

Webcast 4Q21



Participants

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Emílio C. Fugazza

Diretor Financeiro e de Rel. Investidores

Pedro Tadeu

Investor Relations Coordinator

Résumés

Founding partner and CEO of Grupo Análisy's, a company acquired by EZTEC in 2007.

Civil engineer graduated from the Federal University of São Carlos

Industrial Engineer graduated from Rio de Janeiro's Estate University.

This presentation contains certain forward-looking statements and information relating to EZTEC that reflect the current views and/or expectations of the Company and its management with respect to its performance, business and future events. These forward-looking statements are subject to risks, uncertainties and future events. We advise investors that several important factors cause the actual results to differ materially from the plans, objectives, expectations, projections and intentions expressed in this presentation. Under no circumstances, neither the Company nor its subsidiaries, directors, officers, agents or employees shall be liable to third parties (including investors) for any investment decision made based on the information and statements contained in this presentation, or for any damages arising therefrom, corresponding or specific.

Launches 2021

R\$ 1,906 MN PSV

4Q21

R\$ 490.5 MN



Project: Unique Green 1st Phase
Standard: Middle-end
Stake: 100% EZTEC
PSV %EZTEC: R\$ 367.1 MN
Units: 442
Launch date: Dec/2021
% Sold: 52%*



Project: Fit Casa Oratório
Standard: Low-end
Stake: 100% EZTEC
PSV %EZTEC: R\$ 15.6 MN
Units: 231
Launch date: Dec/2021
% Sold: 8%



Project: PIN Osasco 1st Phase
Standard: Low-end
Stake: 60% EZTEC
PSV %EZTEC: R\$ 41.3 MN
Units: 351
Launch date: Dec/2021
% Sold: 18%



Project: In Design Ipiranga
Standard: Middle-High
Stake: 100% EZTEC
PSV %EZTEC: R\$ 66.5 MN
Units: 150
Launch date: Dec/2021
% Sold: 5%

1Q21

R\$ 28.1 MN



Project: ID Paraíso
Standard: Smart-Living
Stake: 50% EZTEC
PSV %EZTEC: R\$ 28.1 MN
Units: 231
Launch date: Mar/2021
% Sold: 65%

2Q21



Project: Dream View
Standard: Middle-end
Stake: 100% EZTEC
PSV %EZTEC: R\$ 252.7 MN
Units: 420
Launch date: Apr/2021
% Sold: 38%

R\$ 927.8 MN



Project: EZ Infinity
Standard: High-end
Stake: 100% EZTEC
PSV %EZTEC: R\$ 675.1 MN
Units: 88
Launch date: Jun/2021
% Sold: 5%

3Q21

R\$ 459.9 MN



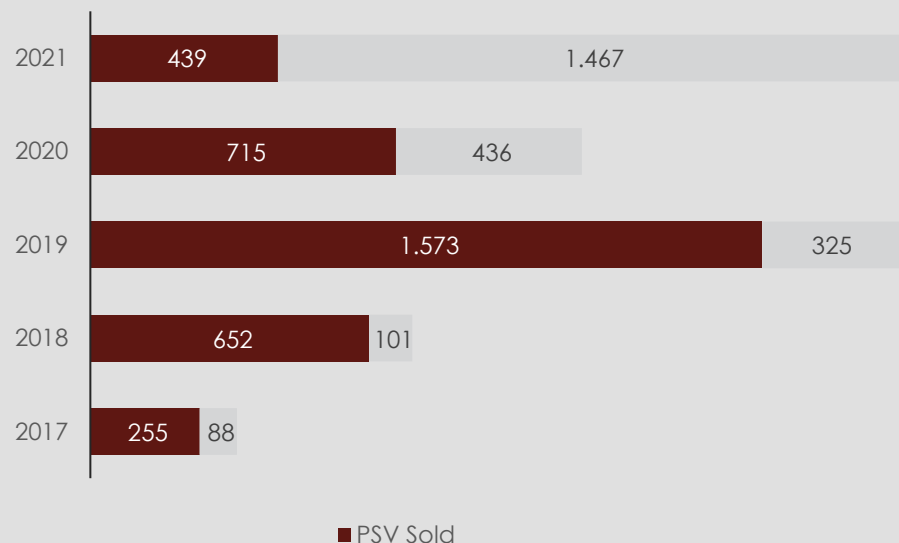
Project: Arkádio
Standard: High-end
Stake: 100% EZTEC
PSV %EZTEC: R\$ 459.9 MN
Units: 276
Launch date: Ago/2021
% Sold: 25%

* % sold based on managerial data available on 03/14/2022

Operational Performance

Launches and Sales in PSV

R\$ millions

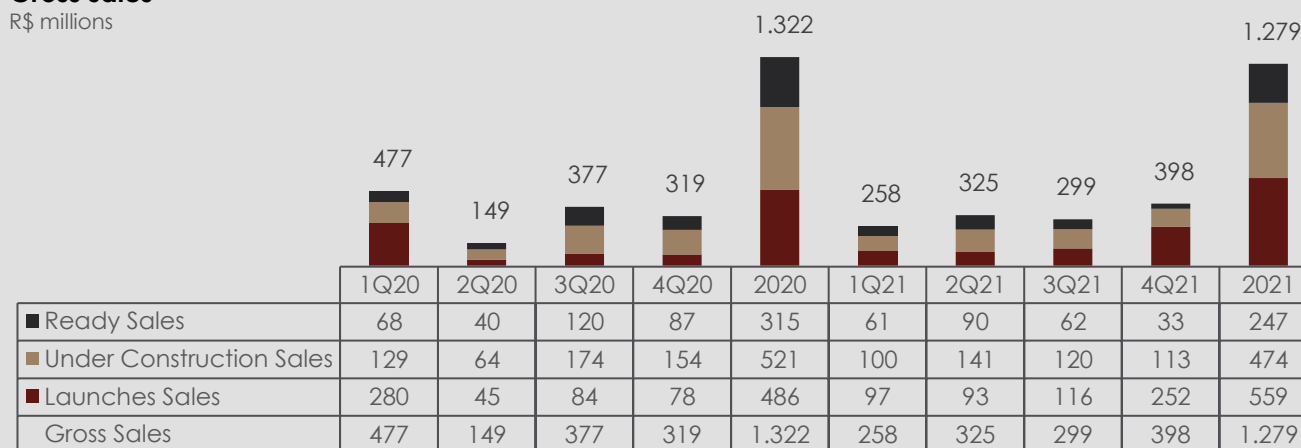


Launches in 2021:

- ID Paraíso
- Dream View
- EZ Infinity
- Arkádio
- Unique Green 1st Phase
- Fit Casa Estação Oratório
- In Design Ipiranga
- PIN Osasco

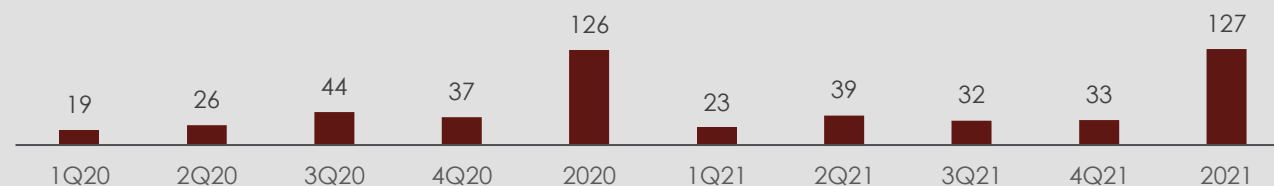
Gross sales

R\$ millions



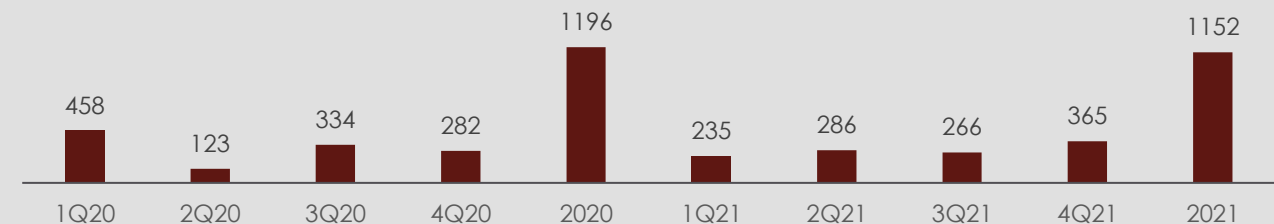
Cancellations

R\$ millions



Net Sales

R\$ millions



Landbank

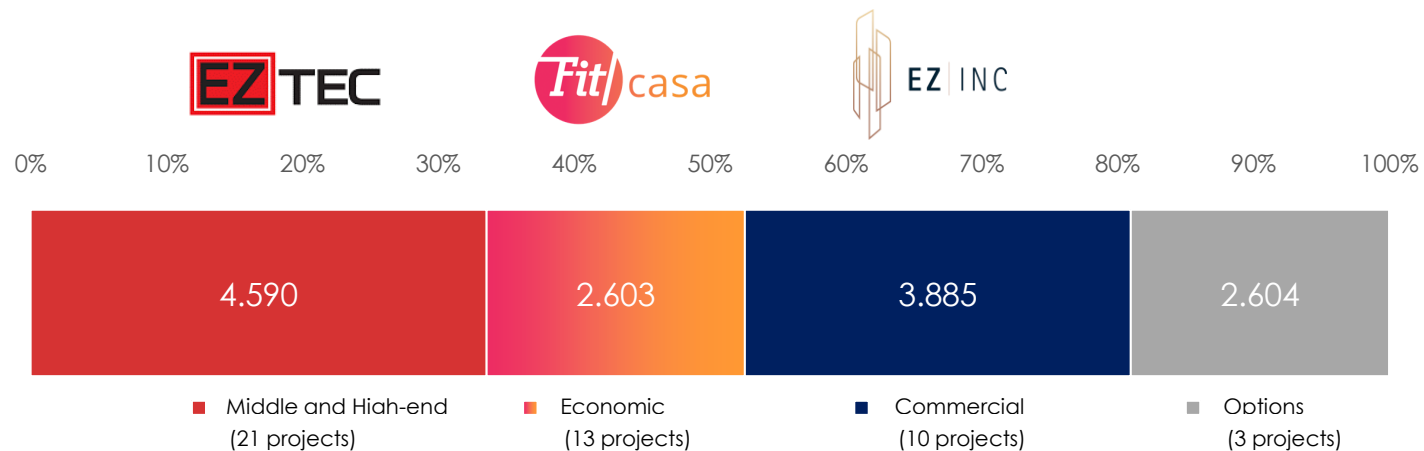
Landbank Evolution

R\$ milhões



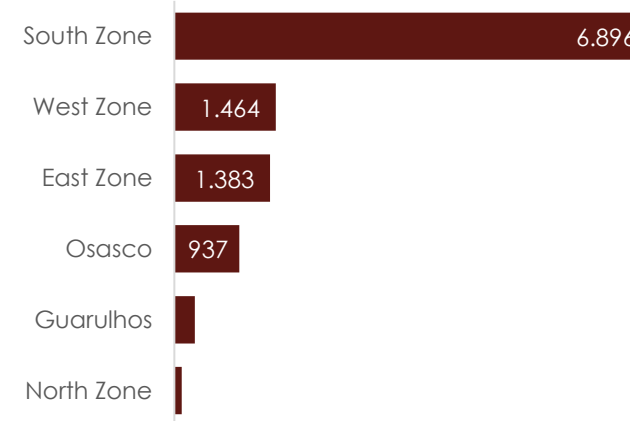
Landbank with new acquisitions and options

R\$ millions



Land location

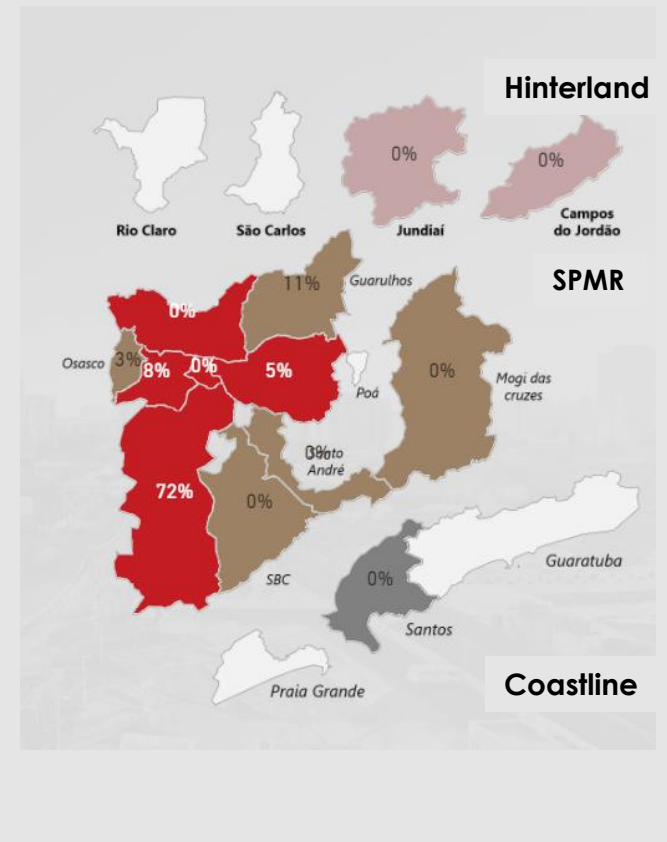
R\$ millions



Inventory map

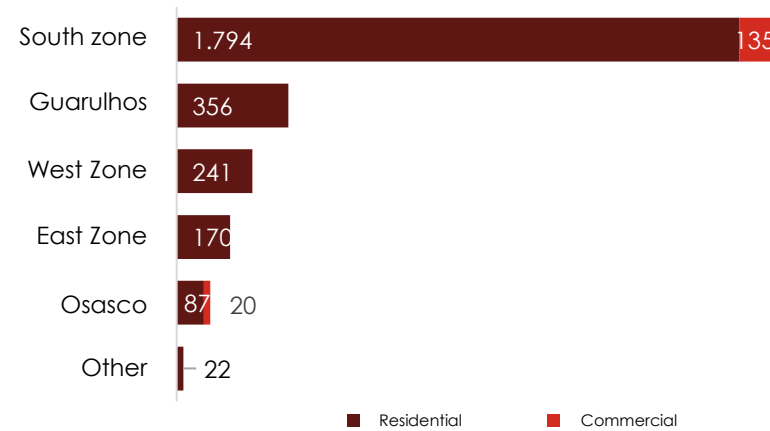
Inventory's regional dispersion

Total inventory of R\$2,824 millions in 2021



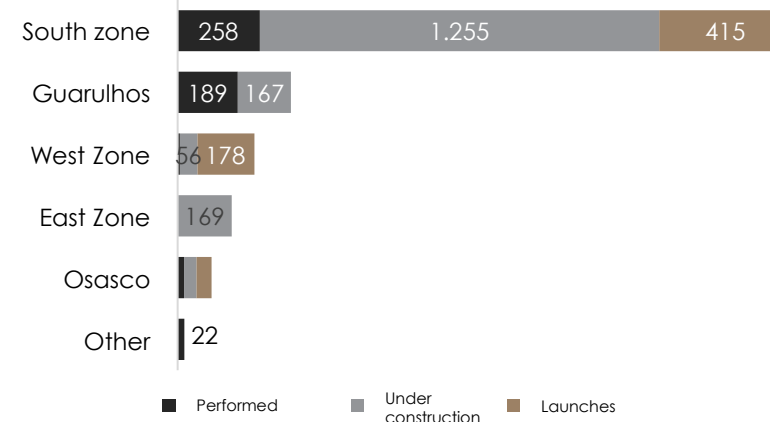
Inventory dispersion by segment

R\$ millions




Inventory dispersion by building status

R\$ millions

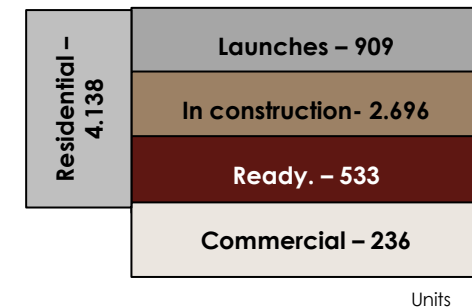


12% 

of the inventory are **residential ready units**

58% 

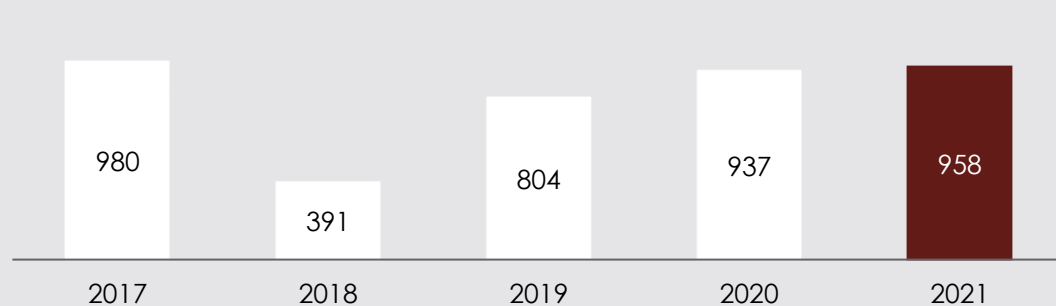
of inventory represents units in the **city of São Paulo** city that are either **launches or in construction**.



Financial Performance

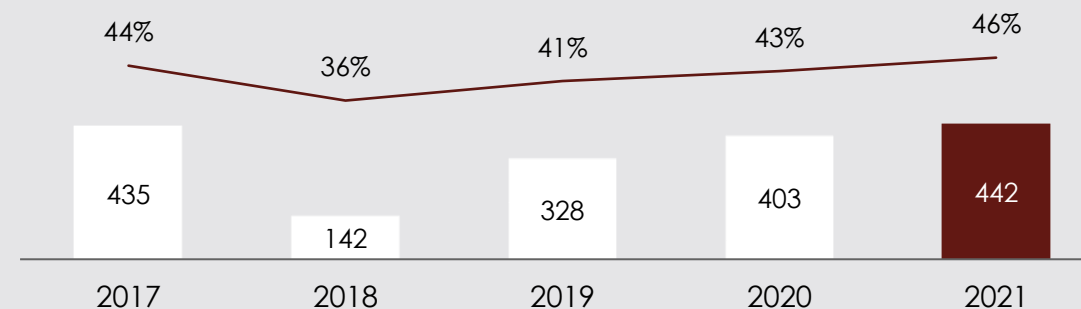
Net Revenue

R\$ millions



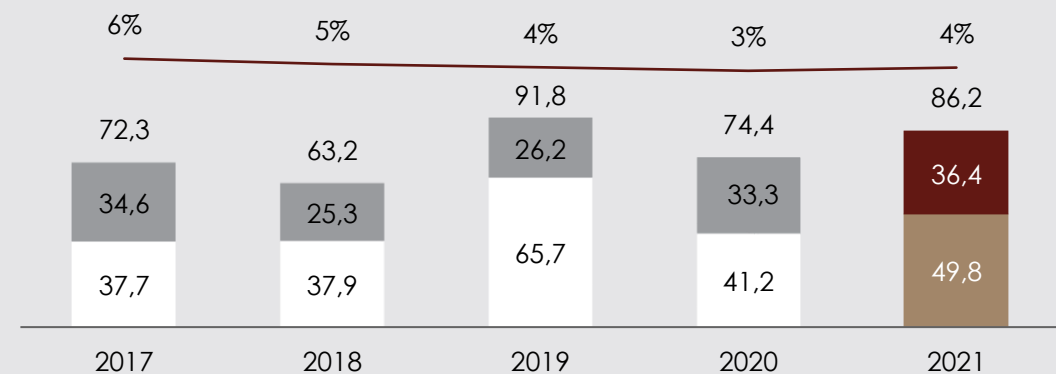
Gross Profit

R\$ millions



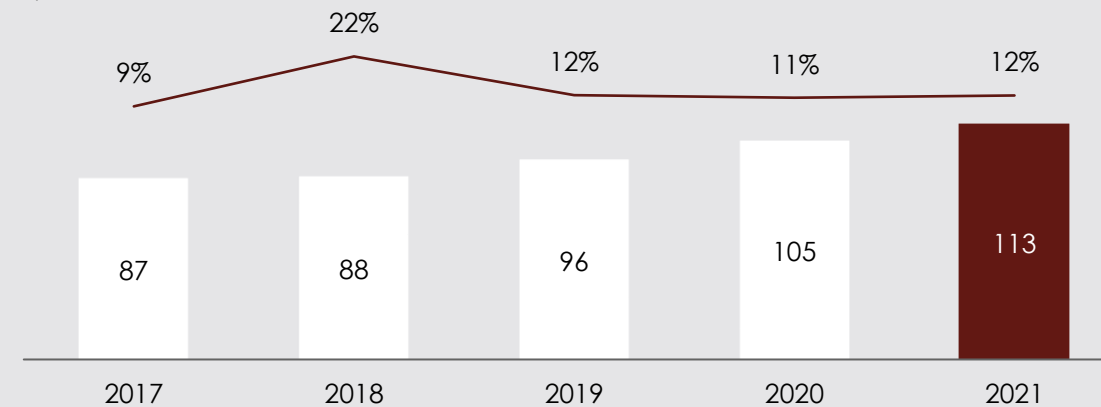
Selling expenses

R\$ millions



G&A expenses

R\$ millions



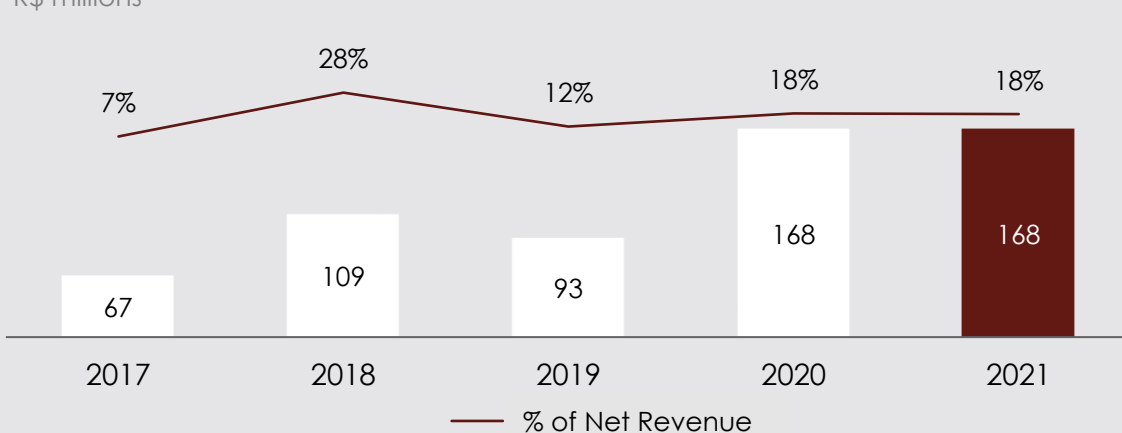
Ready Inventory / Comission / Others
 Publicity / Stand
 Publicity and Stand over Gross Sales

— Gross Margin
— % of Net Revenue

Financial Performance

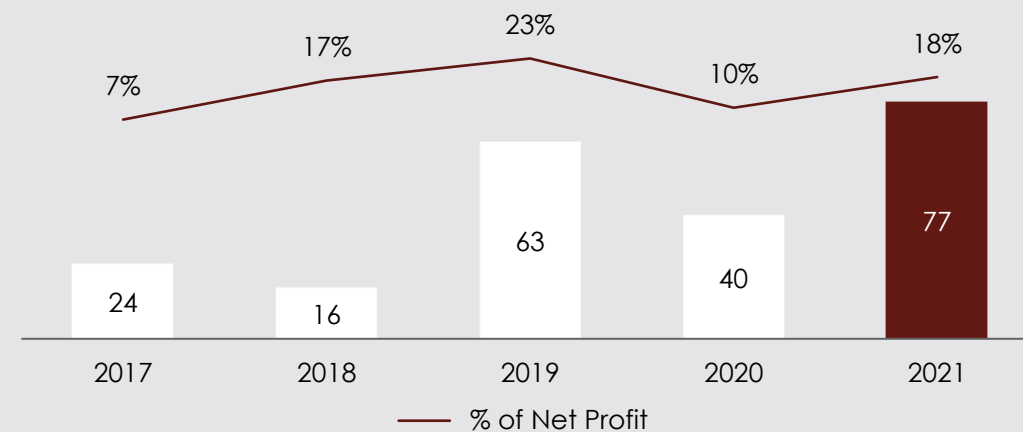
Financial Results

R\$ millions



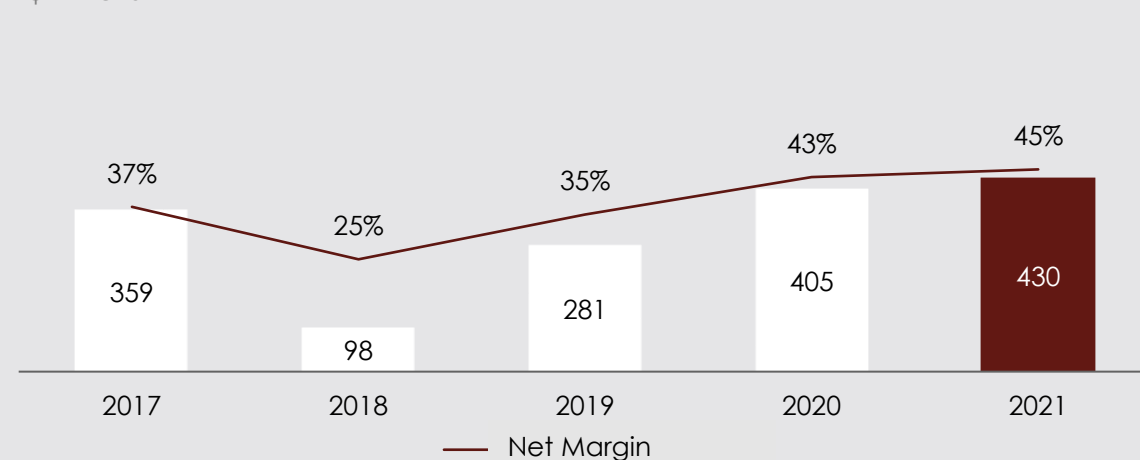
Equity income

R\$ millions



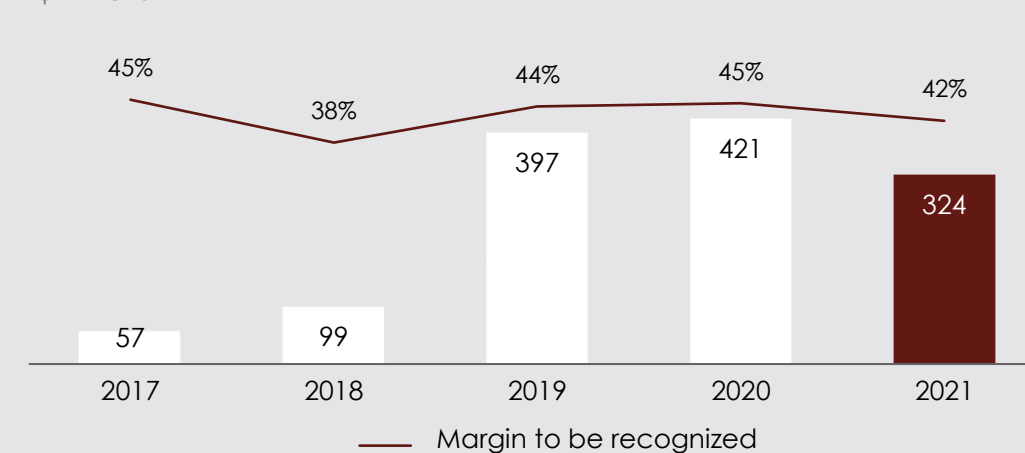
Net profit

R\$ millions



Income to be recognized

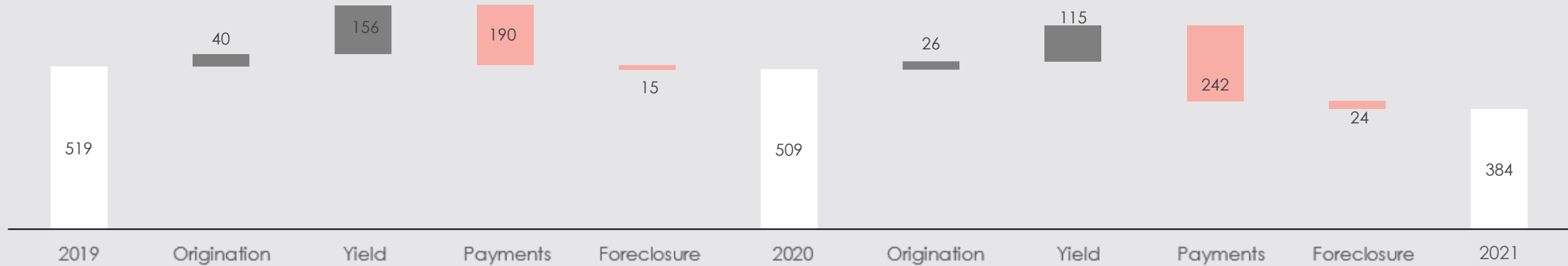
R\$ millions



Portfolio of direct receivables

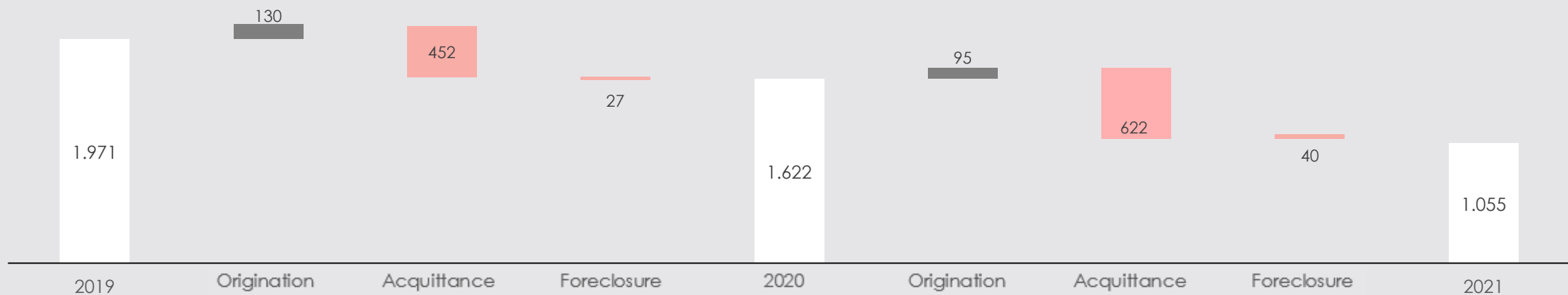
Direct receivables' evolution

In R\$ millions



Direct receivables evolution

In financed units

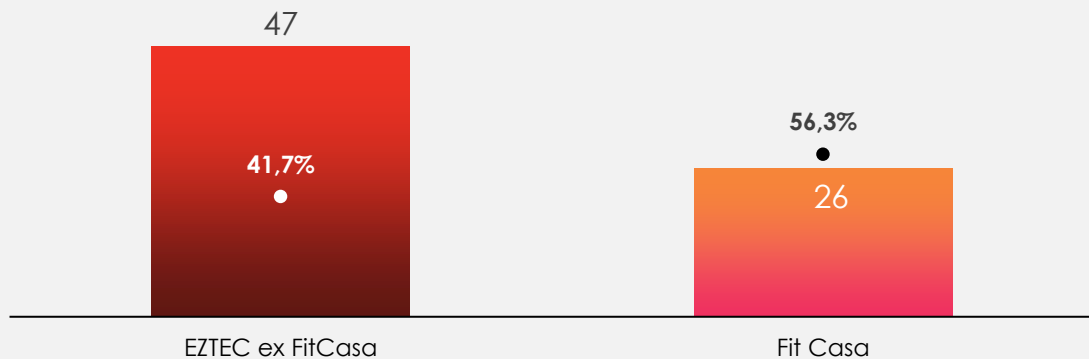


Fit Casa's Financial Performance



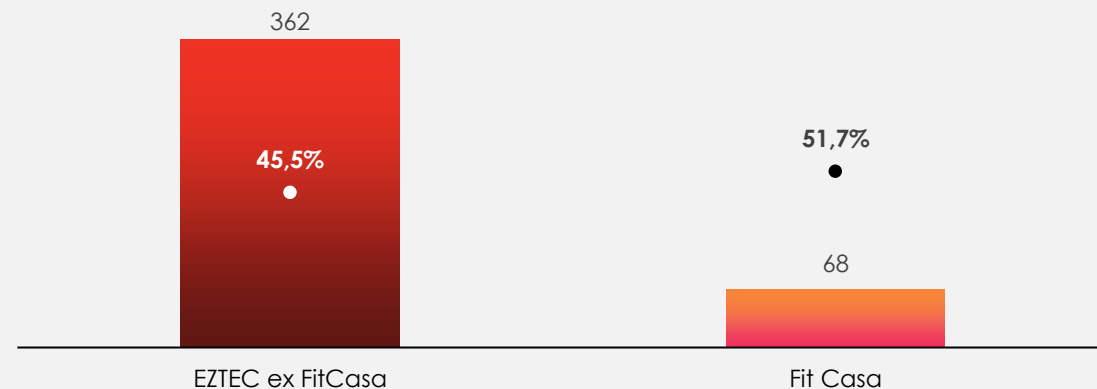
Net Profit and Adj. Gross Margin 4Q21

R\$ millions



Net Profit and Adj. Gross Margin 2021

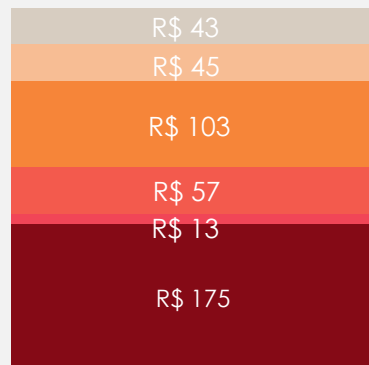
R\$ millions



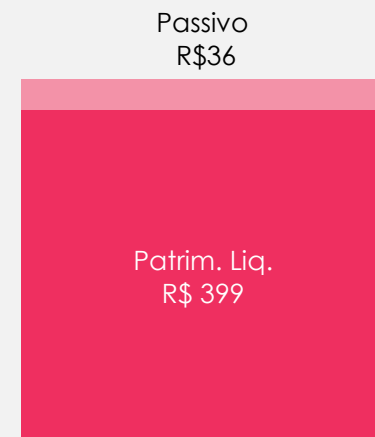
Balance Sheet

R\$ millions

ROE*
21.2%



Assets



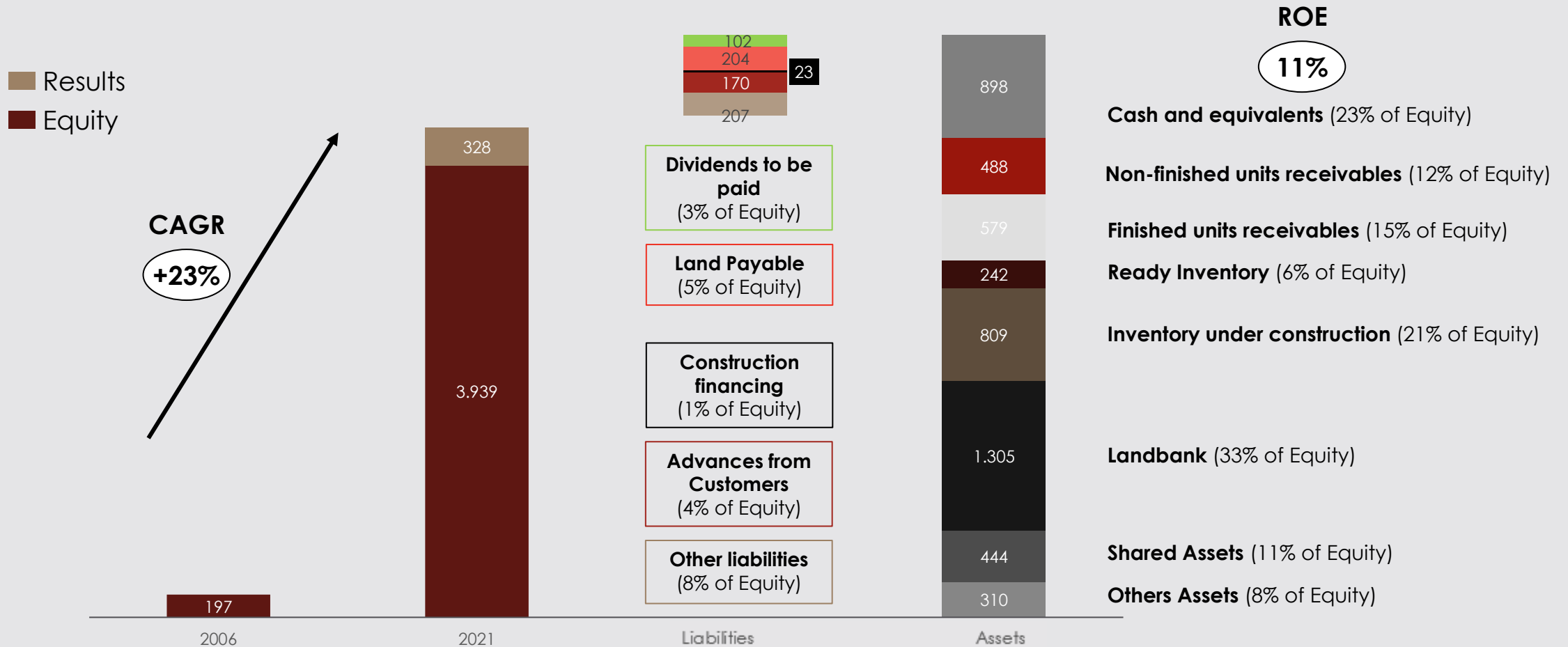
Liabilities + Equity

- Liability
- Equity
- Cash and Equivalentes
- Accounts Receivable - CA
- Real Estate Held for Sales
- Accounts Receivable - nCA
- Others
- Landbank

* Annualized ROE, using the Equity from the previous year and recent net profit

Value Generation

Net Equity evolution since IPO (R\$ MN)



Subsequent Events

R\$ 405 MN PSV

1Q22



Expression Ibirapuera *Vila Clementino – São Paulo*

Segment:	Residential
Standard:	High
Stake:	100%
PSV %EZTEC:	R\$ 176.9 MN
Units:	80
Launch date:	Feb/2022
Landbank:	Borges Lagoa
% Sold:	42%*



Exalt Ibirapuera *Vila Clementino – São Paulo*

Segment:	Residential
Standard:	Smart-living
Stake:	100%
PSV %EZTEC:	R\$ 228.4 MN
Units:	327
Launch date:	Feb/2022
Landbank:	Borges Lagoa
% Sold:	27%*

* % sold based on managerial data available on 03/14/2022

Subsequent Events

Partnership between EZTEC & Construtora Adolpho Lindenberg S.A. (CAL)

JV:



Adolpho Lindenberg
CONSTRUTORA

EZCAL

- **6 Years of** partnership
- **R\$1,75 bi** in launches
- **R\$ 130 MN** of investment in the first 2 years



Shares' Subscription Option

The information below is subjected to the analysis and approval by CADE and CAL's General Shareholders' Meeting to be completed.

- CAL's Private Capitalization Operation, with the assignment of a subscription bonus to EZTEC (Subscription Option)
- After a minimum period of 4 Years, EZTEC may or may not exercise its right.
- If exercised, through a shareholders' agreement, EZTEC will share the control of CAL with its current controlling shareholder.

Dividends distribution

In March 17, 2022, It was approved, by the Board of Directors, the Distribution of Dividends in the total amount of **R\$ 102,155,402.29**

R\$ 0.46 (aprox.) per share

*Ex dividends Negotiation Date at
March 23, 2022*

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EZTC

B3 LISTED NM

IGC-NM B3

IBOVESPA B3

IBRA B3

IGC B3

INDX B3

IBRX100 B3

IGCT B3

ITAG B3

ICON B3

IMOB B3

SMLL B3