

Operational Preview | 2Q24



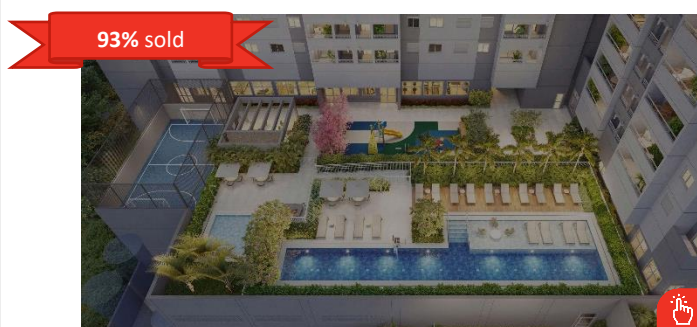
Highlights:

- The company achieved its second-best quarter of sales, increasing 72.6% and 14.3% compared to 1Q24 and 2Q23.
- Villares Parada Inglesa, one of the quarter's launches, is approximately 93% sold.
- Reduction in the volume of stock compared to 1Q24 and 2Q23. Inventory turnover currently stands at 14 months, compared to 28 months in 1Q24.

Launches

The Company launched two projects in 2Q24, totaling a %EZ PSV of R\$188.3 million. The first launch of the quarter was Villares Parada Inglesa, a partnership with NISS, a middle-income development next to the Parada Inglesa subway station. In less than three months of sales, the project is 93% sold. After this launch, the Company launched Brooklin Studios by Lindenberg (a tower attached to Vista Brooklin, launched in 1Q24), which is currently 60% sold. These VSO launches reinforce the Company's strategy of increasing its launches without increasing its inventory volume.

At the end of the quarter, the Company commercially launched the Lindenberg Ibirapuera Design Tower¹, with a %EZTEC PSV of 300MM, another project in partnership with Construtora Adolpho Lindenberg and with less than a month on the sales stand, is 32.6% sold.



Villares Parada Inglesa (April/24)



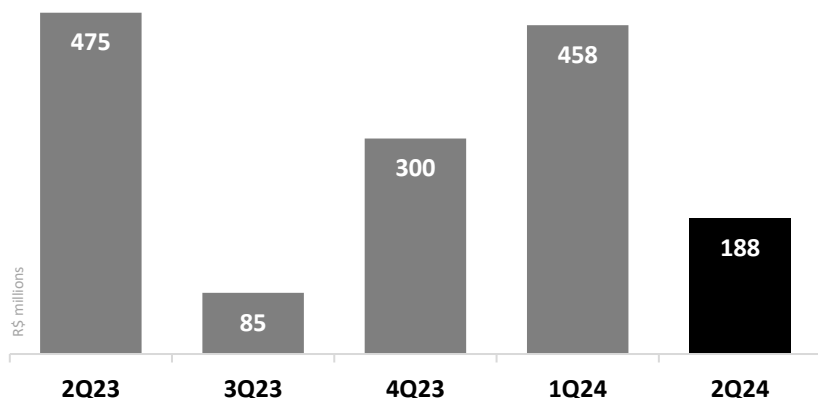
Brooklin Studios by Lindenberg (June/24)

YEAR'S LAUNCHES INFORMATION	%EZTEC	SPE	Income	Under Suspensive Clause	Region	Location	Standard	Expected Delivery	# Units (residential + non res.)	Private area (sq. m.)	% Sold	PSV %EZ (R\$ MM)
1Q									419	53,886	36.1%	457.5
Mooca Città - Firenze	50%	Barão de Monte Santo	Equity	No	SP city	East Zone	Middle-High	1Q27	186	14,820	50.6%	129.7
Mooca Città - Milano	50%	Barão de Monte Santo	Equity	No	SP city	East Zone	Middle-High	1Q27	168	21,324	29.3%	84.8
Lindenberg Vista Brooklin ¹	75%	Nova Prata	Consolidated	Yes	SP city	South Zone	High-end	3Q27	65	17,741	32.2%	243.0
2Q									583	22,996	86.1%	188.3
Villares Parada Inglesa	75%	Pirituba	Consolidated	No	SP city	North Zone	Middle-end	2Q27	373	18,054	93.1%	137.7
Brooklin Studios by Lindenberg	75%	Nova Prata	Consolidated	Yes	SP city	South Zone	High-end	3Q27	210	4,942	59.8%	50.6
YEAR-TO-DATE									1,212	76,882	50.8%	645.9

¹As Lindenberg Ibirapuera Design Tower was launched in 4Q24, its status is "Under Construction" and will not appear in the launches table for the quarter.

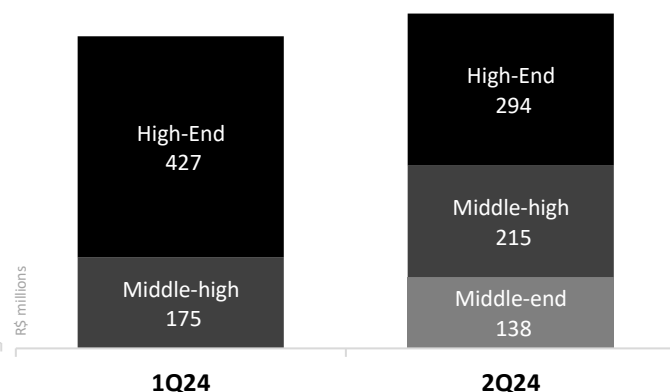
Despite reduction in launches, company increases sales volume

Yearly evolution of the PSV of launches %EZ



Company launches middle income projects again

Comparison of launch profiles



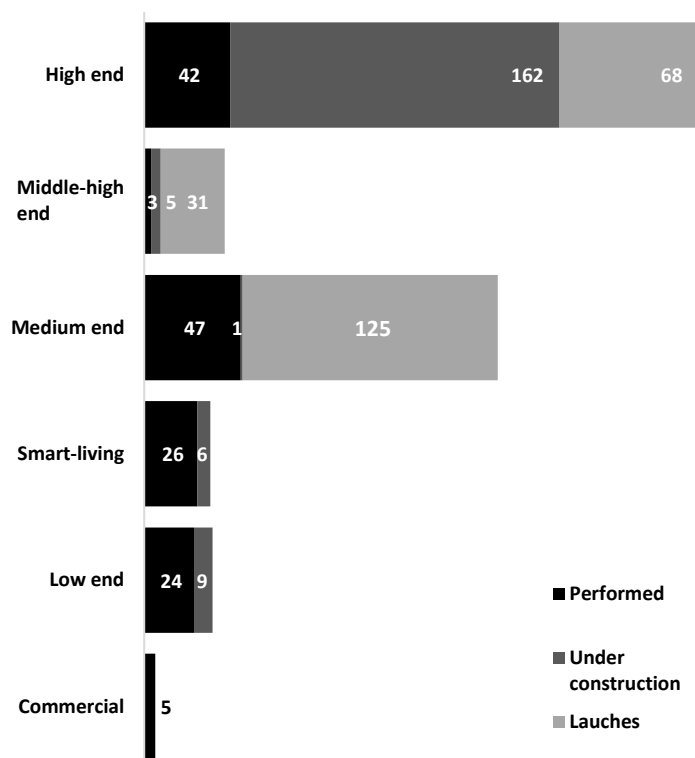
Sales

The company achieved its second-best quarter in terms of sales. This increase was due to the performance of Villares and the sale of completed projects. Net VSO increased by 7.8 p.p. compared to 1Q24. About 1H23, cancellations fell by 31.7%, increasing net sales by 1.8%.

	2Q24	1Q24	%Var	2Q23	%Var	1H24	1H23	%Var
Gross Sales (R\$ million PSV)	556.0	322.1	72.6%	486.6	14.3%	878.1	900.5	-2.5%
Average price per unit (R\$ thousands)	693.3	658.7	5.2%	731.7	-5.3%	680.2	673.0	1.1%
Gross SOS (%)	17.9%	9.6%	8.2 p.p.	15.0%	2.9 p.p.	25.6%	24.6%	1.0 p.p.
Gross SOS - Launch (%)	41.5%	16.8%	24.6 p.p.	28.8%	12.6 p.p.	45.1%	38.6%	6.4 p.p.
Gross SOS - Inventory (%)	13.0%	8.2%	4.7 p.p.	11.3%	1.6 p.p.	19.8%	21.0%	-1.2 p.p.
Cancellations (R\$ milhões)	47.9	30.8	55.7%	67.5	-29.0%	78.7	115.1	-31.7%
Net Sales (R\$ million PSV)	508.1	291.3	74.4%	419.1	21.2%	799.4	785.4	1.8%
Launch	219.0	91.9	138.4%	103.9	110.8%	310.9	158.5	96.1%
Performed	136.2	48.8	179.2%	57.1	138.6%	185.0	132.9	39.2%
Under Construction	152.8	150.7	1.4%	258.1	-40.8%	303.5	494.0	-38.6%
# units sold	891	483	84.5%	667	33.6%	1.374	1.352	1.6%
Cancellations / Gross Sales	8.6%	9.6%	-0.9 p.p.	13.9%	-5.3 p.p.	9.0%	12.8%	-3.8 p.p.
Net SOS (%)	16.6%	8.8%	7.8 p.p.	13.2%	3.4 p.p.	23.8%	22.1%	1.7 p.p.
Net SOS LTM (%)	33.4%	28.3%	5.1 p.p.	35.3%	-1.8 p.p.	33.4%	35.3%	-1.8 p.p.

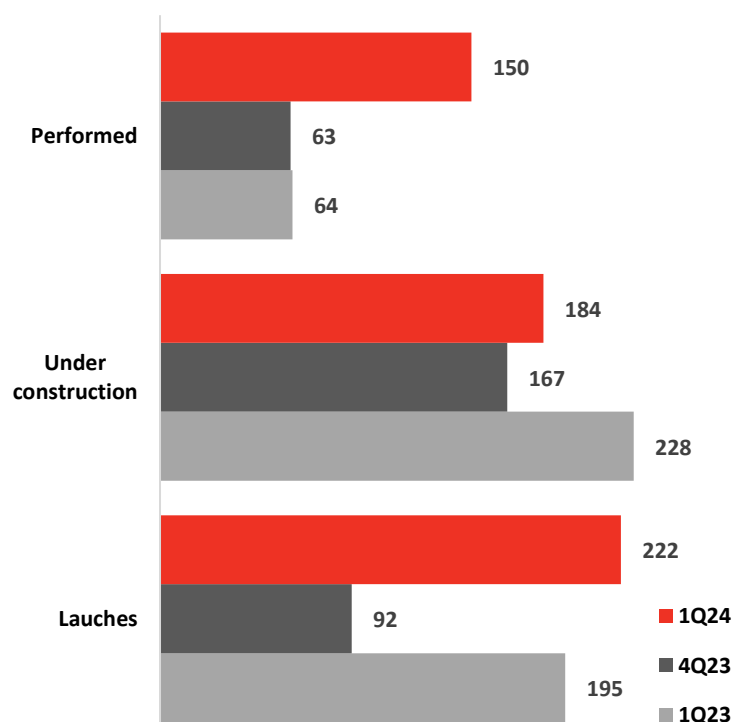
Gross Sales Description (2Q24)

R\$ millions



Evolution of Gross Sales status (2Q24)

R\$ millions



Inventory

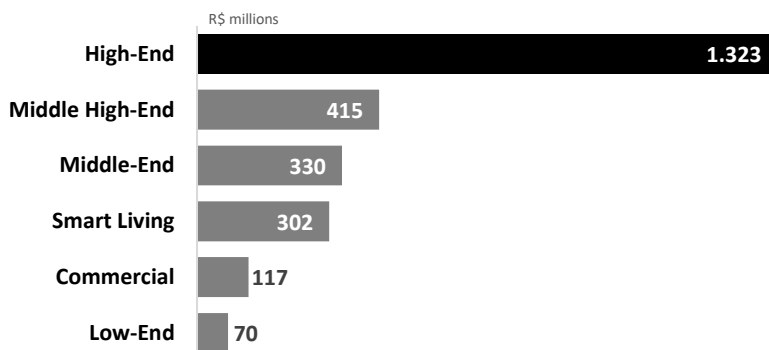
The company ended the first half of the year with an inventory of 2.5 billion, a reduction compared to 1Q24 and 2Q23. Thanks to the commercial strategy, it was possible to reduce the number of ready projects, projects under construction, and launches compared to the previous quarter and year.

	2Q24	1Q23	%Var	2Q23	%Var
Inventory %Eztec (R\$ million PSV)	2,558	3,025	-15.4%	2,763	-7.4%
Launch Inventory (PSV)	313.2	455.4	-31.2%	481.2	-34.9%
Launch Inventory (units)	383	109	251.4%	402	-4.7%
% Total (PSV)	12.2%	15.1%	-2.8 p.p.	17.4%	-5.2 p.p.
Under Construction Inventory (PSV)	1,544.1	1,750.0	-11.8%	1,833.5	-15.8%
Under Construction Inventory (units)	1.471	2.013	-26.9%	3.339	-55.9%
% Total (PSV)	60.4%	57.9%	2.5 p.p.	66.3%	-6.0 p.p.
Performed (PSV)	700.8	819.3	-14.5%	448.7	56.2%
Performed Inventory (units)	833	892	-6.6%	520	60.2%
% Total (PSV)	27.4%	27.1%	0.3 p.p.	16.2%	11.2 p.p.

Empreendimento	Status
Signature	Under Construction
ID Paraíso	Under Construction
Dream View Sky Resort	Under Construction
Arkadio	Under Construction
In Design Ipiranga	Under Construction
Pin Osasco - 1ª Fase	Under Construction
Unique Green - 1ª Fase	Under Construction
Exalt	Under Construction
Expression	Under Construction
Villa Nova Fazendinha	Under Construction
Hub Brooklin	Under Construction
Haute Brooklin	Under Construction
Unique Green - 2ª Fase	Under Construction
Pin Osasco - 2ª Fase	Under Construction
Park Avenue	Under Construction
Chanés Street	Under Construction
Jota Vila Mariana	Under Construction
East Blue	Under Construction
Lindenberg Ibirapuera - Art Tower	Under Construction
Lindenberg Alto de Pinheiros	Under Construction
Lindenberg Ibirapuera - Design Tower	Under Construction
Mooca Città - Firenze	Launch
Mooca Città - Milano	Launch
Lindenberg Vista Brooklin	Launch
Villares Parada Inglesa	Launch
Brooklin Studios by Lindenberg	Launch

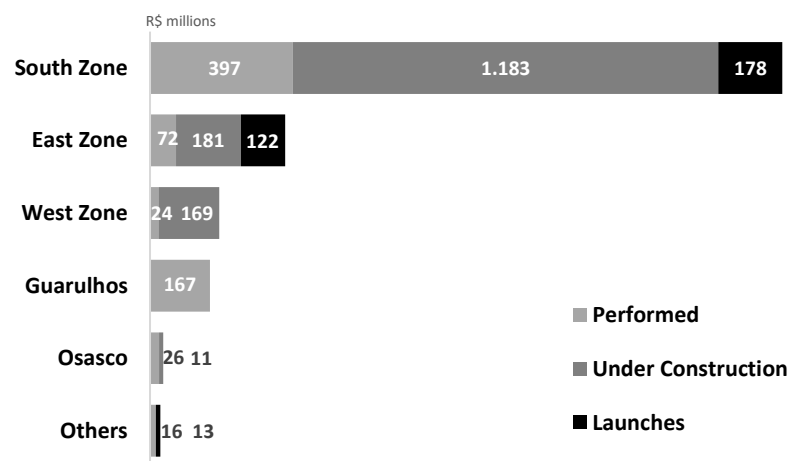
51% of the inventory is high-end residential

PSV of inventory by standard - %EZTEC



77% of the Inventory under construction is in the South Zone

PSV of inventory by region - %EZTEC



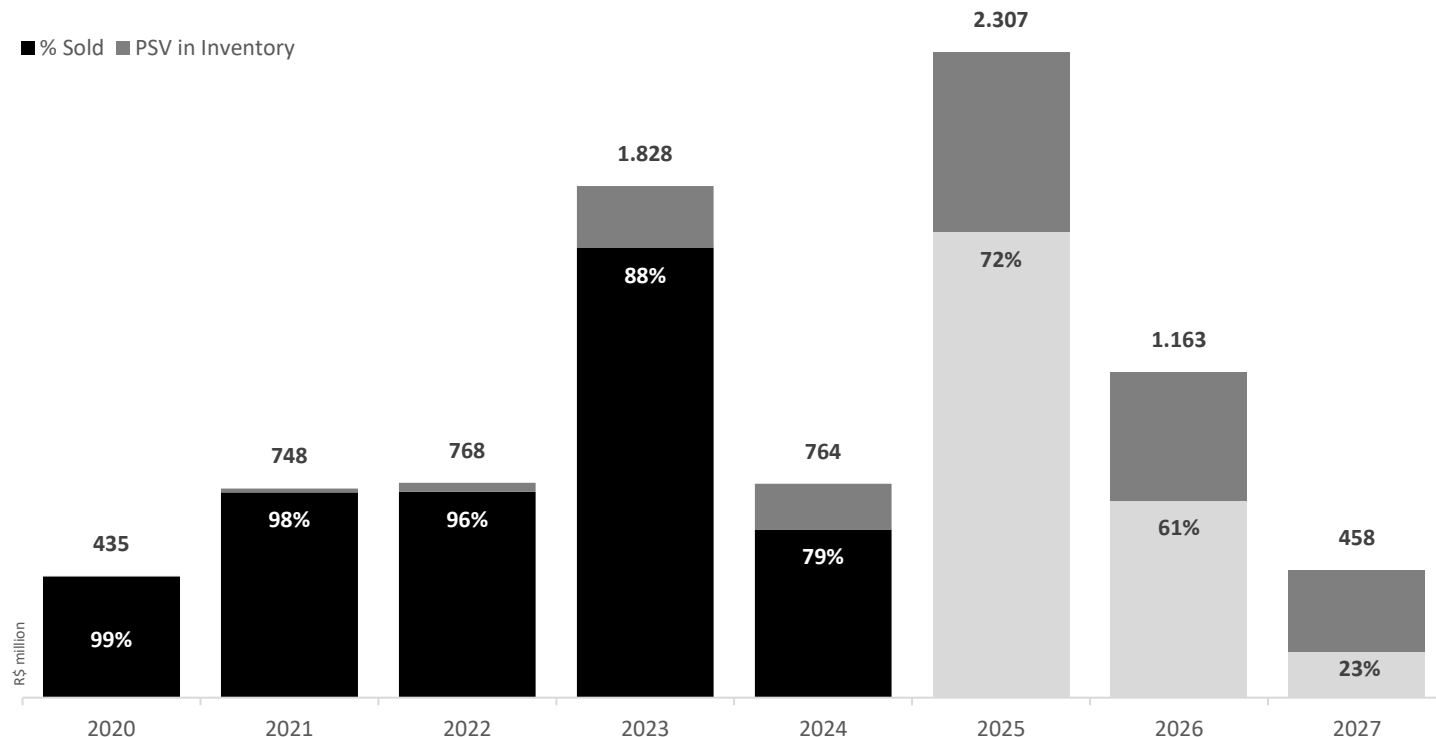
Deliveries

The company plans to deliver R\$764 million in 2024, currently, 79% sold, with the most significant volume of deliveries scheduled for 4Q24. In 2Q24, Fit Casa Estação José Bonifácio and Fit Casa Estação Oratório were delivered.

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR	%EZTEC	SPE	Type	% Sold	PSV %EZ (R\$ MM)
2Q24				81.3%	150.7
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidated	84.2%	135.1
Fit Casa Estação Oratório	100%	Santa Laura	Consolidated	50.5%	15.6
3Q24 E				66.3%	191.9
Signature	50%	Itatiaia	Equity	76.8%	97.3
In Design Ipiranga	100%	Catalão	Consolidated	20.5%	66.5
ID Paraíso	50%	Itatiaia	Equity	90.6%	28.1
4Q24 E				81.6%	421.6
Dream View Sky Resort	100%	Santa Laura	Consolidated	61.3%	252.7
Pin Osasco - 1 st phase	60%	Criciúma	Consolidated	89.7%	41.3
Villa Nova Fazendinha	60%	Granja Viana I	Equity	99.2%	84.1
Pin Osasco - 2 nd phase	60%	Criciúma	Consolidated	84.7%	43.5
YEAR-TO-DATE (E)				78.6%	764.2

Reduction in deliveries expected by 2024, with 79% of units sold

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



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