



4Q22 & 2022 Earnings Presentation

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Speakers

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Operational Results

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Q&A

R\$ 605 million launched in 4Q22 and R\$1.4 billion in 2022.



Raízes Premium Butantã

PSV: R\$ 454 million

Units: 658

Launch: Oct/22

% PSV sold 4Q22: 35.1%



Haus Mitre Jardins - Phase II

PSV: R\$151 million

Units: 161

Launch: Dec/22

% PSV Sold 4Q22 : 13.5%

*Total PSV (Phase I + Phase II):
R\$ 339 million*

% Total PSV Sold: 39.0%

Subsequent and Upcoming Launches



Origem Guilhermina I 1Q23

Region: Vila Guilhermina

Units: 845

PSV: R\$308 million

PSV Sold: 14.3%



ML Brooklin I 2Q23

Region: Brooklin

Units: 278

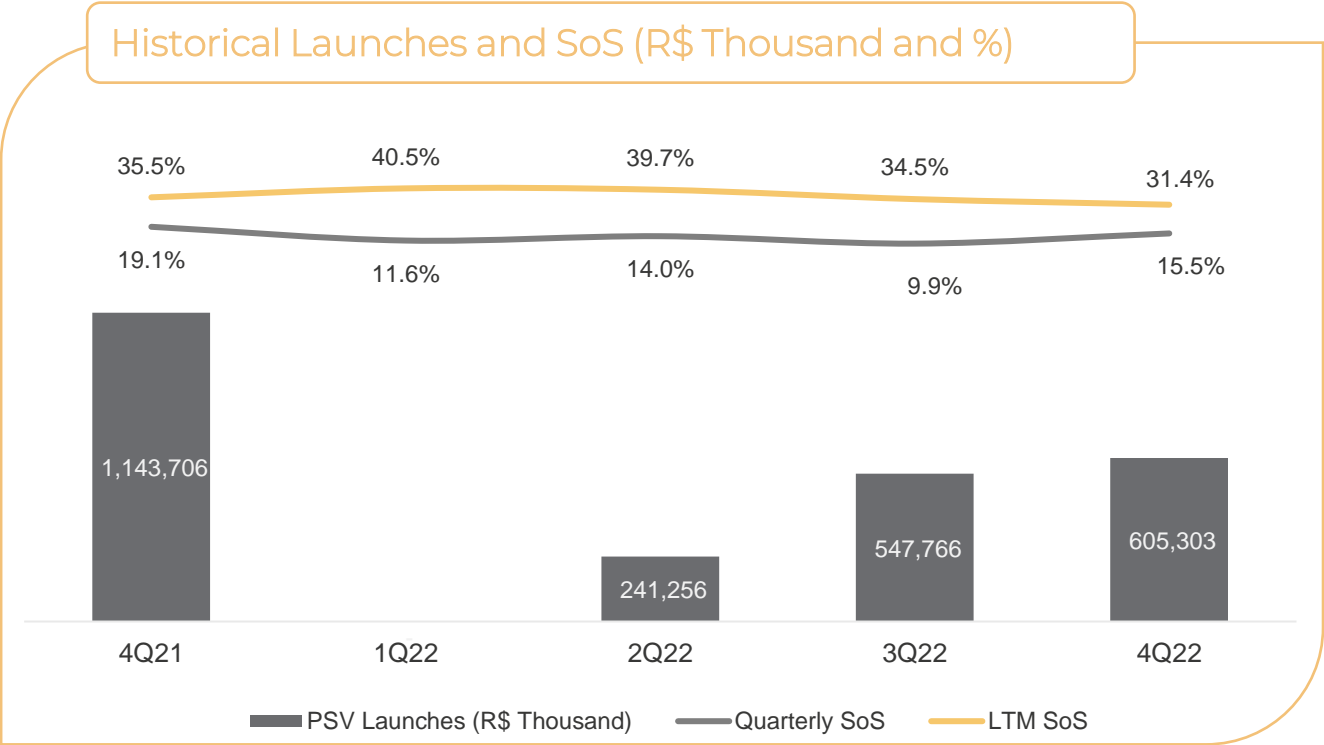
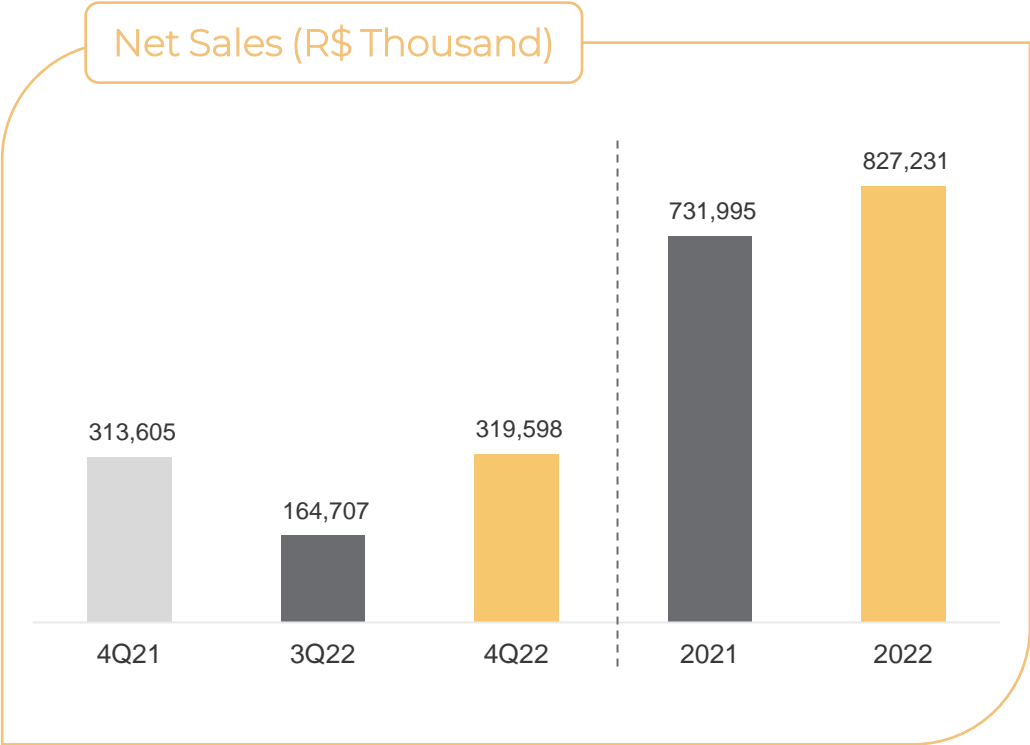
PSV: R\$204 million¹

Real Estate Registration issued
in 03/09/2023



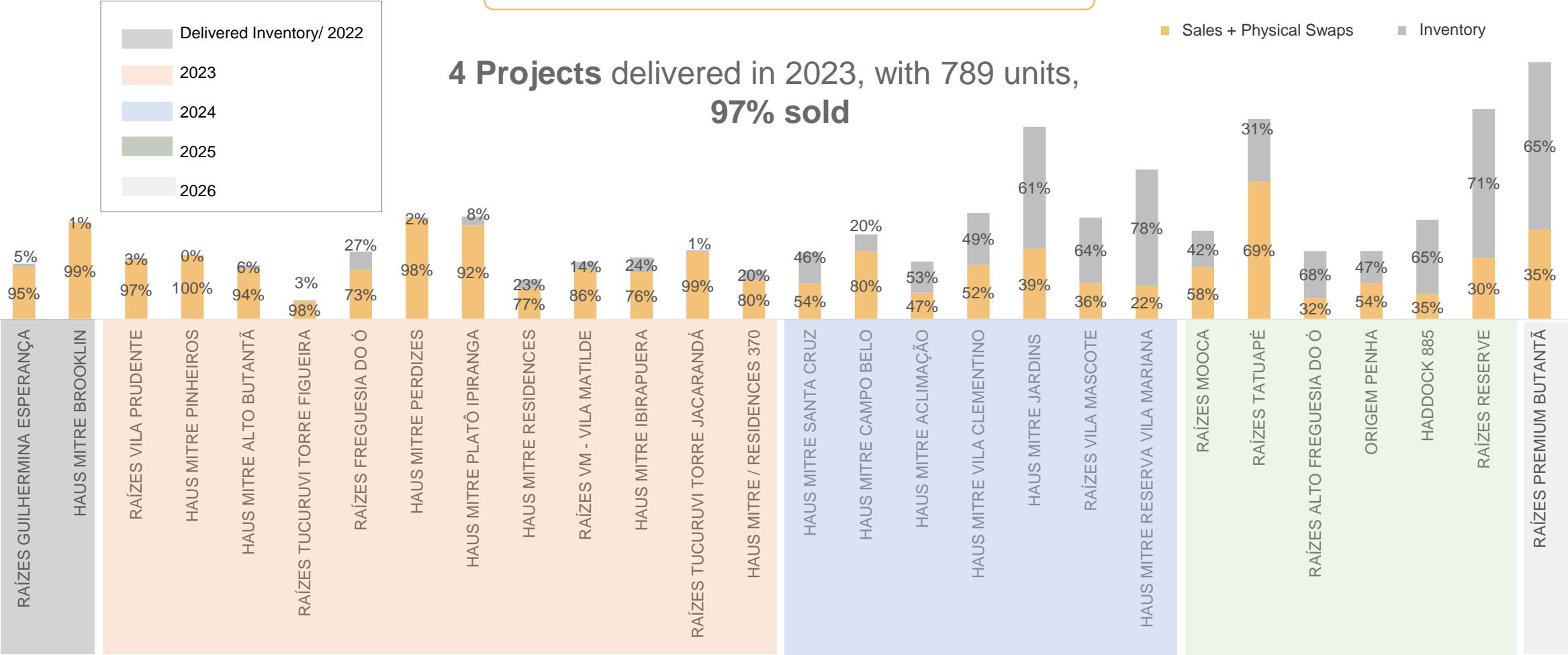
(1) 50% Mitre, equivalente to 102 milhões.

All-time high net sales, reaching R\$ 827 million in the year and R\$319 million in 4Q22, with LTM SoS of 31.4%.



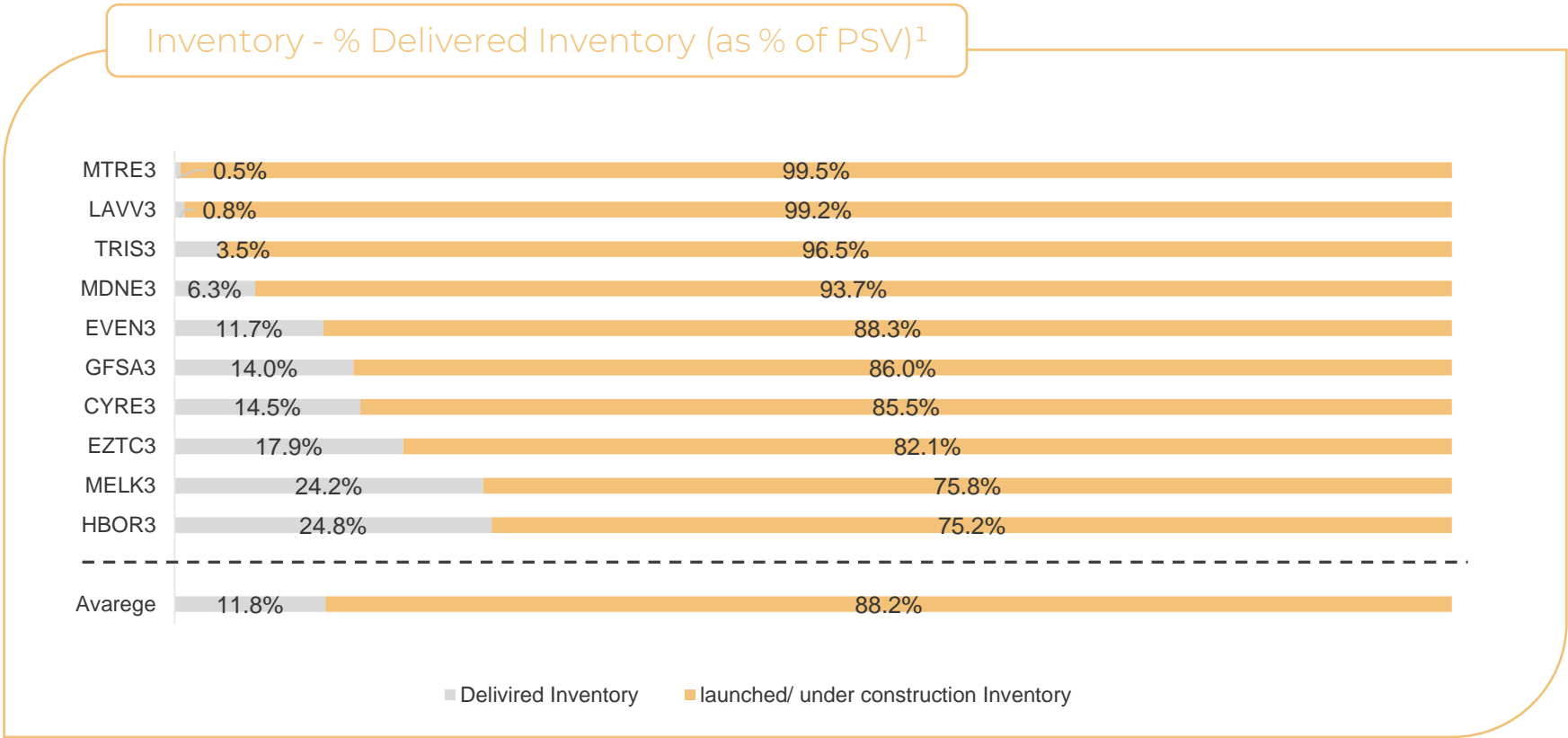
Inventory Aging (% PSV)

4 Projects delivered in 2023, with 789 units, 97% sold



2023 deliveries already 91% sold

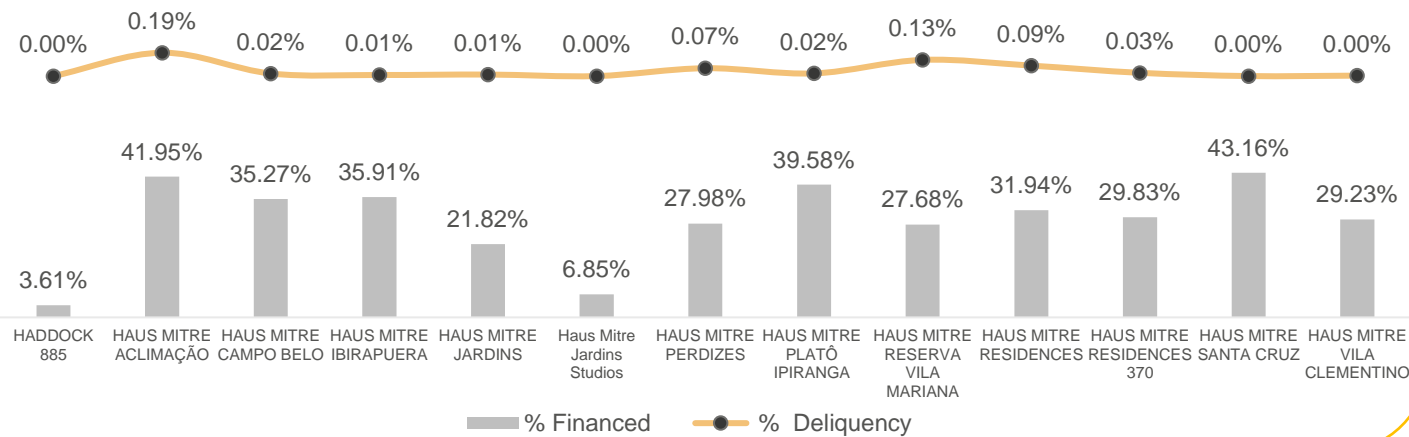
0.5% of inventory regarding delivered projects, lowest index among market players.



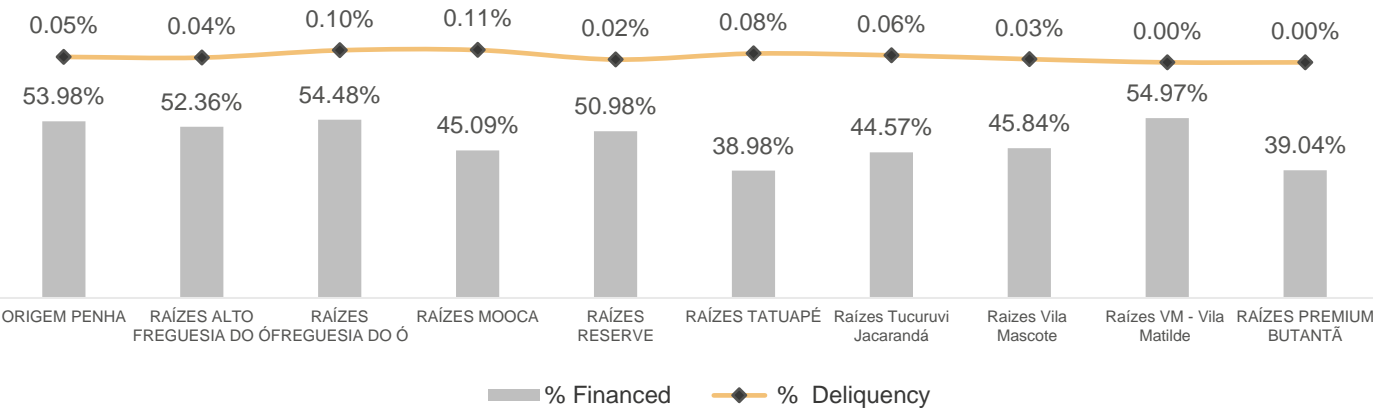
¹Data obtained from the official IR websites of the companies, all of which were public and referring to 3Q22, except, Mitre (4Q22).

Loan-to-Value (LTV) vs. Delinquency

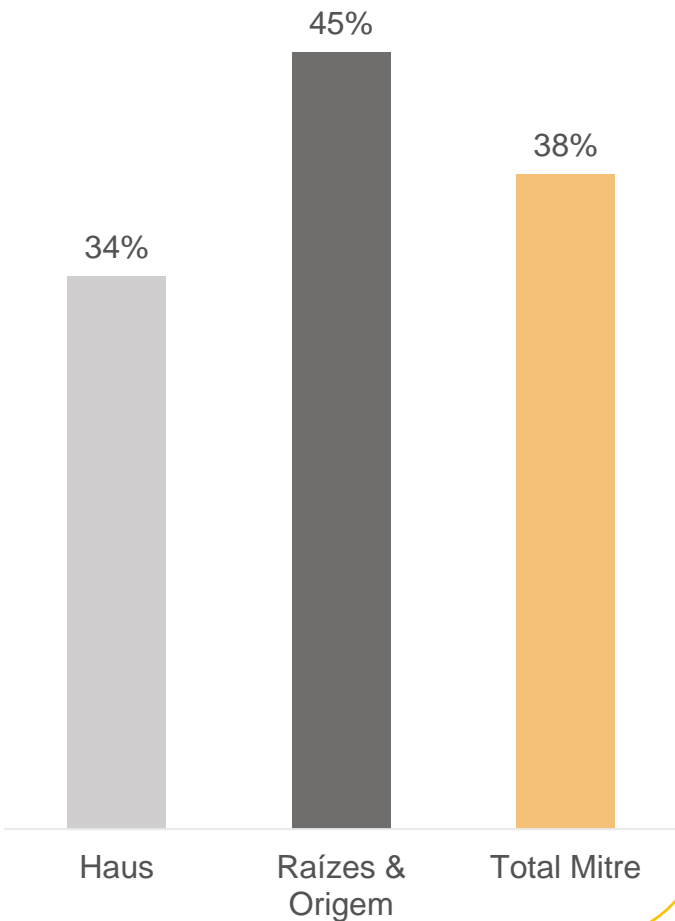
Haus & MEC



Raízes & Origem



LTV Mitre



Projects in transferring process already reached 85% of its units transferred.

Project	Total Units	Total transferred up to Feb/2023	% Credit Denied & Cancelled (#Units)
Guilhermina Esperança	318	97%	3.7% (12)
Haus Mitre Brooklin	255	97%	0.8% (2)
Raízes Vila Prudente	275	71%	2.5% (7)
Haus Mitre Alto Butantã	210	90%	0.5% (1)
Raízes Tucuruvi - Figueira	154	55%	0.0% (0)
Haus Mitre Pinheiros	150	89%	0.0% (0)
Total	1,362	85%	1.6% (22)

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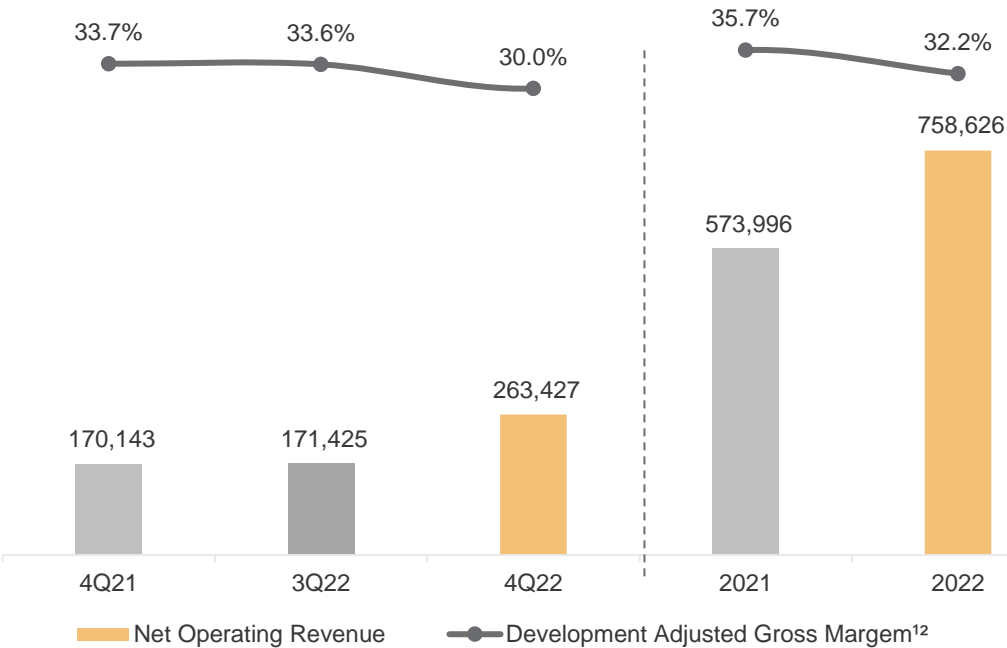
Financial Results

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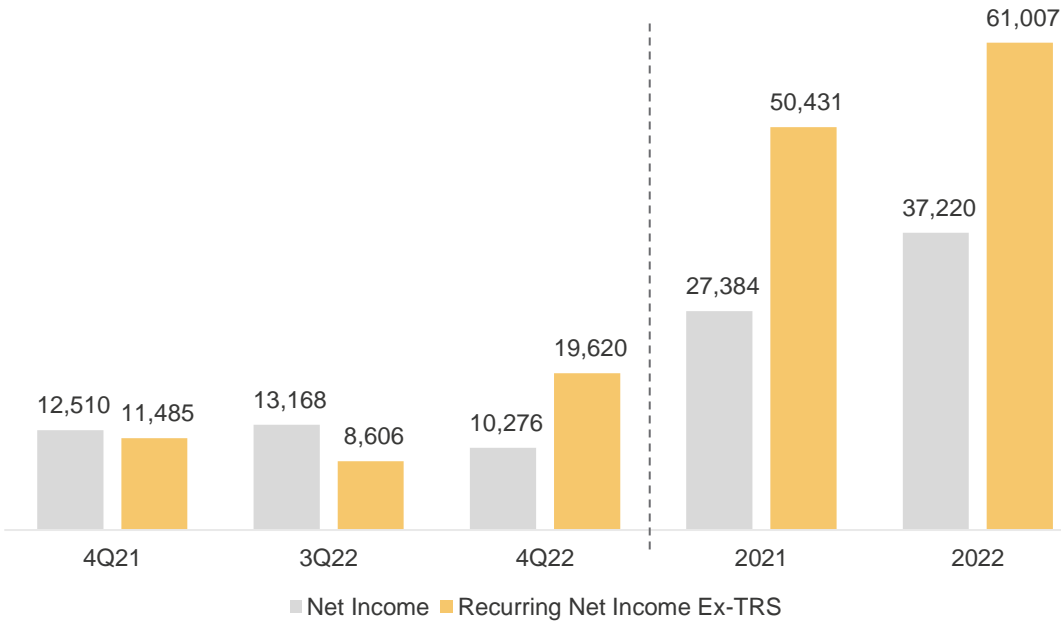
Q&A

Net revenues 32.2% above 2021 figure and recurring net income increased 21.0% YoY.

Net Revenues (R\$ Thousand) & Adjusted Gross Margin (%)¹

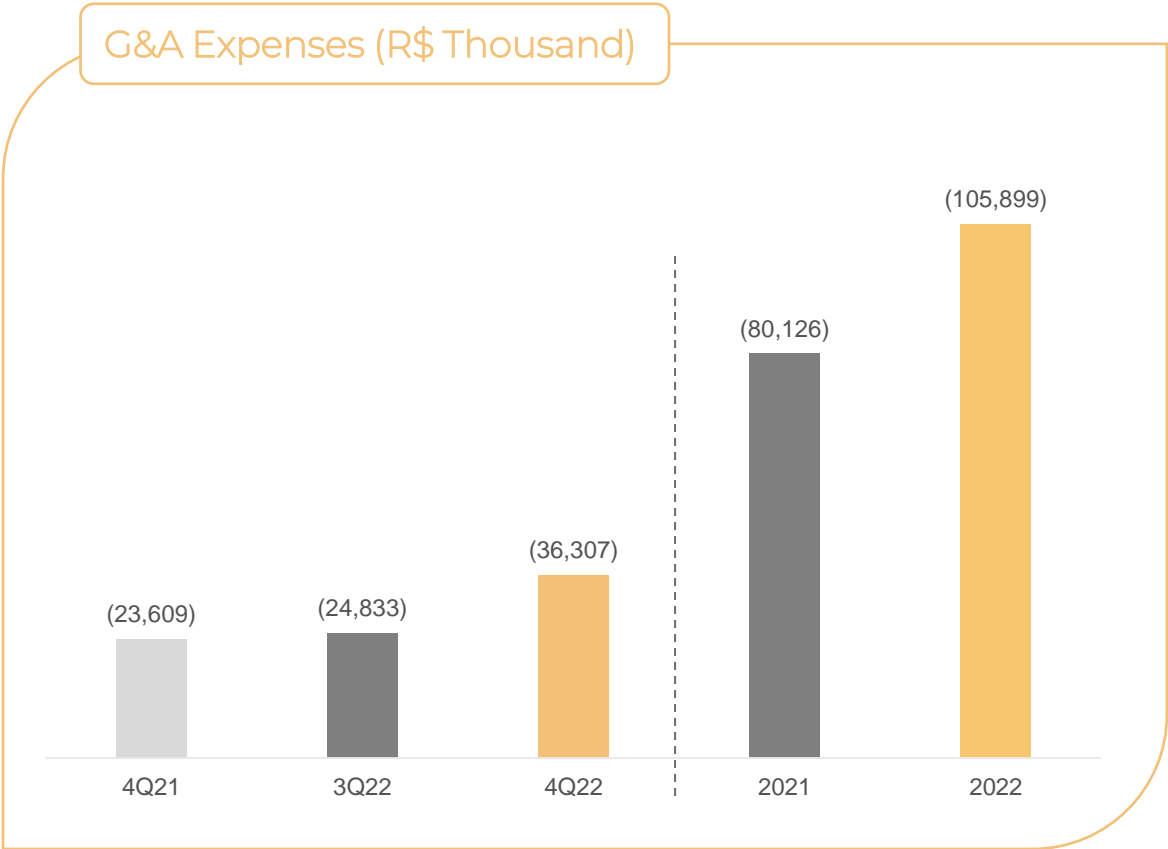
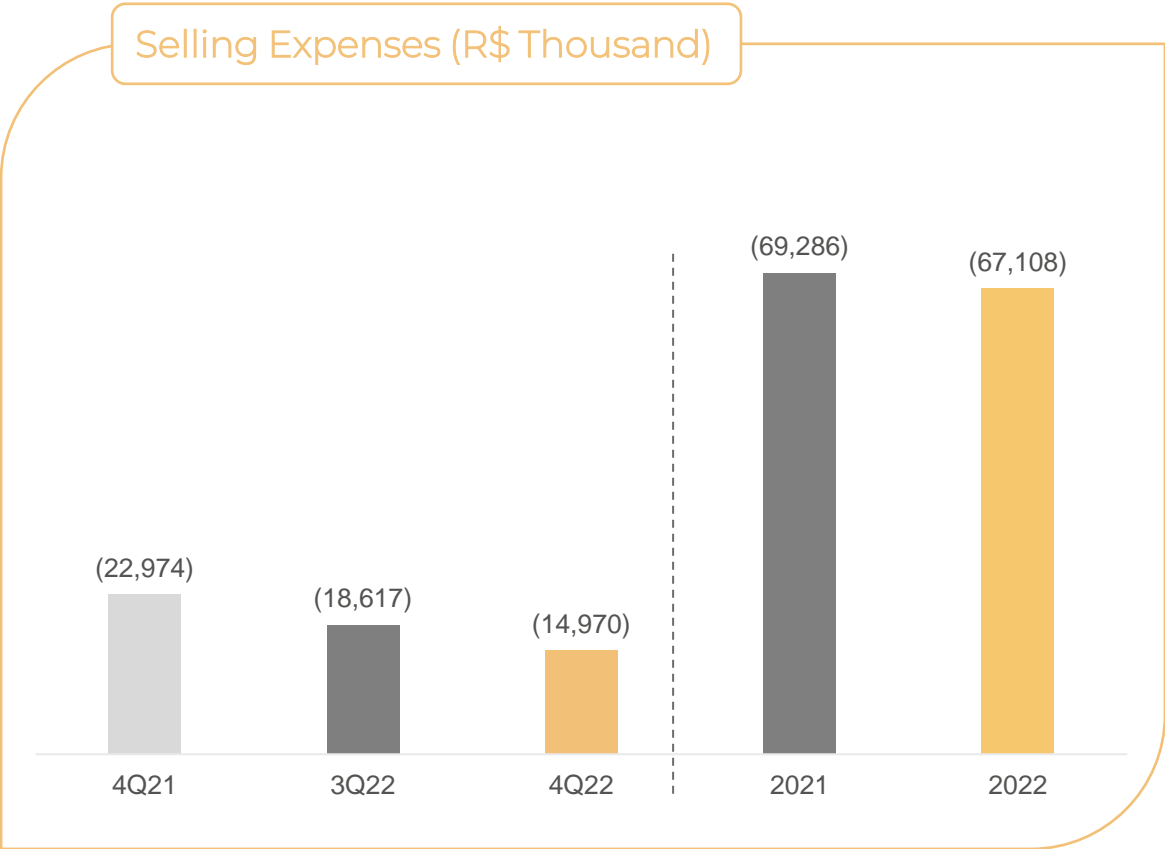


Net Income and Recurring Net Income (R\$ Thousand)

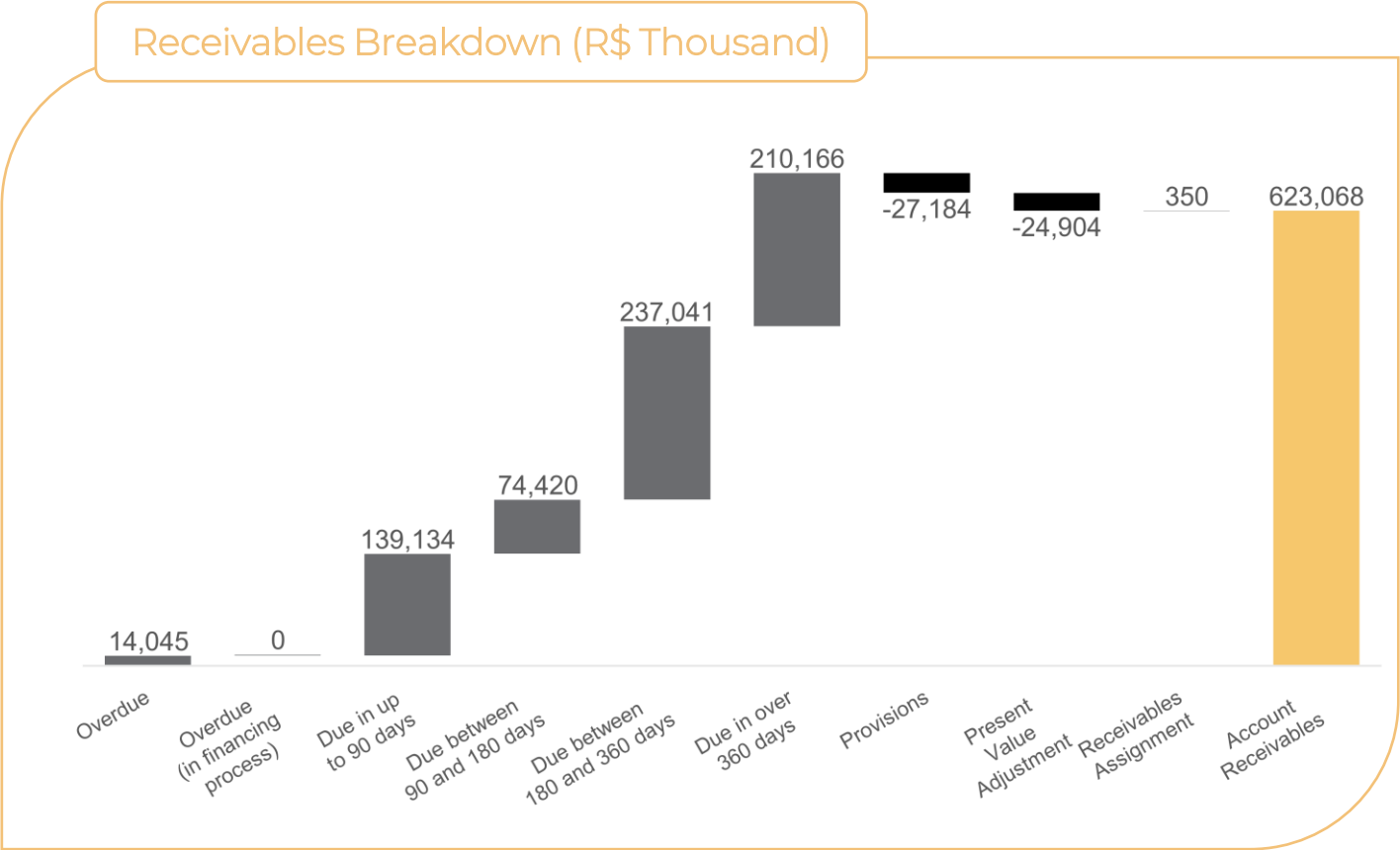
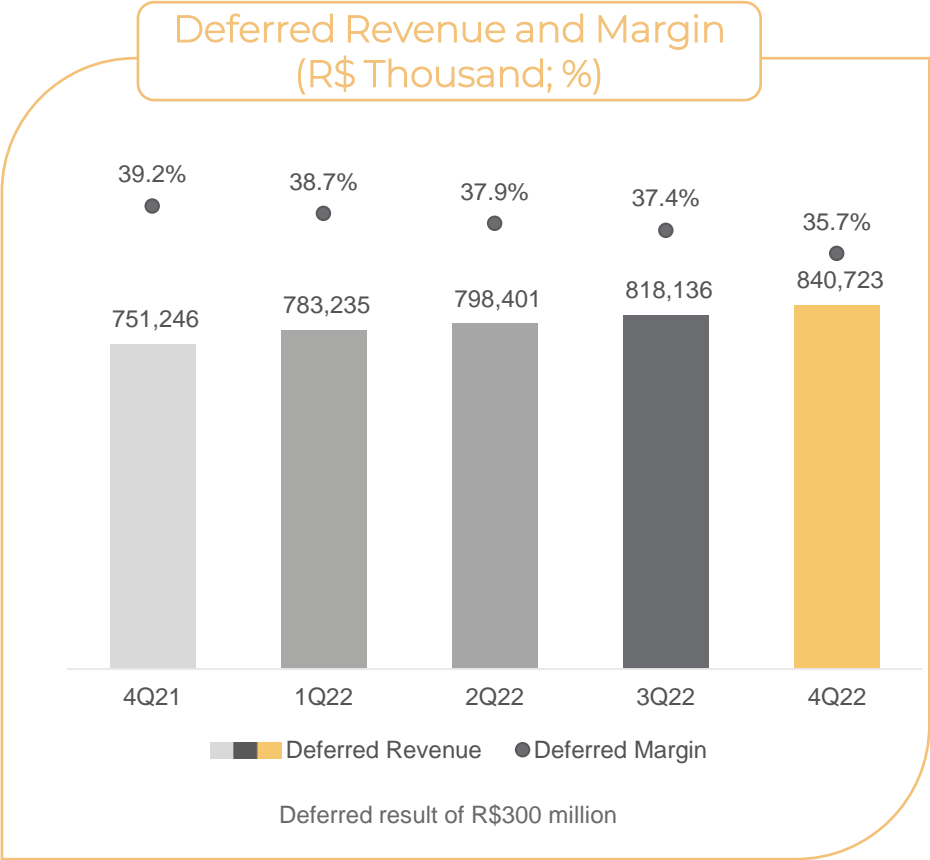


¹ Calculated by adding up gross profit and the financial costs of production funding, which are capitalized into the cost of properties sold and recognized according to the ratio of units sold. Furthermore, adjusted gross margin is calculated by dividing adjusted gross profit by net revenue

Controlled expenses, in line with Mitre's sustainable growth, with G&A reduction efforts to be reflected from 2023 on.



Deferred result (“REF”) of R\$ 300 million, with 35.7% deferred margins.

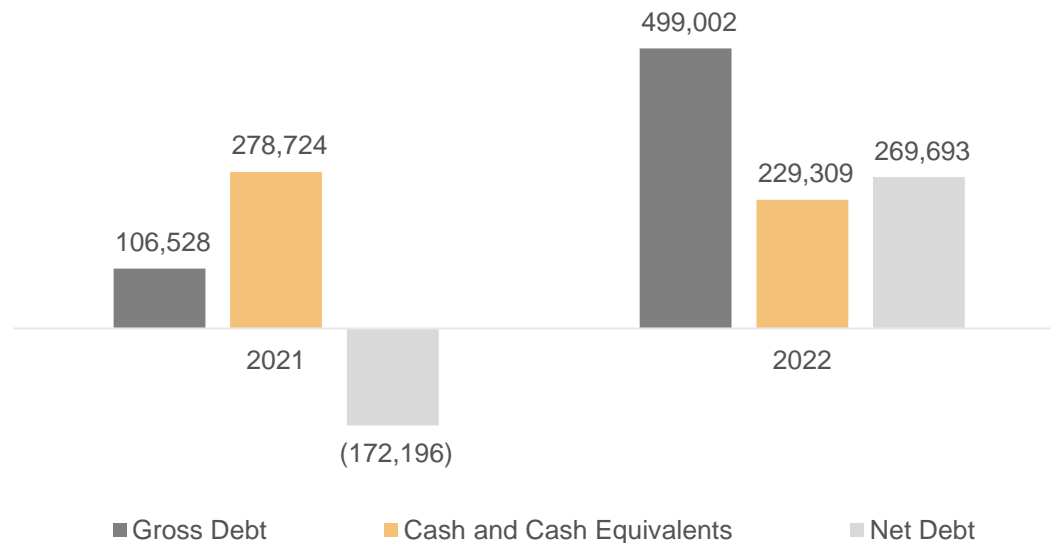


1 Deferred Margin is the product of the division of Deferred Profit by the Deferred Revenue. The REF Margin (Deferred Margin) aims to indicate what will be the gross margin to be appropriated by the Company, regarding project's already launched and sold.

Quando morar tem um M a mais

Receivables 2.8x to production financing.

Net Indebtedness (R\$ Thousand)



- ✓ 2023 Sales' LTV under 50%;
- ✓ R\$ 507 million expected due to transfers related to 2H23 deliveries;
- ✓ Creation of Mitre Capital to maximize the landbank, through its monetization and strategic partnerships (1 land already negotiated in 1Q23).

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