

# 3Q23

## Webcast

São Paulo, November 10th, 2023



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# LAUNCHES 3Q23



Lindenberg Alto de Pinheiros

**PSV %EZTEC: R\$ 85 MM**

**Location:** Alto de Pinheiros – SP

**Standard:** High end

**Stake:** 50% EZTEC

**Units:** 41

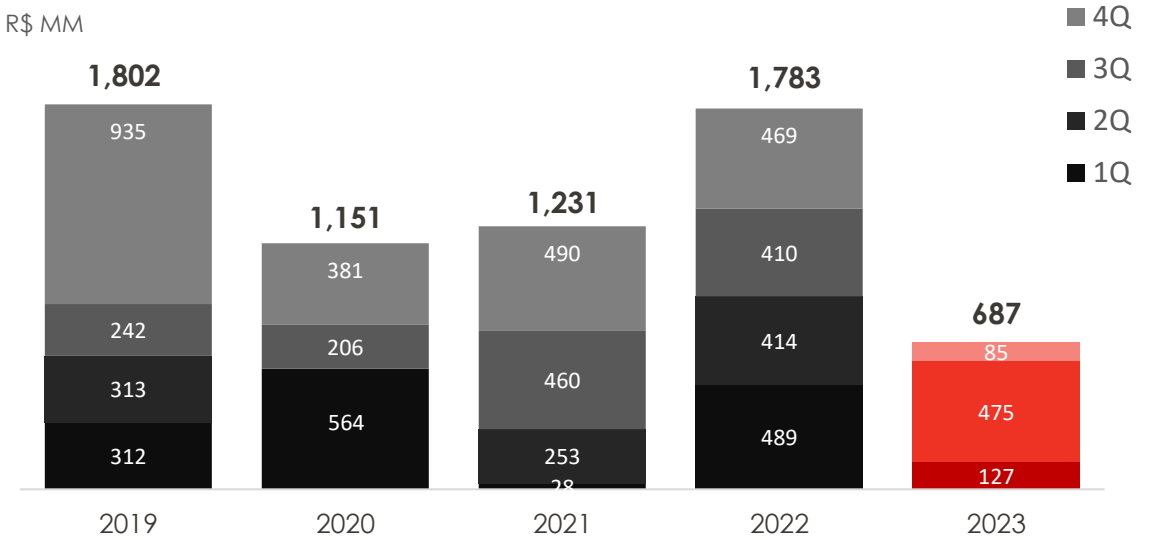
**% Sold:** 23%

**Launch date:** 3Q23

**Landbank:** São Gualter

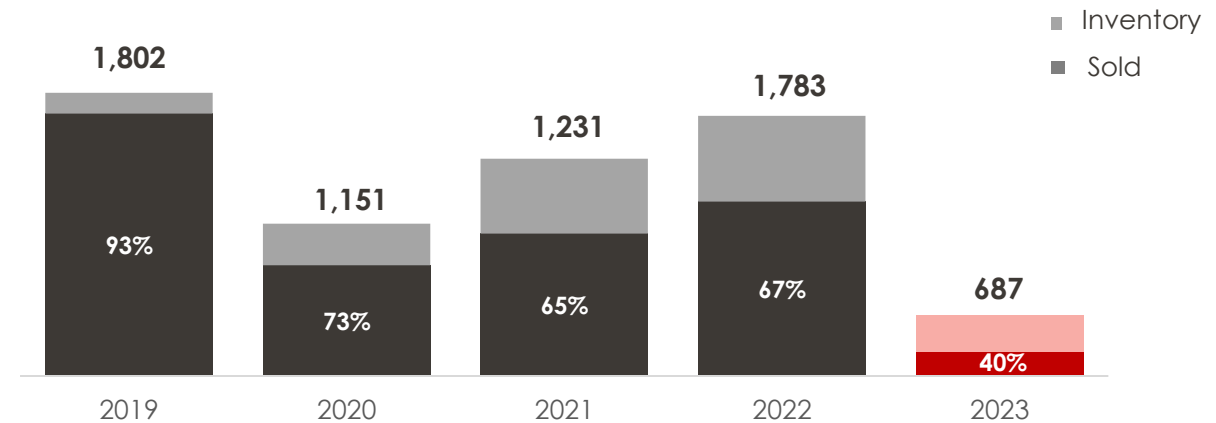
## Annual Evolution for Launches %EZTEC

R\$ MM



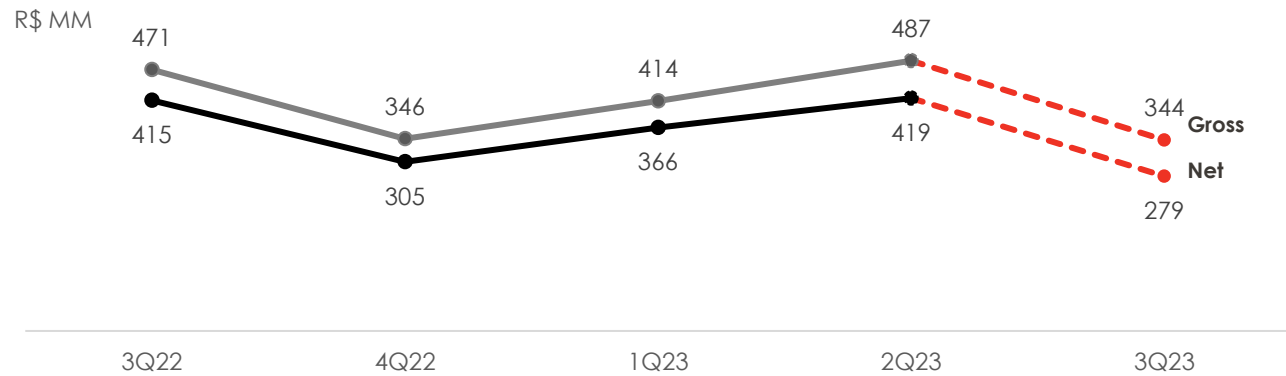
## % Sold from Launches

Private area

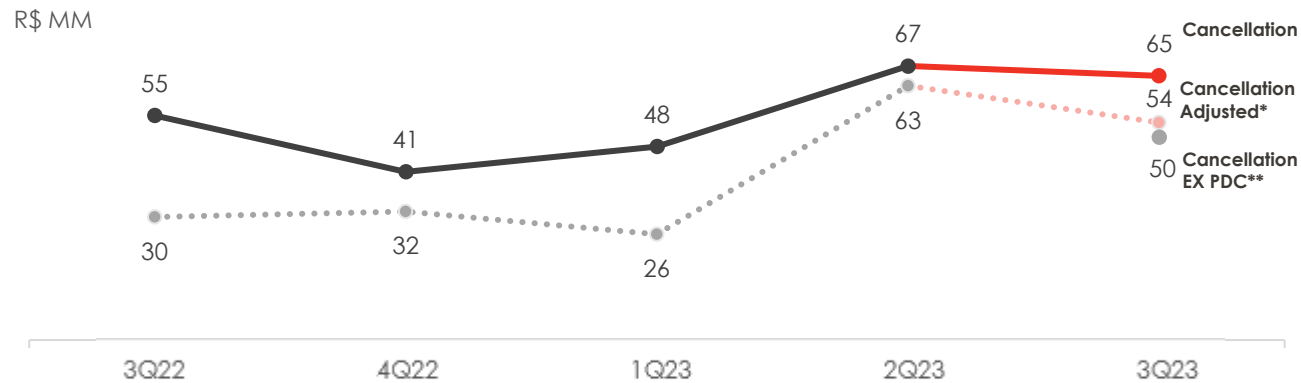


# OPERATIONAL PERFORMANCE

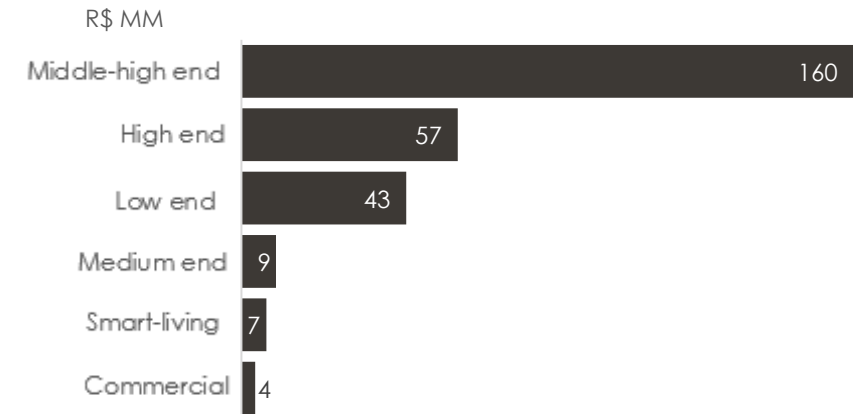
## Quarterly sales evolution



## Quarterly cancellation evolution



## Quarterly Sales by Segment



## Quarterly Sales by Status



\* Excluding Downgrades, Upgrades and Transfers. \*\*Excluding cancellation from Parque da Cidade.

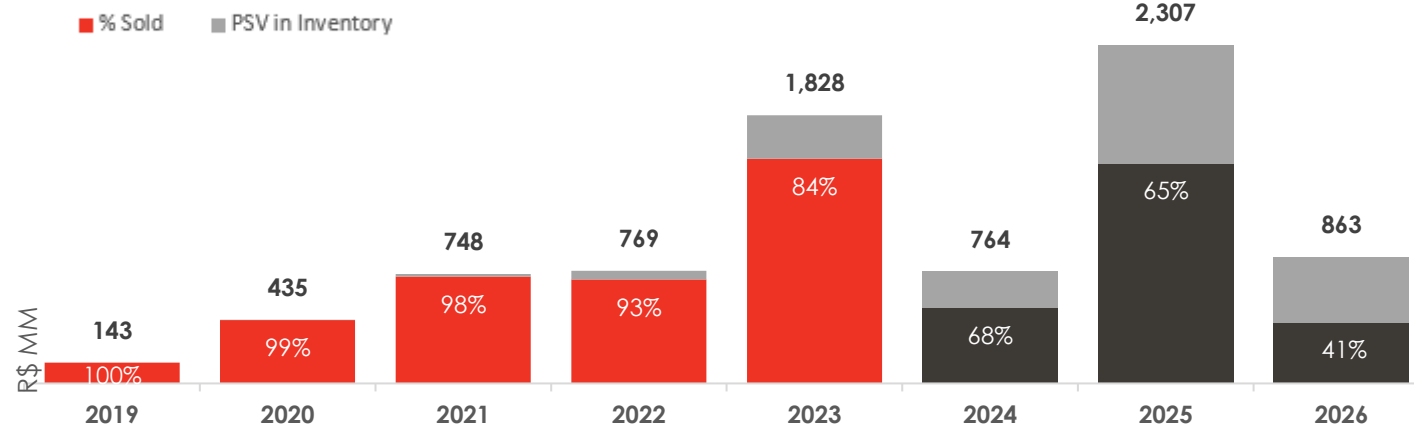


# DELIVERIES

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR	%EZTEC	SPE	Type	% Sold private area	VGW %EZ (R\$ MM)
<b>1Q23</b>				67.7%	118.6
Z.Ibirapuera	100%	Larissa	Consolidated	67.7%	118.6
<b>2Q23</b>				91.6%	251.4
Jardins do Brasil - Reserva JB – 1st Phase	76%	Phaser	Equity	93.2%	121.2
Jardins do Brasil - Reserva JB – 2nd Phase	76%	Phaser	Equity	90.0%	130.2
<b>3Q23</b>				98.4%	162.6
Pin Internacional	60%	Cabreúva	Equity	98.4%	162.6
<b>4Q23 - Estimated</b>				76.9%	1,295.3
EZ Parque da Cidade	100%	Santa Madalena	Consolidated	81.5%	576.4
Eredità	50%	Dakota	Equity	82.8%	70.9
Meu Mundo Estação Mooca	50%	Iracema	Equity	91.1%	77.6
Giardino Gran Maia	100%	Pinhal	Consolidated	30.0%	101.6
Piazza Gran Maia	100%	Pinhal	Consolidated	65.0%	104.2
Air Brooklin	100%	Vale do Paraíba	Consolidated	84.2%	364.6
<b>YEAR-TO-DATE</b>				<b>83.9%</b>	<b>1,827.8</b>

## High volume of deliveries expected for 2023, with 84% of units sold

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



3Q23 – PIN Internacional

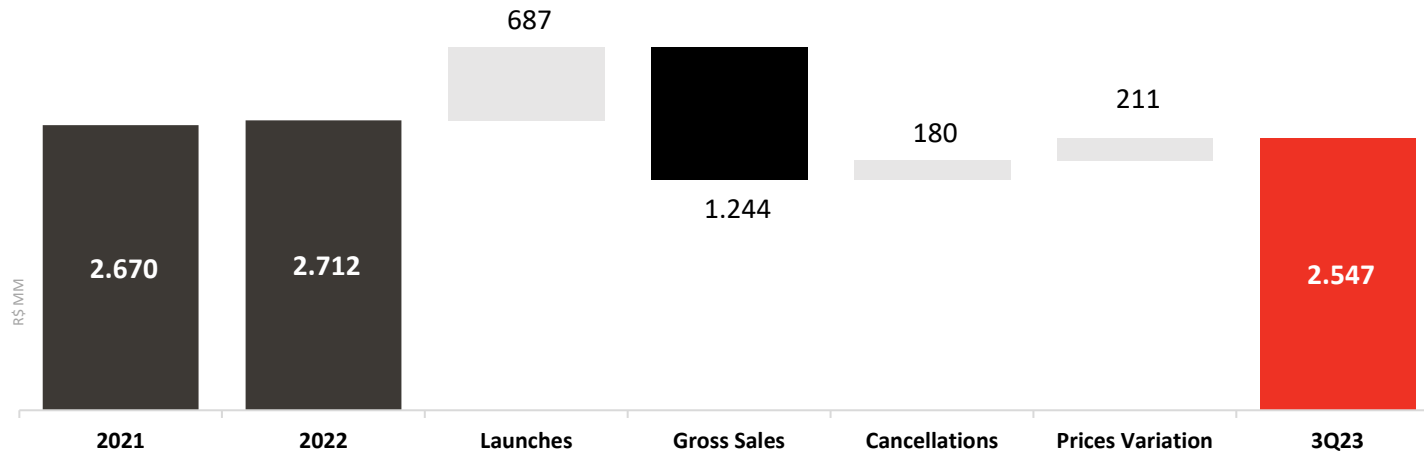
# INVENTORY

# R\$ 2.5 BI

In PSV % EZ Residential

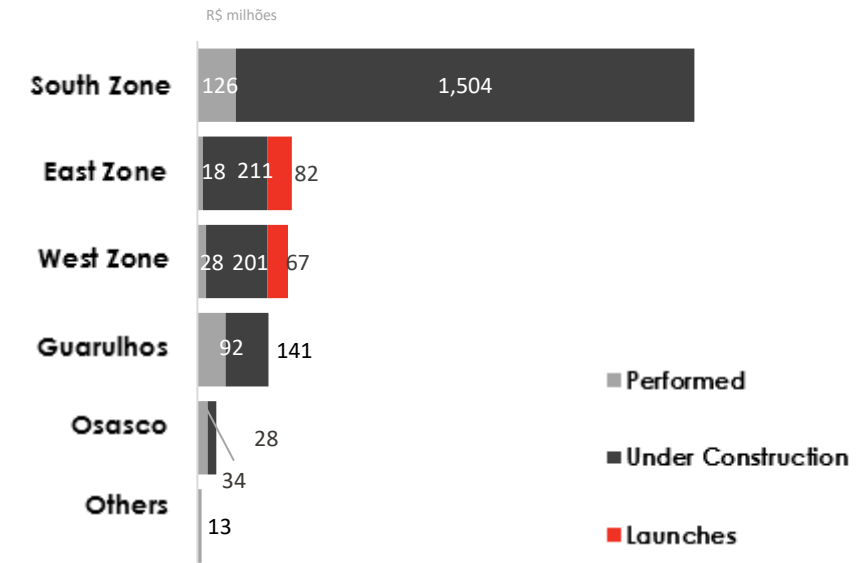
Sales greater than the launches have helped to reduce the inventory

Residential Inventory Variation



72% of inventory under construction is in the South Zone

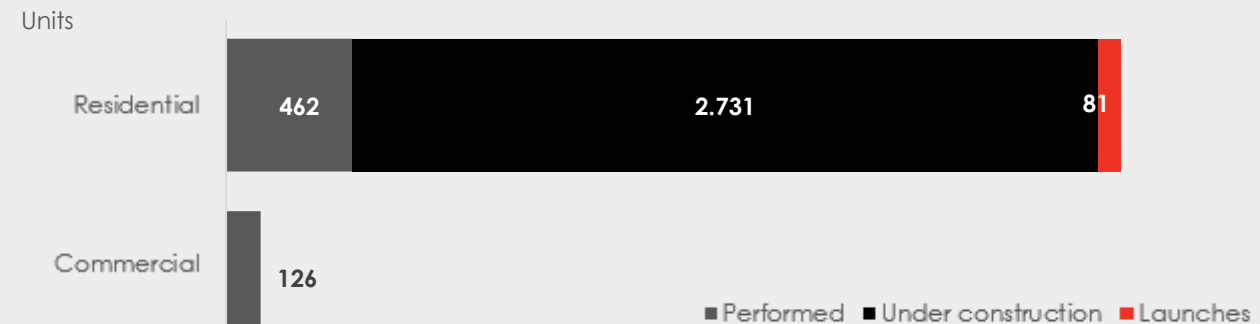
Inventory PSV by Region - %EZTEC



## Inventory by project status



## Inventory by project status

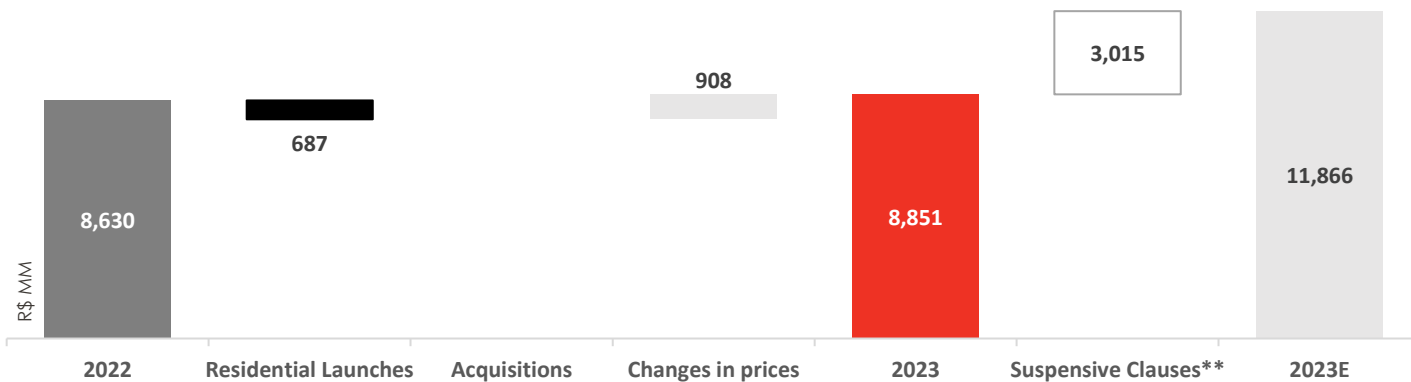


# LANDBANK

# R\$ 8.9 BI

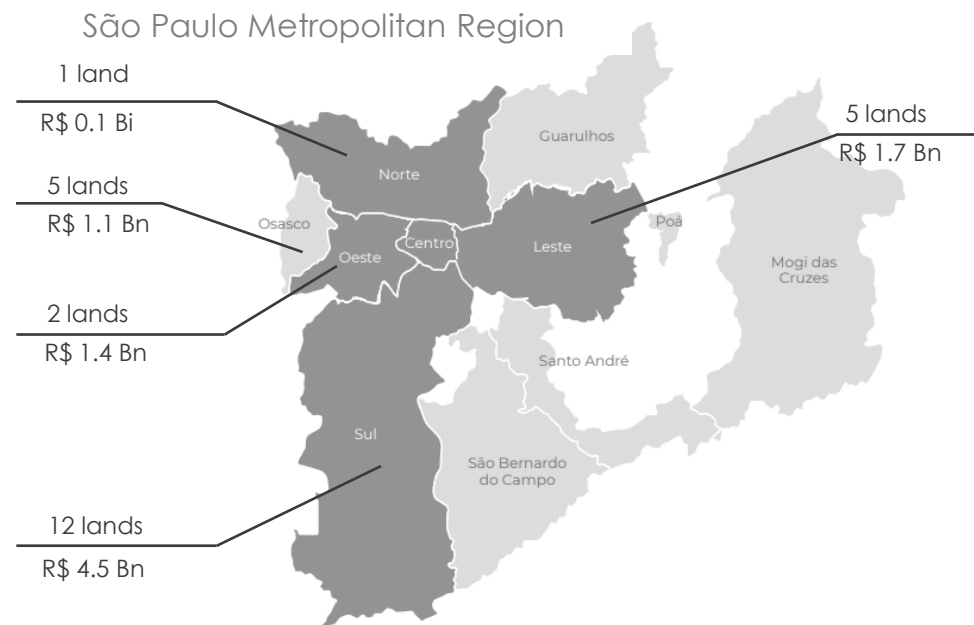
In PSV for **FUTURE PROJECTS** %EZ

## Evolution of landbank and future projection



\*\*Land committed with express resolution clauses, linked to due legal and technical diligence to be carried out by EZTEC.

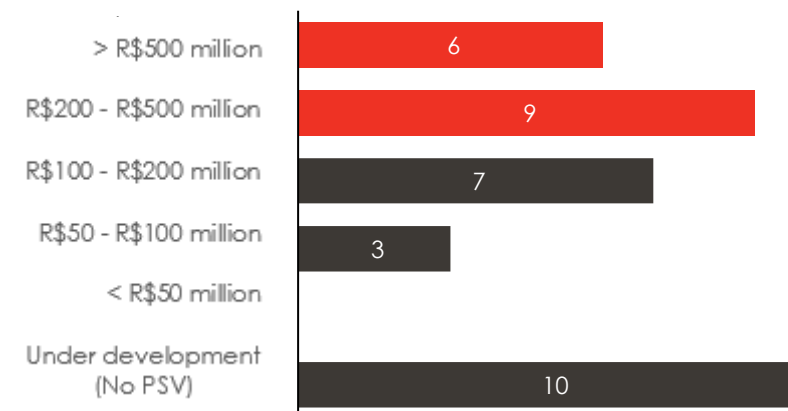
Note: For presentation purposes, the PSV of the land related to the Esther Towers and Air Brooklin Comercial projects were classified as Landbank under Development, leaving in this section only those projects that have not yet started their works and will be launched/commercialized in the future.



## Landbank by Group Company



## Quantity of landbank by PSV



# UPCOMING LAUNCHES\*

2024

\*Based on current expectations. The values expressed may differ from the final.



## FIT CASA Vila Prudente (1st phase)

**PSV %EZTEC:** R\$ 153 MM

**Location:** Vila Prudente – East Zone

**Standard:** Low end

**Stake:** 100% EZTEC

**Units:** 653

## LINDENBERG Vista Brooklin

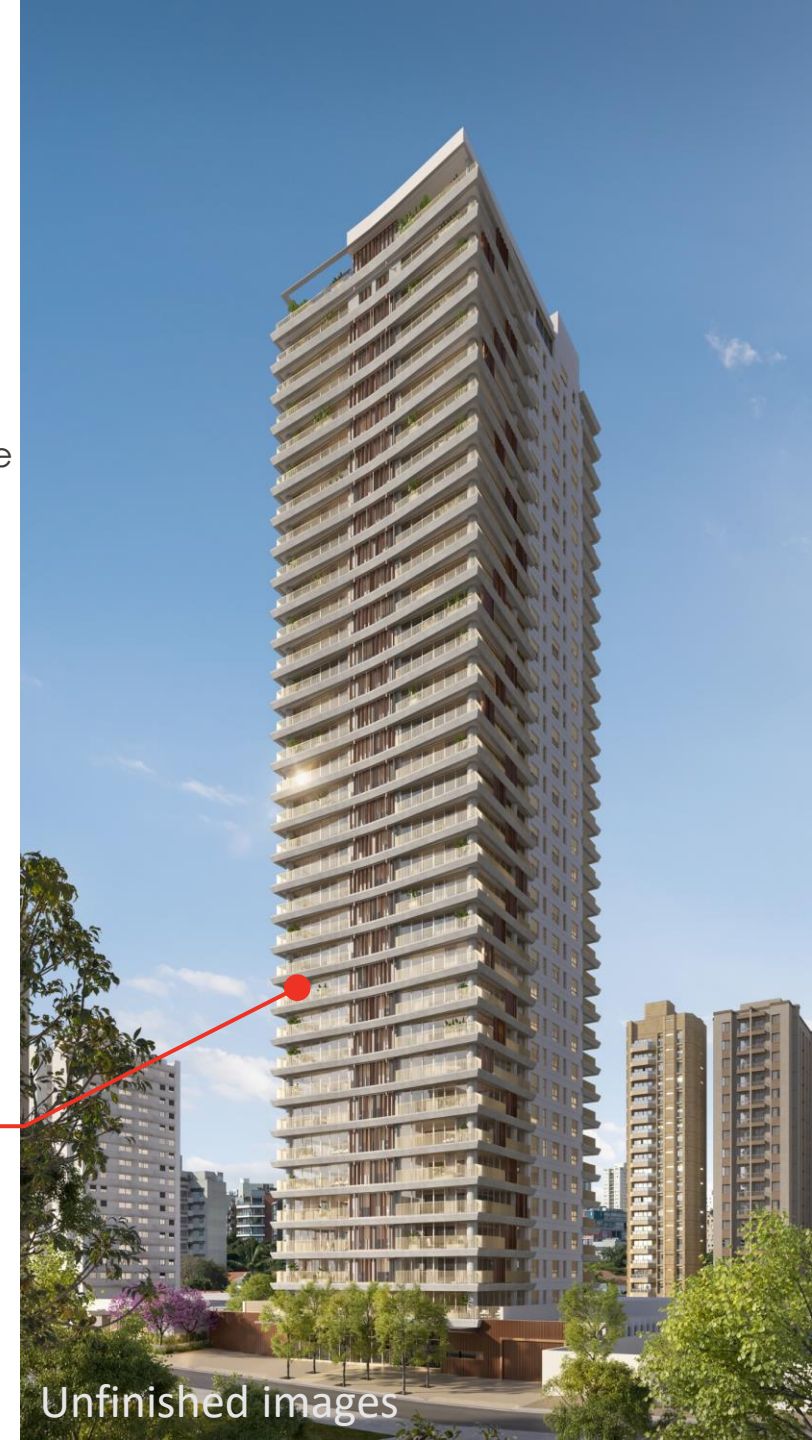
**PSV %EZTEC:** R\$ 300 MM

**Location:** Brooklin – South Zone

**Standard:** High end

**Stake:** 75% EZTEC

**Units:** 65



Unfinished images

Unfinished images

# UPCOMING LAUNCHES\*

2024



## Mooca Città Firenze

**PSV %EZTEC:** R\$ 90 MM

**Location:** Mooca – East Zone

**Standard:** Medium end

**Stake:** 50% EZTEC

**Units:** 186



## Mooca Città Milano

**PSV %EZTEC:** R\$ 135 milhões

**Location:** Mooca – East Zone

**Standard:** Medium end

**Stake:** 50% EZTEC

**Units:** 168

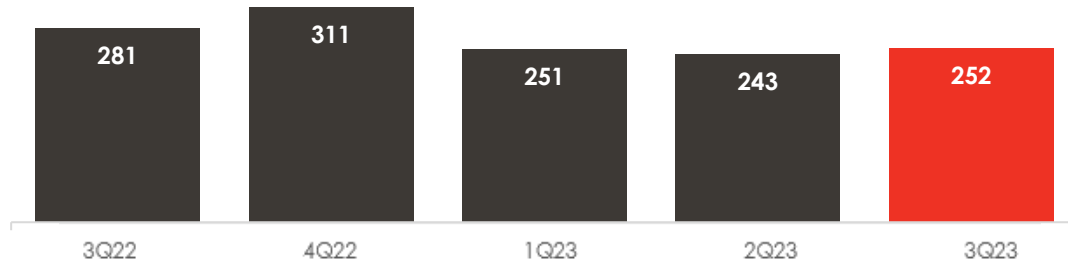
\*Based on current expectations. The values expressed may differ from the final.



# FINANCIAL PERFORMANCE

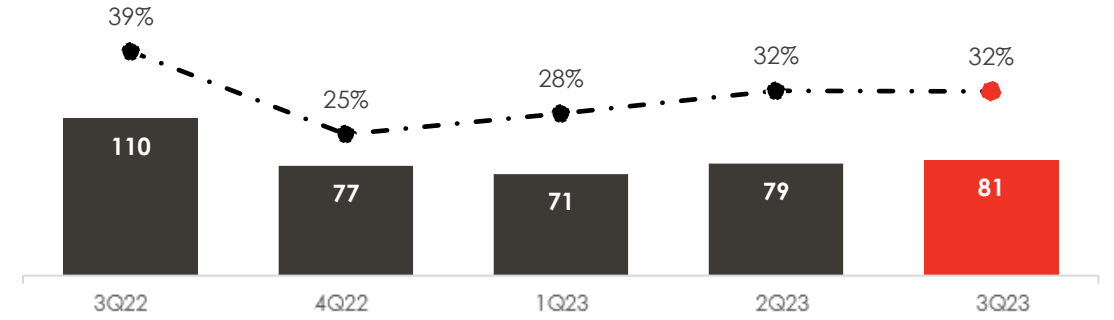
## Net Revenue

R\$ MM



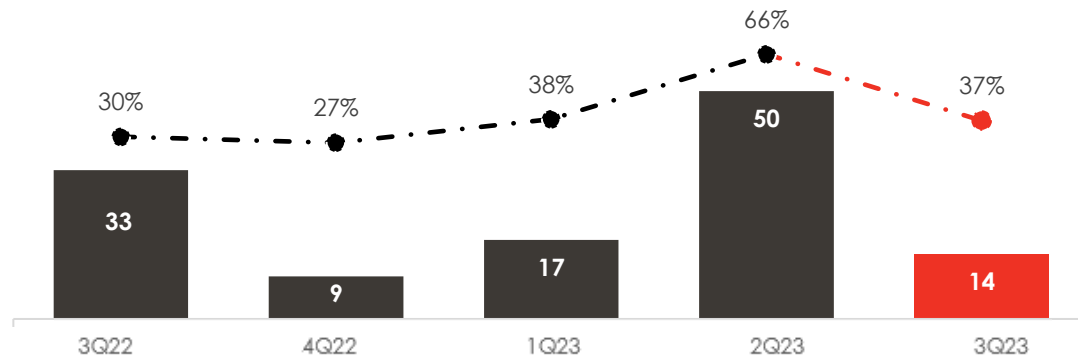
## Gross Profit and Margin

R\$ MM & %



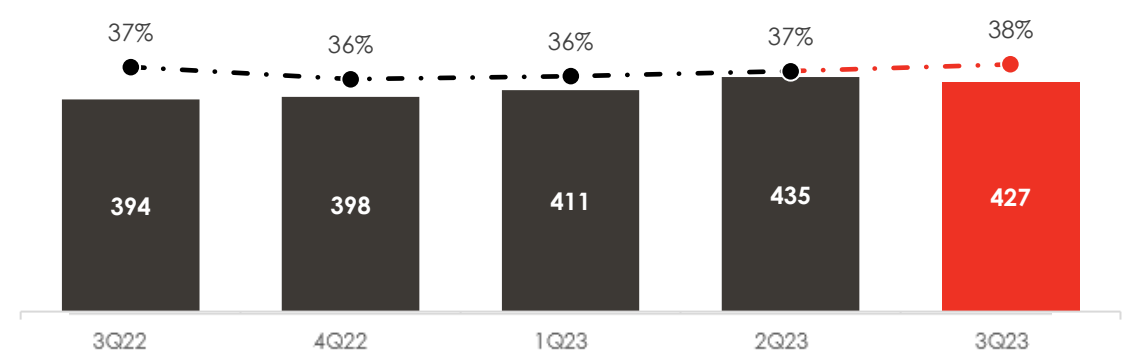
## Equity Income & % of Net Profit

R\$ MM & %



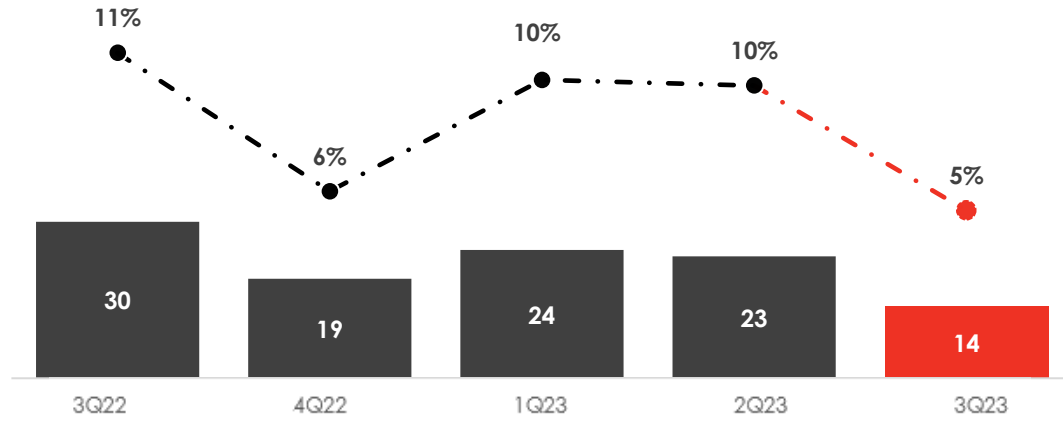
## Result and Margin to be recognized

R\$ MM & %



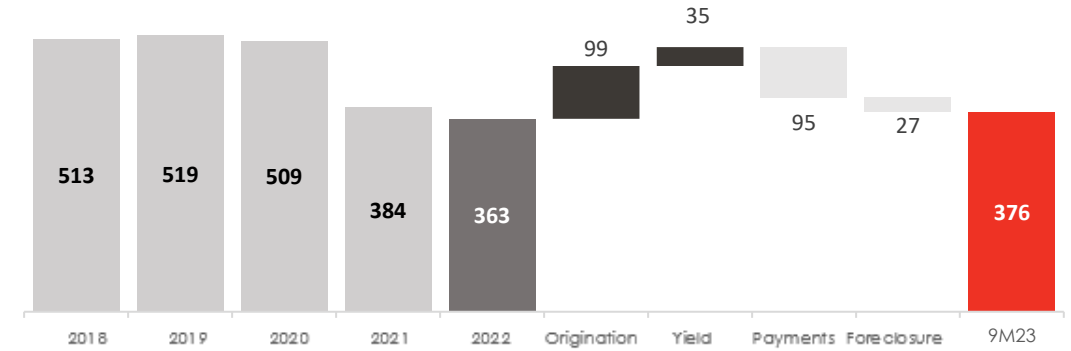
## Financial Results & % of Revenue

R\$ MM & %



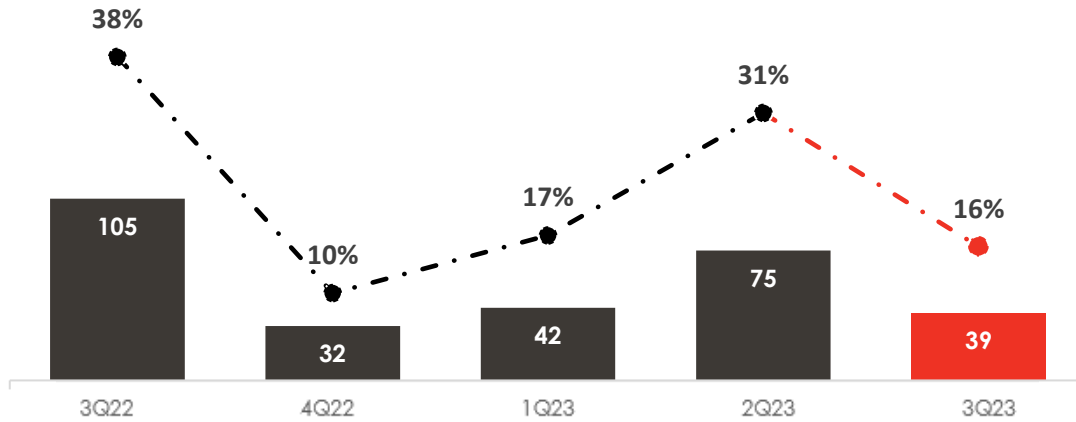
## Direct Receivables Evolution

R\$ MM



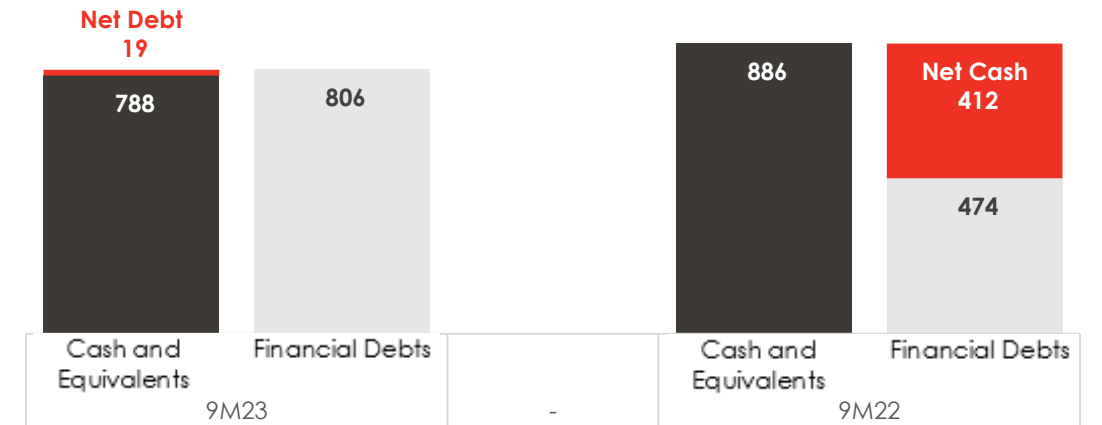
## Net Profit & Margin

R\$ MM



## Net Debt (Cash) Evolution

R\$ MM

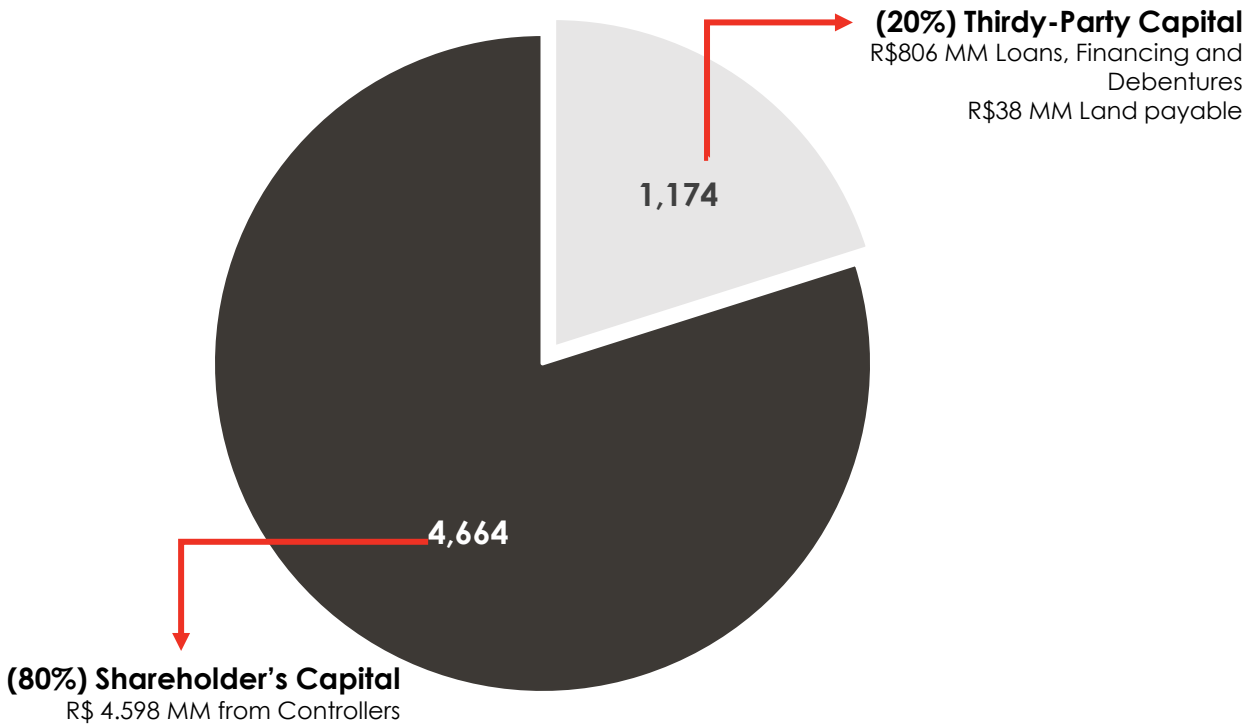


# CAPITAL STRUCTURE

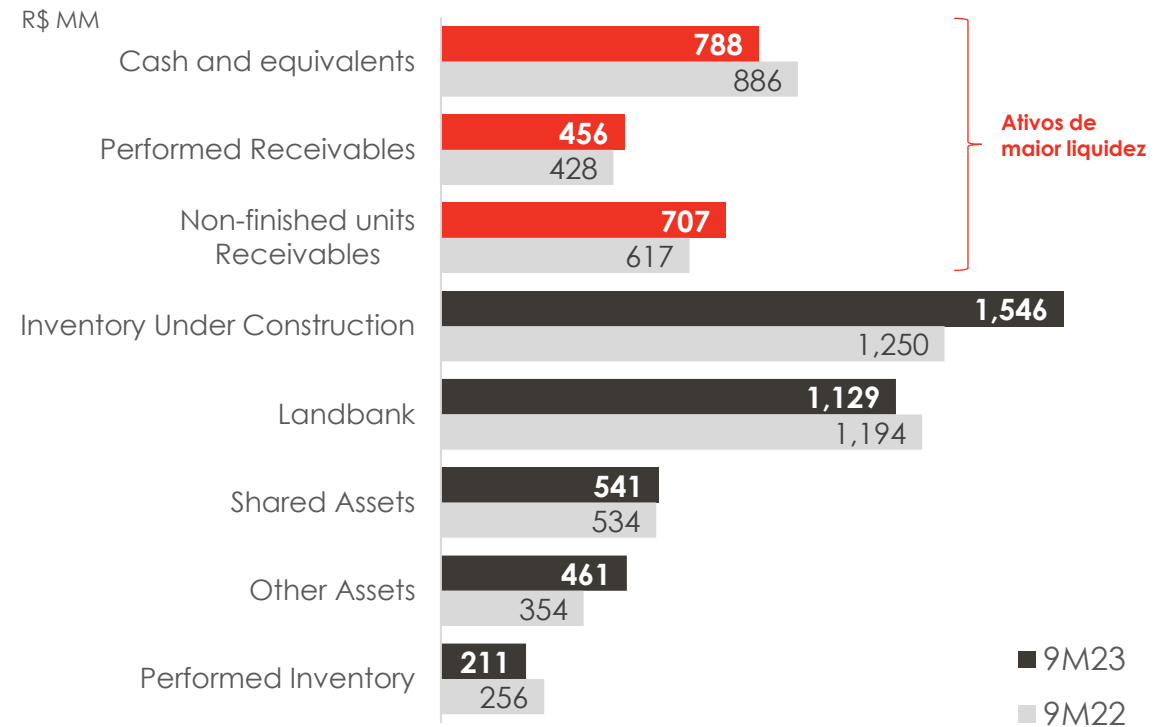
Book value per share: **R\$ 21,08**

Free float shares\*: **218.125.703**

## Financial Sources



## Asset Distribution (R\$ 5,839 MM)



# OTHER RELEVANT SUBJECTS

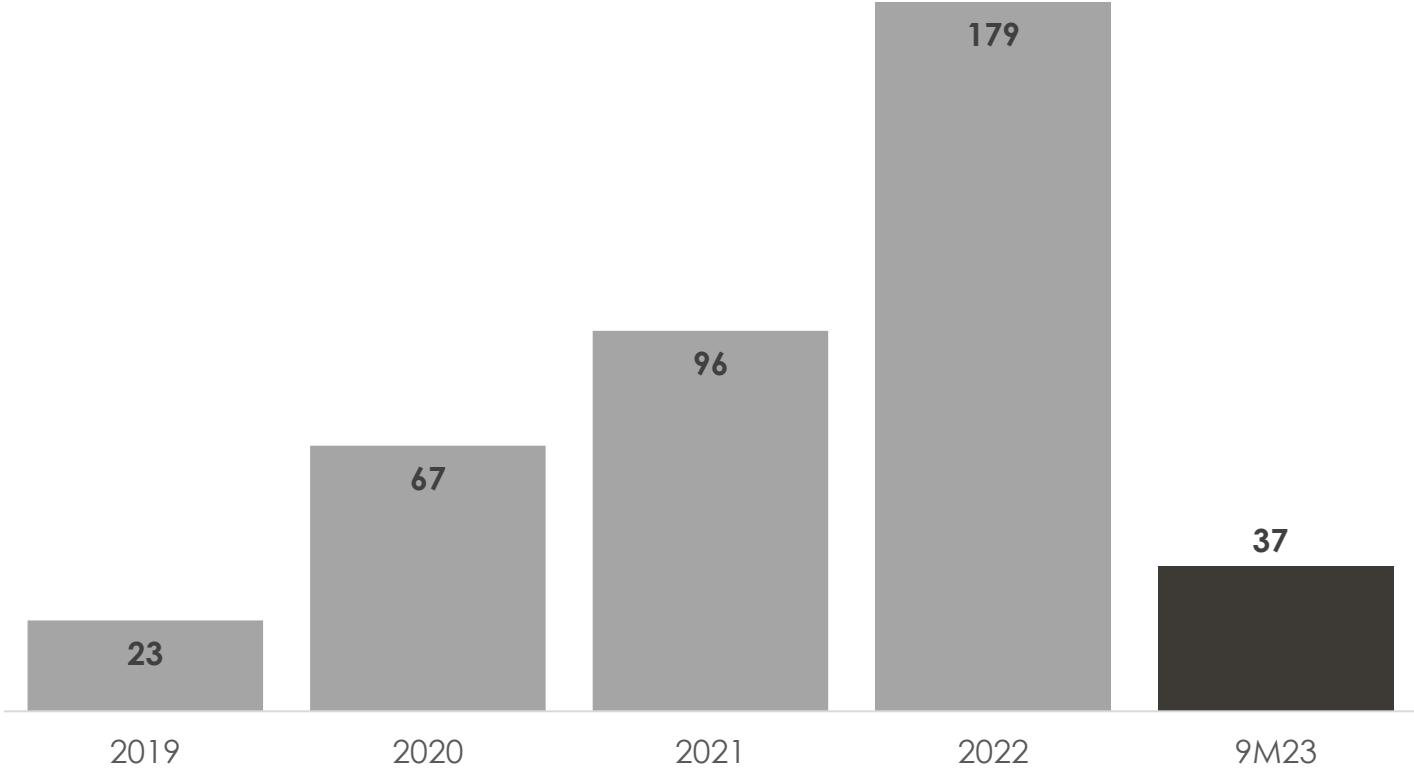


## DIVIDEND PAYMENT

The Board of Directors approved the payment of quarterly dividends in the amount of **R\$ 9.288.656,73** approximately **R\$0,04** per share

**Base Date: 11/16/2023**  
**Ex-Dividends: 11/17/2023**  
**Payment Date: 11/30/2023**

Dividends Paid  
R\$ MM



# Q&A



## INVESTOR RELATIONS

**IBOVESPA** B3

**IBRA** B3

**ICON** B3

**IGC** B3

**IGCT** B3

**IBRX100** B3

**IMOB** B3

**INDX** B3

**ITAG** B3

**SMLL** B3

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

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*IR Specialist*

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*IR Analyst*

**GUILHERME R. COSTA**

*IR Analyst*