novo Mercado segment. Even so, the Company has submitted to CVM the information requested to register as a publicly-held company. With that, it can set in motion a quick and effective capital offering whenever a window of opportunity arises. For the sake of transparency and assimilation, this document contains a specific

São Paulo, September 30, 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 third quarter of 2020 (3Q20). 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).

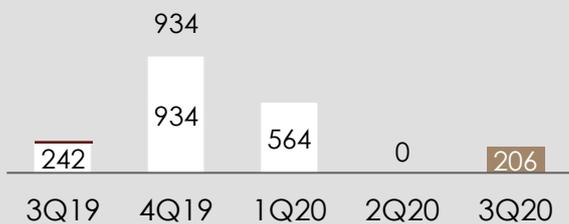
Highlights	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Gross Profit (R\$MM)	297.773	206.038	44,5%	733.324	546.023	34,3%
Net Revenue (R\$ '000)	271.609	187.589	45%	674.409	495.792	36%
Gross Profit (R\$ '000)	118.513	87.935	35%	298.261	205.536	45%
Gross Margin	43,6%	46,9%	-3,2 p.p.	44,2%	41,5%	2,8 p.p.
Net Income (R\$ '000)	119.800	61.239	96%	265.561	173.451	53%
Net Margin	44,1%	32,6%	11,5 p.p.	39,4%	35,0%	4,4 p.p.
EPS (R\$ '000)	0,528	0,270	96%	1,170	0,764	53%
EBITDA (R\$ '000)	98.893	54.007	83%	207.910	144.431	44%
EBITDA Margin	36,4%	28,8%	7,6 p.p.	30,8%	29,1%	1,7 p.p.
Number of Launched Developments	2	2	0%	5	8	-38%
Launched Usable Area (in '000 sq.m)	30.621	34.419	-11%	78.633	106.082	-26%
Launched Units	514	388	32%	1.727	1.386	25%
PSV (R\$ '000) ⁽¹⁾	205.800	294.471	-30%	769.900	1.085.184	-29%
EZTEC's Stake total Launches (%)	100%	87%	0,1 p.p.	100%	89%	0,1 p.p.
EZTEC's PVS (R\$ '000) ⁽²⁾	205.800	256.740	-20%	769.900	964.064	-20%
EZTEC's Contracted Sales (R\$ '000)	336.673	343.440	-2%	916.000	1.019.140	-10%

(1) Total PSV launched, regardless of EZTEC's stake in projects.

(2) PSV launched taking into considerations EZTEC's stake in projects.

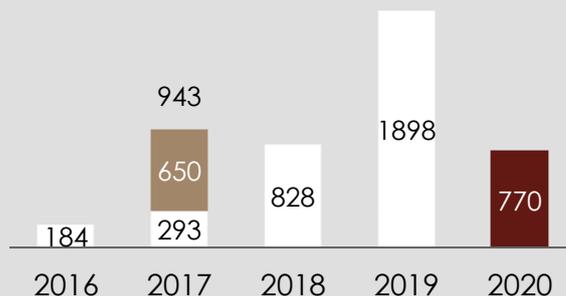
INDICATORS OF FINANCIAL AND OPERATING PERFORMANCE I

Launched PSV
% EZTEC (R\$ MN)



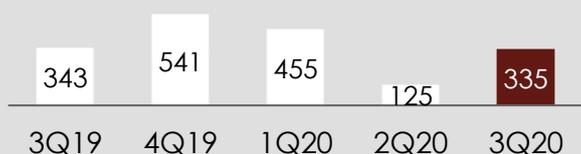
■ Stake Acquisition

Cumulative Launched PSV
% EZTEC (R\$ MN)

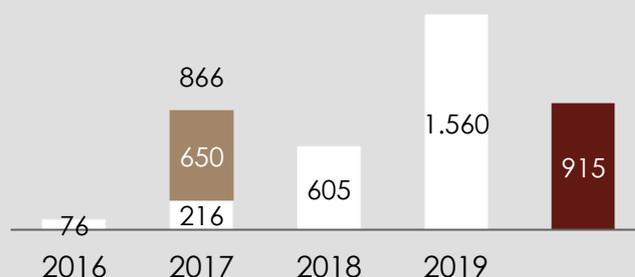


■ EZ Towers

Net Sales
% EZTEC (R\$ MN)

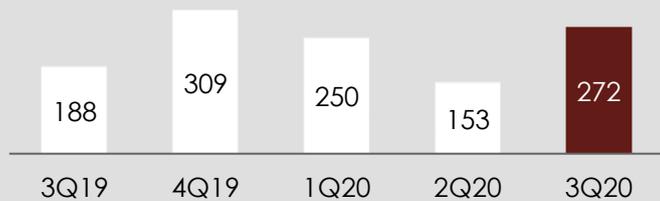


Cumulative Net Sales
% EZTEC (R\$ MN)

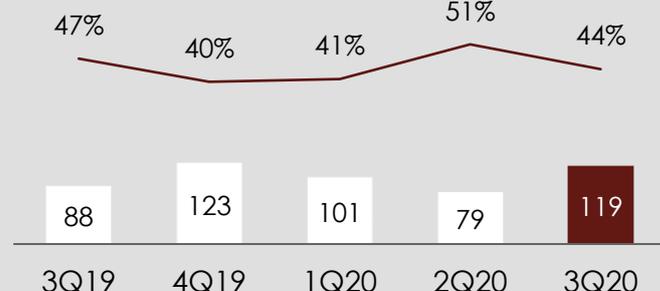


■ EZ Towers

Net Revenue
(R\$ million)

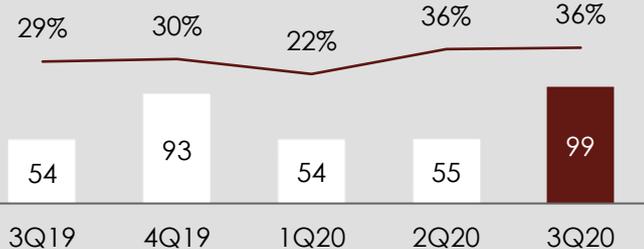


Gross Profit
(R\$ million)

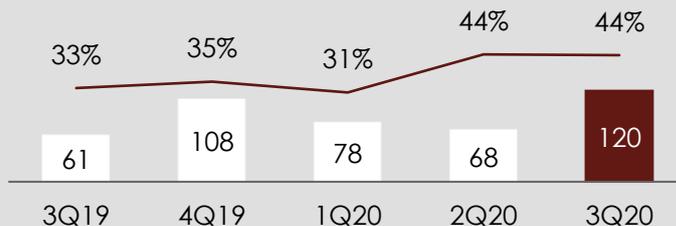


○ Gross Margin

EBITDA
(R\$ MN)



Net Income
(R\$ MN)



○ Net Margin

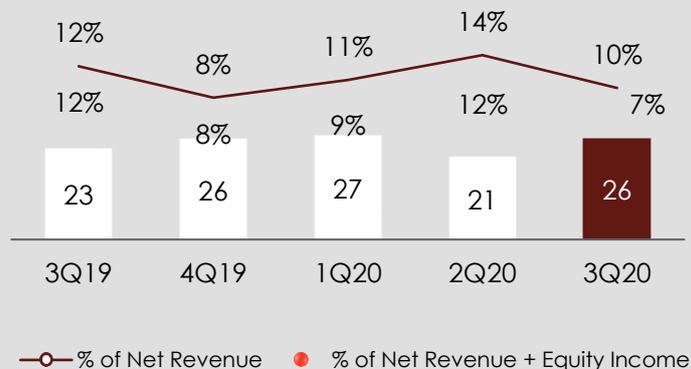
○ EBITDA Margin

INDICATORS OF FINANCIAL AND OPERATING PERFORMANCE II

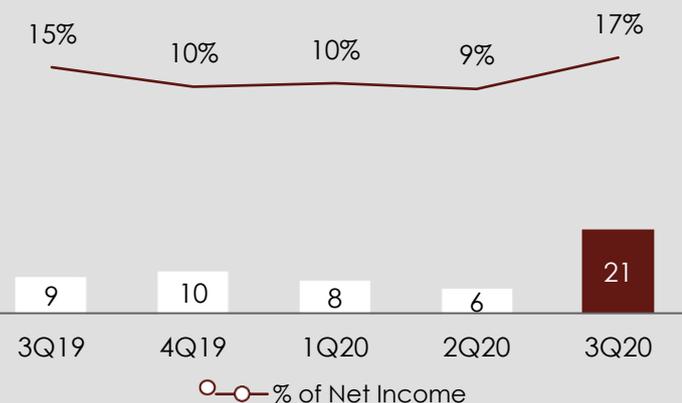
Selling Expenses (R\$ MN)



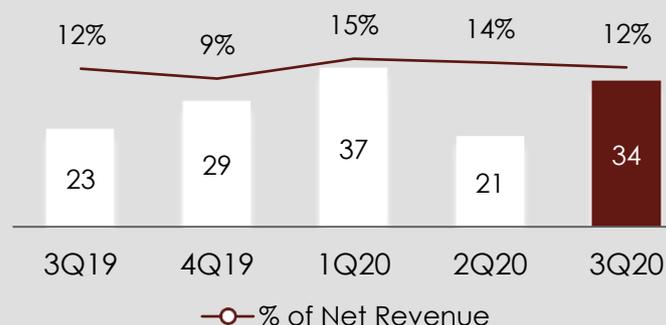
G&A (R\$ MN)



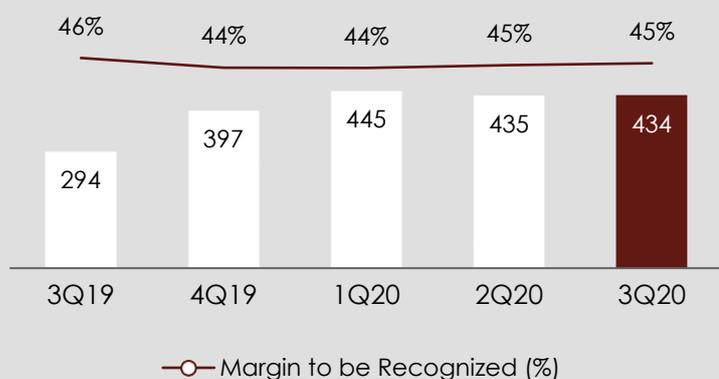
Equity Income (R\$ MN)



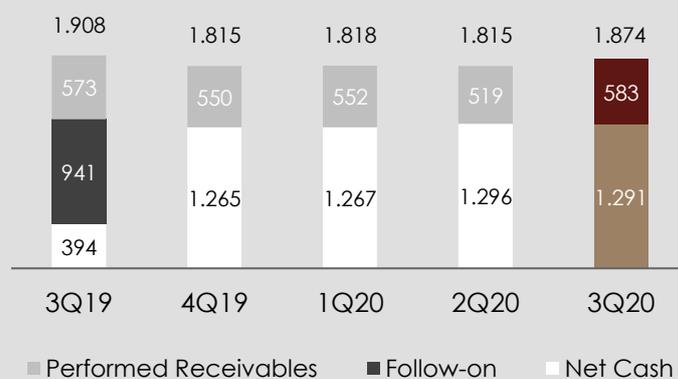
Financial Result (R\$ MN)



Results to be Recognized (R\$ MN)

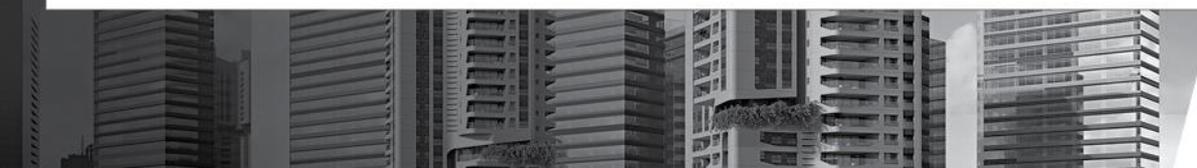


Net Cash + Performed Receivables (R\$ MN)



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MANAGEMENT'S COMMENTS AND EXECUTIVE SUMMARY

EZTEC's management announces the 3Q20 results, marked by a launch volume of R\$206 million, gross margin of 43.6%, and net income of R\$120 million. It is worthwhile highlighting that this net income figure is the highest ever since 2015 (except for the individual quarter, in 3Q17, when Tower B from the EZ Towers was sold). This uptake in profits is indicative of the V-shaped recovery that the sector experienced since June 2020. Also in the quarter, the Company celebrates, for the first time in its history, having entered in the IBOVESPA index. That happens on top of already being listed in several relevant B3 index, due to its trading volume (IBRA, IBXX), to the quality of its governance (IGCT, IGCX, IGM, ITAG), or to the nature of its operation (ICON, IMOB, SMLL).

From the operational side, the Company's strong momentum has translated into the guidance for residential launches for the two-year period of 2020 and 2021, of R\$4 billion to R\$4.5 billion in PSV. This expectation derives from a inviting demand, sustained by a migration of resources from fixed-income vehicles, on the one side, and by successive improvements in financing conditions, on the other.

It is important to note that Itaú and Bradesco have recently innovated with a groundbreaking modality of mortgage that is pegged to savings' remuneration, which hasn't had the time to reflect on 3Q20 figures. Yet, this new line of mortgage has already gained traction in October and represent an upside potential ahead – in 4Q20, 26% of new mortgage originations along with Itaú have been pegged to savings' remuneration. More recently even, Caixa Econômica Federal has also announced an alternative of 6.75%+TR, signaling an important increase in appetite for a bank that historically has had a dominant market share for mid-income projects.

This fact points to a renewed strategic focus on the mid-income segment, where EZTEC has historically demonstrated its sharpest comparative advantages. The mid-income segment traditionally is predisposed to take up leverage up to the limit of their credit score. In a context where affordability has had radical improvements, this implies not only a greater addressable demand, but also in a demand for units that are larger or more expensive. As of this quarter, EZTEC's landbank counts with R\$2.1 billion in projects vacationed for the mid-income segment.

The expectation in accelerating launches is also explained from the supply-side: EZTEC counts with an overall landbank of R\$11.0 billion of PSV in projects that are already definitively acquired as of the date of this publishing, as well as an additional R\$1.8 billion in acquisitions that are currently optioned. It is important to highlight that, in this landbank, there is an unprecedentedly large volume of projects that are effectively under development, with a visible perspective of being launched. Despite the fact that the past two quarters had been limited by the capacity of obtaining licenses for new launches, this pipeline indicates that this bottleneck should be overcome. With that, the Company commits to a guidance of launches that, in practice, leads to a PSV launched within the next 5 quarters of R\$3.3 billion to R\$3.7 billion – a pace 21% to 40% greater than its highest historical mark (within 3Q12 and 3Q13) even when adjusting for inflation.

The acquisitions that took place within the last-two-quarter's window of opportunity, as usual, were made in cash, with most of the balance to be paid within the next few months. While the Company has already dedicated R\$75 million in acquisitions in 3Q20, this may reach up to 4.5x this amount within the next two quarters, counting acquisitions made or already optioned. In a time of pandemic, when several plot owners need liquidity, EZTEC is able to reap the benefits from a differentiated access to acquisition opportunities, by virtue of its business model, marked by a long reach within São Paulo and a strong reputation for being a reliable payer.

The Management takes the opportunity to reverberate the last movements made relating to EZ Inc, its commercial developer subsidiary, which had been developing a capital offering over the past few months. For the sake of transparency and assimilation, this document contains a segment specifically dedicated to EZ Inc, its business model, its assets, and strategic planning. As far as the offering, the Company announced a Material Fact on November 10th where it requested a temporary suspension – valid for the next 60 working days –, both for the offer and for the listing into B3's Novo Mercado. Even so, on that same day, it submitted to CVM the information required to continue with its registration as a publicly-held Company.

These movements reflect an understanding that the September to November window on the capital markets would not be able to price in the intrinsic value for the Company's assets; but also that the Company wants to be in position to engage with an upcoming opportunity. There remains the conviction that, despite the past

months' exogenous turbulence, EZ Inc's case is solid. More so than ever, that perception is reinforced by Brookfield's recent sale of Tower B from the EZ Towers. They had originally bought that tower from EZTEC in 2017 for R\$14.5 thousand/m², and subsequently sold it for R\$21.5 thousand/m². The capacity to sell stabilized assets with a greater flexibility to arbitrate cycles is at the core of EZ Inc's value-add proposition.

EZTEC's Management reinforces its commitment to serene and rational decision-making, such that it crosses the current juncture with discretion, safeguarding its collaborators and suppliers. It also reinforces its willingness to rediscuss its investment premises, observing the sector in a broad and unrestricted manner, as to reap the opportunities to deliver to its shareholders a profitability that is befitting to its capital structure.

THE MANAGEMENT

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 (Câmara 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.

INCOME STATEMENT

Consolidated Income Statement Periods ended in September.30 In thousands of Brazilian Reals (R\$)	3Q20	3Q19	Var. %	9M20	9M19	Var. %
<i>Gross Operating Revenue</i>	297.773	206.038	45%	733.324	546.023	34%
Revenue from Sale of Real Estate	292.617	198.629	47%	718.266	528.978	36%
Revenue from Services and Rental	5.156	7.410	-30%	15.057	17.045	-12%
Gross Revenue	297.773	206.038	45%	733.324	546.023	34%
<i>Deductions from Gross Revenue</i>	-26.164	-18.449	42%	-58.914	-50.230	17%
Cancelled Sales	(19.540)	(12.907)	51%	(41.828)	(34.873)	20%
Cancelled Rental	-	-	n.a.	-	-	n.a.
Taxes on Sales, including Deferred Taxes	(6.624)	(5.542)	20%	(17.087)	(15.357)	11%
Net Revenue	271.609	187.589	45%	674.409	495.792	36%
Cost of Real Estate Sold, Rentals and Services	(153.096)	(99.654)	54%	(376.148)	(290.256)	30%
Gross Profit	118.513	87.935	35%	298.261	205.536	45%
Gross Margin	43,6%	46,9%	-3,2 p.p.	44,2%	41,5%	2,8 p.p.
<i>(Expenses) / Operational Revenues</i>	-24.877	-47.474	-48%	-105.850	-75.126	41%
Selling Expenses	(20.780)	(24.410)	-15%	(58.306)	(64.362)	-9%
Administrative Expenses	(23.400)	(20.387)	15%	(65.047)	(60.929)	7%
Management Fees	(2.787)	(3.045)	-8%	(9.206)	(8.856)	4%
Other Operating (Expenses) / Revenues	1.862	(3.021)	-162%	(985)	11.387	-109%
Tax Expenses	(339)	(5.565)	-94%	(7.046)	(5.593)	26%
Equity Income	20.567	8.954	130%	34.740	53.227	-35%
Income from Operations before Financial Income	93.636	40.461	131%	192.411	130.410	48%
Operational Margin	34,5%	21,6%	12,9 p.p.	28,5%	26,3%	2,2 p.p.
<i>Financial Income (Expenses)</i>	33.923	22.737	49%	91.847	63.865	44%
Financial Expenses	(5.696)	(2.610)	118%	(10.214)	(7.656)	33%
Financial Income	39.619	25.347	56%	102.061	71.521	43%
Operational Result	127.559	63.198	102%	284.258	194.275	46%
Income Before Income Tax & Soc. Contrib.	127.559	63.198	102%	284.258	194.275	46%
<i>Income Tax and Social Contribution</i>	-5.563	-4.071	37%	-12.995	-16.293	-20%
(-) Current	(5.093)	(4.069)	25%	(14.112)	(10.452)	35%
(-) Deferred	(470)	(2)	24025%	1.117	(5.841)	-119%
Net Income	121.996	59.127	106%	271.263	177.982	52%
Attributable to Non-Controlling Interests	(2.196)	(5.393)	-59%	(5.702)	(6.306)	-10%
Attributable to Controlling Interests	119.800	53.734	123%	265.561	171.676	55%
Net Margin	44,1%	28,6%	15,5 p.p.	39,4%	34,6%	4,8 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 September.30 In thousands of Brazilian Reals (R\$)	3Q20	3Q19	Var. %	3Q20	2Q20	Var. %
Assets	4.525.852	4.183.302	8%	4.525.852	4.426.395	2%
<i>Current Assets</i>	<i>2.299.523</i>	<i>2.606.799</i>	<i>-12%</i>	<i>2.299.523</i>	<i>2.147.044</i>	<i>7%</i>
Cash and Cash Equivalents	318.953	129.085	147%	318.953	64.574	394%
Financial Investments	974.925	1.273.034	-23%	974.925	1.231.807	-21%
Trade Accounts Receivable	291.191	220.041	32%	291.191	236.771	23%
Provision for Doubtful Accounts	-4.953	-5.568	-11%	-4.953	-4.953	0%
Real Estate Held for Sale	704.055	972.510	-28%	704.055	608.643	16%
Recoverable Taxes	3.024	2.801	8%	3.024	3.005	1%
Dividends Receivables from Investments	166	166	0%	166	166	0%
Other Receivables	12.162	14.730	-17%	12.162	7.031	73%
<i>Non-Current Assets</i>	<i>2.226.329</i>	<i>1.576.503</i>	<i>41%</i>	<i>2.226.329</i>	<i>2.279.351</i>	<i>-2%</i>
Trade Accounts Receivable	841.509	661.057	27%	841.509	807.555	4%
Real Estate Held for Sale	831.292	419.551	98%	831.292	934.119	-11%
Recoverable Taxes	34.523	32.591	6%	34.523	31.826	8%
Due from Related Parties	399	3.523	-89%	399	677	-41%
Notes receivable	67.907	63.179	7%	67.907	84.468	-20%
Other Receivables	39.651	37.896	5%	39.651	38.661	3%
Goodwill over Investments	60.653	20.711	193%	60.653	62.665	-3%
Investments	331.344	316.616	5%	331.344	299.386	11%
Property and Equipment	18.396	19.978	-8%	18.396	19.164	-4%
Intangible	655	1.401	-53%	655	830	-21%
Liabilities & Shareholder's Equity	4.525.852	4.183.302	8%	4.525.852	4.426.395	2%
<i>Current Liabilities</i>	<i>340.601</i>	<i>279.769</i>	<i>22%</i>	<i>340.601</i>	<i>366.986</i>	<i>-7%</i>
Suppliers	29.323	27.072	8%	29.323	39.140	-25%
Payroll Obligations	8.354	7.982	5%	8.354	5.748	45%
Tax Obligations	23.790	17.820	34%	23.790	23.373	2%
Loans and Financing	0	29.071	-100%	0	0	n.a.
Trade Accounts Payable	23.673	49.749	-52%	23.673	39.656	-40%
Reserve for Guarantee	11.193	13.824	-19%	11.193	12.201	-8%
Advances from Customers	89.922	51.694	74%	89.922	82.177	9%
Land Payable	72.802	41.821	74%	72.802	83.498	-13%
Dividends Payable	66.757	23.166	188%	66.757	66.757	0%
Due to Related Parties	2.024	6.134	-67%	2.024	3.733	-46%
Deferred Taxes	10.161	8.605	18%	10.161	8.047	26%
Use rights payable	2.602	2.831	-8%	2.602	2.658	-2%
<i>Non-Current Liabilities</i>	<i>97.565</i>	<i>125.807</i>	<i>-22%</i>	<i>97.565</i>	<i>101.037</i>	<i>-3%</i>
Loans and Financing	2.556	37.171	-93%	2.556	554	361%
Land Payable	26.828	26.426	2%	26.828	32.515	-17%
Reserve for Guarantee	3.149	884	256%	3.149	2.453	28%
Reserve for Contingencies	16.094	9.424	71%	16.094	16.119	0%
Deferred Taxes	33.941	34.923	-3%	33.941	33.880	0%
Other Debts to Third Parties	5.622	5.623	0%	5.622	5.622	0%
Use rights payable	9.375	11.356	-17%	9.375	9.894	-5%
Shareholder's Equity	4.087.686	3.777.726	8%	4.087.686	3.958.372	3%
<i>Controlling Interests</i>	<i>4.027.600</i>	<i>3.721.168</i>	<i>8%</i>	<i>4.027.600</i>	<i>3.907.800</i>	<i>3%</i>
Capital	2.888.997	2.888.997	0%	2.888.997	2.888.997	0%
Capital Reserve	38.297	38.297	0%	38.297	38.297	0%
cost with emission of new shares	-40.754	-40.750	0%	-40.754	-40.754	0%
Earnings Reserves	924.914	710.587	30%	924.914	924.913	0%
Accumulated Profits	0	0	n.a.	0	0	n.a.
Income for the Period	265.561	173.451	53%	265.561	145.761	82%
Goodwill on transactions with partners	-49.414	-49.414	0%	-49.415	-49.414	0%
<i>Non-Controlling Interests</i>	<i>60.086</i>	<i>56.558</i>	<i>6%</i>	<i>60.086</i>	<i>50.571</i>	<i>19%</i>

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

INFORMATION BY SEGMENT

Results by Segment (Amount expressed in thousands of Brazilian Reals - R\$)	Commercial			Residential		
	9M20	9M19	Var.%	9M20	9M19	Var.%
Net Revenue	14.169	18.090	-21,7%	660.230	477.702	38,2%
Cost of Real Estate Sold and Services	(2.446)	(6.951)	-64,8%	(373.792)	(283.305)	31,9%
Gross Profit	16.615	11.139	49,2%	286.538	194.397	47,4%
Gross Margin (%)	117,3%	61,6%	55,7 p.p.	43,4%	40,7%	2,7 p.p.
Selling Expenses	(3.689)	(3.449)	7,0%	(54.617)	(60.913)	-10,3%

Assets and Liabilities by Segment (Amount expressed in thousands of Brazilian Reals - R\$)	Commercial			Residential		
	9M20	9M19	Var.%	9M20	9M19	Var.%
ASSETS						
Accounts Receivable	53.271	59.526	-10,5%	1.074.475	816.004	31,7%
Real Estate Held for Sale	452.929	286.883	57,9%	1.082.418	1.105.178	-2,1%
LIABILITIES						
Loans and Financing	0	0		2.556	66.242	-96,1%
Advances from Customers	0	0		89.922	51.694	74,0%

Operational Results by Segment	Commercial			Residential		
	9M20	9M19	Var.%	9M20	9M19	Var.%
Number of Launched Developments	0	0		5	10	-50,0%
PSV (R\$ '000)	-	-		769.900	1.085.184	-29,1%
Launched Usable Area (in thousands of sq.m)	0	0		79.764	106.082	-24,8%
Launched Units (Units)	-	-		1.727	1.386	24,6%
Launched Units' Average Price (R\$ '000)	0	0		446	783	-43,1%
Developments' Average Price (R\$/sq.m)	-	-		9.652	10.230	-5,6%
EZTEC's Stake Total Launches (%)	0%	0%	0,0 p.p.	100%	89%	11,2 p.p.
EZTEC's PSV (R\$ '000)	-	-		769.900	964.064	-20,1%
EZTEC's Contracted Sales (R\$ '000)	10.820	18.962	-42,9%	905.180	1.000.178	-9,5%
Contracted Sales (Units)	42	55	-23,6%	1.444	2.267	-36,3%

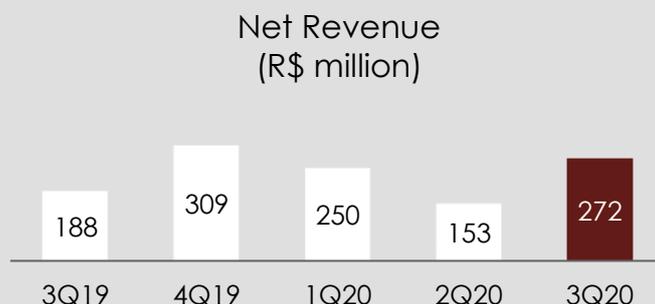
FINANCIAL PERFORMANCE

Financial Highlights	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Gross Revenue (R\$ '000)	297.773	206.038	44,5%	733.324	546.023	34,3%
Net Revenue (R\$ '000)	271.609	187.589	44,8%	674.409	495.792	36,0%
Cost of Real Estate Sold and Services (R\$ '000)	(153.096)	(99.654)	53,6%	(376.148)	(290.256)	29,6%
Gross Profit (R\$ '000)	118.513	87.935	34,8%	298.261	205.536	45,1%
Gross Margin (%)	43,6%	46,9%	-3,2 p.p.	44,2%	41,5%	2,8 p.p.
Selling Expenses (R\$ '000)	(20.780)	(24.410)	-14,9%	(58.306)	(64.362)	-9,4%
General and Administrative Expenses (R\$ '000)	(26.187)	(23.432)	11,8%	(74.253)	(69.785)	6,4%
Other Operating (Expenses) / Revenues (R\$ '000)	1.862	(3.021)	-161,6%	(985)	11.387	-108,7%
Equity Income (R\$ '000)	20.567	8.954	129,7%	34.740	53.227	-34,7%
EBITDA (R\$ '000)	98.893	54.007	83,1%	207.910	144.431	44,0%
EBITDA Margin (%)	36,4%	28,8%	7,6 p.p.	30,8%	29,1%	1,7 p.p.
Financial Income (R\$'000)	33.923	22.737	49,2%	91.847	63.865	43,8%
Income Tax and Social Contribution (R\$'000)	(5.563)	(4.071)	36,6%	(12.995)	(16.293)	-20,2%
Net Income (R\$ '000)	119.800	61.239	95,6%	265.561	173.451	53,1%
Net Margin (%)	44,1%	32,6%	11,5 p.p.	39,4%	35,0%	4,4 p.p.
EPS (R\$) ⁽¹⁾	0,66	0,27	145,2%	0,94	0,94	0,0%

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

Net Revenue

In 3Q20 the Company's net revenues were of R\$ 271.6 million, approximately 39% lower than the previous quarter.



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

- **Ready inventory units have had a greater participation in sales, propelling net revenues.** Sales for ready inventory units, which are wholly accounted for within the same quarter at which their sold, reached R\$120 million in 3Q20, or 35% of gross sales in the period. For the sake of comparison, this stake was 21% in 2019 or 14% in 1Q20. This uptake is the result, in part, of the absence of relevant launches in the past 6 months, but also for of having benefited from successive affordability improvements, especially due to Itaú's and Bradesco's mortgage lines subject to a 90% LTV. Overall, the volume of ready inventory sales in 3Q20 is 82% of the historical maximum in 4Q16, already adjusted by inflation. In terms of net sales, 3Q20 figures already represent an all-time-high, 13% greater than the 2Q19 mark. On its own, Cidade Maia contributed with R\$34 million in revenues in the quarter. Up Home Vila Mascote, on its turn, has just had its construction fully completed, and the delivery was accompanied by an incisive commercial effort that pushed its revenue contribution to R\$20 million in the quarter.
- **Noticeable revenue contributions coming from more recent projects like EZ Parque da Cidade and Z.Ibirapuera, which jus had its first revenue recognition.** Projects like EZ Parque da Cidade and Air Brooklin, already undergoing construction, already count with approximately two thirds of the project sold and, even so, show strong sales traction. Considering that they're largescale projects with a "heavy" plot (making its PoC relevant from the start), they contribute with R\$25 million and R\$12 million, respectively. In the case of

Z.Ibirapuera, also, the plot cost represents 42% of budgeted costs. In 3Q20 the project has reached 6 months from its registration upon the City Hall, thus overcoming its suspensive clauses and igniting its revenue recognition of R\$17 million. The PIN international project has also overcome its suspensive clauses in the quarter, however revenues from joint ventures do not affect the consolidated top line, being encapsulated in the equity income line.

Context

- **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 153.1 million, 104.8% lower than the previous quarter.

Cost by Nature (Amount expressed in thousands of Brazilian Reais - R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Cost of Construction / land	(149.908)	(96.312)	55,6%	(366.436)	(282.445)	29,7%
Capitalized Financial Charges	(2.274)	(2.107)	7,9%	(6.749)	(5.502)	22,7%
Maintenance / Guarantee	(914)	(1.235)	-26,0%	(2.963)	(2.309)	28,3%
Total Costs	(153.096)	(99.654)	53,6%	(376.148)	(290.256)	29,6%

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).

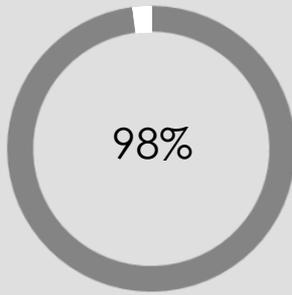
Context

- The depreciation of the Brazilian Real affects supplies that are responsive to the dollar, but the exposition of the overall budget is still minor.** Among the most relevant supplies that are at least partially correlated to the dollar, there are aluminum frames (representing ~10% of the construction budget for a standard project), steel (~8%), elevators (~5%), and hydraulic materials (~3%). Even so, even amid these components, the share of the overall construction budget that is effectively following suit with the dollar is of approximately 20%. In any case, the Company has been able to minimize its exposure, for example, having pre-purchased all of the demand for steel for 2020 while still in February – ever since the price for steel has jolted ~40%. In this sense, EZTEC is able to mitigate further disturbances by having consolidated processes for managing suppliers, as well as scheduling deliveries with the due anticipation.
- At a systemic level, there still is a cushion before the sector exhausts its factors of production and generates price pressure.** Currently, the Company has 20 active construction sites, while, at its peak, it reached as many as 38 active sites. EZTEC, in this sense, is a microcosm for the sector: the construction cycle for a project takes up an average of 3 years, and, through the course of that period, the sector has only launched intermittently – basically throughout 4Q18 and 1Q20. With that being the case, there still is time before the sector reaches its carrying capacity. That breath is all the more visible by the absence of relevant infrastructure works, which have a crossed demand for the same supplies as those in civil construction – and that has already been a culprit for past cycles' inflationary pressures. Here it is worthwhile to emphasize labor costs, which account for about 50% of the construction budget: in the face of current unemployment levels, contractors have had an easy time in job replacements, alleviating wage pressures in the foreseeable future.
- Hedge in contracts pegged to INCC have historically implied in margin gains throughout inflationary periods.** The Company seeks to minimize costs regardless, but an eventual uptake in construction cost inflation would still not translate into a gross margin loss for the developer. That is because, by law, all non-performed receivables must be contractually pegged to INCC (except for projects within MCMV). In the specific case of EZTEC that produces a dynamic where, counterintuitively, tends to favor the Company's gross margin. That is because, grossly, the Company has historically had a gross margin north of 40%, plot costs of 10-20%, and a construction budget of 40-50%; and, among the three components, only the latter actually follows suits with INCC (plot costs are paid in advance and are accounted at historical costs). That means that, while all of the receivables are indexed to INCC, less than half of that ticket actually corresponds to costs subject to inflation. It is a scenario where the numerator is greater than the denominator, such that the aggregate contribution coming from INCC is positive for gross margins. That may be diluted by taking into account – on the side of the numerator – that part of the ticket is paid upfront in the first months of the purchase (and is thereafter immune from INCC adjustments). In practice, however, that down payment is not sufficiently large to revert the positive effect on margins for a project with good sales. For projects with non-performed receivables (ex-MCMV), clients still average an outstanding balance of 74% of the overall ticket – much

below the 40-50% attributed to construction. Moreover, to the extent that construction works advance, a chunk of that 40-50% budget is incurred and is exempt from further inflation.

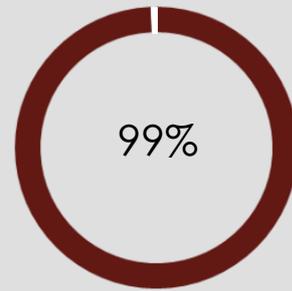
Managerial Data 3Q20

Net Revenue by Standard



■ Residential ■ Commercial

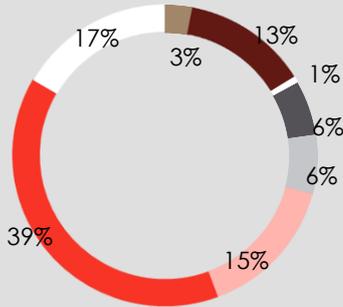
Cost of Properties Sold by Standard



■ Residential ■ Commercial

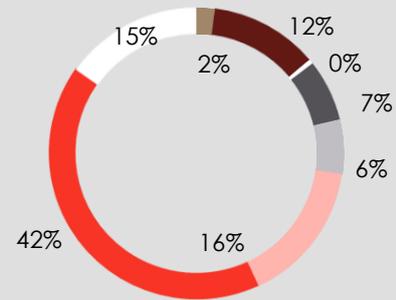
Managerial Data 3Q20

Net Revenue by Launch's Year



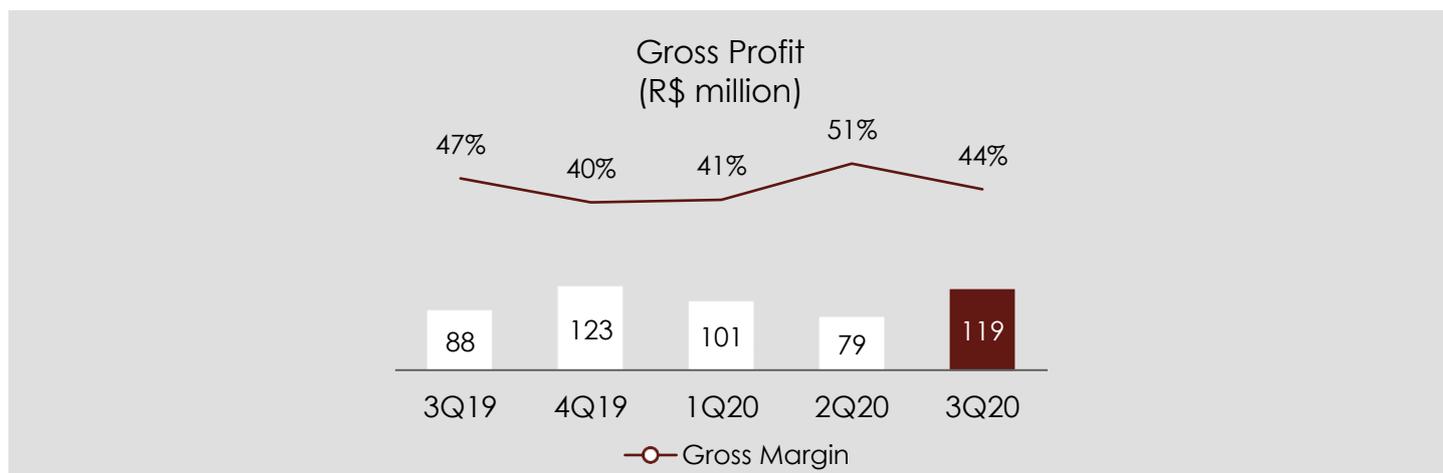
■ Until 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020

Cost of Properties Sold by Launch's Year



Gross Profit

O Lucro Bruto foi de R\$123,0 milhões no 3Q20, para uma Margem Bruta de 43.6.



Conceitos-chave

Em um contexto de escalada de lançamentos, vale atentar a variáveis que podem, pelo menos em um primeiro momento, atenuar a sua margem bruta auferida vis a vis a viabilizada: [i] a escolha do incorporador entre fazer maior velocidade de vendas em detrimento da maximização da rentabilidade – e a atenuar formação bruta de estoque; [ii] a escolha do comprador de praticar uma tabela longa (com maior incidência de INCC) ou uma tabela curta (com maior formação de caixa para a incorporação); e [iii] o ajuste a valor presente das unidades vendidas – requisito de norma contábil que retira receita do momento inicial de reconhecimento, reformando-a via amortização conforme o ciclo de execução de obra.

Our Quarter

- **High-income projects under construction price in a premium for the last third of the available inventory.** A relevant part of launches carried out between 4Q18 and 1Q20 had been remarkably well sold within the first few months from launched, and, by this point, have been able to convert price gains. In Z.Pinheiros, gross margins evolved from 44% in 2Q20 to 53%. In the more recent examples of EZ Parque da Cidade and Air Brooklin, margins advanced, respectively, from 30% and 39% in 1Q20, to 39% and 51% in 3Q20. That delta is, in part, attributed to the profile of clients that take up sales in the very beginning of a launch; they are typically investors, interested in smaller units and closer to the ground level, dragging margins lower. Therefore, part of the relative growth in prices reflect the differentiated quality of the remaining inventory units. Even so, another portion is directly attributed to price increase in response to a heated demand. This movement is more elastic amid high income projects, where demand is more immediately responsive to expectation, especially in the city noblest regions.
- **Beyond any price upside and sales-mix effect, the 45.2% margin to be recognized still sets the tone for the cycle.** Specifically in 3Q20, Up Home Vila Mascote has weighted negatively upon the consolidated gross margin. It is a project that, by the end of 2Q20, still had 71% of its units unsold, but that counted with a aggressive commercial campaign targeting the date of its delivery (benefitting from the mobilization that naturally surround the project at a time when keys are handed out). With that, the project's gross margin dropped from 37% to 30%, yet, as a result, its inventory was liquidated down to 24% of units. This was an isolated incident, specific to this project, while ready inventory units as a whole have actually had an upward trend in prices, propelled by unprecedented financing conditions. Cidade Maia is a case in point, having reported a gross margin of 52% in the quarter, and holding slightly more than 500 remaining inventory units.

Context

- **Even through the pandemic, there has been no need for the systemic concession of discounts that would burden the gross margin.** Price levels have been maintained effectively stable through the year. Except for the months of July and August, where there has been an increase in prices above inflation levels for a substantial portion of the Company's portfolio. The stimulus measures taken through the pandemic aimed at

preserving clients' short-term liquidity, and not to discount the ticket price. These measures included, for example, the payment of registration and transfer tax for the client by EZTEC, which gets accounted as a selling expense. Selling expenses, in their turn, have been markedly small in the pandemic.

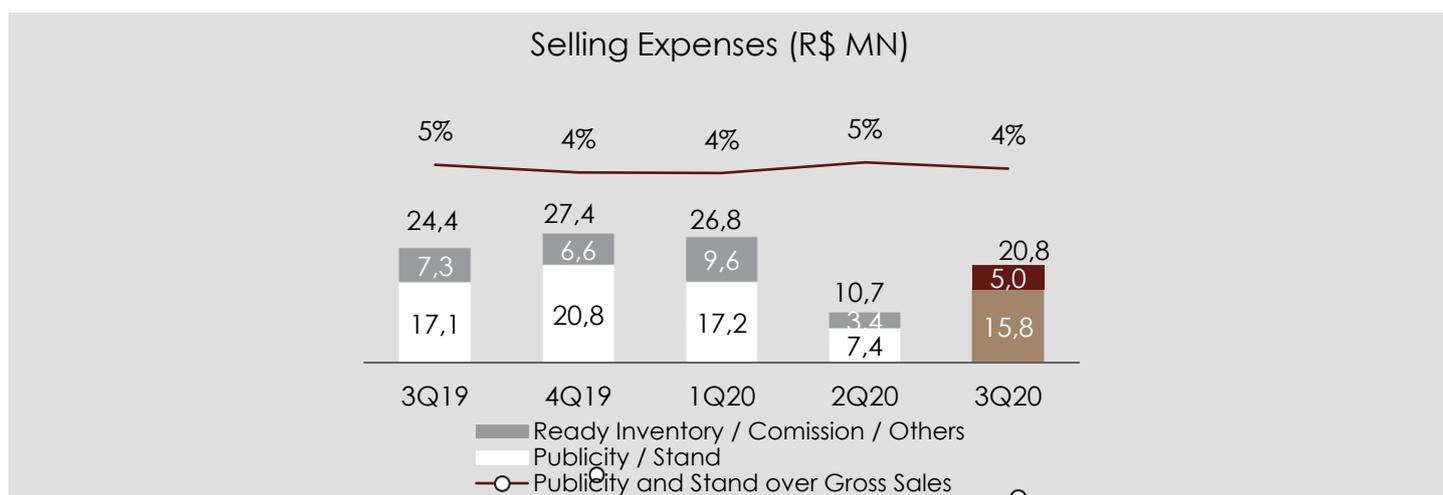
General & Administrative Expenses

A tabela abaixo apresenta o detalhamento das contas das Despesas Comerciais e Administrativas em relação à Receita Líquida.

Selling, General and Administrative Expenses (In thousand of Brazilian Reais – R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Selling Expenses	(20.780)	(24.410)	-14,9%	(58.306)	(64.362)	-9,4%
% of Net Revenue	-7,7%	-13,0%	5,4 p.p.	-8,6%	-13,0%	4,3 p.p.
General and Administrative Expenses (G&A)	(26.187)	(23.432)	11,8%	(74.253)	(69.785)	6,4%
% of Net Revenue	-9,6%	-12,5%	2,8 p.p.	-11,0%	-14,1%	3,1 p.p.
Administrative Expenses	(23.400)	(20.387)	14,8%	(65.047)	(60.929)	6,8%
Management Fees	(2.787)	(3.045)	-8,5%	(9.206)	(8.856)	4,0%
Total SG&A	(46.967)	(47.842)	-1,8%	(132.559)	(134.147)	-1,2%
% of Net Revenue	17,3%	25,5%	-8,2 p.p.	19,7%	27,1%	-7,4 p.p.

Selling Expenses

Selling expenses in the quarter reached R\$20.8 million. From them, the expense related to the realization of new launches represent 52.1%, while efforts for inventory commercialization take the remaining 47.9%.



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

- **A portion of expenses related to construction of sale stands for the next 5 launches has already been accounted in 3Q20.** Even though, as a whole, selling expenses keep a strong correlation with sales performance and volume of launches, expenses related to the construction of stands, specifically, tend to set in within the two quarters prior to the launch. With that said, by the time of this publishing, **the sale stands for the following projects are already completed and open to the public:** Signature by Ott (Aclimação), Fit Casa Estação José Bonifácio (Jardim Botânico), and Meu Mundo Estação Mooca (Mooca). On top of that, the sale stands for Hereditá Parque da Mooca (Mooca) and Alta Vista Residence Resort (Chácara St. Antônio) have already been under construction throughout the quarter.

Context

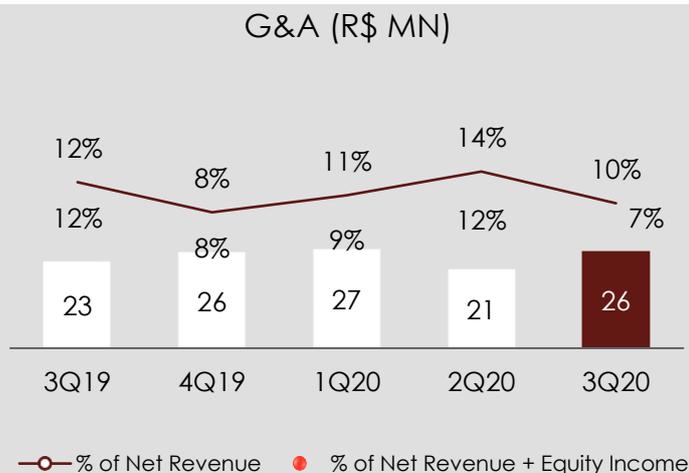
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Residual expenses under "other expenses" reflect the payment of ITBI and developer registration, associated to the recent delivery cycle.

Selling Expenses by Nature (Amount expressed in thousands of Brazilian Reais - R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Advertising Expenses	(10.703)	(7.867)	36,0%	(24.002)	(20.169)	19,0%
Expenses with stand	(5.122)	(9.276)	-44,8%	(16.437)	(24.646)	-33,3%
Expenses for property tax and condominium	(4.977)	(2.904)	71,4%	(12.686)	(11.104)	14,2%
Brokerage Fees & Others	22	(4.363)	-100,5%	(5.182)	(8.442)	-38,6%
Total Selling Expenses	(20.780)	(24.410)	-14,9%	(58.306)	(64.362)	-9,4%

General & Administrative Expenses

G&A reached R\$26.2 million in 3Q20. This amount represents 10.0% of the net sales recognized in the quarter, or even 7% 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

- Greater number of acquisitions and ongoing plot prospections generate greater expenditures with law offices.** Administrative expenses in 2Q20 had shrunk as a natural result of the general suspension in operational activities. So even though there has not been a significant reduction in the payroll, there was a component of G&A, especially in the Service Expenses line, that was malleable in the short term. By 3Q20, G&A expenses have caught up with 1Q20 levels on the back of the normalization of most activities. Even so, it is worth noting that there is still room for the readjustments in payroll that accommodate a more aggressive perspective for launches, as signaled by the recent guidance, though some of such new hires have already kicked in in 3Q20.

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.

G&A by Nature (Amount expressed in thousand of Brazilian Reais – R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Payroll and related taxes ⁽¹⁾	(7.845)	(8.056)	-2,6%	(23.944)	(23.195)	3,2%
Board's Fees	(9.206)	(3.045)	202,3%	(15.625)	(8.856)	76,4%
Employee Benefits	(4.406)	(3.550)	24,1%	(8.755)	(7.482)	17,0%
Depreciation and Amortization	(970)	(884)	9,7%	(2.934)	(2.669)	9,9%
Service expenses	(5.983)	(3.782)	58,2%	(17.936)	(15.654)	14,6%
Rentals and common area maintenance fees	-	-		(124)	-	
Maintenance of properties	(164)	(60)	173,3%	(558)	(236)	136,4%
Taxes and Fees	(168)	(577)	-70,9%	(704)	(2.075)	-66,1%
Software and licenses expenses	(736)	(664)	10,8%	(2.570)	(2.311)	11,2%
Other expenses	(3.128)	(2.814)	11,2%	(7.522)	(7.307)	2,9%
Total G&A	(32.606)	(23.432)	39,2%	(80.672)	(69.785)	15,6%

Other Operating Revenue and Expenses

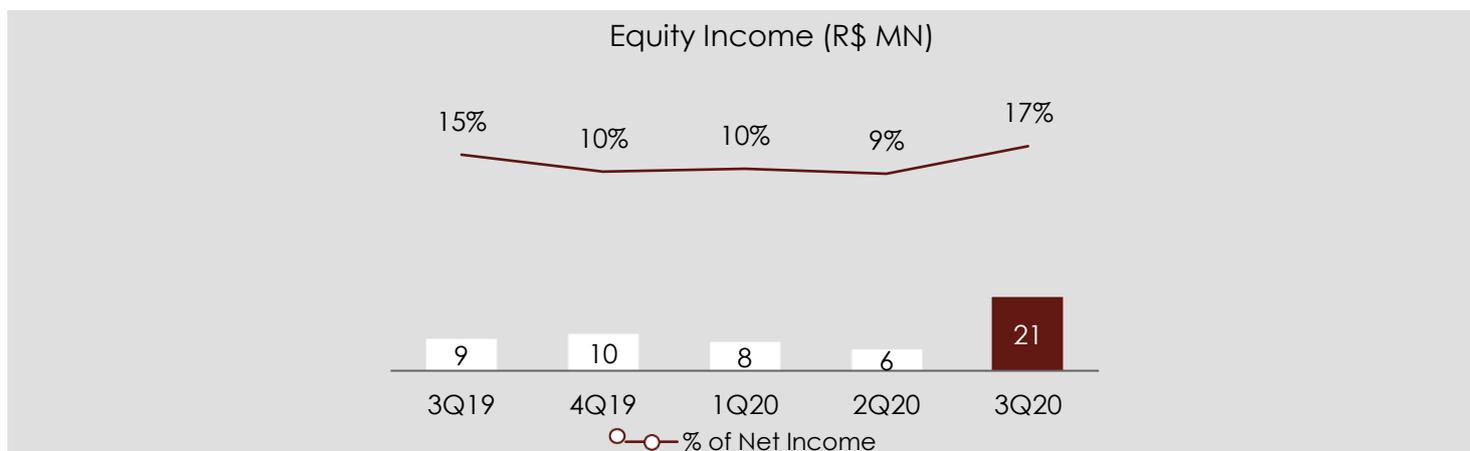
Other Operating Revenue and Expenses (Amount expressed in thousand of Brazilian Reais – R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Total Other Operating Revenue and Expenses	1.548	(6.811)	-123%	(8.942)	7.569	-218,1%
% of Net Revenue	0,6%	-3,6%	4,2 p.p.	-1,3%	1,5%	-2,9 p.p.
Tax Expenses	(339)	(5.565)	-93,9%	(7.046)	(5.593)	26,0%
Provision for contingence	25	1.775	-98,6%	(911)	1.775	-151,3%
Other Operating Revenue and Expenses	1.862	(3.021)	-161,6%	(985)	11.387	-108,7%
Equity Income	20.567	8.954	130%	34.740	53.227	-34,7%
% of Net Revenue	7,6%	4,8%	2,8 p.p.	5,2%	10,7%	-5,6 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\$20.6 million in the quarter, accounting for 17.2% 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

- Strong sales in Reserva JB and 1st revenue recognition in PIN Internacional rise an otherwise inexpressive equity income line.** The PIN Internacional project overcame its suspensive clause after 6 months having passed by since its registration, triggering the project's initial revenue recognition, already accounting for the PoC associated with plot costs. Other than that, the low incidence of new launches of relevant joint ventures, for now, maintains the equity income line at a low level. The only significant joint ventures accounted for in the equity income line are Jardins do Brasil (including the most recent Reserva JB and the ready inventory towers), PIN Internacional, and Fit Casa Brás, by order of revenue contribution.

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. Weren't considered the unmanaged shared projects by the EzTec.

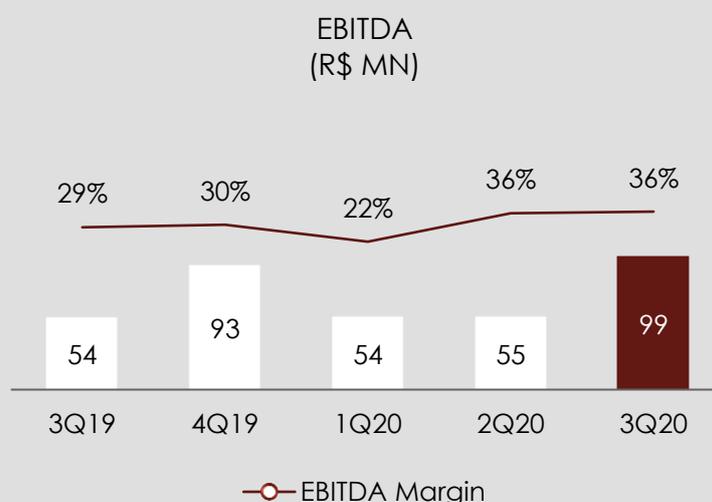
Results for Shared Control projects (in R\$ MN)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Gross Revenues	63,8	39,9	59,9%	121,6	196,2	-38%
Sales Cancellations	(1,7)	(2,4)	-31,2%	(5,2)	(17,7)	-70,8%
Taxes from Sales	(1,3)	(0,8)	67,5%	(2,5)	(4,5)	-43,9%
Net Revenues	63,3	36,6	73,1%	116,5	173,9	-33,0%
Cost of Real Estate Sold and Services	(34,6)	(22,8)	51,8%	(67,6)	(100,1)	-32,4%
Gross Profit	26,2	13,8	89,9%	46,3	73,9	-37,3%
Gross Margin (%)	41,4%	37,7%	3,7 p.p.	39,8%	42,5%	-2,7 p.p.
Commercial Expenses	(4,3)	(5,7)	-25,1%	(11,5)	(20,0)	-42,4%
Net Revenues	2,5	2,9	-13,1%	6,9	8,8	-21,7%
Cost of Real Estate Sold and Services	(1,6)	(0,6)	163,0%	(2,2)	(2,2)	-0,5%
Net Income	20,6	9,0	128,5%	34,7	53,2	-34,7%
Net Margin (%)	32,5%	24,6%	7,9 p.p.	29,8%	30,6%	-0,8 p.p.
Average Control (as % Revenue)	7,57%	4,80%	2,8 p.p.	5,15%	10,73%	-5,6 p.p.

Balance Sheet - Shared Control projects (R\$ MN)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Assets	351,6	289,8	21,3%	351,6	333,0	5,6%
Current Assets	220,0	179,3	22,7%	220,0	251,2	-12,4%
Cash and Cash Equivalents	11,8	5,9	99,7%	11,8	7,2	63,9%
Trade Accounts Receivable	38,0	19,5	94,5%	38,0	27,5	37,9%
Real Estate Held for Sale	70,0	85,4	-18,0%	70,0	79,6	-12,0%
Others Current Assets	100,2	68,5	46,3%	100,2	136,8	-26,8%
Non-Current Assets	131,6	110,5	19,1%	131,6	81,8	60,8%
Trade Accounts Receivable	61,2	60,7	0,8%	61,2	50,1	22,2%
Real Estate Held for Sale	62,7	39,9	57,3%	62,7	18,5	238,3%
Others Non-Current Assets	7,7	9,9	-22,1%	7,7	13,2	-41,8%
Liabilities	50,6	49,2	3%	50,6	57,9	-13%
Current Liabilities	34,8	33,5	4%	34,8	40,7	-14%
Loans and Financing	-	-	n.a	-	1,5	-100%
Adiantamento de Clientes	19,6	17,4	13%	19,6	8,6	129%
Others Current Liabilities	15,2	16,1	-5%	15,2	30,6	-50%
Non-Current Liabilities	15,8	15,7	1%	15,8	17,1	-8%
Loans and Financing	-	-	n.a	-	2,4	-100%
Others Non-Current Liabilities	15,8	15,7	1%	15,8	14,7	7%

From the table above, it is worth pointing out that, out of the total of receivables, R\$ 47.735 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\$98.9 million in 3Q20, compared to R\$ 59,0 million in 2Q20. Thus, EBITDA margin increased from 30,0% in 9M19 to 30.8% in 9M20.



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 thousand of Brazilian Reais – R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Net Income	121.996	66.632	83,1%	271.263	179.757	50,9%
Income Tax and Social Contribution	5.563	4.071	36,6%	12.995	16.293	-20,2%
Net Financial Result	(33.923)	(22.737)	49,2%	(91.847)	(63.865)	43,8%
Depreciation and Amortization of Goodwill	2.983	3.934	-24,2%	8.750	6.744	29,7%
Encargos Financeiros Capitalizados	2.274	2.107	7,9%	6.749	5.502	22,7%
EBITDA ⁽¹⁾	98.893	54.007	83,1%	207.910	144.431	44,0%
EBITDA Margin (%)	36,4%	28,8%	7,6 p.p.	30,8%	29,1%	1,7 p.p.

Net Financial Result

By the end of 3Q20 Net Financial Results accounted for 33.9 million. From financial income as a whole, 15.6% derived from investment yields, while 84.4% comes from the ready receivables portfolio.

Financial Result by Nature (Amount expressed in thousand of Brazilian Reais – R\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Financial Revenues						
Proceeds from Financial Appliances	6.174	6.450	-4,3%	27.173	19.583	38,8%
Interest Income on Trade Accounts Receivable	32.648	17.886	82,5%	72.185	49.016	47,3%
Other	797	1.011	-21,2%	2.704	2.922	-7,5%
Total Revenues	39.619	25.347	56,3%	102.061	71.521	42,7%
Financial Expenses						
Interest and Inflation Adjustments Losses	(405)	(1.550)	-73,9%	(1.591)	(5.620)	-71,7%
Discounts on Trade Accounts Receivable	(5.228)	(990)	428,1%	(8.457)	(1.800)	369,8%
Other	(63)	(70)	-10,0%	(166)	(236)	-29,9%
Total Expenses	(5.696)	(2.610)	118,2%	(10.214)	(7.656)	33,4%
Net Financial Result	33.923	22.737	49,2%	91.848	63.865	43,8%

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

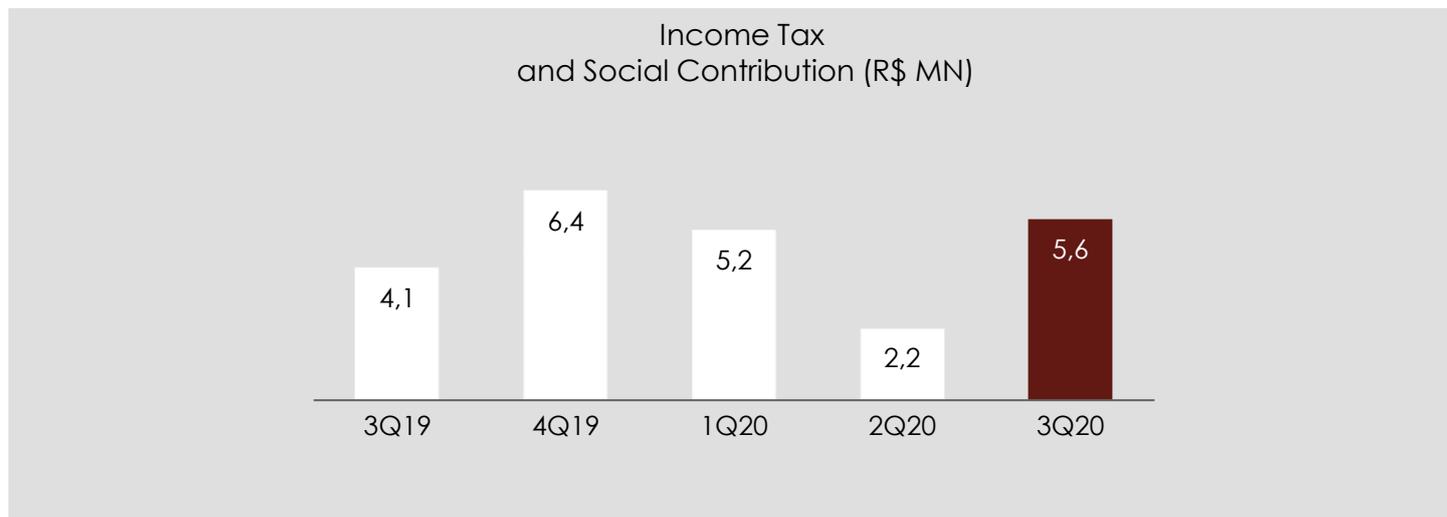
- **Financial revenues increase on the back of a IGP-DI hike reflecting over the portfolio of direct financing.** As described in greater detail in the *Financing* session of this document, there has not been a structural change in the size of the portfolio, such that the revenue climb is determined by inflation effects.

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\$ 5.6 million. Year-to-date contributed to R\$ 13.0 million, against R\$ 16.3 million for 9M19.

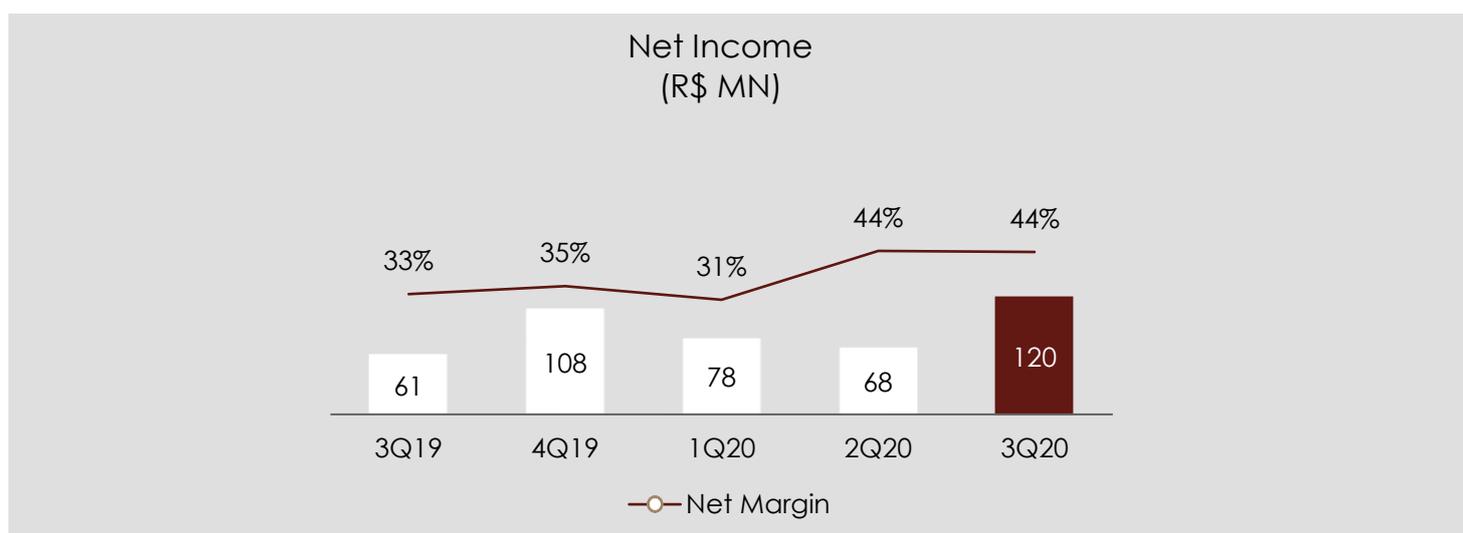


Key concepts

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 3Q20 totaled R\$ 119.8 million with Net Margin of 44.1%. The accumulated value for the year is of R\$ 265.6 million, in 9M19 this amounted for R\$ 173.5 million.



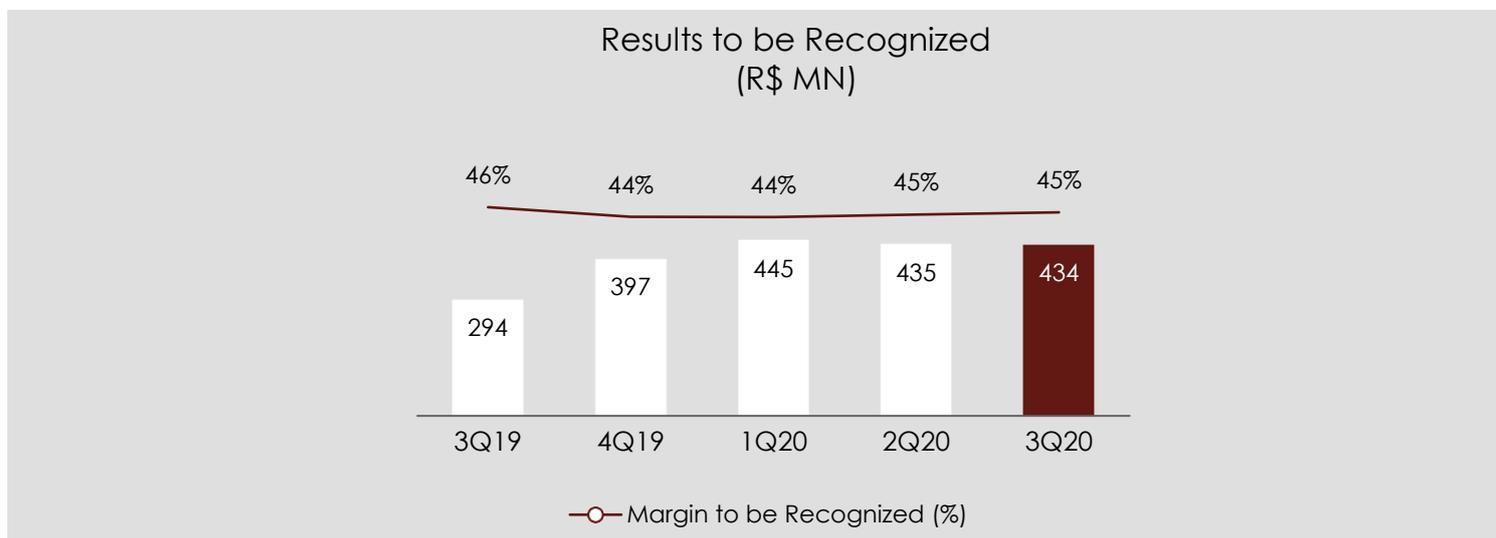
Our Quarter

- The quarter's net income reaches its highest mark since 2015 (ex-EZ Towers sale) on the back of net revenue and financial revenue hikes. As it had already been detailed in the specific sessions, EZTEC had a significant

escalation in net revenues, bolstered by the sale of ready inventory units, as well as an escalation in financial revenues, tied to the incidence of IGP-DI peaks over the portfolio of direct receivables.

Deferred Revenues and Income

Results to be recognized by the percentage completion method (PoC) reached R\$ 433.9 million in 3Q20. Margin to be Recognized in the quarter was of 45.2%, 1.6 p.p. greater than consolidated gross margin.



Context

- The stock of results to be recognized remains stable as the pace of sales matches the pace of construction works.** First of all, it is worth emphasizing the strength of revenues to be recognized, as it reflects the profitability from projects launched since the end of 2018, serving as an anchor for the consolidated gross margin as construction works unfold. As far as the stock of results to be recognized, it had reached a valley by the end of the past delivery cycle in mid-2018. Ever since, to each new launch that overcomes their suspensive clauses, results to be recognized are enlarged. In 4Q19, particularly, there had been a major contribution coming from EZ Parque da Cidade, Haute Ibirapuera, and Vivid Perdizes. In 1Q20 the same happened thanks to Air Brooklin. In 3Q20, the only new project to add to this line is Z.Ibirapuera (since PIN international is a joint venture, captured in the equity income line), which helps to maintain results to be recognized levels as ongoing constructions consume that balance.

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.

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\$)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Revenues to be Recognized - end of the period	941.607	598.353	57,4%	941.607	598.353	57,4%
Present Value Adjustment - On-Balance	17.742	15.014	18,2%	17.742	15.014	18,2%
Present Value Adjustment - Off-Balance	0	20.043	-100,0%	0	20.043	-100,0%

Cost of Units Sold to be Recognized - end of the period	(525.495)	(339.515)	54,8%	(525.495)	(339.515)	54,8%
Result to be Recognized	433.854	293.895	47,6%	433.854	293.895	47,6%
Margin to be Recognized (%)	45,2%	46,4%	-1,2 p.p.	45,2%	46,4%	-1,2 p.p.

Accounts Receivable

By the end of 3Q20 the Company recorded a total of R\$1,939.2 million in accounts receivable. Of those, 27% derives from projects with housing permit issued; for the remaining 73%, construction has not yet been finished.

Accounts Receivable (Amount expressed in thousand of Brazilian Reais – R\$)	3Q20	2Q20	Var.%
Total Account Receivables of Developments (Concluded)	1.119.292	1.035.789	8,1%
Receivables for Property Development - Completed Construction ⁽¹⁾	582.643	519.424	12,2%
Receivables for Property Development - Construction in Progress ⁽²⁾	536.649	516.365	3,9%
Total Accounts Receivable (Non-Concluded) ⁽³⁾	941.607	952.416	-1,1%
Advance from Costumers ⁽⁴⁾	(89.922)	(82.177)	9,4%
Total Accounts Receivable	1.970.977	1.906.028	3,4%

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 September 30, 2020, the Receivables Portfolio, excluding Accounts Receivable from Services Rendered and Provisions, totaled R\$ 1,119.1 million.** Of the R\$ 25.2 million expired by the end of 3Q20, 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\$ 582.6 million (considering only projects fully controlled by EZTEC). Accounting for projects with shared control also, the Company has R\$ 494.4 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 3Q20 with Cash, Cash Equivalents and Financial Investments of R\$ 1,293.9 million and sold Debt of R\$ 2.6 million. The resulting Net Cash of R\$ 1,291.3 million implies in cash generation of R\$ 4.5 million in 3Q20.

Financial Debt (Amount expressed in thousand of Brazilian Reais – R\$)	3Q20	2Q20	Var. %
Short-Term Debt	0	0	
Long-Term Debt	2.556	554	361,4%
Cash and Cash Equivalents	(318.953)	(64.574)	393,9%
Financial Investments	(974.925)	(1.231.807)	-20,9%
Net (Cash) Debt	(1.291.322)	(1.295.827)	-0,3%
Cash (Burn) Generation	(4.505)	29.231	-115,4%
Dividendos Paid	66.757	-	
Cash (Burn) Generation Ex Dividends	62.252	29.231	113,0%

Key concepts

EZTEC's Gross Debt is exclusively from Sistema Financeiro da Habitação (SFH) real estate financing lines with rates ranging from 2.4% per year, added by the remuneration of savings (poupança).

Our Quarter

- Major recent harvest of acquisitions ensues cash disbursements in 3Q20, but especially in 4Q20.** Over the course of the past few quarters, EZTEC had been announcing an important basket of plot acquisitions. As per usual, EZTEC chooses to make such acquisitions in cash, and it is common that cash disbursements last for the following two quarters. With that, in 3Q20 there has already been a significant R\$75 million disbursement related with plot acquisitions, without which EZTEC would be generating cash in the quarter. Nonetheless **4Q disbursements could represent more than 2x that 3Q20 sum, or even 3x** in case the Company carries out optioned acquisitions. Beyond those, it is worth remembering the dividend payment of R\$66.8 million that took place in early October, as a subsequent event, still relating to the fiscal year of 2019.
- Low interest rates environment accelerate payment commitments for launches since 2018, with average pre-payments above 50% prior to deliveries.** Even with abundant possibilities to finance up to 90% of the ticket **clients tend to commit to more significant upfront payments.** 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 a minority 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 keep on construction works 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 customer'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.

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.

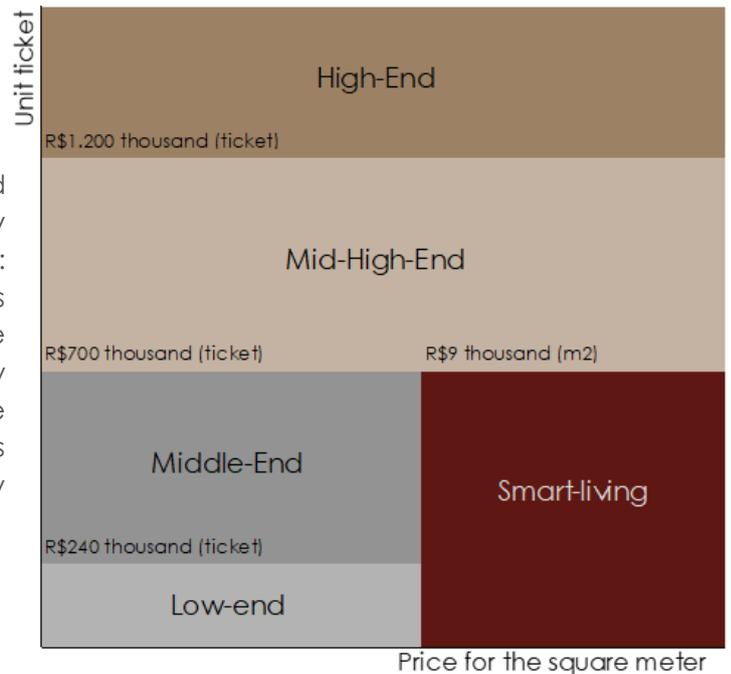
EZTEC firmly believes in its vertical model, which provides efficient negotiations with suppliers, flexibility in the creation of products and operational excellence in development and construction processes.

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 365 employees in its' headquarters working in areas such as engineering, budgeting, planning and supplies. As well as 2 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 September 30, 2020, EZTEC had 21 sites under construction (counting Esther Towers), all of which being managed and executed by the Company, totaling 6.723 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.

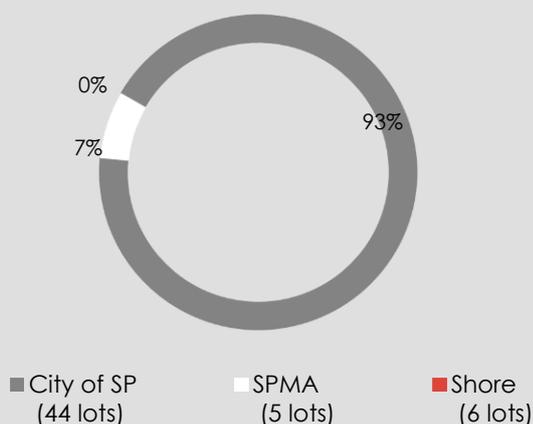


Land Bank

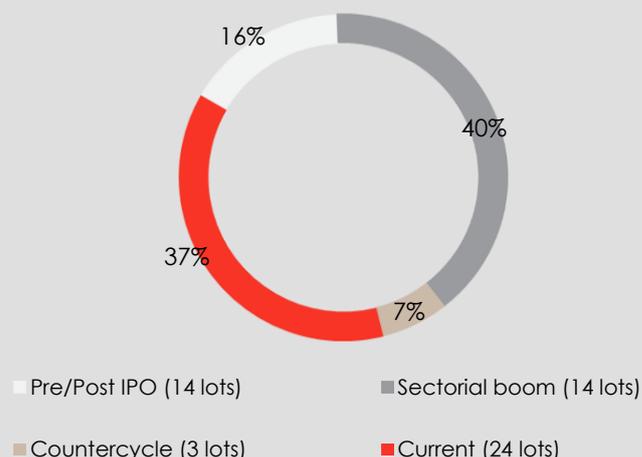
By the end of 3Q20, the Company held 33 plots totaling R\$ 9.4 billion in attributed PSV. Average cost of landbank stands at 1,140% of PSV, not considering plots in formation with no project allocation in the foreseeable future.

Managerial Data - 3Q20

Geographical Breakdown % of EZTEC's PSV



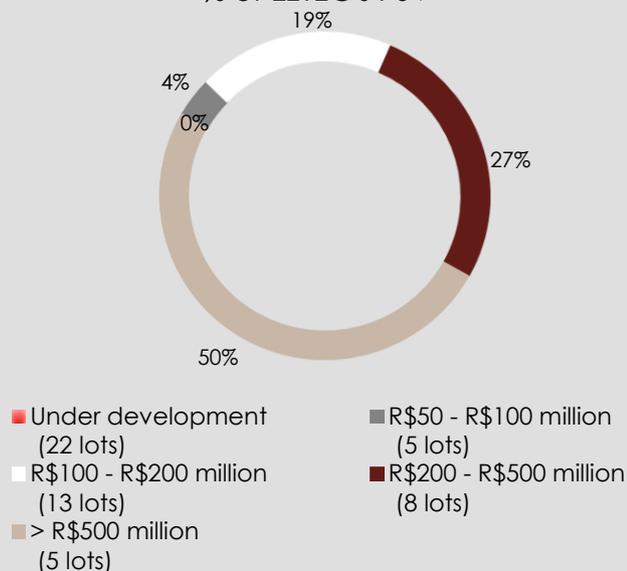
Acquisition Period Breakdown % of EZTEC's PSV



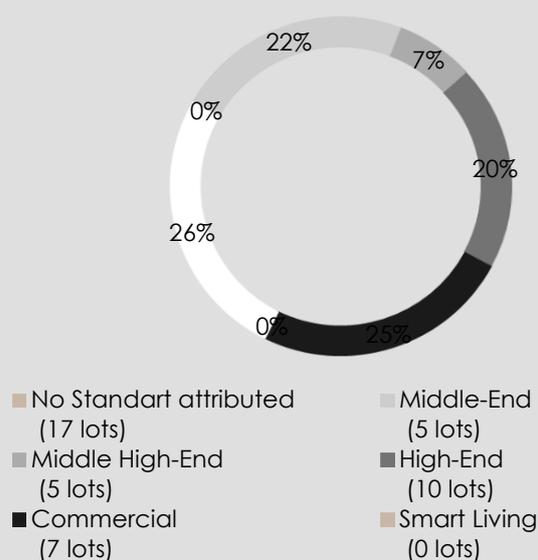
Landbank per year	Pre/Post IPO						Sectorial Boom			Countercycle	Current		
Acquisition Year	2005	2006	2007	2008	2009	2010	2011	2013	2014	2018	2019	2020	
% EZTECS PSV	0%	0%	13%	1%	0%	2%	3%	0%	24%	12%	7%	29%	9%
# of plots	5	1	2	3	0	3	2	1	7	4	3	20	4

Managerial Data - 3Q20

Land Size Breakdown % of EZTEC's PSV



Allocation by Standard % of EZTEC's PSV



Key concepts

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

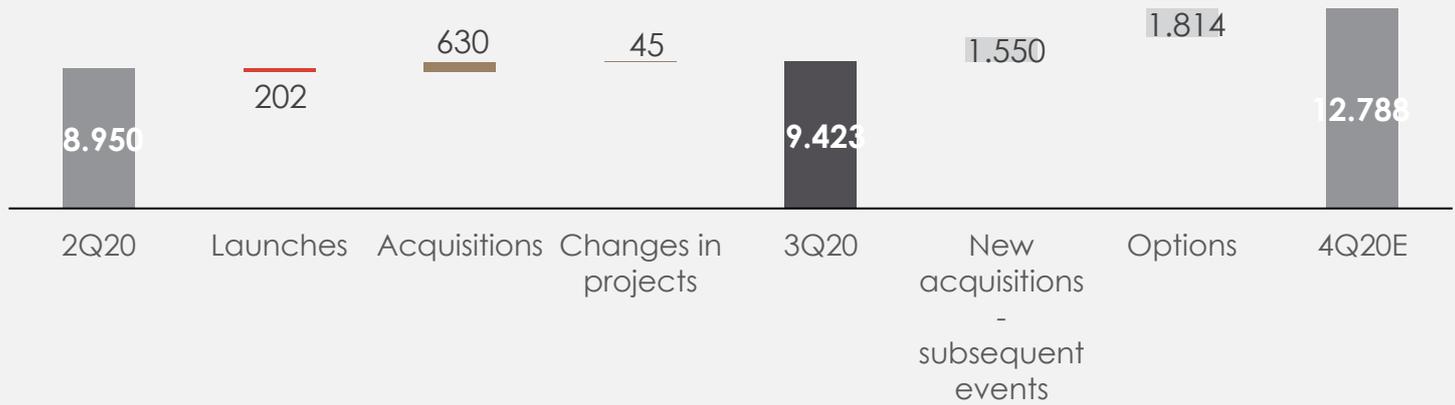
- **As a subsequent event, there has been R\$1.5 billion in PSV acquired definitively in October, as well as another R\$1.8 billion in optioned acquisitions.** Among the recent acquisitions that had been already unfolding, four of them overcame their remaining clauses and should be booked in 4Q20. Amid them, there are the commercial projects of Av. Verbo Divino (private area of 36 thousand m² and PSV of R\$734 million) and Av. Roque Petroni (private area of 22 thousand m² and PSV of R\$436 million). These two projects have already been acquired under EZ Inc and were mentioned in the minutes of Board of Directors Meetings submitted to CVM in October 13th and August 14th.
- **Verbo Divino and Roque Petroni acquisition compose EZ Inc's portfolio of projects to be delivered in 2024.** The plot in Av. Verbo Divino currently holds a corporate tower that, at this time, is still operational, purchased from the Credit Suisse's REIT. The intention behind the acquisition is to demolish that original tower and, in its place, develop another tower that better utilized the construction potential allowed by current municipal regulations. There is a multiuse complex under development immediately neighboring the Verbo Divino project, where there currently is Brazil's first Carrefour supermarket. As part of that development, Carrefour will have a flagship store with malls and services, surrounded by 2 residential towers, 1 office tower, 1 corporate tower, as well as a 30 thousand m² large public square, adding value to the entire region. As a side note, one of the quarter's residential acquisition is the largest residential tower from the Carrefour multiuse complex, with a PSV of R\$355 million and a project profile that resembles EZ Parque da Cidade. In its turn, the project in Av. Roque Petroni is located in the plot that currently holds the Rivellino Sport Center, a 20 thousand m² large plot with a long surface area with the avenue. The Roque Petroni development is feasible even if constrained by a construction potential of 1x the plot's area.

Context

- **Time of pandemic concedes differentiated access to plot owners that are geographically dispersed and in dire need of cash.** The greatest acquisition opportunities are not exactly coming from professional plot owners, who tend to locate in very central areas, in a very disputed market, and who prefer to arbitrate a prospect of increasing prices through swaps or stakes in the project. Conversely, EZTEC seeks to reach plot owners that need to monetize their assets due to the economic repercussions of the pandemic. EZTEC has a broad scope of action and with enough capillarity to access opportunities wherever they may arise. Moreover, this type of plot owner typically prefers to make business with a well-established Company like EZTEC, that is renowned for being a reliable payer, where they can negotiate directly with the owners of the business.



Landbank evolution (R\$ MN)



- (1) Definitive acquisitions in 3Q20: Carrefour Residential, Chanés, and Franz Voegli
 (2) Definitive acquisitions in 4Q20: Verbo Divino, Roque Petroni, Takeda, Serra de Botucatu

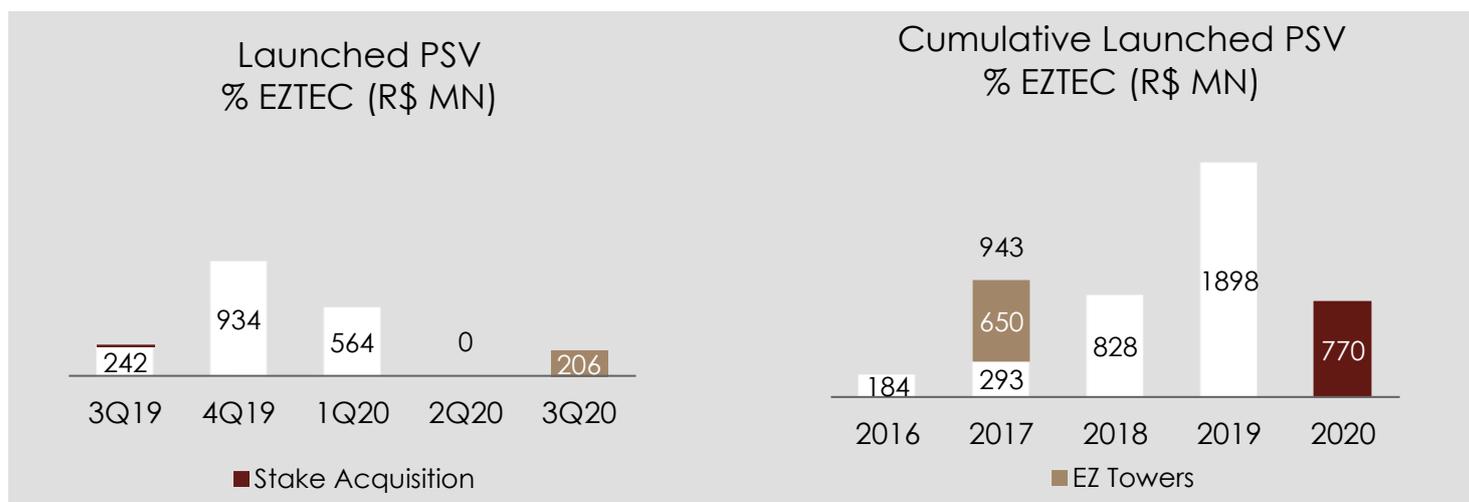
Landbank with options and new acquisitions (R\$ MN)



	Commercial	High	Mid-High	Smart Living	Middle	Economic	Total
SPMR						646,4	646,4 (7%)
Shore							0 (%)
East Zone					815,5	814,5	1.629,9 (17%)
West Zone	168,5		0,010		1.247,9		1.416,5 (15%)
South Zone	2.140,5	1.847,9	697,8		53,0	892,5	5.631,6 (60%)
North Zone						98,6	98,6 (1%)
Downtown							0 (%)
Total	2.309,0 (25%)	1.847,9 (20%)	697,8 (7%)	0 (%)	2.116,4 (22%)	2.452,0 (26%)	9.423
4Q20E	1.145,3	0	2.105,1	0	0	114,2	12.788

Launches

In 9M20 the Company launched 5 projects consisting of 1.727 units, for a launching PSV of R\$769.9 million. From the 78,632.8 sqm. of private area launched (% EZTEC), 1.5% is already sold.



Our Quarter

- EZTEC emitted a guidance for the two-year term of 2020 and 2021 for a PSV of residential launches of R\$4 billion to R\$4.5 billion.** In a Material Fact emitted in October 20th, the Company signaled to a sharp acceleration in launches, incited by [i] a consistent demand that has delivered an average in weekly inventory sales that was 15% higher in 3Q20 than in 1Q20, in the period prior to the pandemic; [ii] a scenario of low interest rates that ignites, one the one side, a continued migration of resources from fixed-income vehicles to the real estate market, and, on the other, unprecedented financing conditions to the client (as discussed in the Sales segment); and [iii] a landbank availability of R\$12.8 billion in PSV (including options) with a diversified portfolio of projects in all segments. It is worth highlighting that, within this landbank, the Company counts with a record-breaking volume of projects that are currently under development. In other words, they are untangled projects at different stages of the pipeline for obtaining their launching permits, and with a visible horizon for being launched.
- Short-term bottlenecks have limited the quarter's launches to Gran Maia, however there already are 3 opened sale stands and another 2 under construction.** Since June the Company already had an understanding that this was a good time for further launches, on the back of a V-shaped recovery in São Paulo's real estate demand. Even so, the Company did not have available projects that had already been approved by the municipality to actually fulfill that intention. The fact that the Company had previously escalated launches aggressively between 4Q19 and 1Q20 exhausted that strategic reserve. The Company also made individual revisions to the original project that, while they delivered added value to the project, they postponed the project's registration with the municipality. This bottleneck is also explained by the City's Office of Real Estate Licensing lethargy in adapting to working from home, especially in the face of projects that are larger and more complex, which ultimately require mobilizing commissions with several public entities. Even so, EZTEC counts with a plethora of projects at different stages of the approval process, including several at its final stages. In preparation for these launches, EZTEC has already opened 3 new sale stands for Signature by Ott (PSV of R\$113 million at Aclimação), Fit Casa José Bonifácio (R\$132 million at Jardim Botânico), Meu Mundo Estação Mooca (R\$74 million at Mooca), as well as 2 sales stands at an advanced stage of construction for Hereditá Parque da Mooca (R\$69 million, at Mooca), and Alta Vista Residence Resort (R\$155 million, at Chácara St. Antônio).

- Two-year guidance implies that following 5 quarters should unleash pace of launches 21%-40% greater than historical maximum.** Considering that by 9M20 the Company had already launched a cumulative PSV of R\$770 million, in practice, the guidance implicitly defines a goal for launches for the next 5 quarters of R\$3.3 billion as a lower bound, and R\$3.7 billion as an upper bound. In a retrospective analysis, the 5 consecutive quarters with highest volume launched were between 3Q12 and 3Q13, when EZTEC launched R\$2.7 billion (adjusted by INCC). To sustain this new operational volume, the Company still counts with the figurehead professionals that have conducted the Company's operations since the past booming cycle. That team has been retained in the Company throughout years of low volumes launched, when they could devote their efforts to sharpening the EZTEC's processes. Ever since, many of these professionals were promoted to the role of VPs, in a **new administrative line that works closely with executive officers.** Another sign of administrative maturity is the fact that **EZTEC opened two seats in the board of directors for independent members** who are market professionals, as is the case of the first slot taken up by Luiz Pretti, chairman of Votorantim Cimentos S.A. Other than that, from the point of view of the project pipeline, the EZTEC has been **targeting acquisitions of large scale projects**, which help optimizing the Company's operational efficiency. That is because [i] larger projects allow for more scattered launches, such that brokers and the marketing team get the chance to focus on one project at a time; [ii] projects like Bandeirantes, in Parque São Domingo, render several consecutive phase of launches, all derived from a single launch permit, minimizing the bureaucratic interface with the City Hall; and [iii] larger projects' administration is subject to economies of scale, to the extent that expenses that are rigid for any given project get diluted, and that there is a smaller quantity of construction sites demanding attention.

Launches 3Q20



Gran Maia Giardino

Location: Guarulhos/SP
Segment: Residential
Standard: Middle-End
PSV EZTEC's: R\$ 101,6 MN
Unts. sold: 49/322
% sqm². sold: 15%



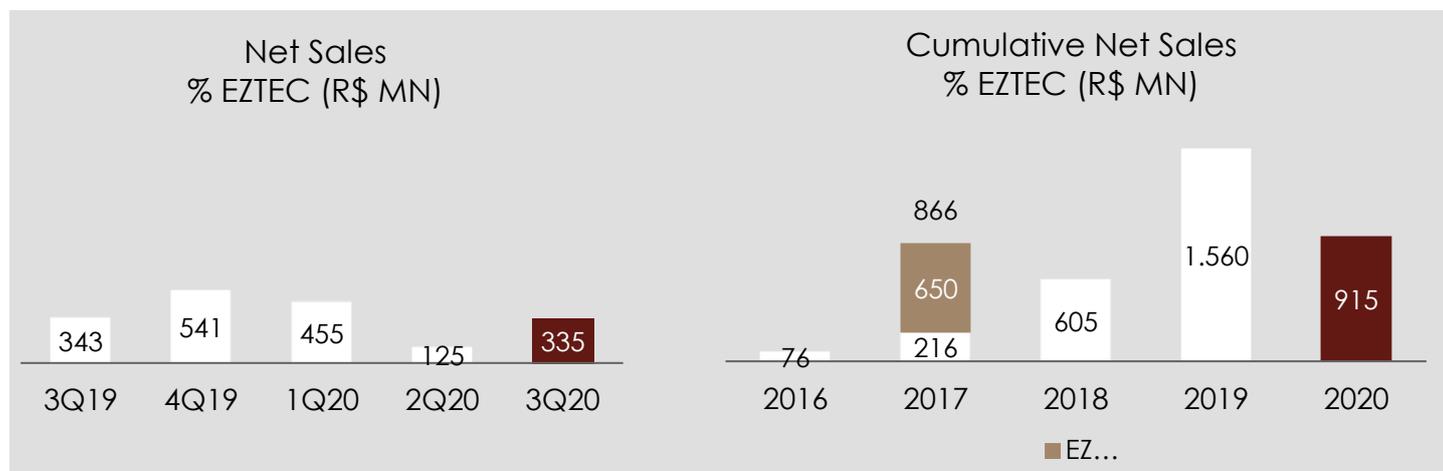
Gran Maia Piazza

Localização: Guarulhos/SP
Segment: Residential
Standard: Middle-End
PSV EZTEC's: R\$ 104,2 MN
Unts. vendidas: 75/192
% sqm². sold: 39%

* Management data until the data of this publication

Sales and Cancellations

In 3Q20, the Company achieved net sales of R\$ 336.7 million – decomposed between R\$ 376.7 million in gross sales and R\$ 40.0 million in cancellations.



SALES OVER SUPPLY	3Q20	3Q19	9M20	9M19
+ Initial Inventory (m ²)	205.548	192.917	232.343	202.822
+ Launches in the period (m ²)	30.642	95.769	37.844	173.118
Launches in the period (m ²)	30.621	94.064	37.844	161.052
Stake Acquisitions (m ²)	21	1.706	0	12.066
= Inventory + Launches (m²)	236.190	288.687	270.187	375.940
- Net Sales in the period (m ²)	40.871	40.128	49.686	127.381
Gross Sales in the period (m ²)	45.365	43.157	52.319	136.738
Cancellations in the period (m ²)	-4.494	-3.029	-2.633	-9.357
= Final Inventory (m²)	195.319	248.559	220.501	248.559
Net Sales Over Supply (%)	17,3%	13,9%	18,4%	33,9%
Gross Sales Over Supply (%)	19,2%	14,9%	19,4%	36,4%

The operational performance can be decomposed in gross sales of R\$ 376.7 million (a 163,0% reduction when compared to last quarter), in the wake of launches with good sales speed and accelerated inventory sales; and cancellations of R\$ 40.0 million (72,0% reduction) This net performance indicates a 177,0% reduction in net sales when compared to last quarter.

Our Quarter

- Average weekly inventory sales have increased by 15% in 3Q20 vis a vis 1Q20 prior to the onset of the pandemic.** Over the course of 1Q20, excluding the second half of March, the average weekly sales (not accounting for sales from projects that had launched in that same quarter) was R\$23.8 million. By the first few months of the pandemic consumer confidence collapsed, such that weekly sales all the way through the first half of May averaged R\$6 million. Yet as soon as people were able to properly assess what shadow the pandemic would actually cast on their finances, if any, there was a new drive in the real estate market, with a weekly average of R\$25.6 million from late May to the end of September (again, not counting for the Gran Maia launch). The Gran Maia complex in itself has had an aggregate performance of 34% of its area sold by the time of this publishing. The relative performance of the Piazza tower (with smaller units) rise above with 49% of the area sold, while Giardino's 16% mark calls for adjustments to the marketing strategy, though there are no doubts about the quality of the project in itself.

- **Cancellations spiked in July (yet have fully normalized by August), but 53.5% of cases were actually downgrades, upgrades or transfers.** Since the cancellations law was enacted by late 2018, cancellations have been well behaved at a constant and harmless level. For reference, the monthly average of cancellations in 1H20 was R\$7.1 million. But in July, exceptionally, it climbed to R\$22.8 million. It is worth reinforcing that the average for August and September was already at R\$8.6 million. Naturally, that outlier reflects the circumstances of the height of the pandemic-related uncertainties. From that R\$40 million in cancellations in 3Q20, 53.5% actually refers to downgrades, upgrades or transfers. In other words, the act of cancelling a sale was tied to a purchase of a different unit, or even to the transferring of the amount paid to a different unit already being financed, such that there was both a sale and a cancellation registered simultaneously. With that said, the atypical volume of cancellations in July also reflect the proactive effort of the Company's credit recovery team to retain clients in a mutually advantageous way. It is also worth highlighting that as little as 6% of cancellations refers to ready inventory units, such that cancellations fell mainly upon recently launched projects, still at their early stage of construction. Moreover, more than half of cancellations happened amid high-income and smart-living projects. In that sense, the typical cancellation happened with a client with an investor profile, who had only had a small cash exposure, and whose confidence fell with the beginning of the pandemic. Even so, it is also the profile of projects that had significant increases in prices since their launch, such that future resales will also imply in gross margin gains.

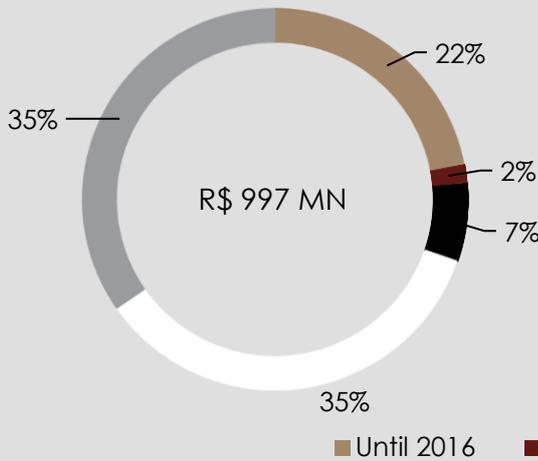
Context

- **Mid- and mid-high-income segments render positive surprise, bolstered by unprecedented financing conditions that are still improving.** The main vectors propelling sales in the mid- and mid-high-income segments diverge substantially from those pushing smart-living (studios in prime areas) sales, for example. Smart-living units typically count on an investor profile as clients, who already have significant savings and are more responsive to oscillating economic expectations. In the smart-living segment, September – a month with a polluted national news flow – delivered sales 29% lower than August. On the other hand, sales in the mid-high-income segment and, mainly, in the mid-income segment are predominantly influenced by objective credit conditions. In that sense, it is a segment that has benefited by successive drops in mortgage rates, and that has escalating consistently in the past years. Currently, Itaú and Bradesco offer rates of 6.9%+TR and 6.7%+TR, respectively. But the most important movement they made might well be having innovated in a mortgage line pegged to savings' remuneration (poupança), delivering a 170 bps rate drop. Itaú has pioneered the rate of 3.99%+poupança+TR and, by November, Bradesco did the same. The practical effect of this affordability improvement (associated with a smaller wage requirement to get the same value financed) is, first of all, an enlarged addressable demand, extending access to the real estate market to a broad base of the Brazilian demographic pyramid. On top of that, it also implies that clients will be predisposed to buy larger or even more expensive units, given that the mid-income client typically is willing to leverage up to the limit of their credit score. It is all the more accessible for a client to migrate from paying leases to financing a unit with an LTV of 90%, which Itaú and Bradesco extend for both lines of credit, facilitating the access for a segment of the population with few savings.
- **Performance da média e média-alta renda surpreende positivamente, lastreada em condições de financiamento inéditas e melhorando.** Os vetores que impulsionam as vendas na média e média-alta renda divergem substancialmente dos que movem o segmento smart-living (de compactos em regiões nobres), por exemplo. O smart-living tipicamente conta com o perfil de cliente investidor, que já costuma ter uma poupança expressiva e reage de forma sensível às oscilações das expectativas econômicas. No smart-living, as vendas de setembro (um mês de newsflow poluído a nível nacional) vieram 29% abaixo das vendas de agosto. Em contrapartida, as vendas da média-alta e, principalmente, da média renda são predominantemente influenciadas pelas condições objetivas de acesso ao crédito. Neste sentido, é um segmento que tem se beneficiado com sucessivas diminuições das taxas de financiamento exigidas pelos

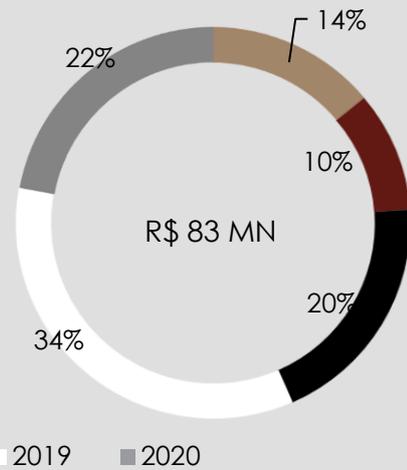
principais bancos, e vem desenhando uma escalada de vendas consistente ao longo dos últimos anos. Atualmente, o Itaú e o Bradesco oferecem uma taxa de 6,9%+TR e 6,7%+TR, respectivamente. Mas o movimento mais importante para o segmento talvez seja terem inovado com uma modalidade vinculada à remuneração da poupança, de forma que a primeira parcela do financiamento estará sujeita a uma taxa efetiva em torno de 170 bps menor. O Itaú foi pioneiro com uma taxa de 3,99%+poupança+TR e, já em novembro, foi acompanhado pelo Bradesco. O efeito prático deste melhora no *affordability* (associado a uma menor exigência salarial para o financiamento do mesmo valor) é, primeiramente, um crescimento na demanda endereçável, estendendo o acesso ao mercado imobiliário a uma fatia ampla da pirâmide demográfica brasileira. Além disso, implica também que os clientes se predisponham a comprar um apartamento ainda maior ou mais caro, já que é típico da média renda que se alavanque até o limite da sua condição de crédito. A migração do aluguel para o financiamento fica ainda mais apelativo dado o LTV de 90% que Itaú e Bradesco estendem para estas linhas de crédito, facilitando o acesso para uma clientela com poucas reservas acumuladas.

Managerial Data - 9M20

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

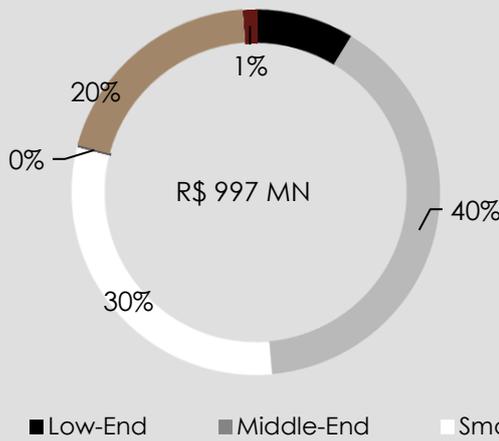


Cancellations by Year of Launch (% of EZTEC's PSV)

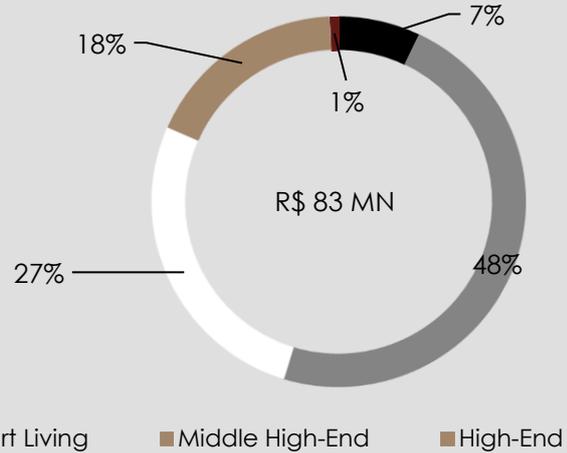


Managerial Data - 9M20

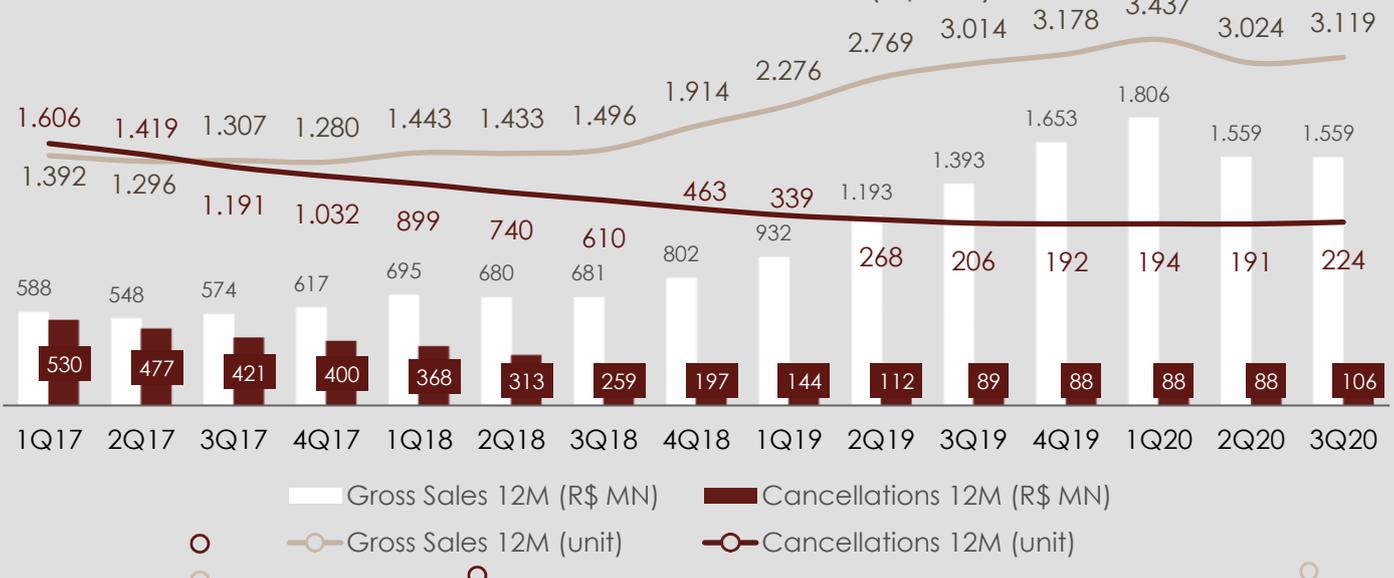
Gross Sales by Standard (% of EZTEC's PSV)



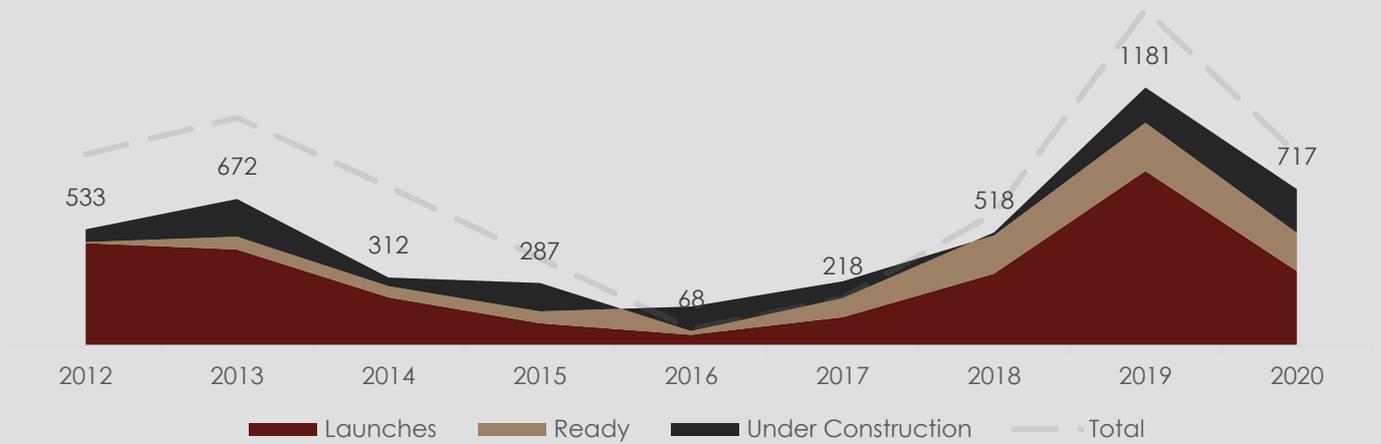
Cancellations by Standard (% of EZTEC's PSV)



Sales and Cancellations - LTM (R\$ MN)



Net Consolidated Sales (R\$ mn)



Consolidated	2012	2013	2014	2015	2016	2017	2018	2019	2020
Launches	88%	66%	71%	36%	74%	60%	63%	68%	48%
Ready	1%	9%	16%	19%	191%	75%	34%	19%	25%
Under Construction	11%	26%	13%	45%	-164%	-35%	3%	14%	28%

Net Shared Sales (R\$ mn)

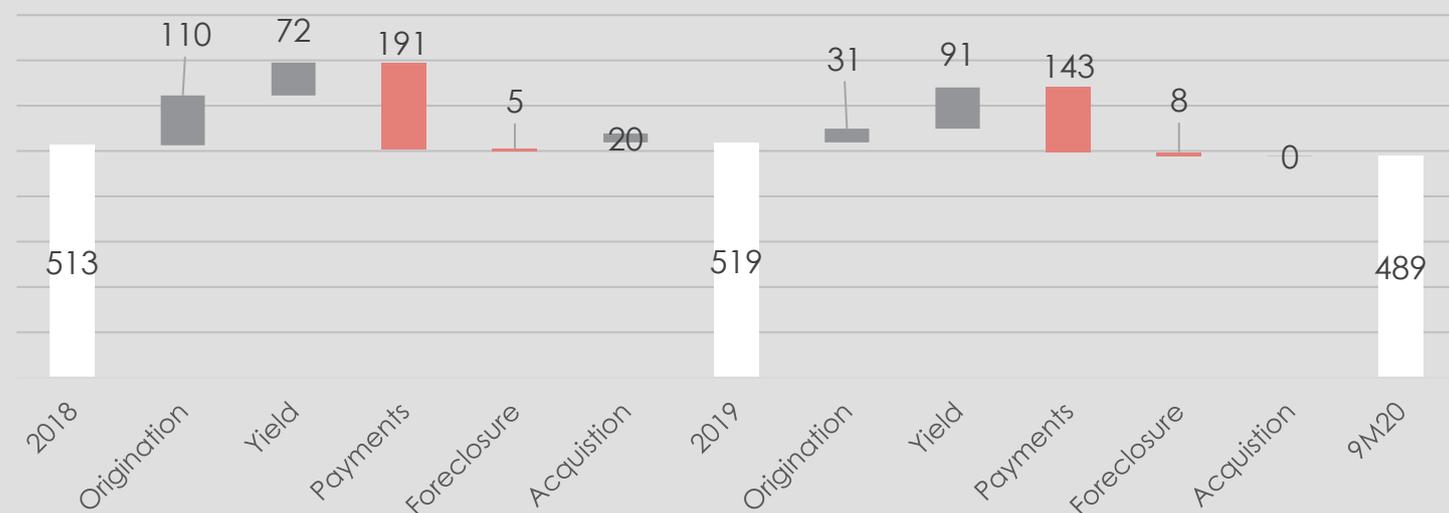


Shared	2012	2013	2014	2015	2016	2017	2018	2019	2020
Launches	87%	72%	79%	43%	295%	-93%	33%	51%	12%
Ready	3%	2%	5%	44%	-351%	-1705%	63%	31%	24%
Under Construction	10%	26%	16%	13%	156%	1897%	4%	18%	64%

Financing

By the end of 3Q20, the outstanding balance of customers under fiduciary lien was of R\$ 494.4 million, (% EZTEC). This amount corresponds to the 1.745 units directly financed with outstanding debt.

Direct Receivables Portfolio Evolution (R\$MN)



Key concepts

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 from the 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

- **Yield of the portfolio of direct receivables effectively doubles on the back of IGP-DI peak since May.** 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. Even though there have been some originations at a rate of IGP-DI+7.99%, the average rate on the portfolio's outstanding balance is still at 10.4%, implying that the **main determinant for the quarter's yield hike was in fact the inflation effect**. In that sense, it is worth pointing out that the incidence of each month's inflation over the receivables has a two-month lag, such that in 3Q20 (as well as 4Q20) reflects the hike of inflation since May. In periods of escalating IGP-DI it is only natural that incoming clients may be intimidated, to which EZTEC responds by allowing for new originations pegged to IPCA, as it had already done in the past. Even so, **94% of the outstanding balance is still pegged to IGP-DI**.

Context

- **Portfolio maintains its volume over the course of 2019 and 1H20, 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. 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.

- **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.



Deliveries

Deliveries for the year amount to R\$ 260.9 million in PSV for EZTEC's stake, totaling 345 units.

Project Delivered	% EZTEC	Region	Segment	Units launched	Launched PSV (R\$MM)	PSV EZTEC (R\$ MM)	Project Delivered
Up Home Vila Mascote	100,00%	1Q20	South Zone	Residential	129	61.3	61.3
Legittimo Vila Romana	100,00%	1Q20	West Zone	Residential	54	49.5	49.5
Total 1Q20					183	110.8	110.8
In Design Liberdade	100,00%	3Q20	South Zone	Residential	114	67.8	67.8
Verace Brooklin	100,00%	3Q20	South Zone	Residential	48	82.3	82.3
Total 3Q20					162	150.1	150.1
Total 2020					345	260.9	260.9

Key concepts

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.

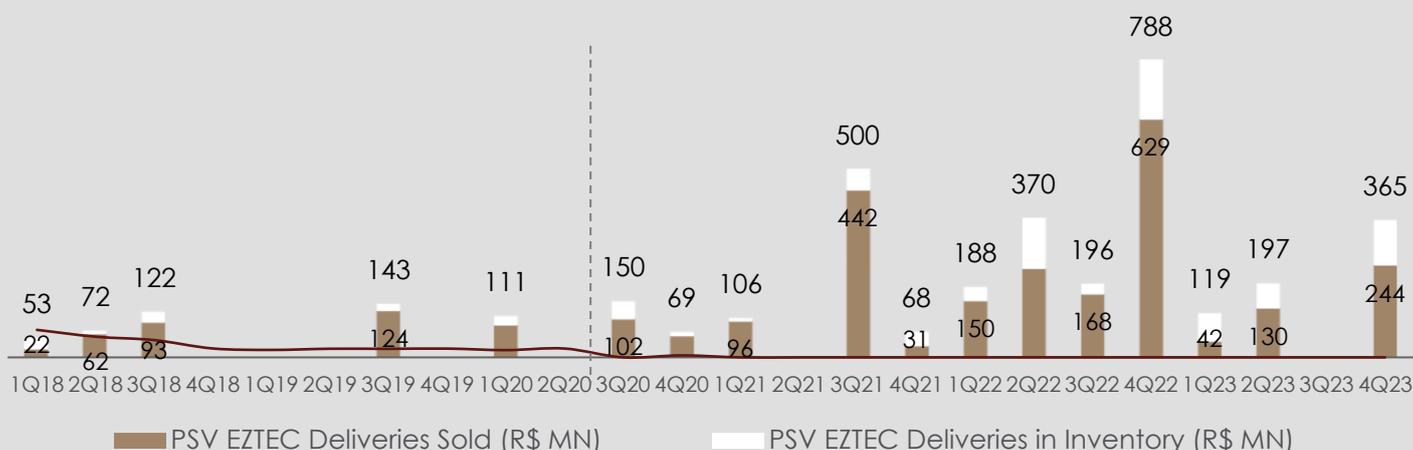
It should be noted that it is only from the issuance of the Habite-se that the client is entitled to pass on his outstanding balance for financing with a banking institution. At the time the transfer takes place, the bank repays this remaining customer debt to the developer, which in turn transfers the 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.

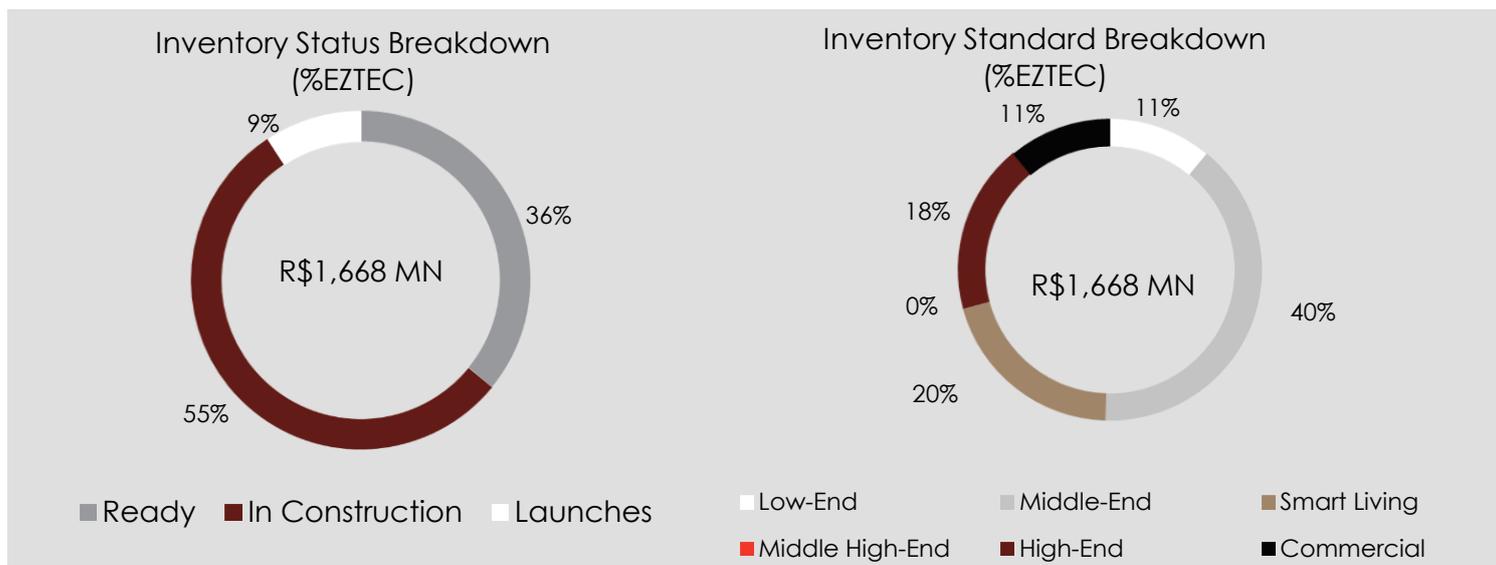
The chart below illustrates the Company's delivery schedule. In it, the date of delivery of a given project is marked by obtaining housing permit, or, in cases where construction has not yet been completed, by the delivery date provided for in the contract. It is worth mentioning that the breakdown shown,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

Deliveries vs. Cancellations (R\$ MN)



Inventory

By the end of the quarter the Company's inventory amounted for R\$ a reduçãoomillion.



Our Quarter

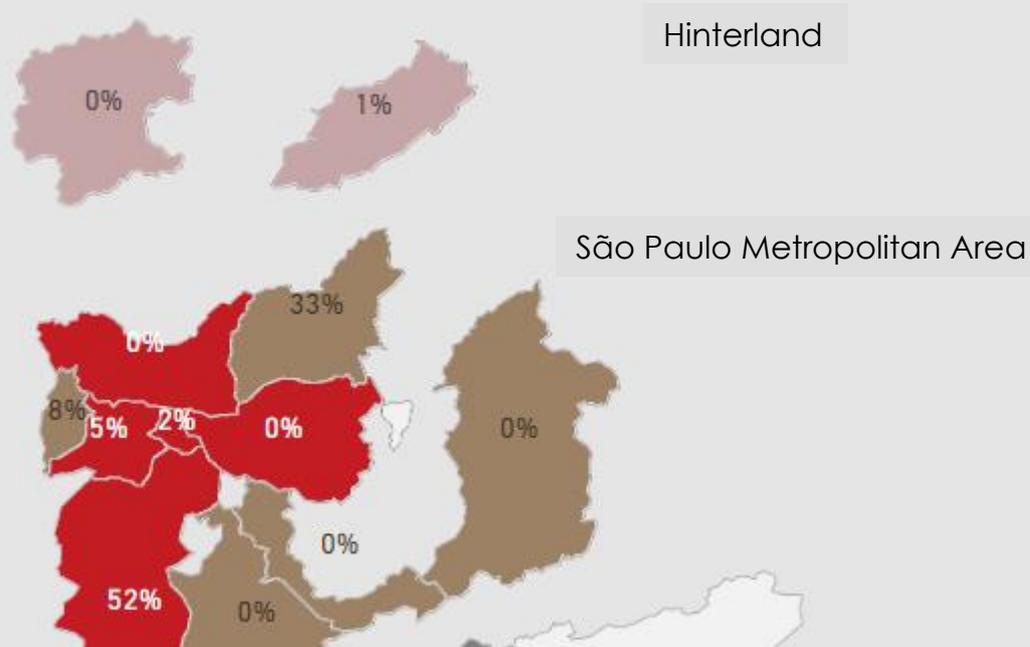
- **The absence of launches imposed by the pandemic allow for a period of prolonged inventory digestion.** Net sales that took place through 2Q20 and 3Q20 removed R\$461 million in inventory without a proportionate replenishing of new launches (except for Gran Maia, with a PSV of R\$206 million). The fact that the currently available inventory is nicely contained renders more confidence to the Company's capacity to digest the upcoming inventory to be derived from the newly instated guidance.

Context

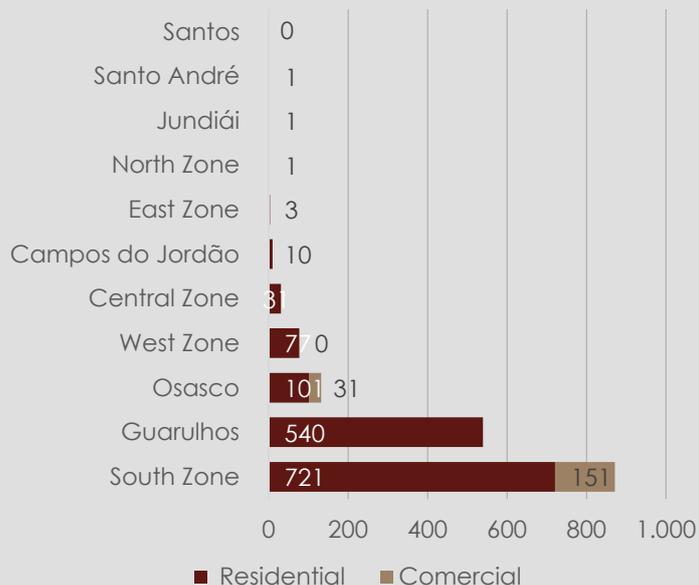
- **In the absence of significant new deliveries, the center of gravity of finished inventory falls on Guarulhos.** As described in the sales segment, affordability gains in financing have been giving traction to sales of ready inventory, which has led to the downsizing of the Company's main finished inventory hubs, such as Osasco, East Zone and South Zone. In 3Q20 the Company still delivered the projects In Design Liberdade and Verace Brooklin, representing R\$50 million added to the ready inventory. Therefore, at the end of the quarter, the mega-condominium **Cidade Maia** amounted to R\$ 263 million in inventory; in 3Q20 the project handed R\$32 million in net sales.

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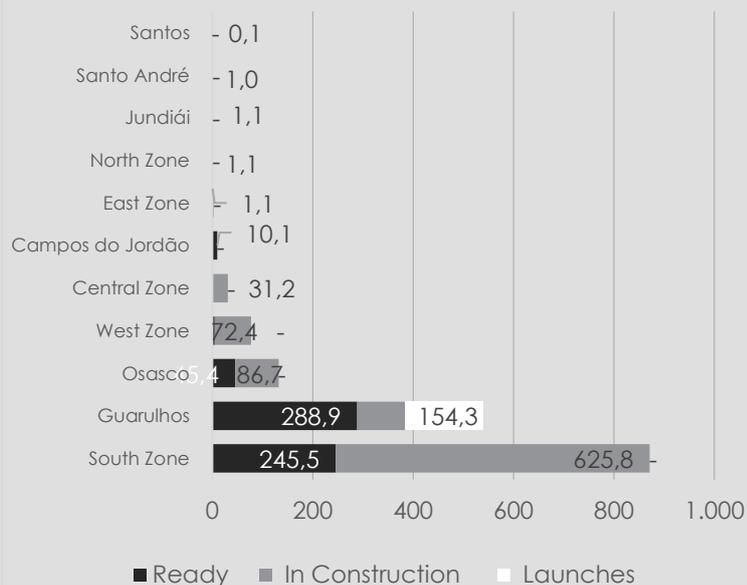
Inventory geographical outlook (% PSV)



By segment (R\$ MN PSV)



By building status (R\$ MN PSV)



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%	0	0
Bell'Acqua	Apr-08	152	99%	1	100%	506	0
Supéria Paraíso	Aug-09	160	100%	0	100%	2.564	322
Capital Corporate Office	May-09	450	100%	0	100%	1.568	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%	0	0
Clima Mascote	Feb-10	176	100%	0	100%	0	0
Splendor Square	Jun-08	112	100%	0	100%	0	0
Vert	Mar-07	6	100%	0	100%	0	0
Quality House Tatuapé	Jun-04	349	100%	0	100%	0	0
Quality House Jd. Prudência	Nov-09	166	100%	0	100%	0	97
Supéria Moema	Mar-09	153	100%	0	100%	1.049	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%	918	30
NeoCorporate Offices	Jan-11	297	92%	24	100%	18.109	3.170
Trend Paulista Offices	Feb-11	252	100%	1	100%	555	1.914
Up Home Jd. Prudência	Feb-11	156	100%	0	100%	0	37
Royale Tesor	Mar-11	240	100%	0	80%	14	14
Still Vila Mascote	Jun-11	150	100%	0	50%	0	110
Chateau Monet	Jun-11	163	100%	0	100%	873	161
Supéria Pinheiros	Jun-11	108	100%	0	100%	0	248
Royale Merit	Nov-11	160	100%	0	80%	0	0
Up Home Vila Carrão	Dec-11	156	100%	0	100%	0	0
Gran Village São Bernardo	Dec-11	474	100%	0	100%	0	0
Vidabella 6 a 10	Dec-11	480	100%	1	60%	110	0
Neo Offices	Feb-12	96	98%	2	100%	598	97
Bosque Ventura	Mar-12	450	98%	7	85%	2.809	70
Massimo Nova Saúde	Jun-12	108	100%	0	100%	0	0
In Design	Jun-12	422	100%	2	100%	460	547
The View Nova Atlântica	Jul-12	200	100%	0	100%	0	0
Green Work	Jul-12	378	97%	12	100%	4.937	2.544
Up Home Santana	Aug-12	96	100%	0	100%	0	0
Parque Ventura	Oct-12	508	95%	23	85%	7.844	117
Jardins do Brasil - Amazônia	Oct-12	324	100%	1	76%	575	0
Jardins do Brasil - Abruços	Oct-12	498	99%	3	76%	1.117	0
Brasilião	Nov-12	162	100%	0	90%	0	75
Premiatto Sacomã	Feb-13	138	100%	0	100%	366	225
EZ Mark	May-13	323	63%	120	100%	106.556	6.160
Centro Empresarial Jardins do Brasil	Jun-13	848	77%	193	76%	29.751	1.450
Jardins do Brasil - Mantiqueira	Jun-13	498	100%	2	76%	1.398	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%	26	100%	9.606	185
Cidade Maia - Praça	Dec-13	451	79%	95	100%	45.640	1.258
Cidade Maia - Jardim	Dec-13	280	65%	99	100%	57.424	1.036
Cidade Maia - Botânica	Mar-14	566	56%	247	100%	119.848	1.184
Cidade Maia - Reserva	Mar-14	224	75%	55	100%	41.556	333
Magnífico Mooca	May-14	162	100%	0	63%	0	23
San Felipe - Palazzo	Jun-14	48	100%	0	100%	0	0
Le Premier Flat Campos do Jordão	Jul-14	108	92%	9	100%	9.983	92
Prime House Parque Bussocaba	Oct-14	568	98%	14	100%	4.746	0
Legítimo Santana	Dec-14	70	100%	0	100%	0	92
Splendor Ipiranga	Feb-15	44	100%	0	100%	0	110
Massimo Vila Carrão	Apr-15	66	100%	0	100%	0	64
Jardins do Brasil - Atlântica	Jun-15	386	97%	10	76%	6.252	126
Le Premier Moema	Mar-16	38	92%	3	50%	4.488	46
Splendor Brooklin	May-16	42	83%	7	100%	15.005	83
Up Home Vila Mascote	Oct-16	129	65%	45	100%	18.575	55
Legítimo Vila Romana	Apr-17	54	93%	4	100%	4.176	83
In Design Liberdade	Aug-17	114	46%	61	100%	38.039	553
Verace Brooklin	Oct-17	48	85%	7	100%	15.999	294
Sub-Total Ready Units		15.233		1.074		574.608	23.906
In Construction							
Clima São Francisco	Nov-17	106	83%	18	100%	11.968	5.281
Z.Cotovia	Mar-18	199	91%	18	100%	13.805	0
Fit Casa Brás	Oct-18	979	77%	224	70%	31.235	0
Vertiz Tatuapé	Sep-18	200	99%	3	100%	1.765	202
Sky House	Oct-18	115	45%	63	100%	40.466	60
Diogo Ibirapuera	Oct-18	136	97%	4	100%	10.131	0
Z.Pinheiros	Nov-18	386	80%	78	100%	26.391	960
Fit Casa Rio Bonito	Mar-19	560	95%	27	100%	5.201	280
Le Jardim Ibirapuera	Jan-19	22	59%	9	100%	29.959	60
Vertiz Vila Mascote	Jan-19	168	98%	4	100%	2.644	300
Vivid Perdizes	May-19	102	59%	42	100%	27.821	0
Pátrio Ibirapuera	Jun-19	54	96%	2	70%	8.193	18.583
Artis Jardim Prudência	Jun-19	92	78%	20	100%	11.120	0
Haute Ibirapuera	Aug-19	57	88%	7	100%	13.977	15.186
Jardins do Brasil - Reserva JB	Aug-19	682	66%	233	76%	84.932	1.805
EZ Parque da Cidade	Sep-19	244	74%	64	100%	170.129	1.150
Pin Internacional	Nov-19	1.416	39%	865	60%	96.510	0
Air Brooklin	Feb-20	663	67%	220	100%	145.447	8.190
Z.Ibirapuera	Mar-20	172	35%	111	100%	74.484	2.998
Fit Casa Alto do Ipiranga	Jan-20	370	36%	238	100%	53.451	0
Sub-Total In Construction		6.723		2.250		859.629	55.054
Launches							
Giardino Gran Maia	Sep-20	322	14%	276	100%	85.192	90
Piazza Gran Maia	Sep-20	192	30%	134	100%	68.778	210
Sub-Total Launches		514		410		153.970	300
Total		22.470		3.734		1.587.628	79.260

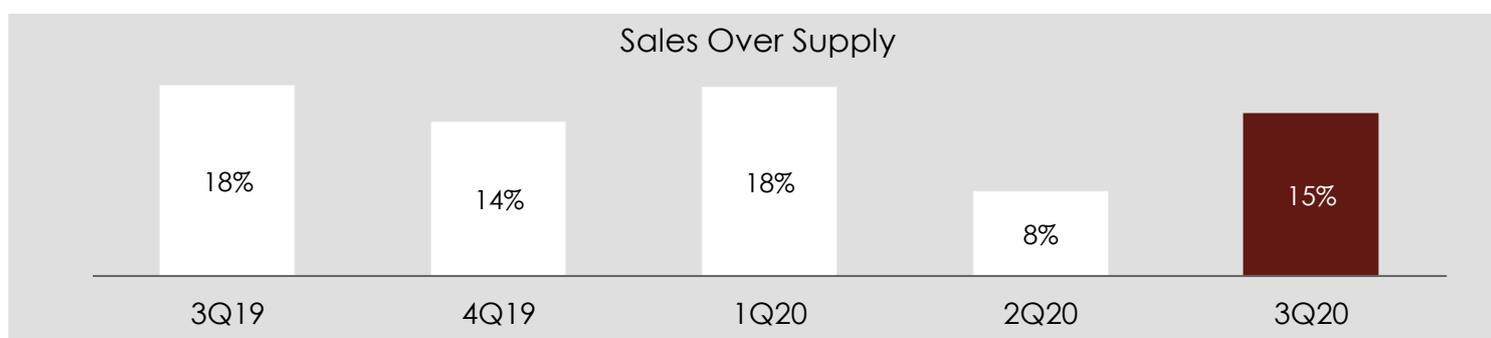
FIT CASA

Fit Casa's brand encompasses low-income projects whose composition is mostly made up of units allowed in the Minha Casa Minha Vida program (MCMV). The brand has its own website ([http:// fitcasa.com.br/](http://fitcasa.com.br/)), specialized brokers and a sales strategy aimed at selling this specific product type.

The first launch was Fit Casa Brás in October 2018. Since then the brand has launched more two projects resulting in an accumulated PSV of R\$ 348.4 MN.



Operational Performance



Context

- **Fit Casa's sales tend to be more resilient, with an almost linearized performance ever since the launch.** The potential demand available for Minha Casa Minha Vida projects relatively well positioned within the metropolitan region of São Paulo is vastly larger than the supply the program is able to offer, due to the basic demographic structure of the country. Thus, for the developer, there is **no need to push for stronger sales over supply figures by the time of the launch**, since that demand will materialize spontaneously and much more cheaply. Moreover, MCMV sales tend to be much more demanding as far as the bureaucratic process involved, given that client's outstanding balance is transferred to CEF from the start. It is a process that demands a larger quantity of people engaged for units that are relatively small. Therefore, if there were to be a sharp peak in demand in the first few days of the project, it would rapidly form bottlenecks that would hamper sales. It is **worthwhile to let the project be digested slowly but surely in an organic pace**, as it has consistently been the case for Fit Casa projects overall.

Financial Performance

Context

- The Company is able to deliver Fit Casa projects with the same efficiency level that it has historically done for mid-income projects.** Beyond the fact Fit Casa projects are submitted to the Minha Casa Minha Vida program, the overall structure of the project closely resembles a regular mid-income project, with minor adjustments. As far as the engineering, 3rd tier projects do not demand an industrial scale process: they are residential towers built much the same as a mid-income project, except that with less demanding finishing and smaller-sized units. The ticket price must be smaller than in the mid-income segment, but not the price per meter. The units' space restriction is compensated for larger and better equipped shared spaces, which attract younger people that not yet have an intention to form a family. With that, EZTEC has been able to consistently deliver gross margins above 45% since the very first Fit Casa projects. In its turn, the bureaucratic processes that go along with contracting CEF's financing was smoothly assimilated by the Company, which anyhow has always had a great relationship with the bank. EZTEC already had what it took, with no further weight on the Company's G&A or its net profitability.

Consolidated Income Statement - Fit Casa (R\$ MN)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Gross Operating Revenue	46,8	23,4	1,0	103,9	53,3	0,9
(-) Sales cancellations	(1,4)	(0,5)	174,6%	(3,2)	(1,1)	187,5%
(-) Sales Tax	(1,0)	(0,4)	122,2%	(2,1)	(1,0)	116,7%
Net Revenue	44,4	22,4	98,0%	98,6	52,2	88,7%
(-) Cost of Real Estate Sold, Rentals and Services	(25,0)	(13,6)	83,7%	(54,6)	(29,4)	85,4%
Gross Profit	19,4	8,8	120,1%	44,0	21,8	101,7%
Gross Margin (%)	43,7%	39,3%	4,4 p.p.	44,6%	41,8%	2,9 p.p.
(-) Selling Expenses	(3,7)	(2,5)	45,8%	(6,4)	(6,9)	-7,3%
(-) Administrative Expenses	(0,8)	(0,4)	101,3%	(2,5)	(2,4)	5,1%
Other Operating Revenues (Expenses)	(1,0)	(0,5)	87,5%	(2,1)	(1,0)	116,6%
Financial Income (Expenses)	0,3	0,2	65,2%	0,7	0,2	340,6%
Financial Incomes	0,4	0,2	59,5%	0,8	0,3	148,6%
Financial Expenses	(0,1)	(0,1)	45,5%	(0,1)	(0,2)	-19,2%
Net Income	14,2	5,5	156,8%	33,7	11,7	187,5%
Net Margin	32,0%	24,7%	7,3 p.p.	34,2%	22,4%	11,7 p.p.
Average Participation (% Net Revenue) ⁽¹⁾	5,2%	2,9%	228,1%	5,0%	2,4%	263,2%

Balance Sheet - Fit Casa (R\$ MN)	3Q20	3Q19	Var.%	9M20	9M19	Var.%
Assets	333,8	304,1	9,8%	333,8	212,0	57,5%
Current Assets	114,4	76,0	50,6%	114,4	121,1	-5,5%
Cash and Cash Equivalents	13,1	4,9	169,5%	13,1	3,2	313,7%
Trade Accounts Receivable	19,9	6,1	225,4%	19,9	3,3	499,4%
Real Estate Held for Sale	35,8	36,9	-2,9%	35,8	13,1	174,2%
Others Current Assets	45,6	28,1	62,1%	45,6	101,6	-55,1%
Non-Current Assets	219,4	228,1	-3,8%	219,4	90,8	141,5%
Trade Accounts Receivable	45,9	42,8	7,3%	45,9	18,0	155,8%
Real Estate Held for Sale	170,4	182,0	-6,3%	170,4	70,2	142,7%
Others Non-Current Assets	3,0	3,3	-8,4%	3,0	2,7	13,4%
Liabilities	22,7	6,9	228%	17,7	21,1	-16%
Current Liabilities	20,8	5,5	277%	15,5	18,3	-16%
Loans and Financing	-	-	n.a	-	-	n.a
Adiantamento de Clientes	6,9	3,3	111%	6,4	6,3	1%
Others Current Liabilities	13,9	2,3	518%	9,1	12,0	-24%
Non-Current Liabilities	1,9	1,4	35%	2,2	2,8	-19%
Loans and Financing	-	-	n.a	-	2,2	-100%
Others Non-Current Liabilities	1,9	1,4	35%	2,2	0,5	312%

EZ Inc Incorporações Comerciais (EZ Inc)

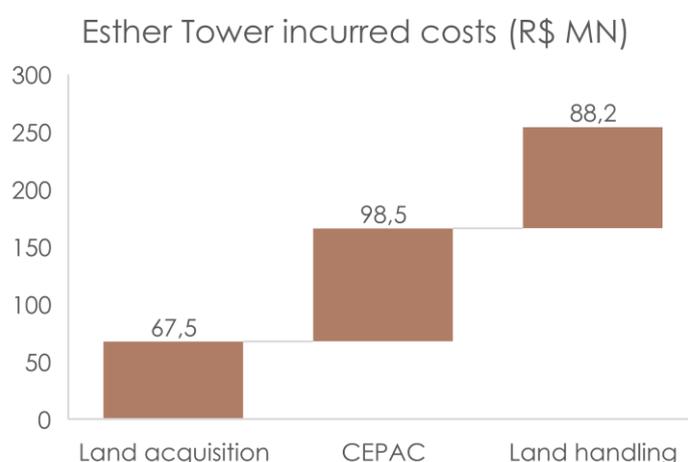
In a Material Fact emitted in the week of this publishing, the Company announced the interruption of the EZ Inc offer, upon the understanding that the window of opportunity for accessing the capital markets is too narrow in the current conjuncture, impeding the proper pricing the intrinsic value of the Company's assets. The suspension of the offer still leaves open the possibility that it may be reinstated within the following 60 working days.

Despite the suspension, the mid- and long-term perspective for EZ Inc is unaltered. Actually, the Company carries on with the process of transforming EZ Inc into a publicly-held company upon CVM. It remains as a controlled subsidiary of EZTEC, counting with a single minority stake holder with approximately 2% of the stakes and, therefore, no free float at all.

EZ Inc maintains its corporate governance structure as well as its executive team as it had been mentioned in its preliminary prospect. That team counts with two executive officers (Flavio Zarzur and Silvio Iamamura), and a board of directors composed of the top decision makers from EZTEC's management team (the 4 Zarzur brothers and Emilio Fugazza), along with 2 market professionals as independent members (Anis Chacur and Márcio Utsch).

Regarding its operations, EZ Inc is equipped with the raw resources it needs to proceed with the harvest of projects to be delivered in 2022 and 2023, as well as part of 2024, which includes the landbank in itself, and also the cash earmarked to fulfill any remaining accounts payable for such acquisitions. Moreover, EZTEC injected an additional R\$200 million into EZ Inc in 3Q20 – an event not reported in the preliminary prospect that had been published – so that it backs the latest plot acquisitions and their construction commitments. Accounting for the latest injections and for the last quarter's results, EZ Inc holds a Net Equity mark of R\$716.2 million.

From these assets, EZ Inc will be able to proceed with the development, approvals, and construction works for these projects, such that the ongoing operations are not contingent upon capturing new resources in the short term. For that operation, EZ Inc should still count with EZTEC's staff to support to technical and administrative challenges, due to their agreement of holding a shared center of services. Thus, EZ Inc maintains its options open as far as when and how it should raise the resources to back its perspective of operational growth.



Esther Towers is the cornerstone asset in EZ Inc's portfolio, as well as being the more mature asset, to be delivered by late 2022. Its incurred costs are composed of R\$67.5 million of plot acquisition costs, another R\$98.5 million destined to the CEPACs need to ensure its construction potential, and another R\$88.2 million incurred ever since (of which, R\$11.1 million took place in 3Q20). This cost composition already accounts for the additional CEPACs that were embedded into the project in 2020 to raise its private area to 82 thousand m².

Esther Towers is a repeat of the EZ Towers success formula: it is a 94 thousand m² large project that delivered an IRR of 33.6% over the course of 10 years, up until the sale of its last tower to Brookfield in 2017. Even so, by the time of that original transaction, it cost Brookfield R\$14.5 thousand/m² to buy the tower, in clear contrast with the R\$21.5 thousand/m² that they managed to sell it for in November/20. That delta underlines the positive moment for the corporate tower market, as well as the strategic importance of an adequate corporate structure that allows to withhold the sale until the asset is prime.

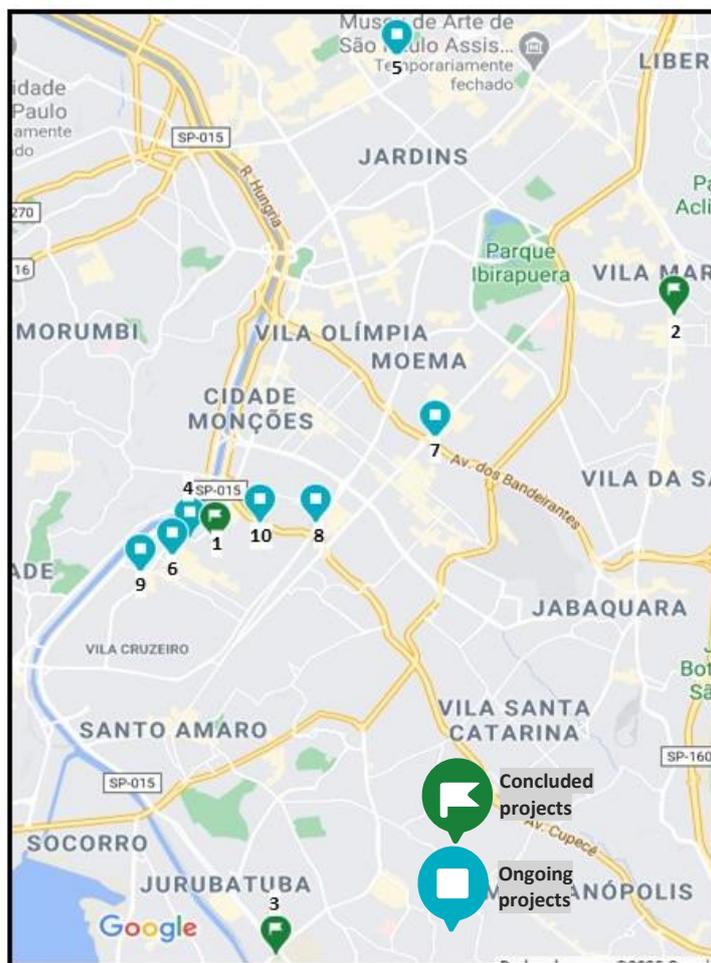
1 **Neocorporate Office**, located in Berrini region
 Launched: 2011
 PSV: R\$182 mn
 GLA: 17.758 sqm
 Occupancy rate: 92% sold and 3% rented

2 **EZ Mark**, two commercial towers, it is located at Vila Mariana
 Launched: 2013
 PSV: R\$333,8 mn
 GLA: 19.437 sqm
 Occupancy rate: 63% sold e 22% rented

3 **Atacadão**, located in Av. Interlagos, near SP Market Shopping, land with rent contract
 Deadline: Until 2037
 GLA: 20.000 sqm

4 **Esther Towers**, located in Av. Dr. Chucris Zaidan, near Morumbi Shopping and Market Place Shopping
 Operation begins: 2022
 PSV: R\$1.651 mn
 GLA: 82.608 sqm

5 **Alves Guimaraes**, located in Pinheiros, only 250m away to Av. Rebouças and near to Rua Oscar Freire
 Operation begins: 2023
 PSV: R\$166 mn
 GLA: 11.127 sqm



6 **Fernandes Moreira**, near Morumbi Shopping and Market Place Shopping, with easy access to Av. Das Nações Unidas
 Operation begins: 2023
 PSV: R\$123 mn
 GLA: 8.220 sqm

7 **Pamaris**, located in Moema, 400m to Eucaliptos subway station with easy access to Av. Bandeirantes and Av. Ibirapuera
 Operation begins: 2023
 PSV: R\$236 mn
 GLA: 15.799 sqm

8 **Air Brooklyn**, located in Brooklyn, 200m away from subway station, near Av. Chucris Zaidan and Av. das Nações Unidas
 Operation begins: 2023
 PSV: R\$85 mn
 GLA: 22.409 sqm

9 **Verbo Divino**, located at Verbo Divino in an area in development to become a large corporate and residential plot near Carrefour
 Operation begins: 2024
 PSV: R\$734 mn
 GLA: 36.044 sqm

10 **Roque Petroni**, recently acquired landbank, located at the Roque Petroni Jr. Avenue
 Operation begins: 2024
 PSV: R\$436 mn
 GLA: 21.800 sqm

Consolidated Income Statement - EZ Inc (R\$ MN)	3Q20	9M20
Gross Operating Revenue	3,07	12,17
(-) Sales cancellations	0	0
(-) Sales Tax	0,14	0,36
Net Revenue	2,93	11,81
(-) Cost of Real Estate Sold, Rentals and Services	0,00	1,73
Gross Profit	2,93	10,08
Gross Margin (%)	100%	85%
(-) Selling Expenses	0,41	1,41
(-) Administrative Expenses	1,39	0,94
Other Operating Revenues (Expenses)	0,04	-
Financial Income (Expenses)	0,03	-1,09
Financial Incomes	1,83	3,54
Financial Incomes	1,88	3,63
(-) Financial Expenses	0,05	0,09
Income Tax and Social Contribution	0,70	-1,22
Net Income	2,23	8,98
Net Margin (%)	76,14%	76,03%

Balance Sheets - EZ Inc
9M20
2019
2018
2017

(R\$ MN)

ASSETS	728,2	414,3	372,7	360,1
Current Assets	336,2	90,0	92,5	108,0
Cash and Equivalents	202,3	1,4	0,4	10,7
Financial Investments	40,0	0,3	1,1	0,9
Trade Accounts Receivable	11,3	7,5	9,2	11,0
Real Estate Held for Sale	80,4	80,3	81,3	84,9
Recoverable Taxes	0,4	0,4	0,4	0,4
Others Current Assets	1,9	0,1	0,1	0,1
Non-Current Assets	392,0	324,3	280,2	252,1
Trade Accounts Receivable	19,7	25,0	28,1	31,3
Real Estate Held for Sale	359,3	296,4	244,5	215,5
Due from Related Parties	-	0,9	6,4	4,0
Others Non-Current Assets	13,1	2,1	1,3	1,3
LIABILITIES	728,2	414,3	372,7	360,1
Current Liabilities	8,7	6,3	4,2	5,2
Suppliers	2,6	1,5	0,5	0,7
Payroll Obligations	0,4	0,2	0,1	0,1
Tax Obligations	2,3	1,8	1,8	1,9
Accounts Payable	0,8	0,6	0,6	1,0
Reserve for Guarantee	0,2	0,2	0,9	0,9
Land Payable	2,2	1,7	-	0,1
Deferred Taxes	0,3	0,3	0,4	0,4
Non-Current Liabilities	3,3	3,1	1,4	1,4
Reserves	-	0,0	0,1	0,0
Deferred Taxes	1,3	1,1	1,3	1,4
Others Non-Current Liabilities	2,0	2,0	-	-
Shareholder's Equity	716,2	404,9	367,1	353,5
Share Capital	714,0	-	-	-
Combined Net Assets	-	404,9	367,2	353,5
Accumulated Profits	2,2	-	-	-

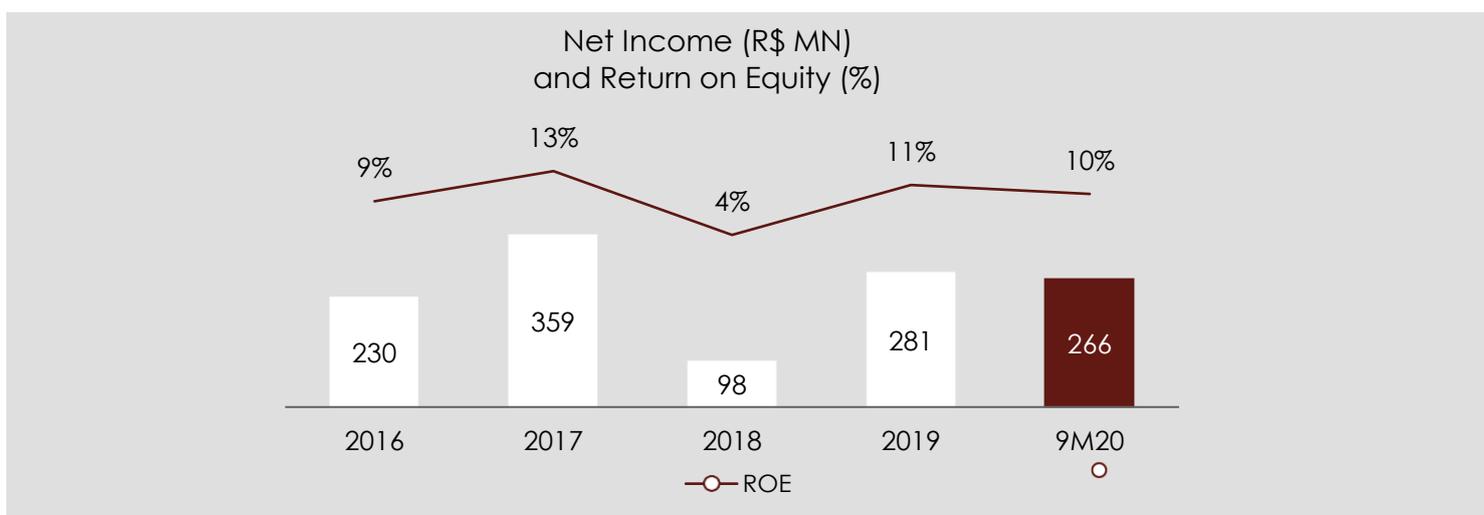
CAPITAL MARKETS

Ownership Structure

Listed in the Novo Mercado segment of Corporate governance under the ticker EZTC3, as of September 30, 2020, EZTEC had 227,000,000 common shares and a 44.8% free float, corresponding to 101,714,909 shares.

Return on Equity

O valor calculado para o Retorno sobre o Patrimônio Líquido (ROE) da EZTEC no 9M20 é de 14,0%.



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\$ 3.84 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.



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IGC-NM B3

IBOVESPA B3

IBRA B3

IBRX100 B3

ICON B3

IGC B3

IGCT B3

IMOB B3

INDX B3

ITAG B3

SMLL B3

ANNEX I: CONSOLIDATED CASH FLOW

Cash Flow	9M20
Periods ended in September.30	
Amount expressed in thousand of Brazilian Reals - R\$	
Net Income	271.263
Adjustments to reconcile net income to net cash provided by (used in) operating activities	-129.984
Present Value Adjustment Value from Taxes	(664)
Foreign Exchange Gains (Losses), Net	(103.123)
Provision for contingencies	-
Depreciation and Amortization of Goodwill	5.816
Depreciation and Amortization	2.934
Equity Income	(34.740)
Reserve for Contingencies	910
Income Tax and Social Contribution, Current and Deferred	(1.117)
Write-off fixed assets	-
Minority Interest	-
Decrease (increase) in operating assets:	-142.659
Trade Accounts Receivables	(86.751)
Real Estate Held for Sale	(58.643)
CEPAC Acquisiton	(39.578)
Prepaid Expenses	-
Other Assets	42.313
Decrease (increase) in operating liabilities:	74.782
Advances from Customers	35.548
Interest Paid	(1.436)
Income Tax and Social Contribution Paid	(16.983)
Suppliers	5.271
Dividendo Received from Invested Enterprises	25.909
Other Liabilities	26.473
Net Cash provided by (used in) Operating Activities	73.402
Cash from operating activities	191.735
Short-Term Investments	(1.479.681)
Proceeds from Maturities	1.766.055
Goodwill on acquisition of investments	(46.533)
Acquisition of Investments	(47.828)
Purchase of Property and Equipment	(278)
Net Cash used in Investing Activities	191.735
Cash Flows from Financing Activities:	-21.066
Loans from Related Parties	13.582
Dividends Paid	-
New Loans and Financings	36.147
Stock Emissions	-
Noncontrolling Interests in Subsidiaries	-
Payment of Loans and Financings	-
Noncontrolling Interests in Subsidiaries	6.879
Payment of Loans and Financings	(77.674)
Net Cash Provided by Financing Activities	-21.066
Dilution in cash and cash equivalents	244.070
Balance at Beginning of Period	74.883
Balance at End of Period	318.953

ANNEX II: COST FINANCIAL EVOLUTION

Project	09/2019	12/2019	03/2020	06/2020	09/2020
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 - Abruços	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	100%	100%	100%	100%	100%
Splendor Brooklin	100%	100%	100%	100%	100%
Up Home vila Mascote	86%	95%	100%	100%	100%
2017					
Legittimo Vila Romana	86%	91%	100%	100%	100%
In Design Liberdade	74%	81%	88%	94%	100%
Verace Brooklin	73%	82%	88%	94%	100%
Clima São Francisco	60%	69%	76%	84%	90%

2018					
Z.Cotovia	53%	59%	65%	74%	84%
Vértiz Tatuapé	43%	49%	57%	65%	74%
Diogo & ID Ibirapuera	52%	55%	60%	65%	71%
Sky House	44%	48%	51%	56%	64%
Fit Casa Brás	36%	44%	52%	59%	67%
Z.Pinheiros	43%	47%	53%	57%	62%
2019					
Vértiz Vila Mascote	29%	33%	39%	44%	55%
Le Jardin Ibirapuera	50%	57%	62%	69%	75%
Fit Casa Rio Bonito	19%	30%	42%	51%	61%
Pátrio Ibirapuera	42%	44%	45%	47%	50%
Artis Jardim Prudência	0%	26%	28%	32%	40%
Haute Ibirapuera	0%	39%	39%	41%	45%
Vivid Perdizes	0%	35%	36%	40%	45%
EZ Parque da Cidade	0%	38%	40%	43%	45%
Jardins do Brasil - Reserva JB	0%	16%	17%	20%	22%
2020					
Air Brooklin	0%	0%	35%	36%	38%
Fit Casa Alto do Ipiranga	0%	0%	0%	34%	37%
Z Ibirapuera	0%	0%	0%	0%	42%

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%	148.567
Vert	Mar-07	Feb-10	100%	100%	51.772
Clima do Bosque	Jun-07	Mar-10	100%	100%	85.355
Sports Village Ipiranga	Sep-07	Jul-10	100%	100%	93.520
Quality House Lapa	Oct-07	Nov-10	100%	100%	101.277
Ville de France	Oct-07	Mar/09, May/09, Aug/10 and Nov/10	50%	100%	53.678
2008					
Clima do Parque	Mar-08	Sep-10	100%	100%	151.277
Bell'Acqua	Apr-08	Oct-10	100%	99%	44.848
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%	75.895
Mundeo	Jun-08	Oct-10	100%	100%	26.495
Splendor Klabin	Sep-08	Mar-11	90%	100%	47.893
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%	73.030
Capital Corporate Office	May-09	Nov-12	100%	100%	327.032
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%	65.677
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%	74.176
2010					
Gran Village Club	Jan-10	Dec-12	100%	100%	118.289
Clima Mascote	Feb-10	Dec-12	100%	100%	105.427
Massimo Residence	Mar-10	Sep-12	50%	100%	34.830
Up Home	Apr-10	Jan-13	100%	100%	77.732
Quinta do Horto	May-10	Feb-13	100%	100%	80.838
Prime House Sacomã	May-10	May-13	100%	100%	51.377
Sky	Jun-10	Oct-13	90%	100%	169.045
Varanda Tremembé	Jun-10	Apr-13	100%	100%	77.840
Sophis	Sep-10	Oct-13	100%	100%	117.737
Royale Prestige	Oct-10	Sep-13	60%	100%	173.419
Art'E	Oct-10	Nov-13	50%	100%	71.303
Gran Village Vila Formosa	Nov-10	Dec-13	100%	100%	121.881
2011					
NeoCorporate Offices	Jan-11	Feb-14	100%	92%	180.529
Up Home Jd. Prudência	Feb-11	Jan-14	100%	100%	74.454
Trend Paulista Offices	Feb-11	Dec-13	100%	100%	181.960
Quality House Sacomã	Feb-11	Feb-14	100%	100%	76.586
Royale Tresor	Mar-11	Mar-14	80%	100%	132.466
Supéria Pinheiros	Jun-11	Aug-14	100%	100%	59.448
Chateau Monet	Jun-11	Aug-14	100%	100%	141.978
Still Vila Mascote	Jun-11	Nov-14	50%	100%	39.667
Sophis Santana	Sep-11	Sep-14	100%	100%	129.102
Royale Merit	Nov-11	Mar-15	80%	100%	118.704
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%	87.324
Vivart Tremembé	Dec-11	Aug-14	100%	100%	69.261
Gran Village São Bernardo	Dec-11	Dec-14	100%	100%	196.492
2012					
Neo Offices	Feb-12	Mar-14	100%	98%	39.250
Bosque Ventura	Mar-12	Aug-15	85%	98%	161.586

Terraço do Horto	May-12	Aug-12	100%	100%	11.994
Massimo Nova Saúde	Jun-12	Mar-15	100%	100%	67.159
In Design	Jun-12	Jul-15	100%	100%	111.747
The View	Jul-12	Apr-12	100%	100%	96.879
Green Work	Jul-12	Apr-15	100%	97%	128.535
Up Home Santana	Aug-12	Aug-15	100%	100%	49.236
Chácara Cantareira	Sep-12	Jan-16	100%	100%	172.063
Prime House São Bernardo	Sep-12	Oct-15	100%	100%	161.330
Parque Ventura	Oct-12	Jan-16	85%	95%	196.302
Jardins do Brasil - Abrolhos	Oct-12	Jan-16	76%	99%	193.864
Jardins do Brasil - Amazônia	Oct-12	Jan-16	76%	100%	233.875
Brasilião	Nov-12	Sep-15	90%	100%	75.869
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%	93.575
Premiatto Sacomã	Feb-13	Jan-16	100%	100%	59.581
Splendor Vila Mariana	Mar-13	Oct-15	100%	100%	72.404
EZ Mark	May-13	Feb-16	100%	63%	206.086
Jardins do Brasil - Mantiqueira	Jul-13	Nov-16	76%	100%	192.598
Jardins do Brasil - Centro Empresarial	Jun-13	Sep-16	76%	77%	146.058
Massimo Vila Mascote	Sep-13	Sep-16	100%	100%	134.911
Quality House Ana Costa	Sep-13	Feb-17	100%	100%	117.472
Cidade Maia - Alameda	Dec/13	Mar-17	100%	94%	129.842
Cidade Maia - Jardim	Dec/13	Mar-17	100%	65%	127.866
Cidade Maia - Praça	Dec/13	Mar-17	100%	79%	190.811
2014					
Cidade Maia - Botanica	Mar-14	Aug-17	100%	56%	177.631
Cidade Maia - Reserva	Mar-14	Nov-17	100%	75%	152.728
Magnifico Mooca	May-14	Sep-17	63%	100%	66.517
San Felipe - Palazzo	Jun-14	Aug-17	100%	100%	50.532
San Felipe - Giardino	Jun-14	Aug-17	100%	100%	99.133
Prime House Bussoçaba	Oct-14	Nov-17	100%	98%	186.396
Le Premier Flat Campos do Jordão	Jul-14	Jan-18	100%	92%	119.594
Legítimo Santana	Dec-14	Sep-17	100%	100%	57.209
2015					
Splendor Ipiranga	Feb-15	Apr-18	100%	100%	80.598
Massimo Vila Carrão	Apr-15	Apr-18	100%	100%	51.194
Jardins do Brasil - Atlântica	Jun-15	Sep-18	76%	97%	209.201
2016					
Le Premier Moema	Mar-16	Aug-19	50%	92%	49.420
Splendor Brooklin	May-16	Sep-19	100%	83%	79.111
Up Home vila Mascote	Oct-16	Jan-20	100%	65%	39.800
2017					
Legittimo Vila Romana	Apr-17	Mar-20	100%	93%	49.453
In Design Liberdade	Aug-17	Jul-20	100%	46%	32.395
Verace Brooklin	Oct-17	Sep-20	100%	85%	74.161
Clima São Francisco	Nov-17	Oct-20	100%	83%	49.614
2018					
Z.Cotovia	Mar-18	Jan-21	100%	91%	75.789
Vertiz Tatuapé	Sep-18	Aug-21	100%	99%	79.997
Sky House Chácara Santo Antônio	Oct-18	Sep-21	100%	45%	20.544
Fit Casa Brás	Oct-18	Sep-19	70%	77%	72.633
Diogo & ID Ibirapuera	Oct-18	Aug-21	100%	97%	92.602
Z.Pinheiros	Nov-18	Mar-22	100%	80%	100.368
2019					
Le Jardin Ibirapuera	Jan-19	Aug-21	100%	59%	33.656
Vértiz Vila Mascote	Jan-19	Sep-21	100%	98%	55.136
Fit Casa Rio Bonito	Mar-19	May-22	100%	95%	87.113
Vivid Perdizes	May-19	Jun-22	100%	59%	17.422
Pátrio Ibirapuera	Jun-19	Nov-22	70%	96%	104.450
Artis Jardim Prudência	Jun-19	Jul-22	100%	78%	15.509
Haute Ibirapuera	Aug-19	Sep-22	100%	88%	52.504
Jardins do Brasil - Reserva JB	Aug-19	Jun-23	76%	66%	37.380
EZ Parque da Cidade	Sep-19	Nov-22	100%	74%	181.121
2020					

Air Brooklin	Feb-20	Dec-23	100%	67%	82.874
Fit Casa Alto do Ipiranga	Jan-20	Nov-22	100%	36%	12.354
Z.Ibirapuera	Mar-20	Jan-23	100%	35%	16.907

¹ Considera a receita de venda de imóveis (líquida de distratos), atualização monetária e financeira ponderada pela participação da Companhia.



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\$ 1.200.000,00.

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\$ 240.000,00 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.

