

# Operational Preview | 3Q24



## Highlights:

- Launches reach R\$694 million, 2.7x higher than the last quarter. The highest volume for a quarter since 4Q19 (R\$935 million).
- 3Q24 takes the place of 2Q24 and is the second best sales quarter in Eztec's history, with R\$558 million in gross sales.
- Net launch sales grew 18% and sales of finished units continue to exceed R\$100 million quarterly.
- Three projects were delivered in the quarter: Signature by Ott, ID Paraíso and In Design Ipiranga; totaling R\$192 million in PSV delivered, 67% of which were sold.

# Launches

The Company launched 2 projects in 3Q24, totaling a %EZ VGV of R\$694.1 million. The first launch of the quarter was Lindenberg Alto das Nações in partnership with Lindenberg, through the EZCAL Joint-Venture. It is a high-income project that is part of a mixed-use complex integrated with Paseo Alto das Nações at Chácara Santo Antônio. Just over 1 month after its launch, the project is already 43% sold. After this launch, the Company launched DOT.230 by Triptyque, which is currently 33% sold. The good VSO performance of these projects reinforces the Company's strategy of increasing asset turnover, targeting projects with high demand.



**Lindenberg Alto das Nações** (Sep/24)



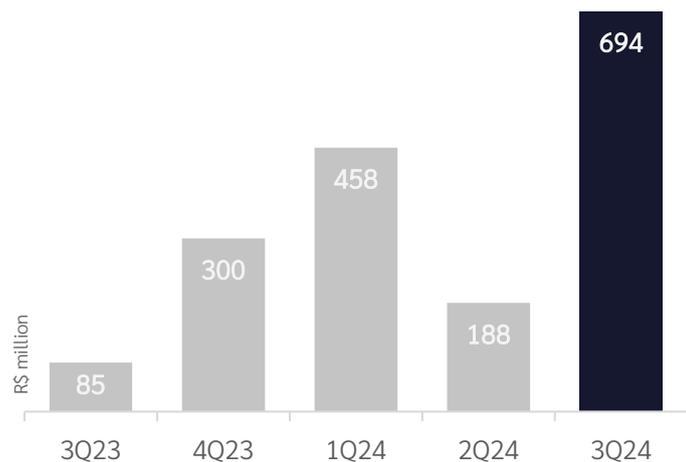
**DOT. 230 by Triptyque** (Sep/24)

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)
<b>1Q</b>									629	53,886	41.6%	457,5
Mooca Città - Firenze	50%	Barão de M. Santo	Equity	No	SP City	East Zone	Middle-High	1Q27	186	14,820	64.5%	129,7
Mooca Città - Milano	50%	Barão de M. Santo	Equity	No	SP City	East Zone	Middle-High	1Q27	168	21,324	32.2%	84,8
Lindenberg Vista Brooklin	75%	Nova Prata	Consolidated	No	SP City	South Zone	High-end	3Q27	275	17,741	33.7%	243,0
<b>2Q</b>									583	22,996	93.6%	188,3
Villares Parada Inglesa	75%	Pirituba	Consolidated	No	SP City	North Zone	Middle-end	2Q27	373	18,054	97.1%	137,7
Brooklin Studios by Lindenberg	75%	Nova Prata	Consolidated	No	SP City	South Zone	High-end	3Q27	210	4,942	80.1%	50,6
<b>3Q</b>									496	45,201	34.9%	694,1
Lindenberg Alto das Nações	95%	Austin	Consolidated	No	SP City	South Zone	High-end	1Q28	216	36,327	36.8%	541,2
DOT.230	100%	Suécia	Consolidated	Yes	SP City	West Zone	Middle-High	2Q27	280	8,874	27.1%	152,9
<b>YEAR-TO-DATE</b>									<b>1,708</b>	<b>122,083</b>	<b>48.7%</b>	<b>1,339.9</b>

<sup>1</sup> Private area sold up to the date of this publication (10/11/2024). <sup>2</sup> Private area sold up to the closing date of the Quarter (09/30/2024).

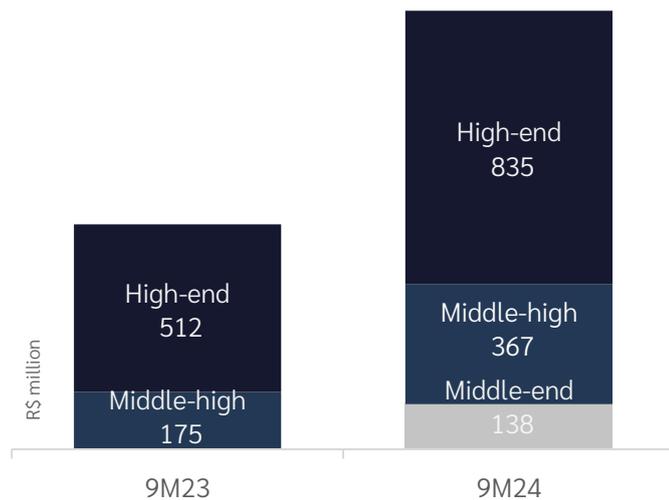
**Company increases launch volume by 2.7x compared to the previous quarter**

Yearly evolution of the PSV of launches %EZ



**With R\$ 1,340 million in VGV, 9M24 has already surpassed the entire volume launched last year**

Comparison of launch profile %Eztec



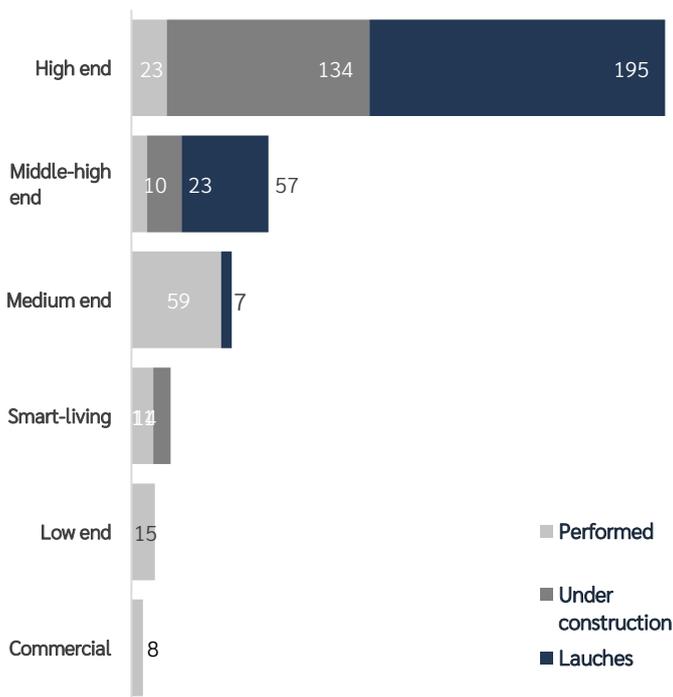
# Sales

The Company maintained last quarter's performance and maintained quarterly sales volumes close to historical highs. Net sales of performed units remain significant, above R\$100 million, and sales of new launches grew 18%. Net VSO fell 1.4 p.p. compared to 2Q24 and reached 35% in the accumulated view of the last 12 months.

	3Q24	2Q24	%Var	3Q23	%Var	9M24	9M23	%Var
<b>Gross Sales (R\$ million PSV)</b>	<b>558</b>	<b>556</b>	<b>0.3%</b>	<b>344</b>	<b>62.3%</b>	<b>1,435</b>	<b>1,244</b>	<b>15.4%</b>
Average price per unit (R\$ thousands)	1,025	692	48.0%	539	90.3%	783	630	24.4%
Gross SOS (%)	16.6%	17.9%	-1.2 p.p.	11.4%	5.2 p.p.	33.9%	31.8%	2.1 p.p.
Gross SOS - Launch (%)	31.2%	41.4%	-10.2 p.p.	25.5%	5.7 p.p.	50.1%	66.9%	-16.9 p.p.
Gross SOS - Inventory (%)	11.8%	13.0%	-1.2 p.p.	10.4%	1.4 p.p.	27.9%	27.3%	0.6 p.p.
Cancellations (R\$ milhões)	57	48	18.1%	65	-13.0%	135	180	-24.9%
<b>Net Sales (R\$ million PSV)</b>	<b>501</b>	<b>508</b>	<b>-1.4%</b>	<b>279</b>	<b>79.9%</b>	<b>1,300</b>	<b>1,064</b>	<b>22.2%</b>
Launch	257	219	17.6%	51	405.8%	568	300	89.2%
Performed	103	136	-24.4%	28	265.9%	288	162	77.3%
Under Construction	140	153	-8.2%	199	-29.6%	444	601	-26.2%
# units sold	565	891	-36.6%	609	-7.2%	1,935	1,961	-1.3%
Cancellations / Gross Sales	10.2%	8.6%	1.5 p.p.	18.9%	-8.8 p.p.	9.4%	14.5%	-5.1 p.p.
Net SOS (%)	15.2%	16.6%	-1.4 p.p.	9.5%	5.7 p.p.	31.7%	28.5%	3.2 p.p.
Net SOS LTM (%)	35.0%	33.4%	1.6 p.p.	33.9%	1.0 p.p.	35.0%	33.9%	1.0 p.p.

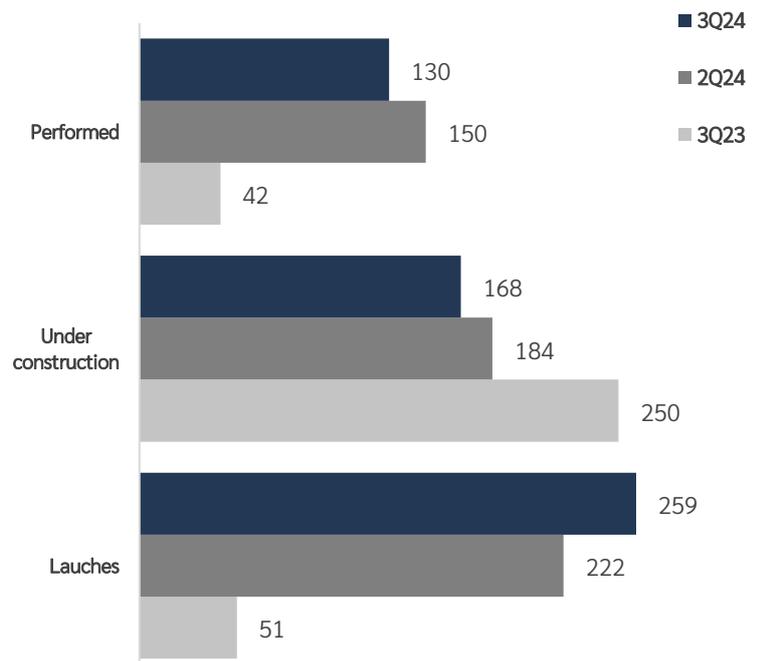
## Gross Sales Description (3Q24)

R\$ million



## Evolution of Gross Sales status (3Q24)

R\$ million



# Inventory

The Company ended 9M24 with an inventory of 2.8 billion driven by the increase in new launches. On the other hand, we saw a reduction in the inventory under construction compared to the previous quarter.

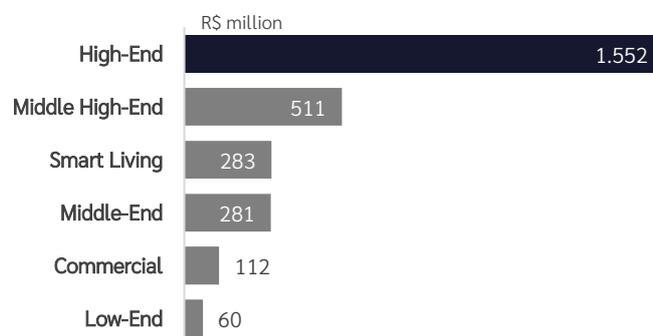
	3Q24	2Q24	%Var	3Q23	%Var
Inventory %Eztec (R\$ million PSV)	<b>2,799</b>	<b>2,558</b>	<b>9.4%</b>	<b>2,664</b>	<b>5.1%</b>
<b>Launch Inventory (PSV)</b>	<b>572</b>	<b>313</b>	<b>82.5%</b>	<b>149</b>	<b>284.4%</b>
Launch Inventory (units)	521	384	35.7%	81	543.2%
% Total (PSV)	20.4%	12.3%	8.2 p,p	5.6%	14.8 p,p
<b>Under Construction Inventory (PSV)</b>	<b>1,519</b>	<b>1,544</b>	<b>-1.6%</b>	<b>2,085</b>	<b>-27.1%</b>
Under Construction Inventory (units)	1,307	1,471	-11.1%	2,731	-52.1%
% Total (PSV)	54.3%	60.4%	-6.1 p,p	78.3%	-24.0 p,p
<b>Performed (PSV)</b>	<b>708</b>	<b>701</b>	<b>1.0%</b>	<b>430</b>	<b>64.6%</b>
Performed Inventory (units)	811	832	-2.5%	462	75.5%
% Total (PSV)	25.3%	27.4%	-2.1 p,p	16.1%	9.2 p,p

Project	Status
Signature	Performed*
ID Paraíso	Performed*
Dream View Sky Resort	Under Construction
Arkadio	Under Construction
In Design Ipiranga	Performed*
Pin Osasco - 1ª Fase	Under Construction
Unique Green - 1ª Fase	Under Construction
Exalt	Under Construction
Expression	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	Under Construction*
Villares Parada Inglesa	Launch
Brooklin Studios by Lindenberg	Under Construction*
Lindenberg Alto das Nações	Launch
DOT.230	Launch

\*In red are the projects that changed category this quarter

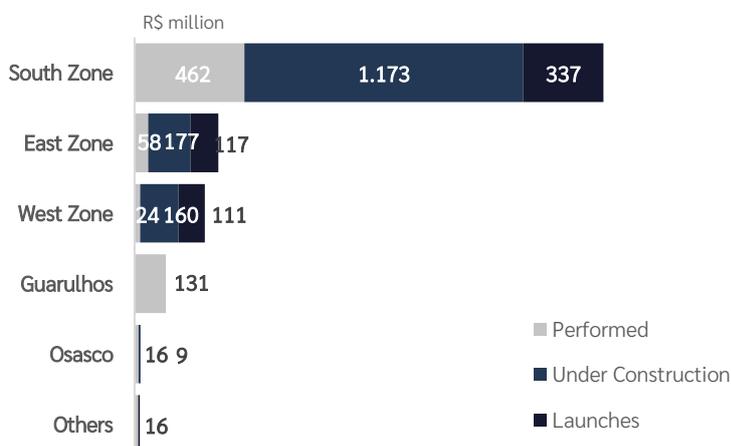
## 56% of the inventory is high-end residential

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\$512 million in 2024 and currently 85% of the units are sold. In 3Q24, the Signature, In Design Ipiranga and ID Paraíso were delivered.

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR	%EZTEC	SPE	Type	% Sold	PSV %EZ (R\$ MM)
<b>2Q24</b>				83.3%	150,7
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidated	86.4%	135,1
Fit Casa Estação Oratório	100%	Santa Laura	Consolidated	50.5%	15,6
<b>3Q24</b>				67.4%	191,9
Signature	50%	Itatiaia	Equity	76.8%	97,3
In Design Ipiranga	100%	Catalao	Consolidated	23.6%	66,5
ID Paraíso	50%	Itatiaia	Equity	92.6%	28,1
<b>4Q24E</b>				95.1%	168,9
Pin Osasco – 1 <sup>ST</sup> Phase	60%	Criciúma	Equity	93.7%	41,3
Pin Osasco – 2 <sup>ND</sup> Phase	60%	Criciúma	Equity	85.7%	43,5
Villa Nova Fazendinha	60%	Granja Viana I	Equity	100.0%	84,1
<b>YEAT-TO-DATE (E)</b>				<b>85.1%</b>	<b>511,5</b>

## Reduction in deliveries expected by 2024, with 85% of units sold

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

