



3Q24 Earnings Presentation

November 8th, 2024



3Q24 Highlights

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Net Sales

BRL 1.8 billion
(+76% vs. 3Q23)



Total Net Revenue¹

BRL 1.2 billion
(+45% vs. 3Q23)



Gross Margin²

38.7%
(+1.7 p.p. vs. 3Q23)



Net Income³

BRL 156 million
(+88% vs. 3Q23)



Annualized ROE³

29%
(+4.1 p.p. vs. 2Q24)

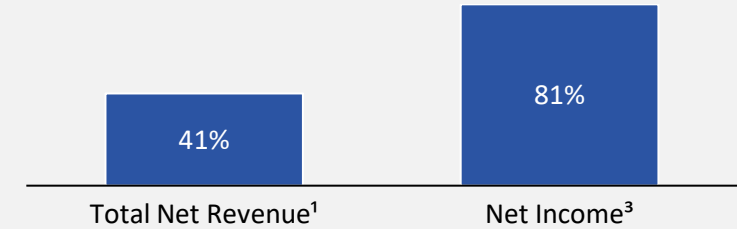


Backlog Margin

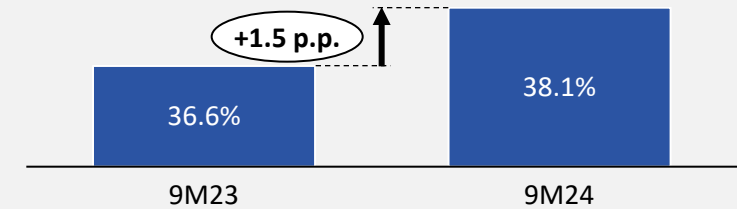
43.4%
(+0.7 p.p. vs. 3Q23)

Operating Leverage

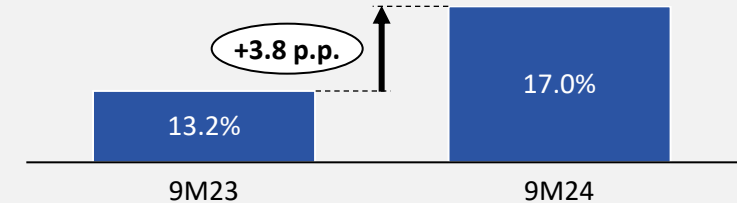
(Growth Rate: 9M24 vs 9M23)



Gross Margin Gain²



Net Margin Gain³

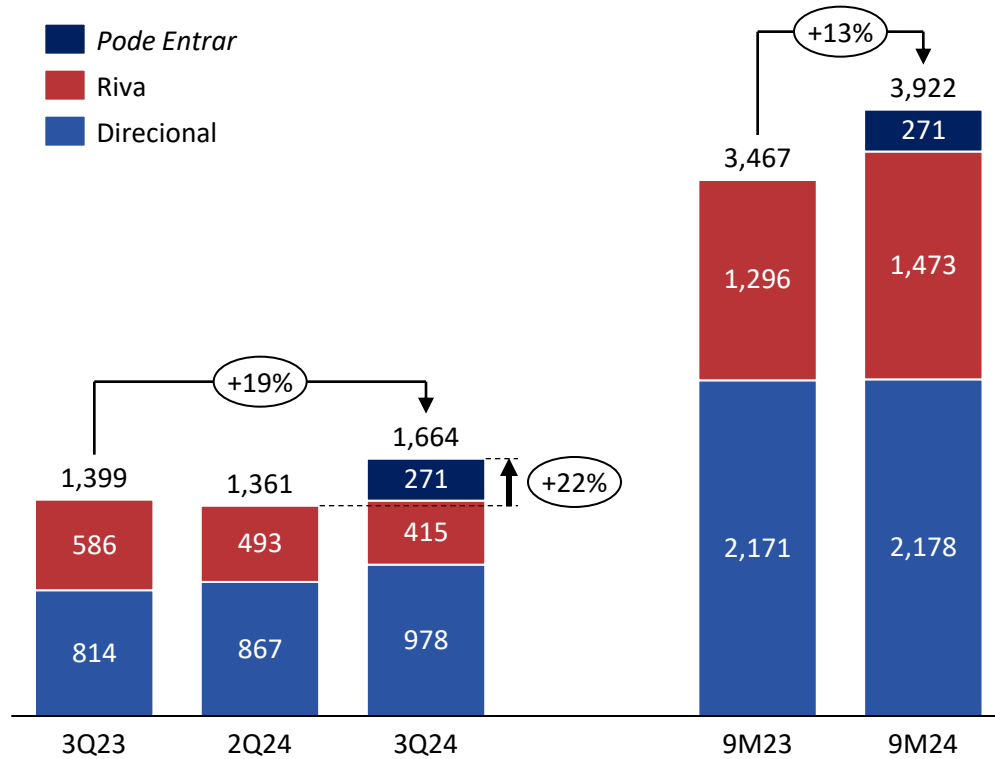


1 - Total Net Revenue: adjustment including Net Revenue from non-consolidated SPVs.
 2 - Gross Margin: adjustment excluding capitalized interest and the effect of *Pode Entrar* program.
 3 - Net Income and Net Margin: adjustment excluding equity swap results.

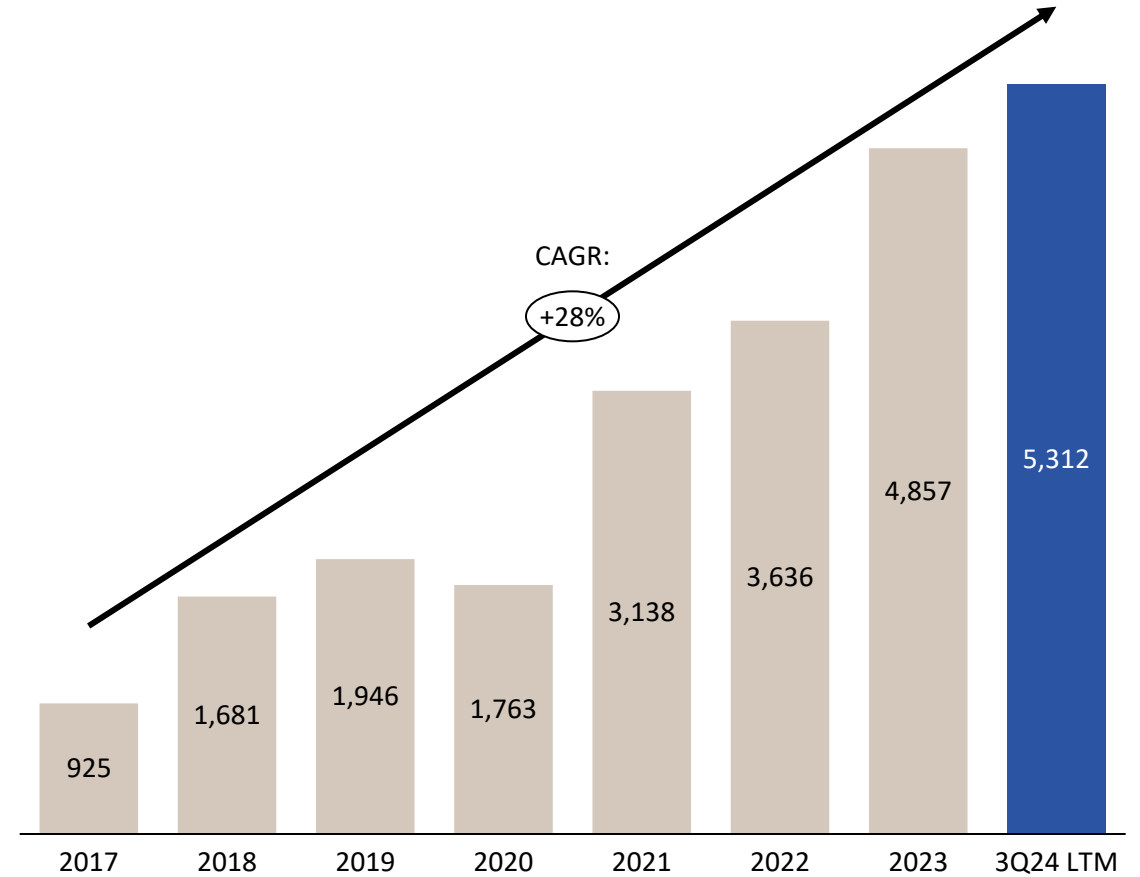


Operating Highlights

Launches
BRL million

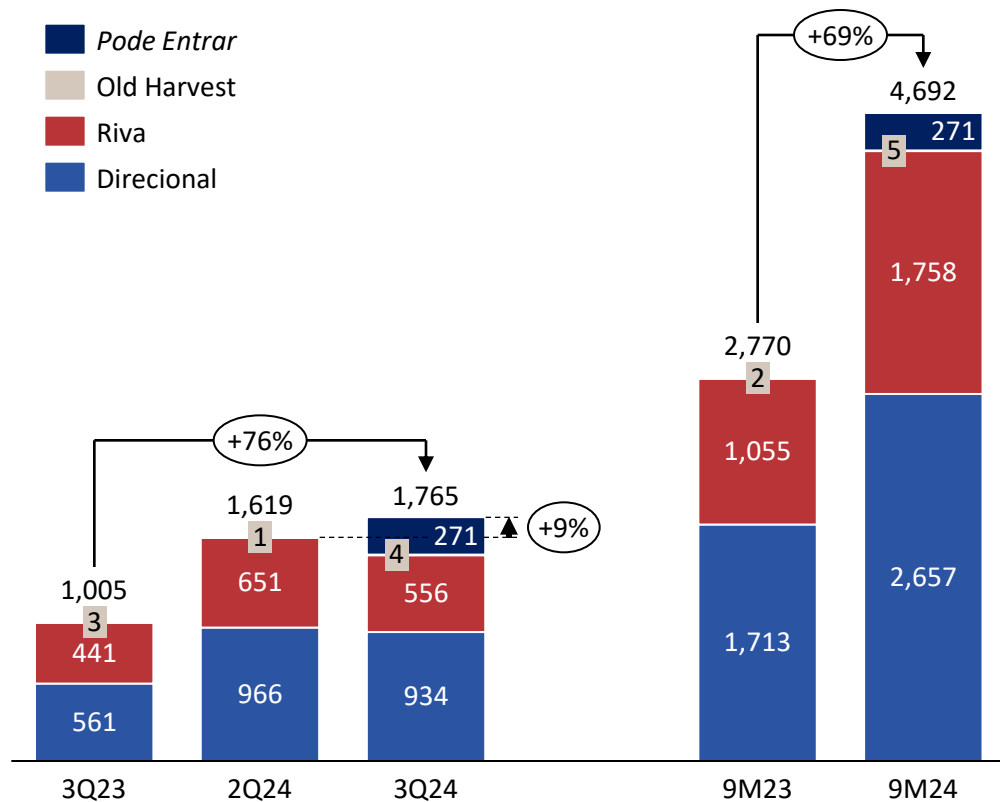


Launches Track Record
BRL million



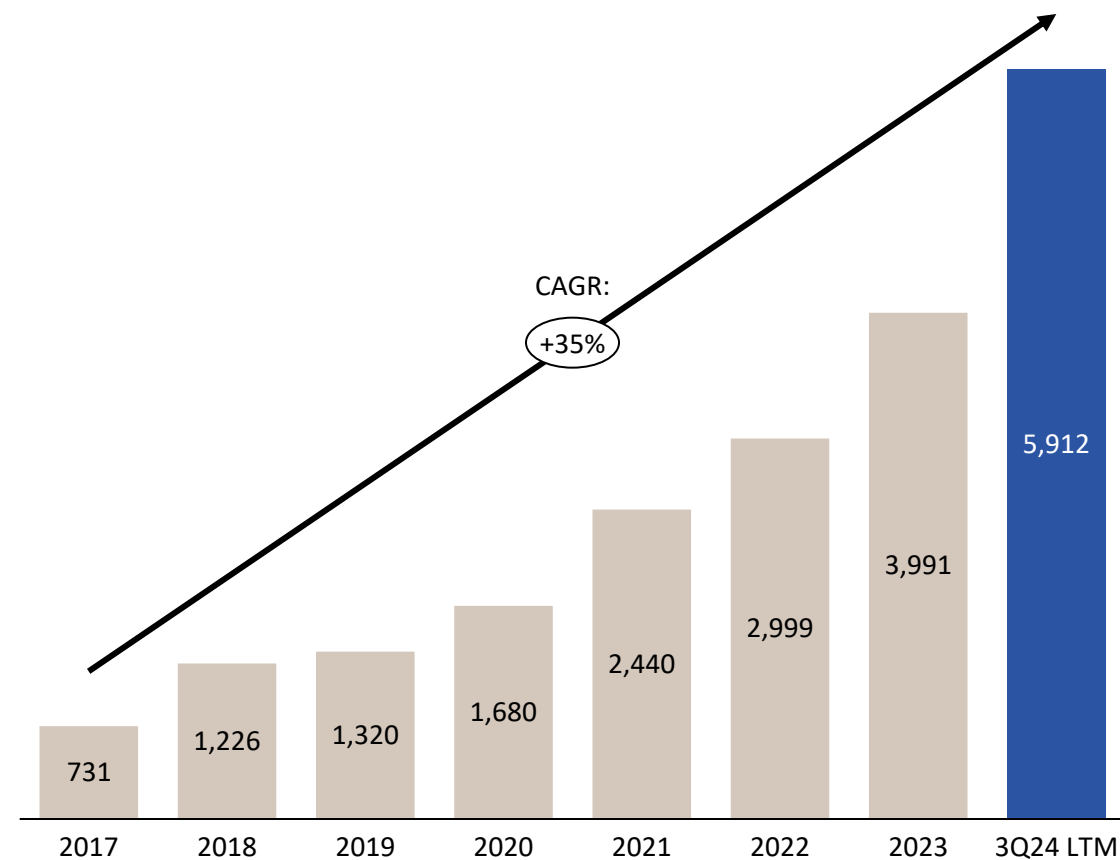
Net Sales

BRL million

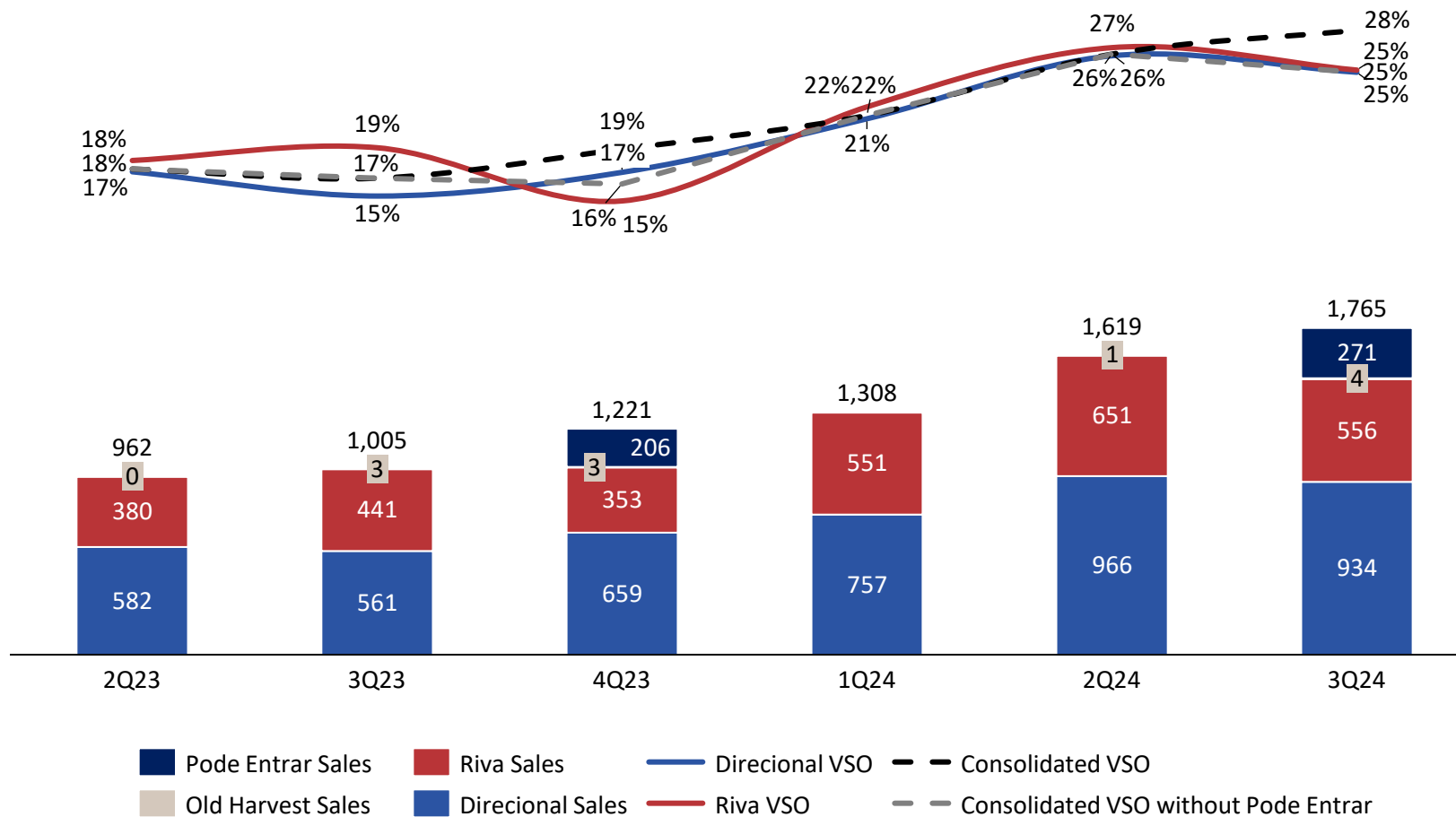


Net Sales Track Record

BRL million



Net Sales and VSO index
(BRL million and %)



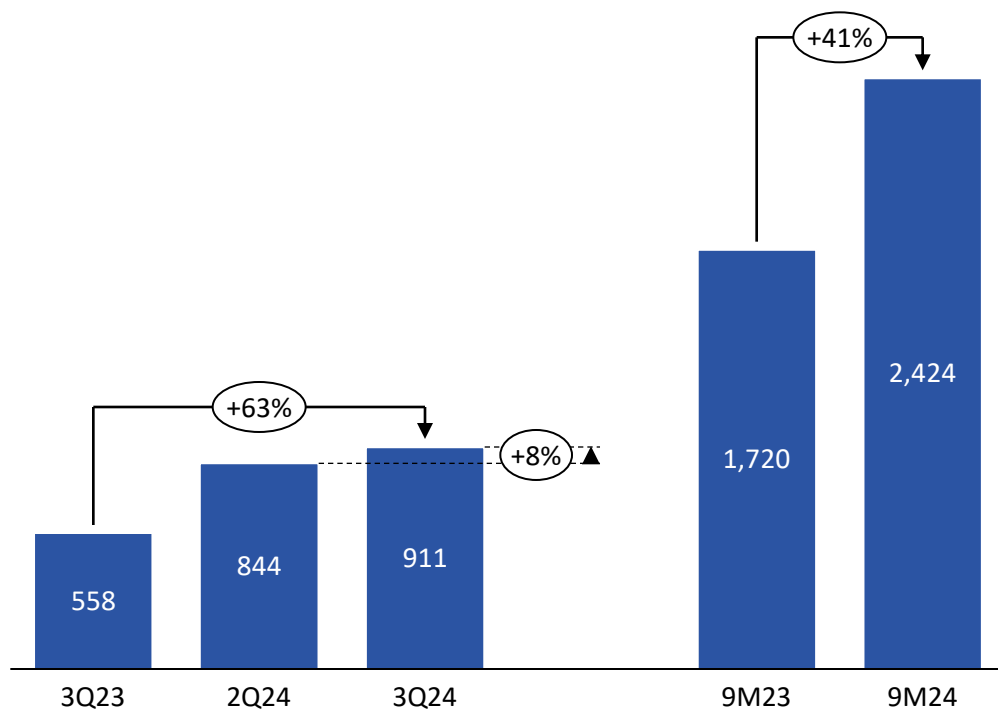


Financial Highlights

Net Revenue and Deferred Revenue growth

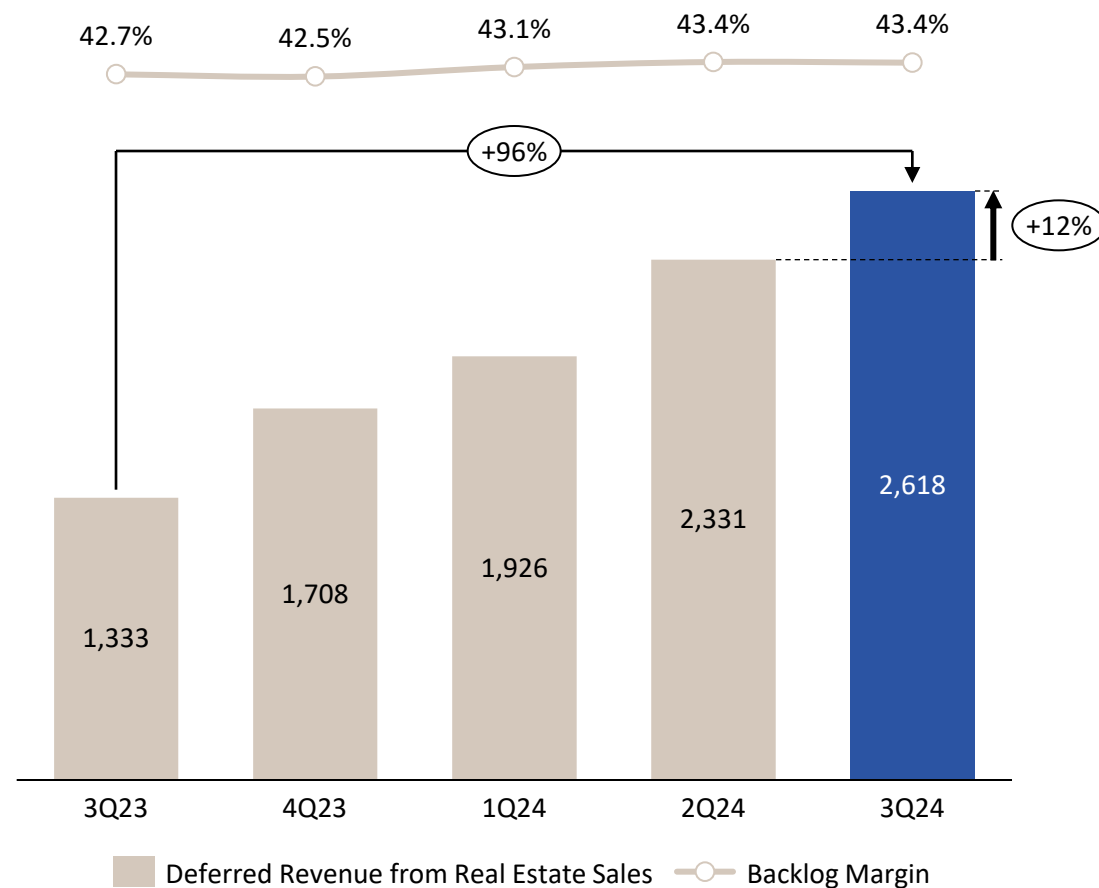
Net Revenue

BRL million



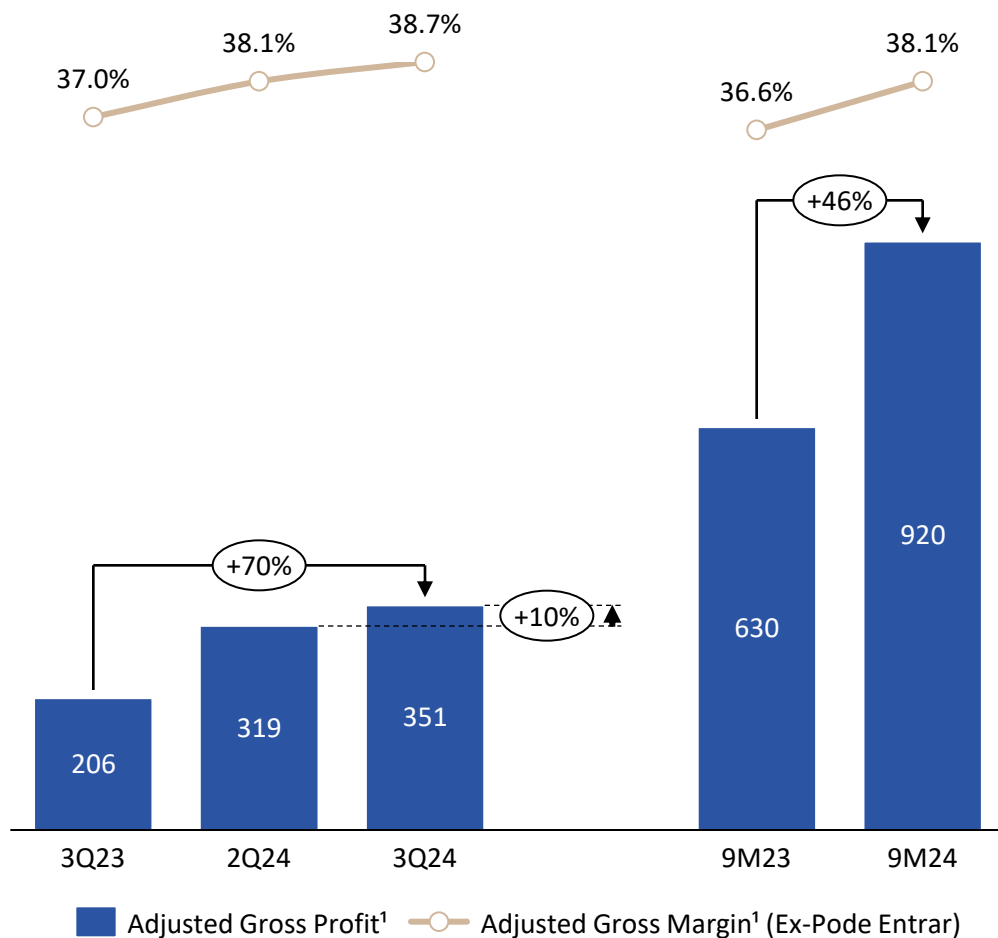
Deferred Revenue from Real Estate Sales

BRL million and %



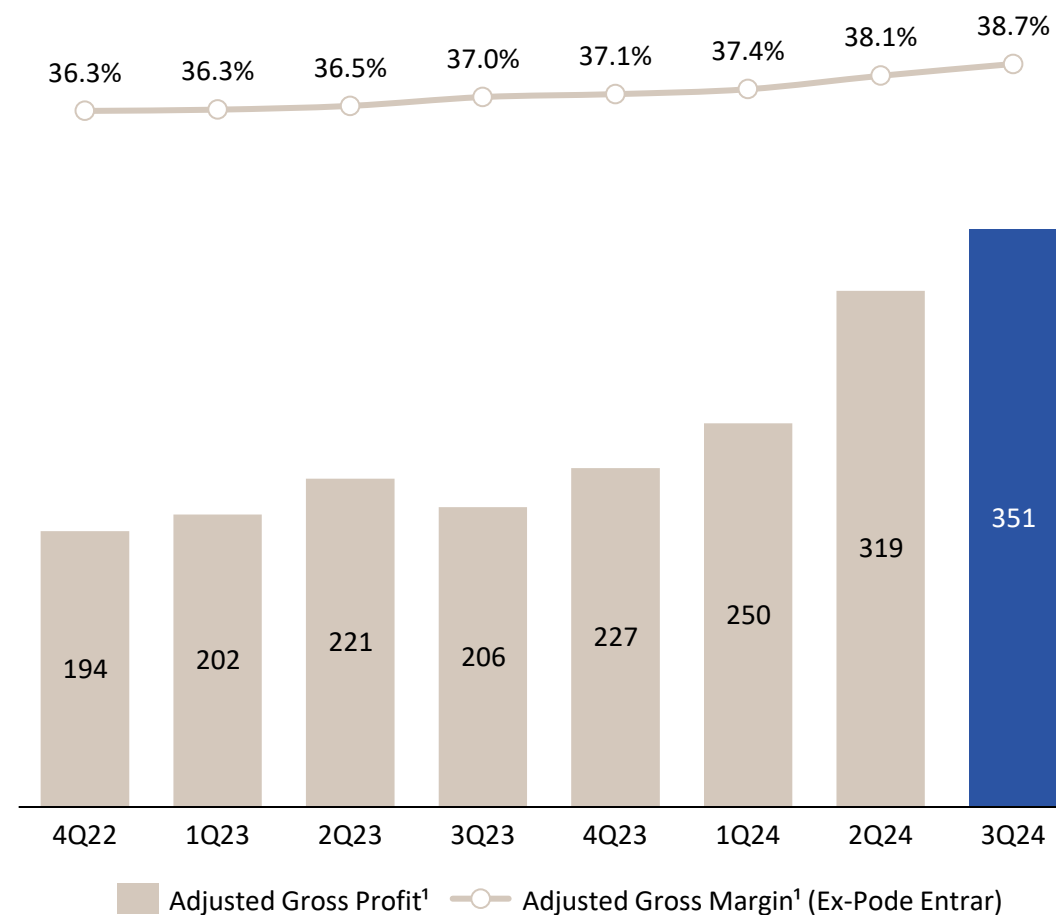
Adjusted Gross Profit¹

BRL million and %



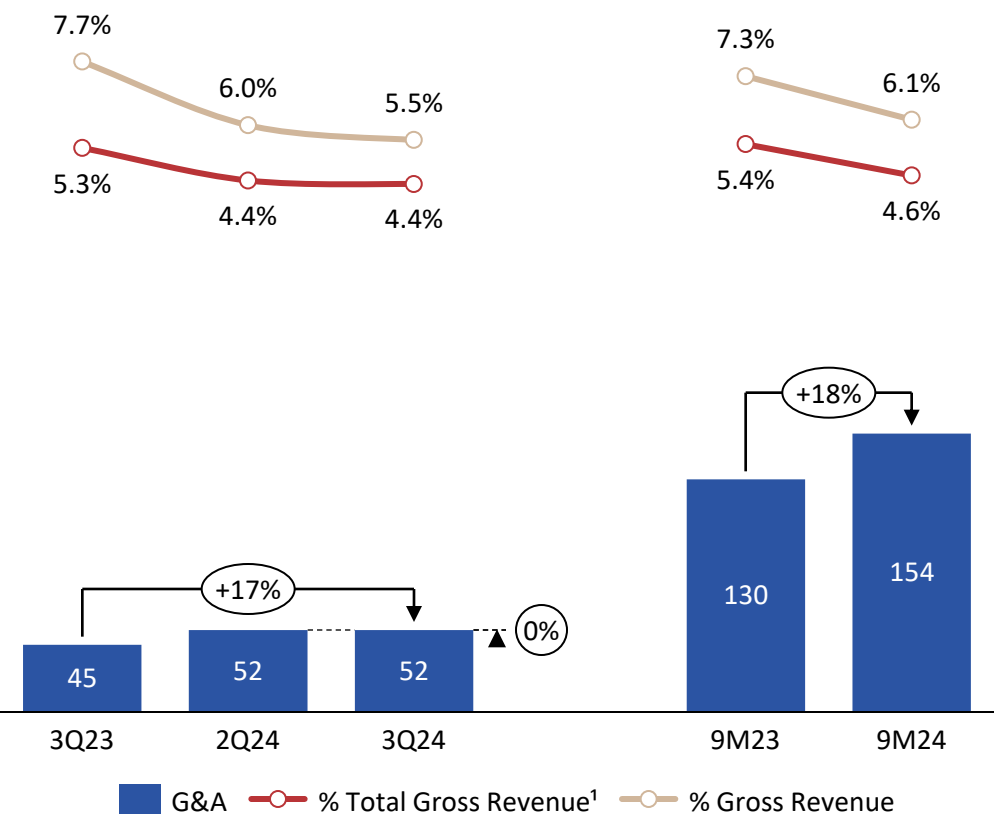
Adjusted Gross Margin¹ Track Record

BRL million and %



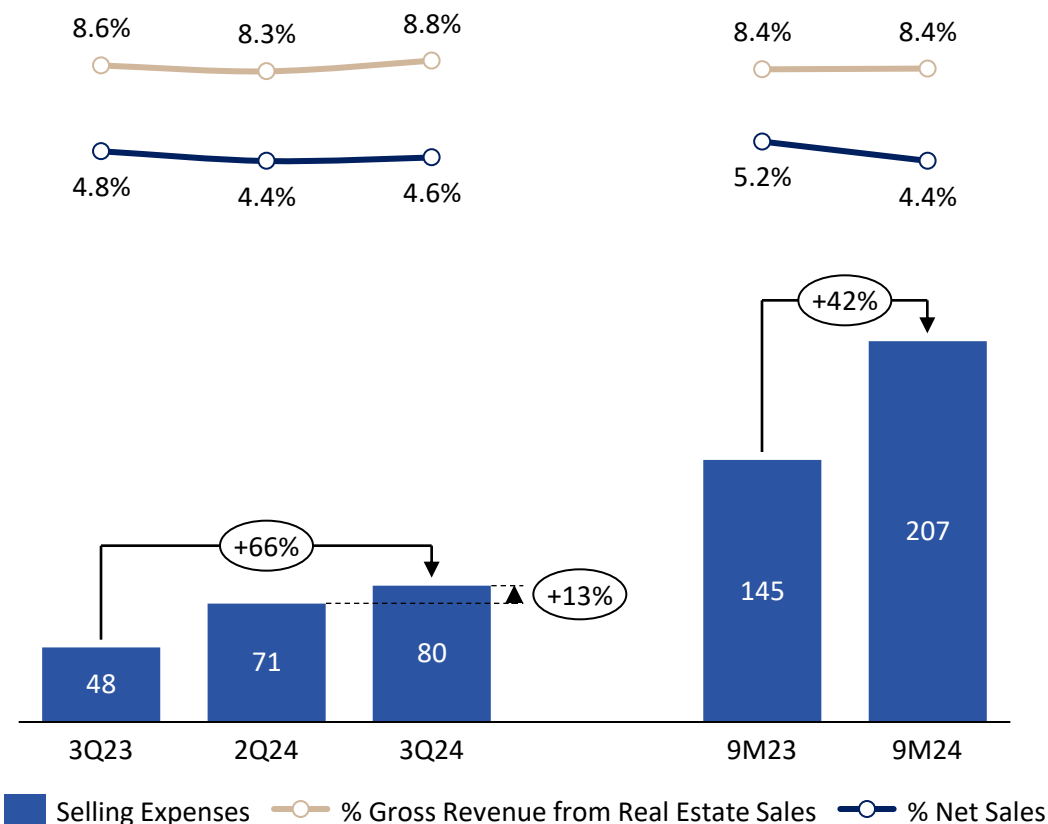
G&A Expenses

BRL million and %



Selling Expenses

BRL million and %

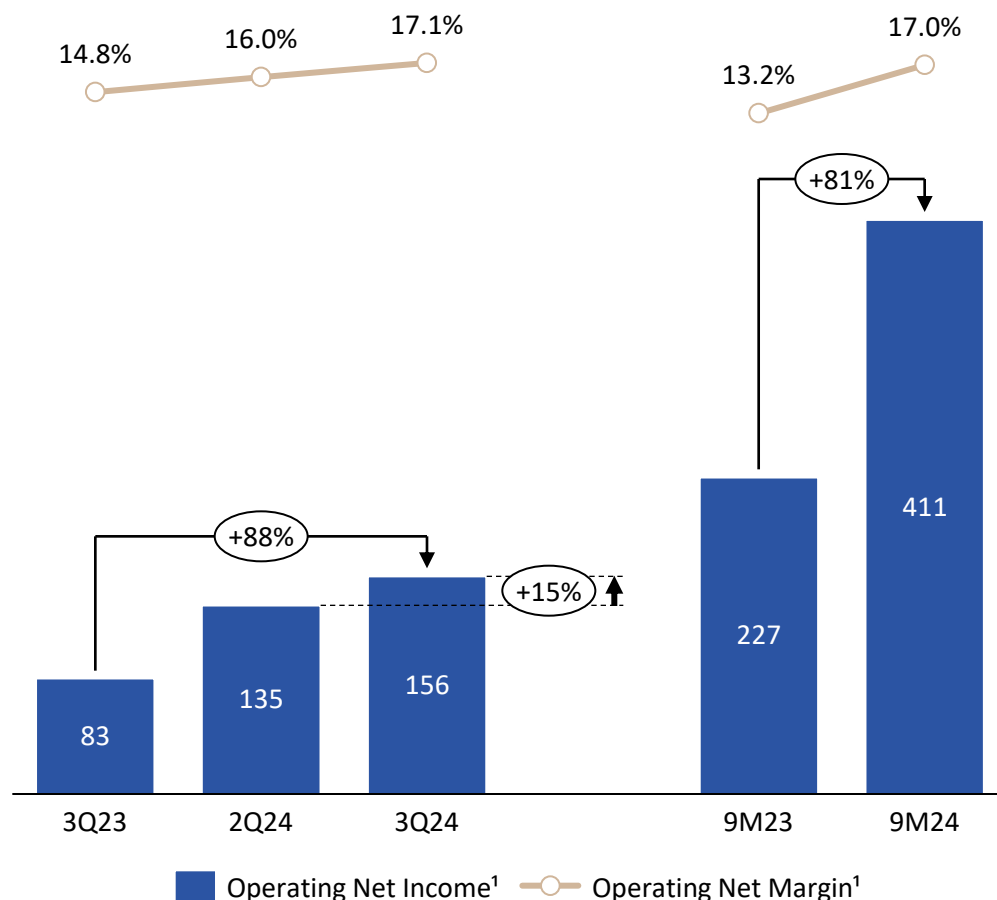


1 - Total Gross Revenue: adjustment including Gross Revenue from non-consolidated SPVs.

Remarkable Net Income and ROE growth

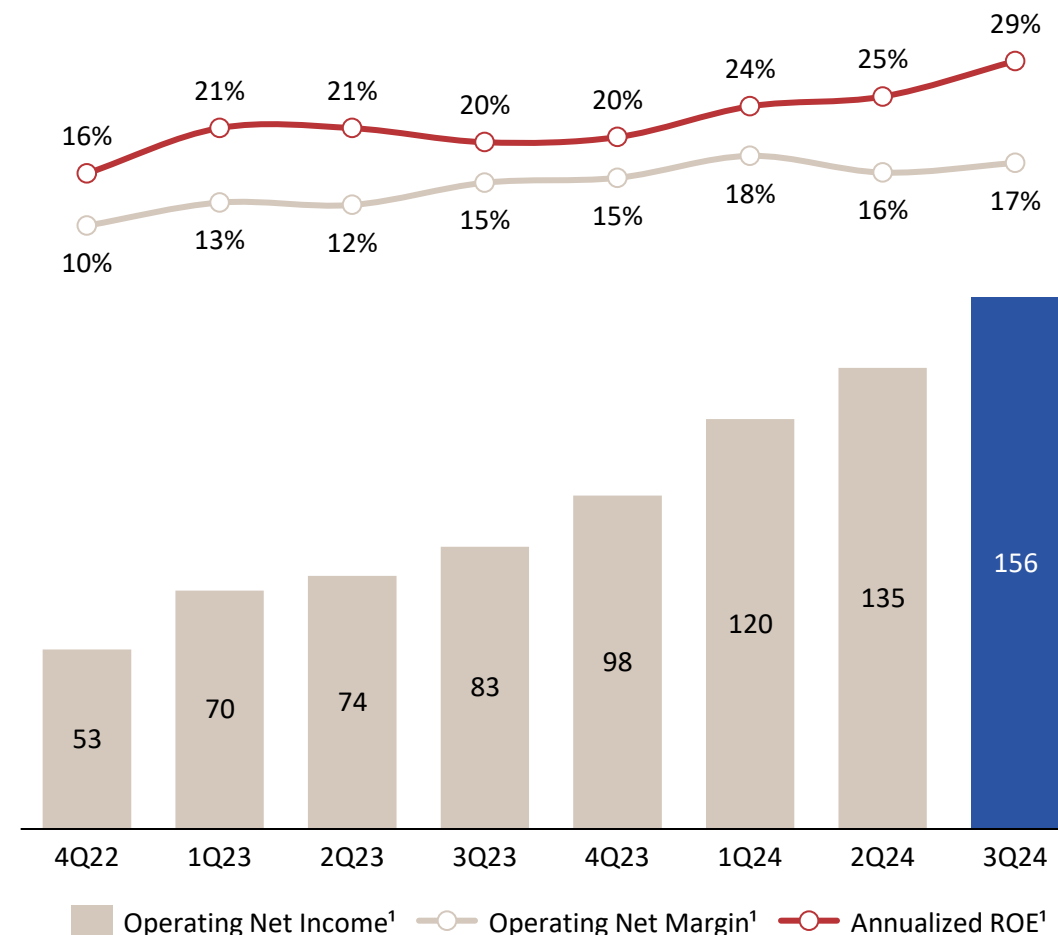
Operating Net Income¹

BRL million and %



Operating Net Income¹ Track Record

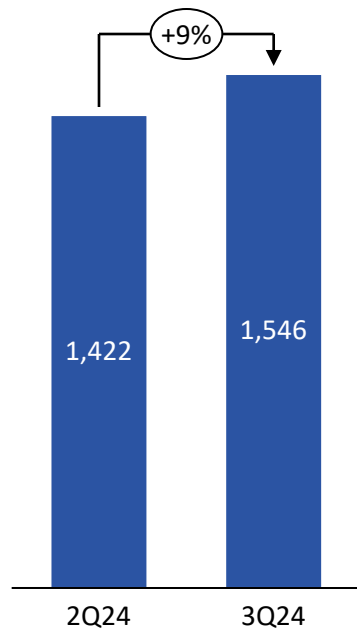
BRL million and %



1 - Operating Net Income: adjustment excluding equity swap results and the non-recurring results under "Other Operating Income and Expenses".

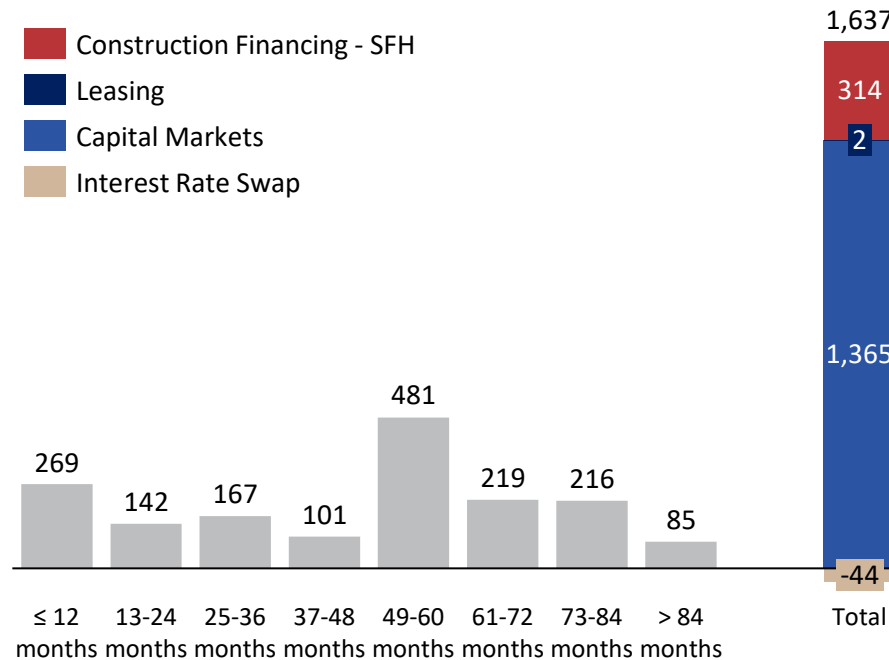
Cash Position

BRL million



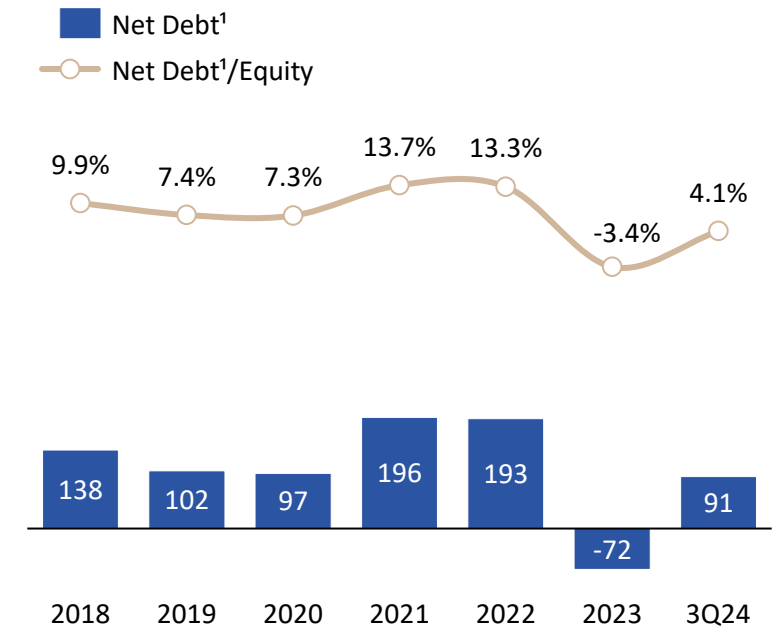
Debt Amortization Schedule

BRL million



Net Debt¹ and Leverage Ratio

BRL million and %



- Direcional Group ended 3Q24 with a BRL 91 million Net Debt.
- Weighted average maturity of 53 months at the end of the quarter.
- Leverage ratio: 4.1% Net Debt-to-Equity at the end of 3Q24.

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Ratings

This presentation contains certain forward-looking statements concerning the business prospects, projections of operating and financial results and growth potential of the Company, which are based on management's current expectations and estimates of the future performance of the Company. Although the Company believes such forward-looking statements are based on reasonable assumptions, it can give no assurance that its expectations will be achieved. Expectations and estimates that are based on the future prospects of the Company are highly dependent upon market behavior, Brazil's political and economic situation, existing and future regulations of the industry and international markets and, therefore, are subject to changes outside the Company's and management's control. The Company undertakes no obligation to update any information contained herein or to revise any forward-looking statement as a result of new information, future events or other information.

IR Team

ri.direcional.com.br/en
ri@direcional.com.br

(+55 31) 3431-5509 | (+55 31) 3431-5512

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