

INVESTOR RELATIONS



# RESULTS

4<sup>ND</sup> QUARTER

2025

Listed on B3 Novo Mercado | **PLPL3**

# Disclaimer!

This presentation has forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions and on currently available information. Forward-looking statements refer to the intentions, beliefs or current expectations of the Company, Board members or Executive Officers. They also include information on future results of possible transactions. They are no guarantees of performance, as they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances that may or may not occur. Our future results and value for shareholders may significantly differ from those expressed or suggested in these statements. Many factors that may determine these results and figures are beyond the Company's control or its ability to make predictions.

# PARTICIPANTES



**RODRIGO VON**  
CEO



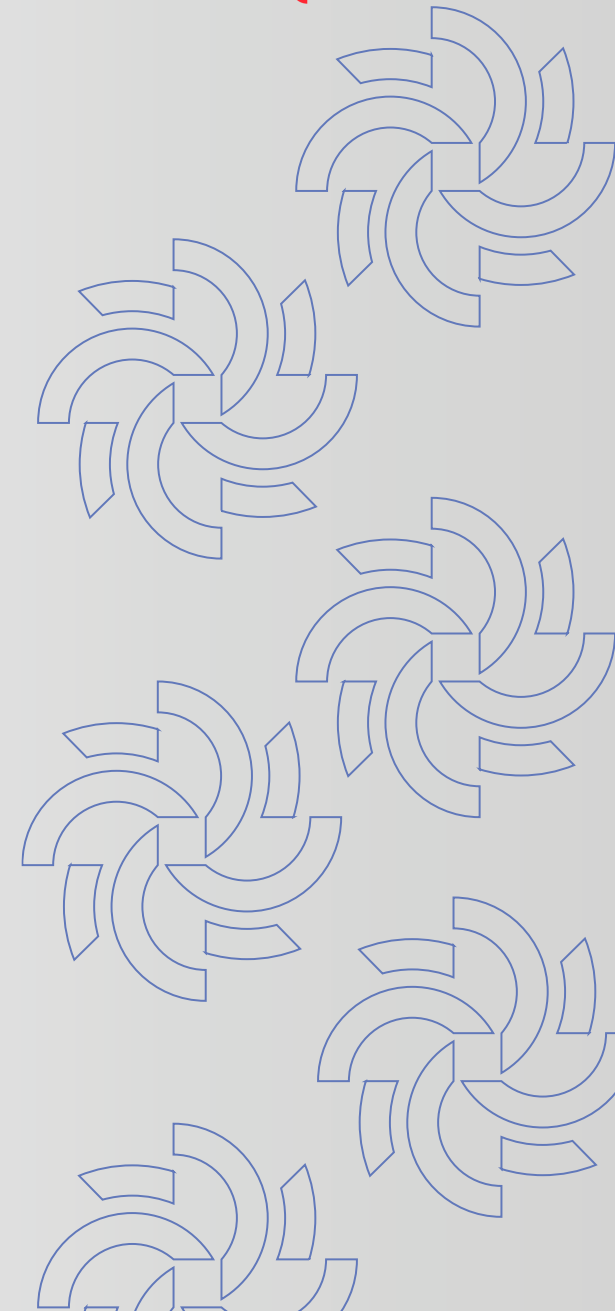
**RODRIGO LUNA**  
VICE-PRESIDENT



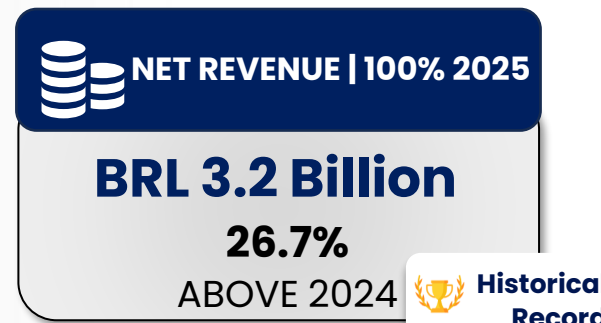
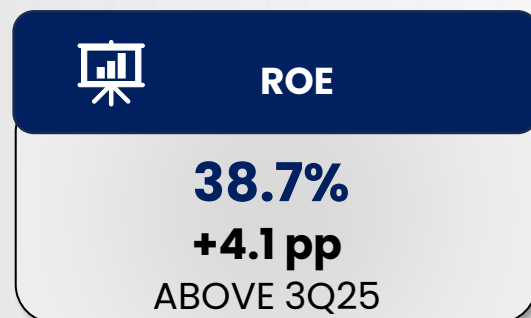
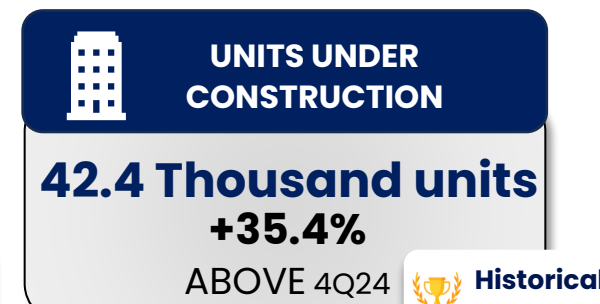
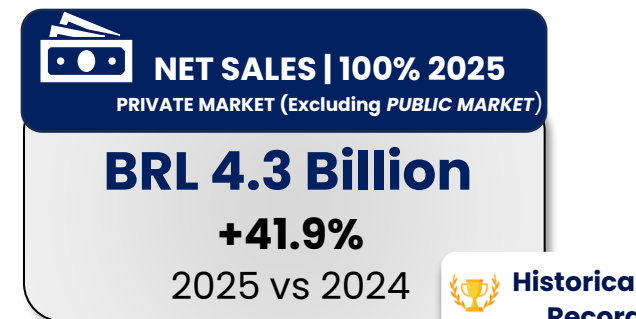
**JOÃO HOPP**  
EXECUTIVE VICE-PRESIDENT DIRECTOR  
CFO E IRO



**ANSELMO SOARES**  
FINANCIAL DIRECTOR



# HIGHLIGHTS 4Q25 and 2025



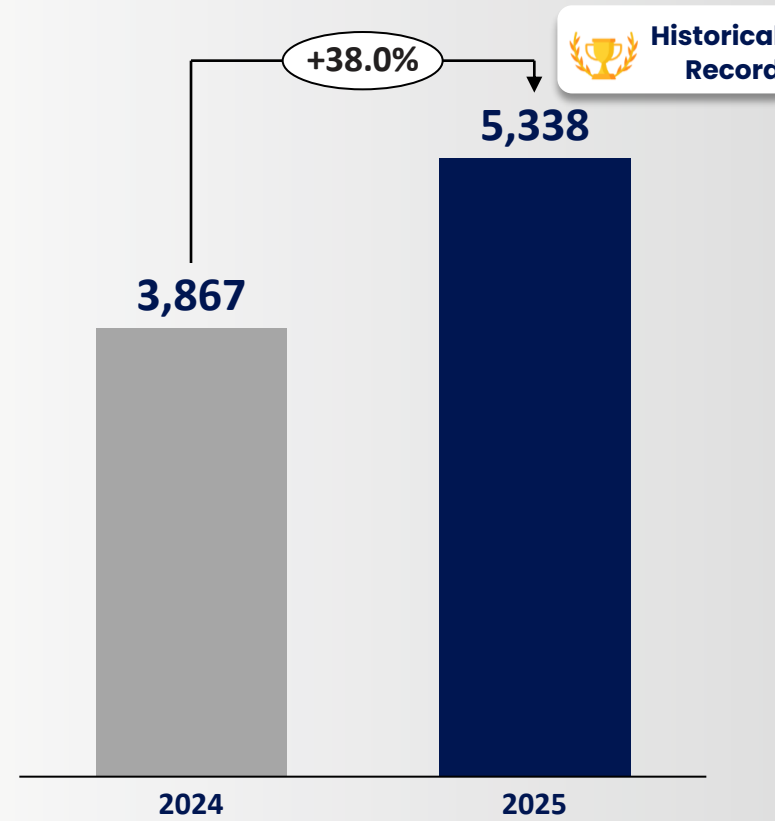
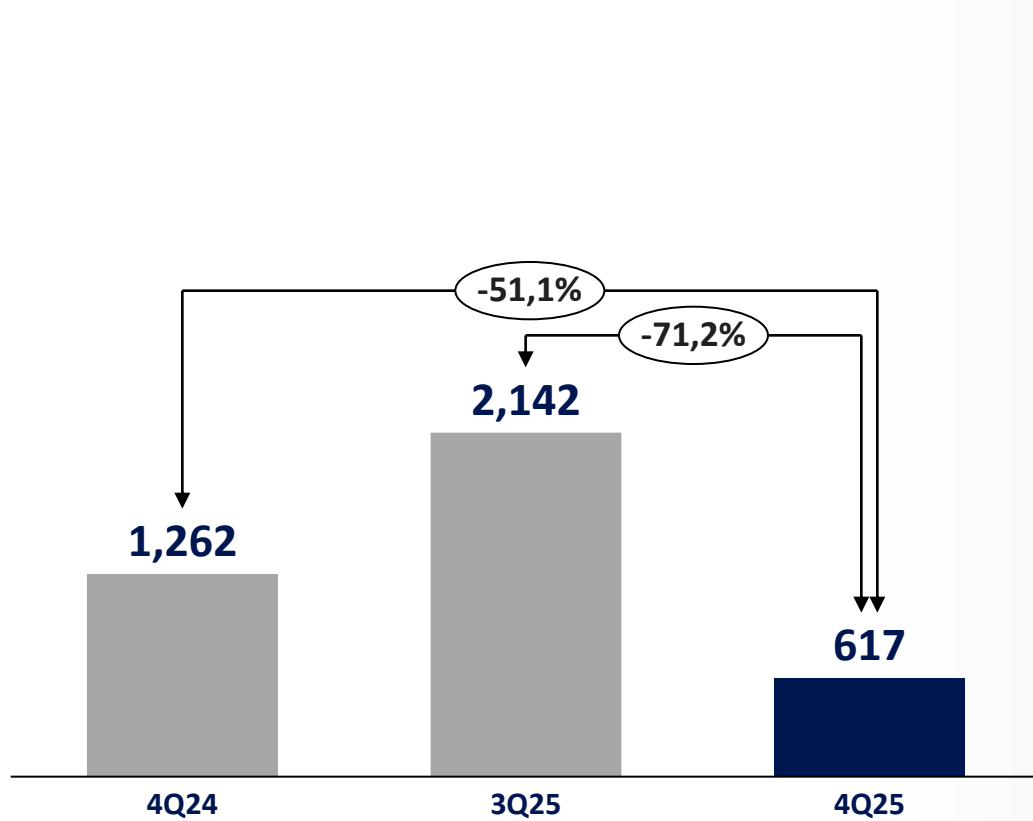


# OPERATIONAL RESULTS

## 4Q25

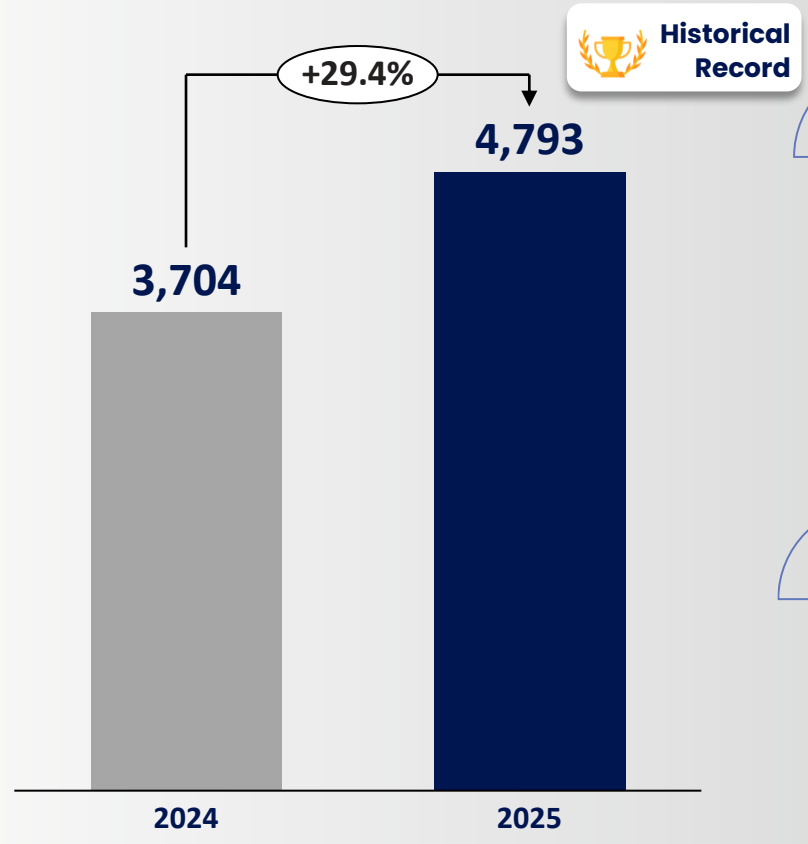
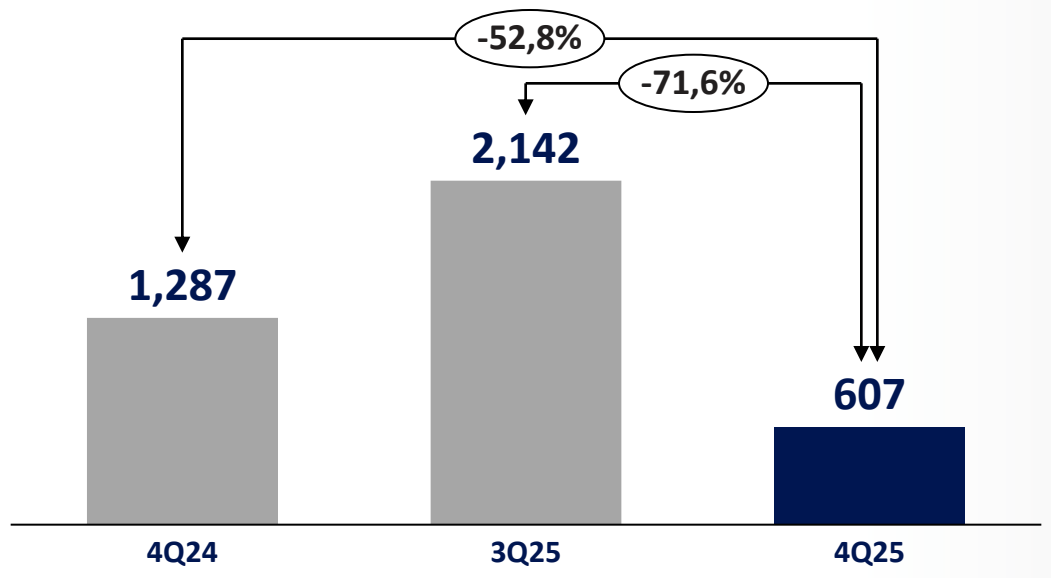
# LAUNCHES 100%

TOTAL (BRL million)



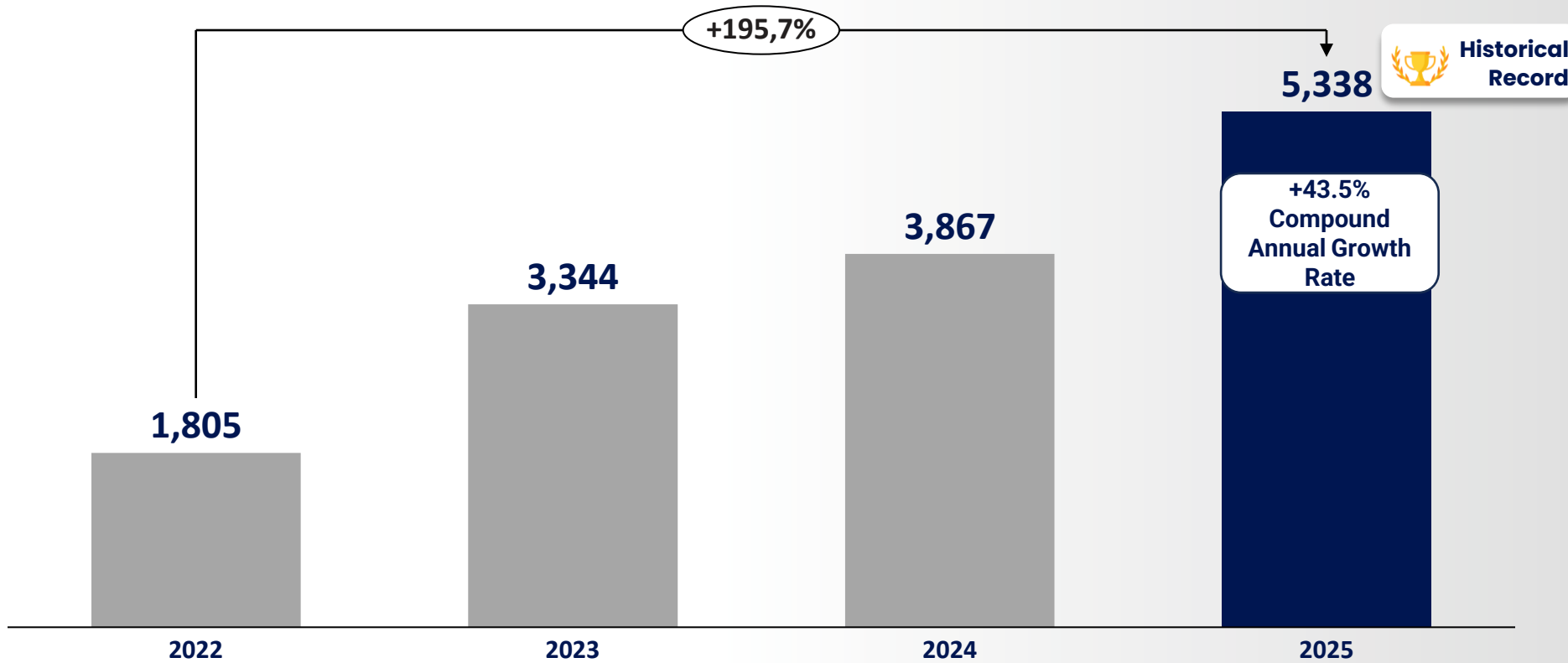
# LAUNCHES % P&P PRIVATE MARKET

TOTAL (BRL million)



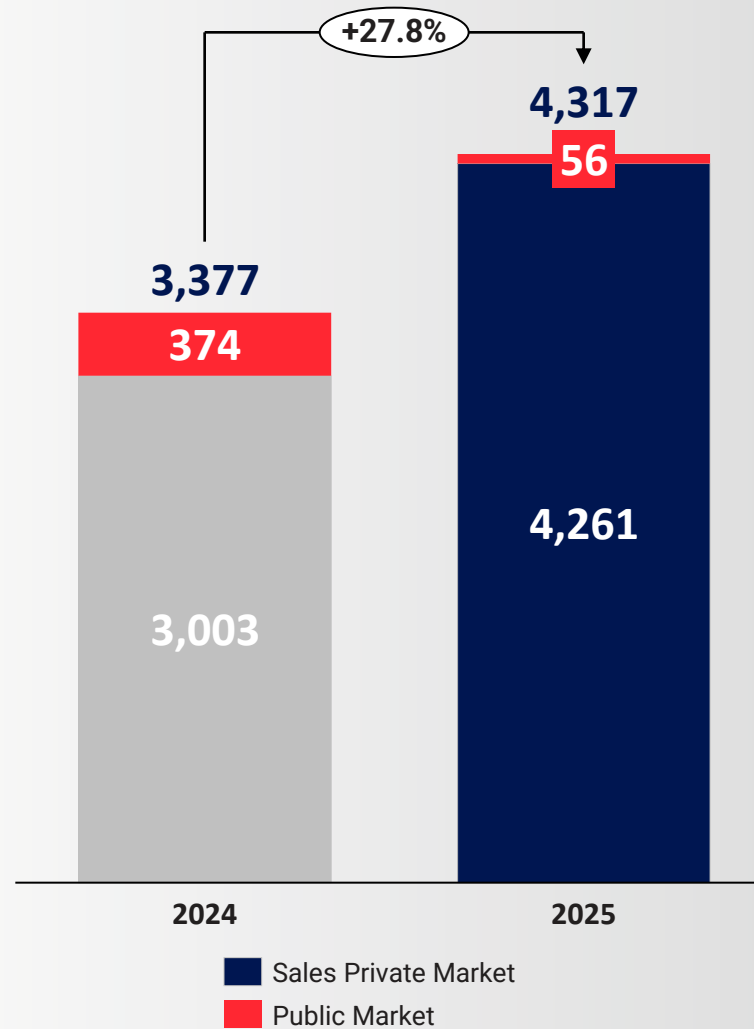
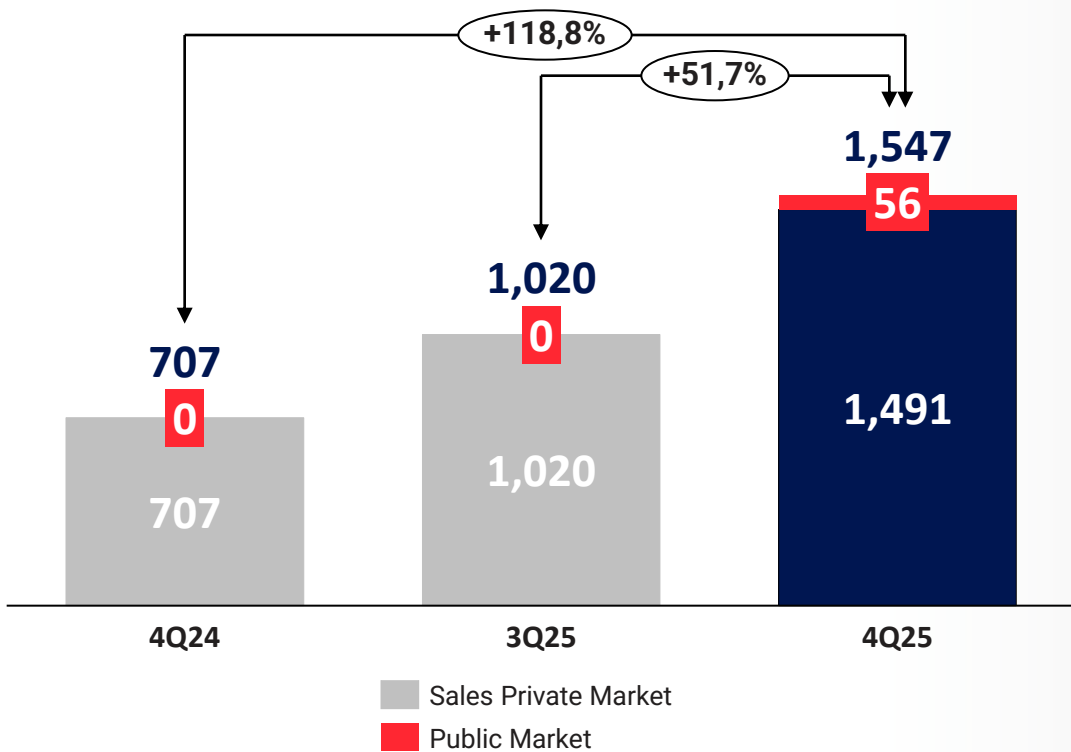
# LTM LAUNCHES TRACK.

Numbers include Public Market- TOTAL (BRL million)



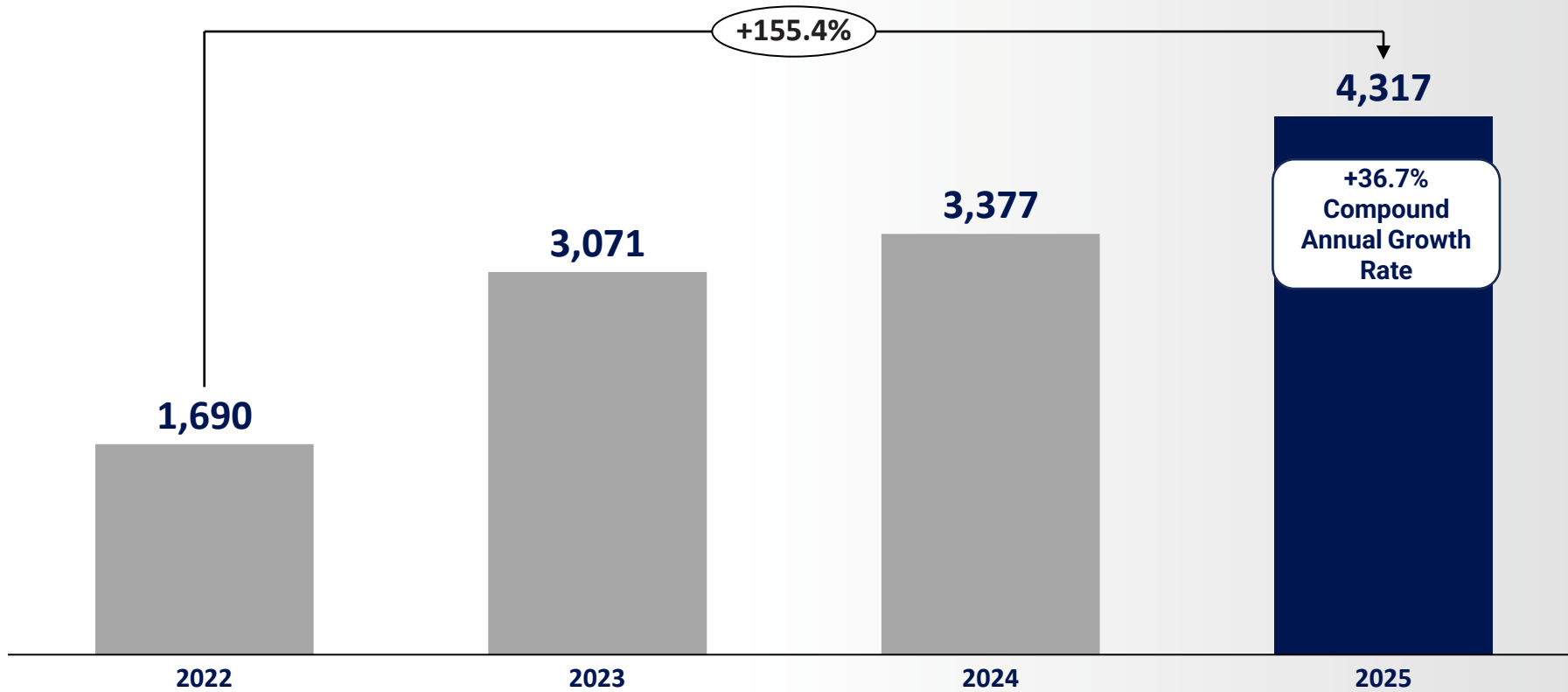
# SALES 100%

TOTAL (BRL million)



# LTM SALES TRACK RECORD.

Numbers include Public Market- TOTAL (BRL million)

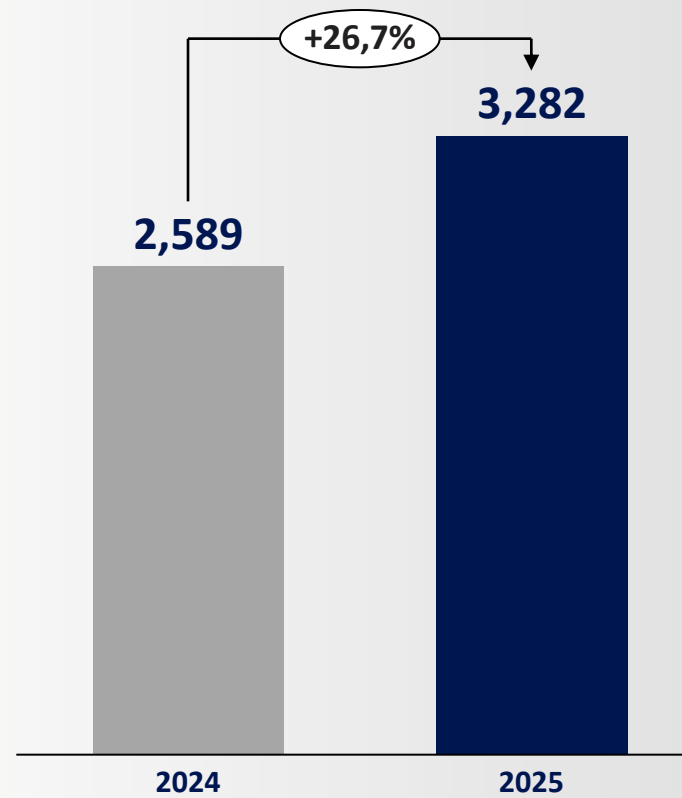
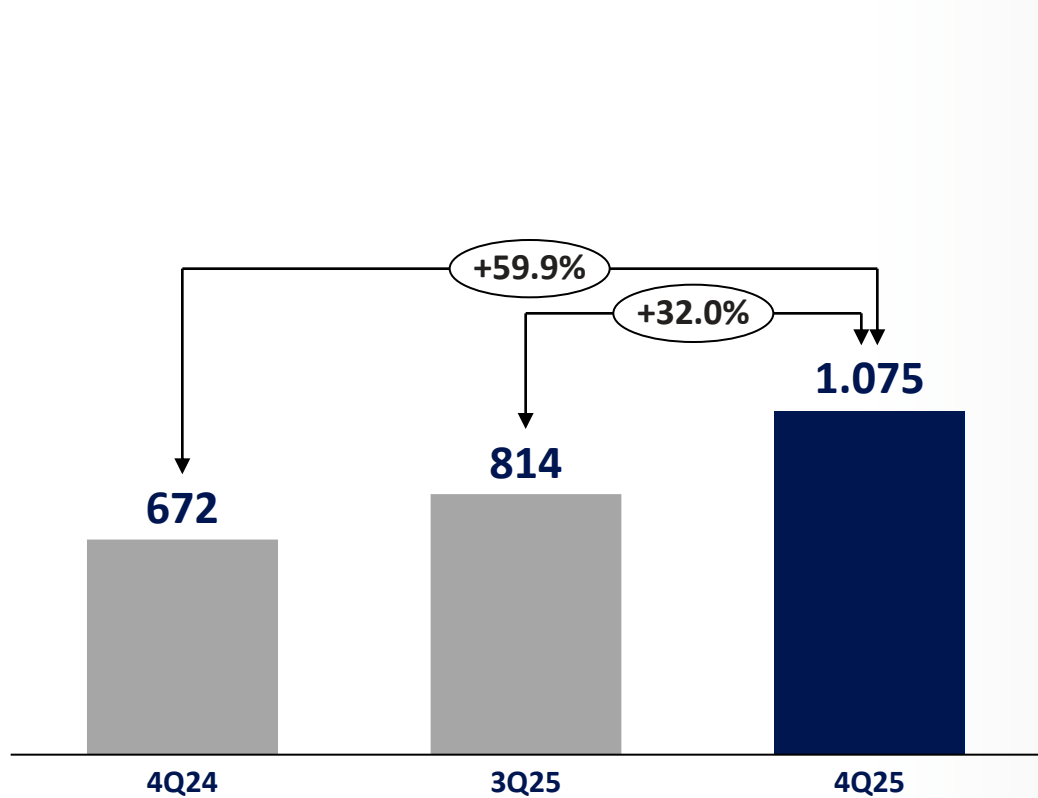




# FINANCIAL RESULTS 4Q25

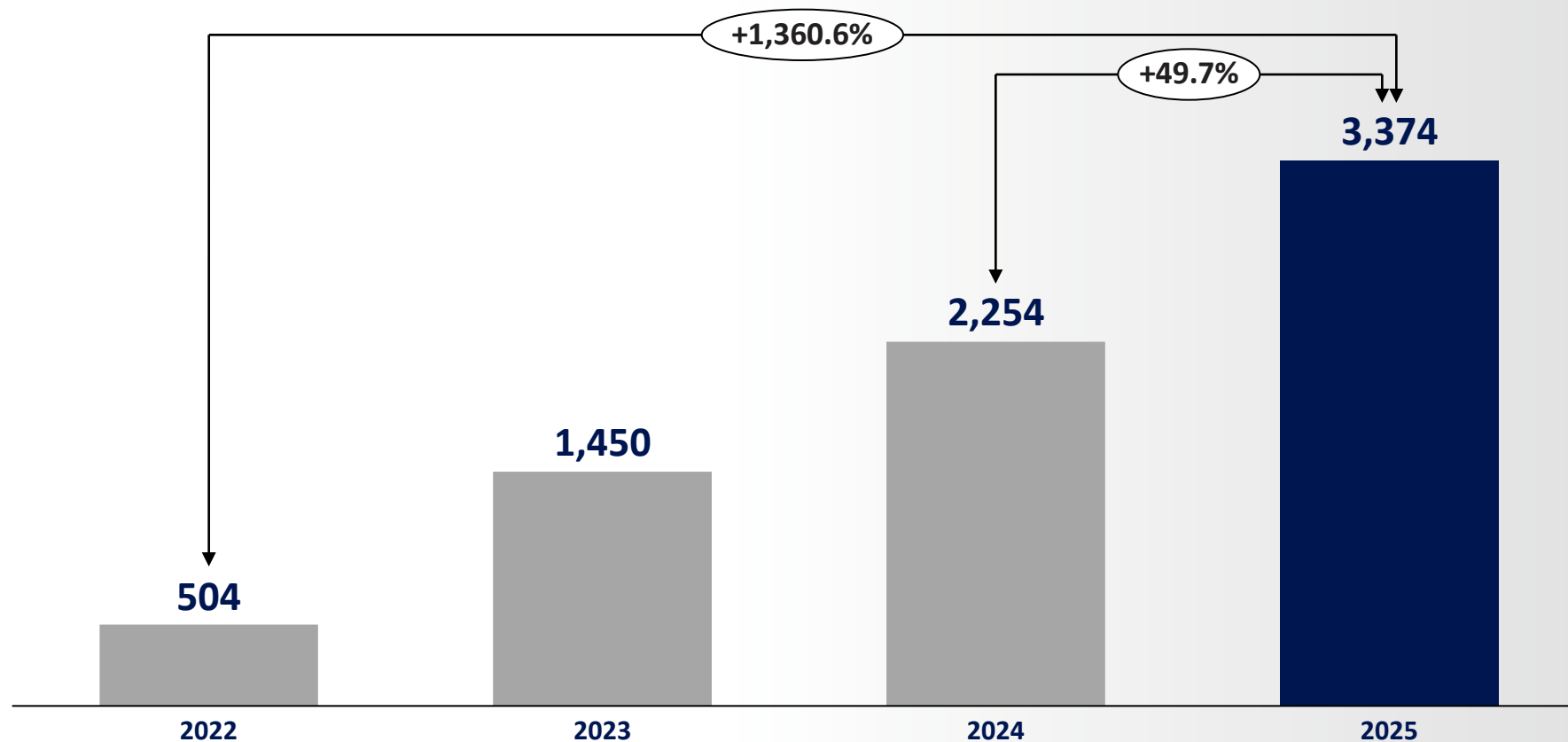
# NET REVENUE

(BRL million)



# EVOLUTION OF REVENUE TO BE APPROPRIATED.

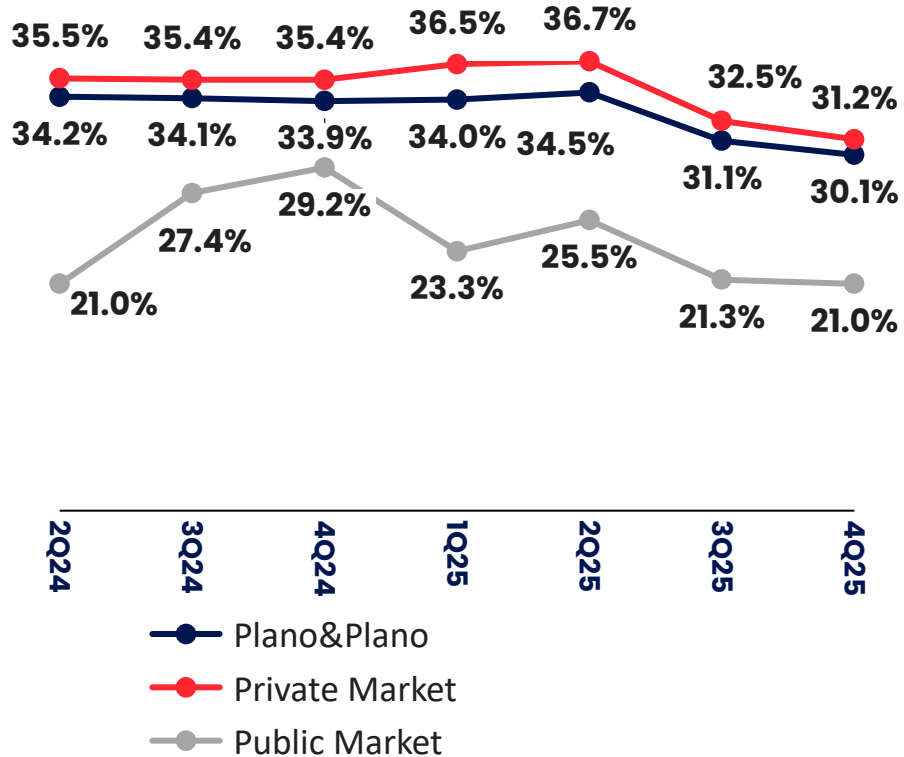
(BRL MILLION)



# GROSS PROFIT & MARGIN.

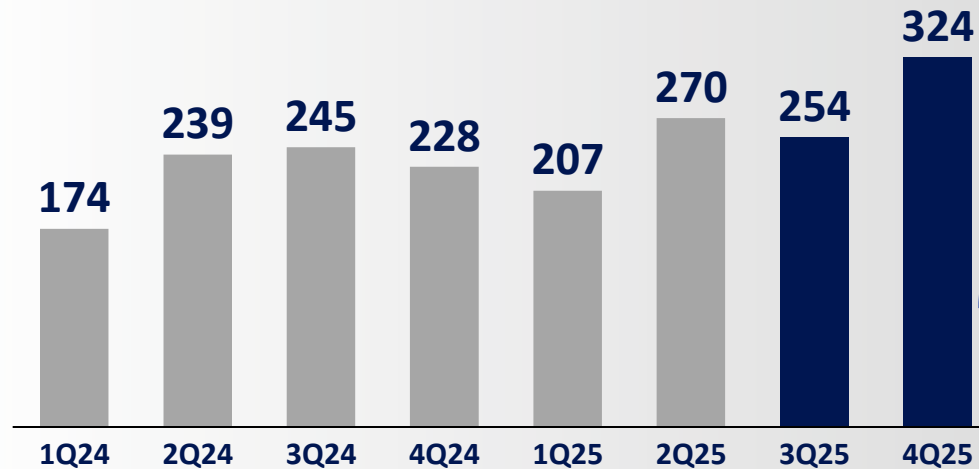
## ADJUSTED GROSS MARGIN

(%)



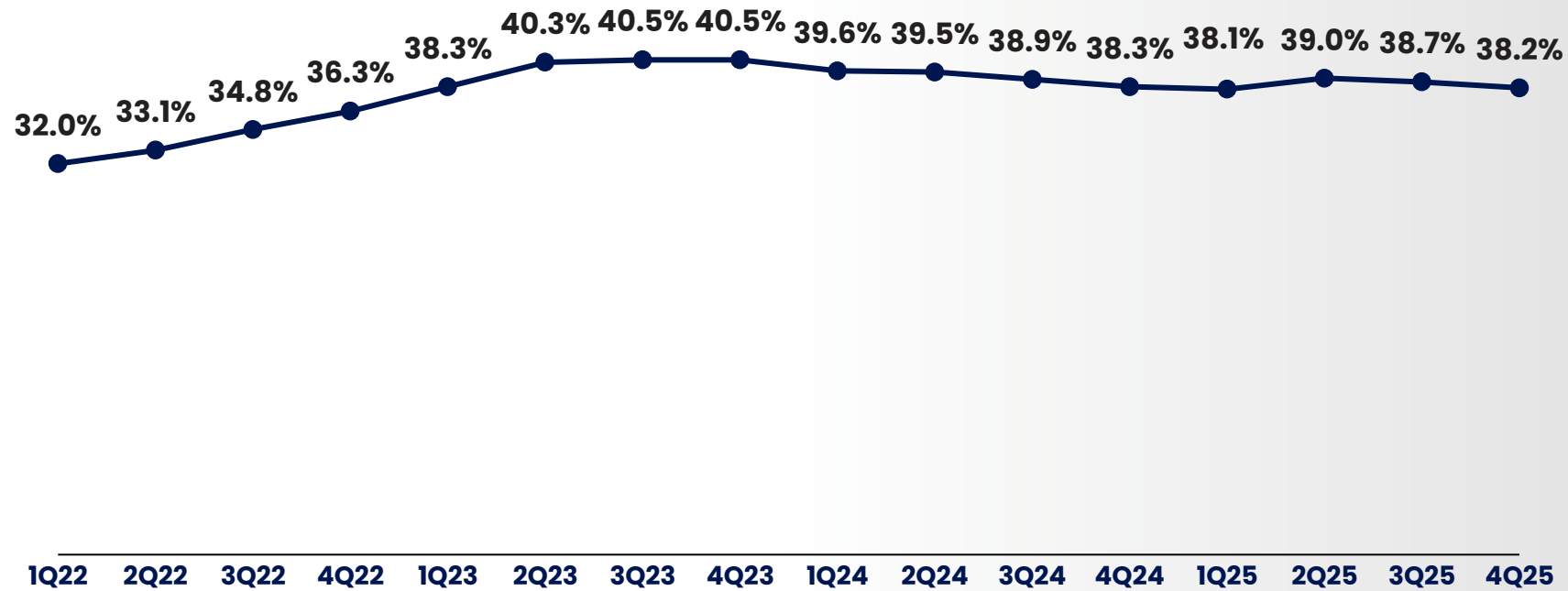
## ADJUSTED GROSS PROFIT

(BRL million)



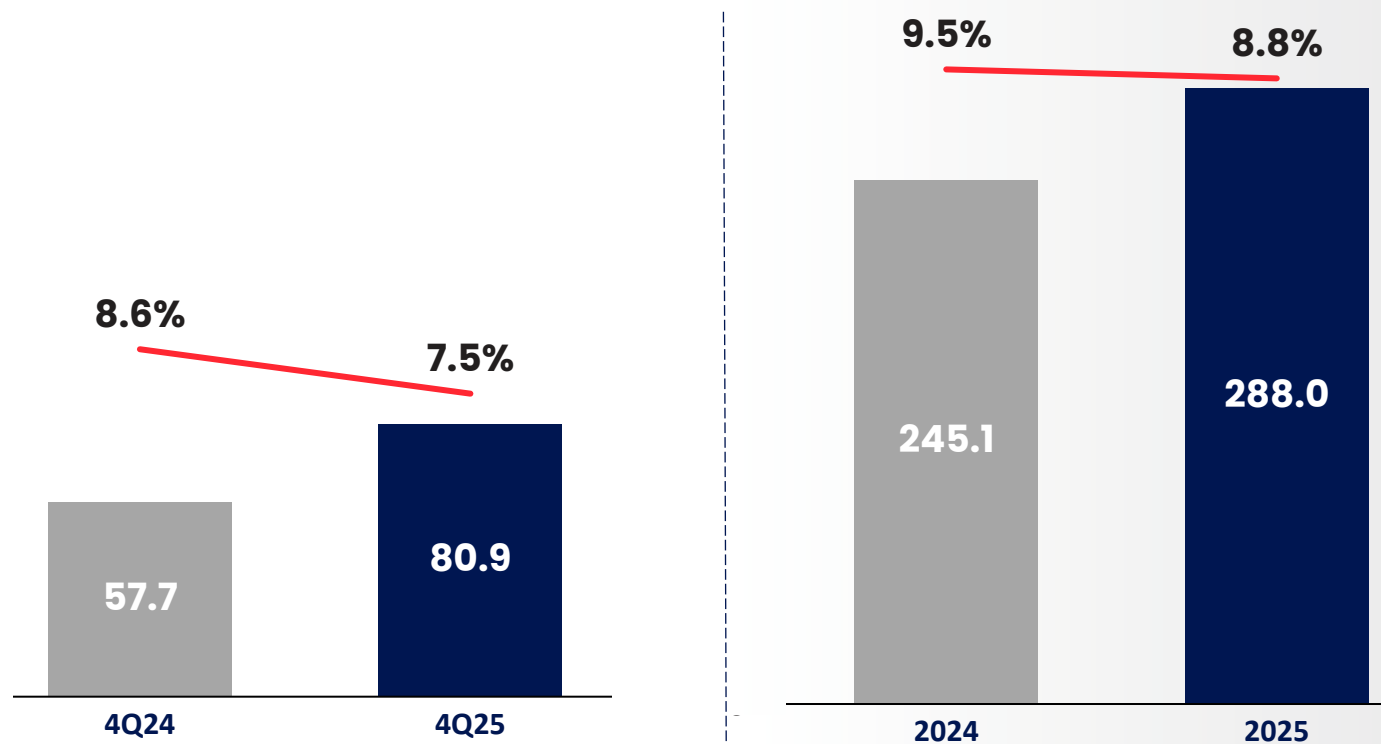
# BACKLOG MARGIN.

PRIVATE MARKET (%)



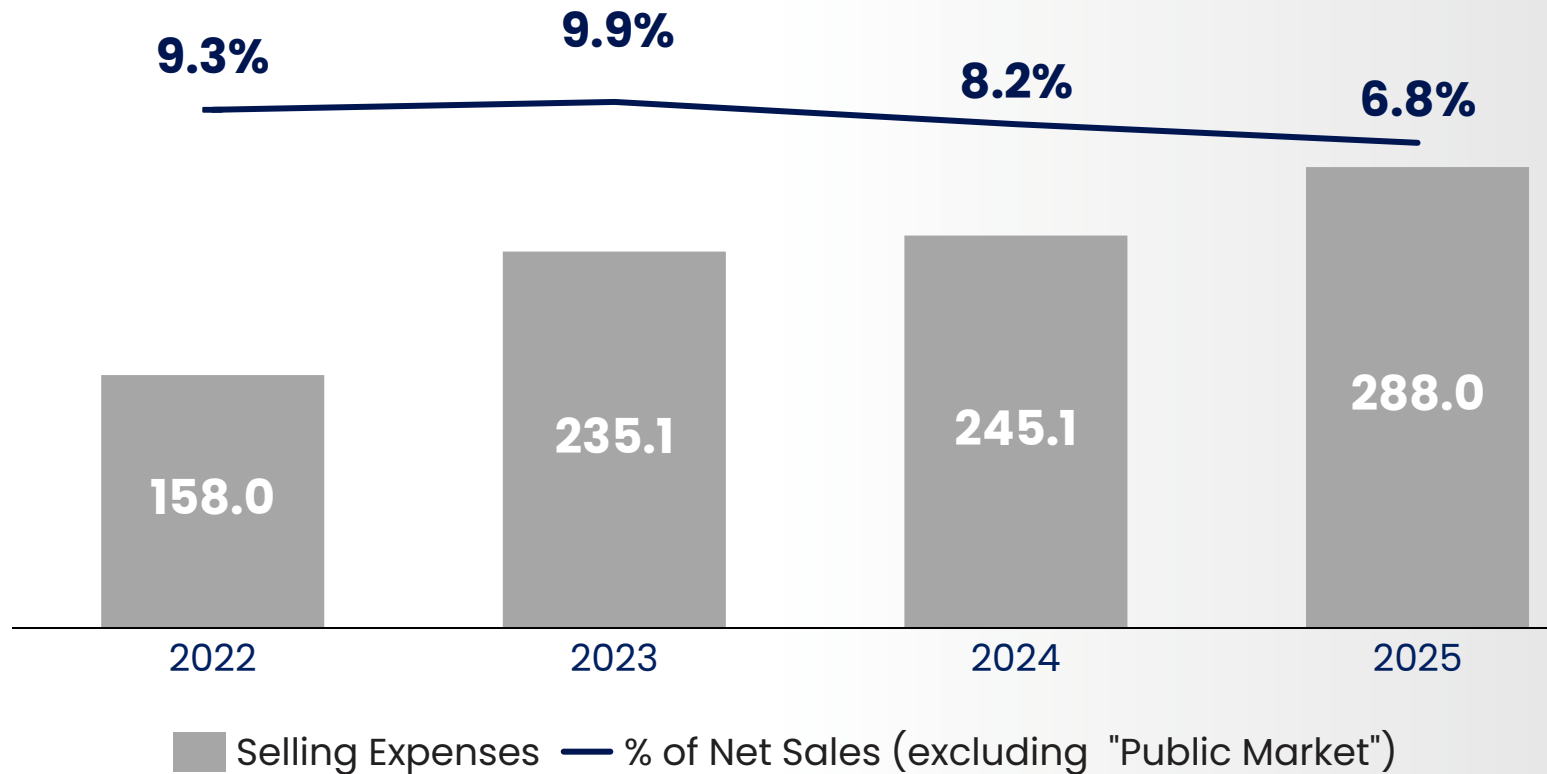
# SALES EXPENSES.

(BRL million and % of revenue)



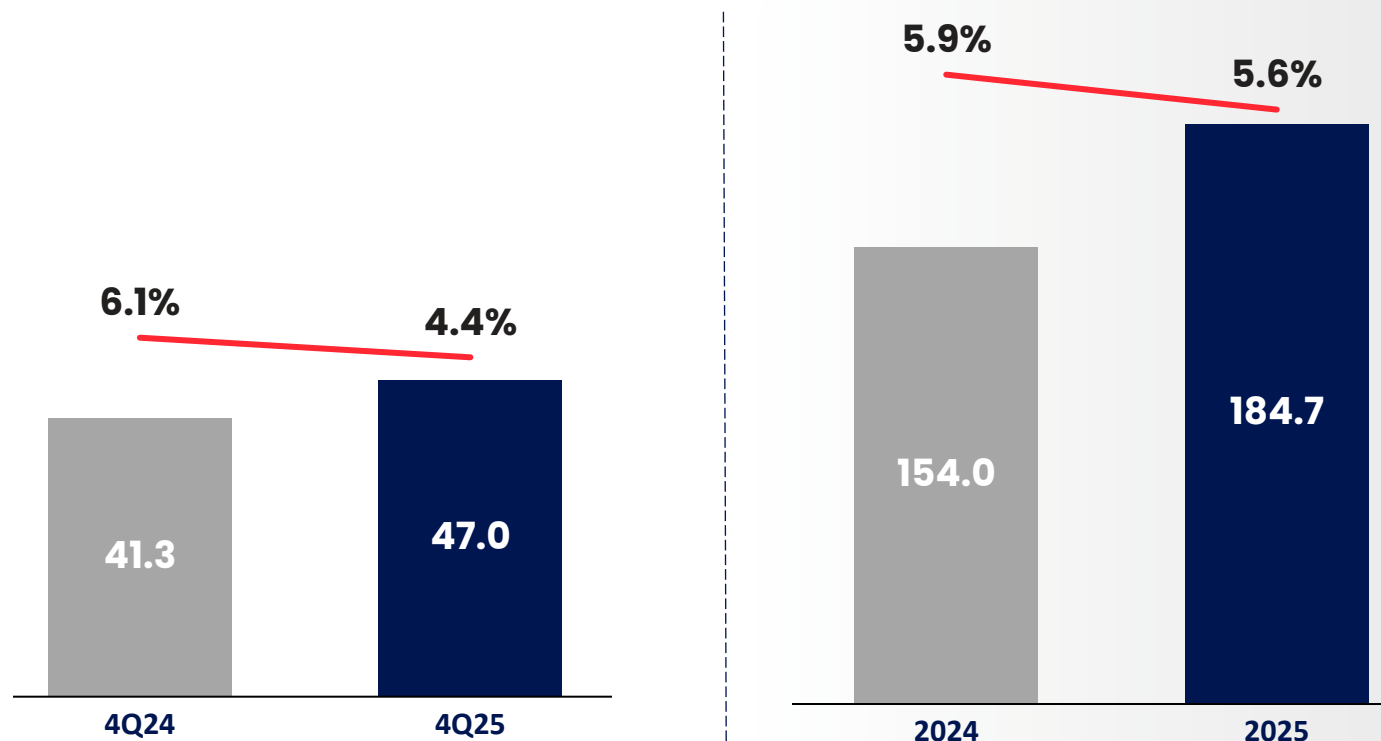
# SELLING EXPENSES/NET REVENUE (excluding Public Market)

(BRL million % of net sales)



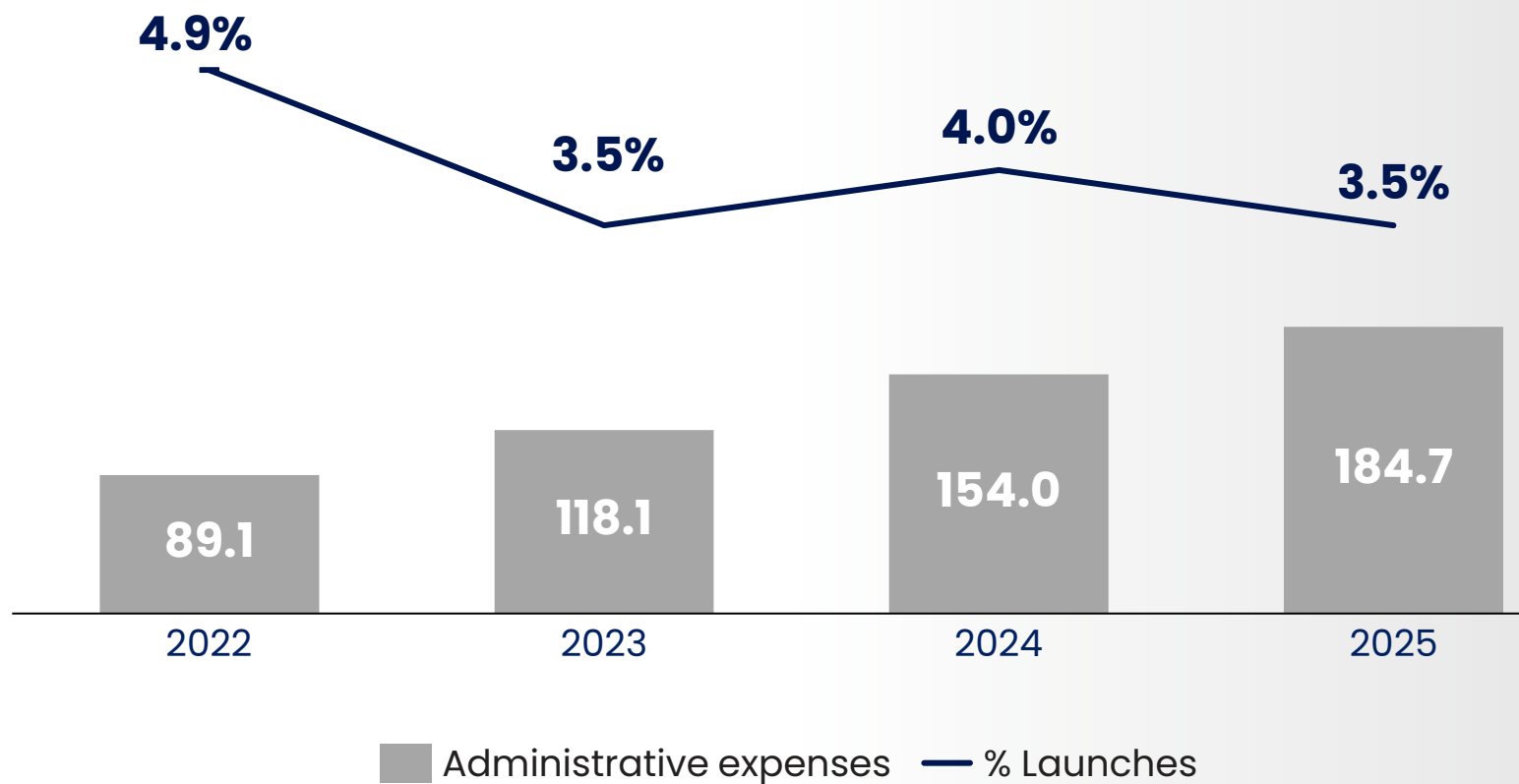
# G&A EXPENSES.

(BRL million and % of revenue)



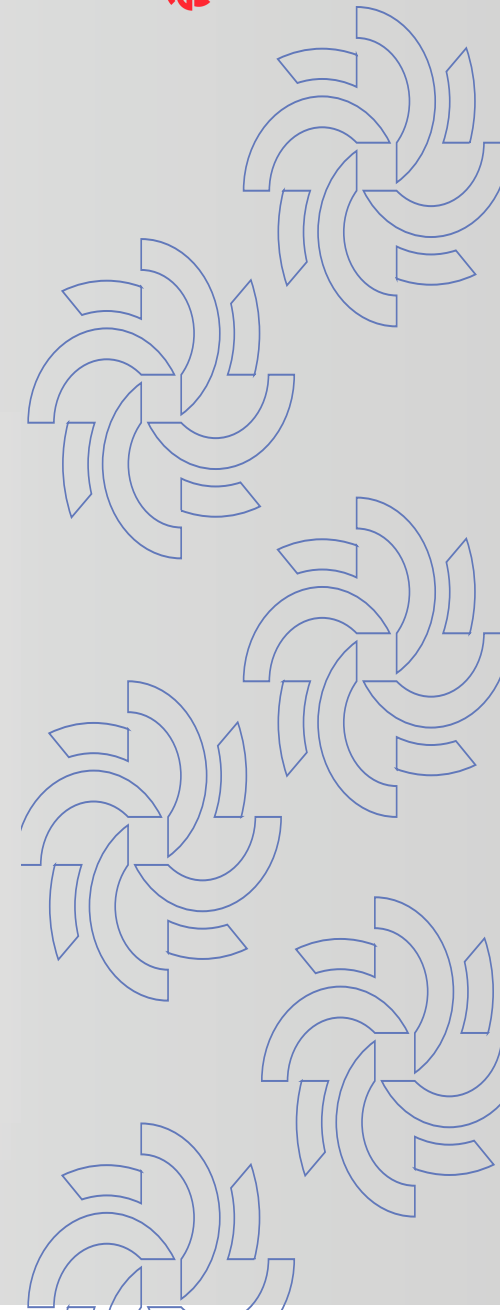
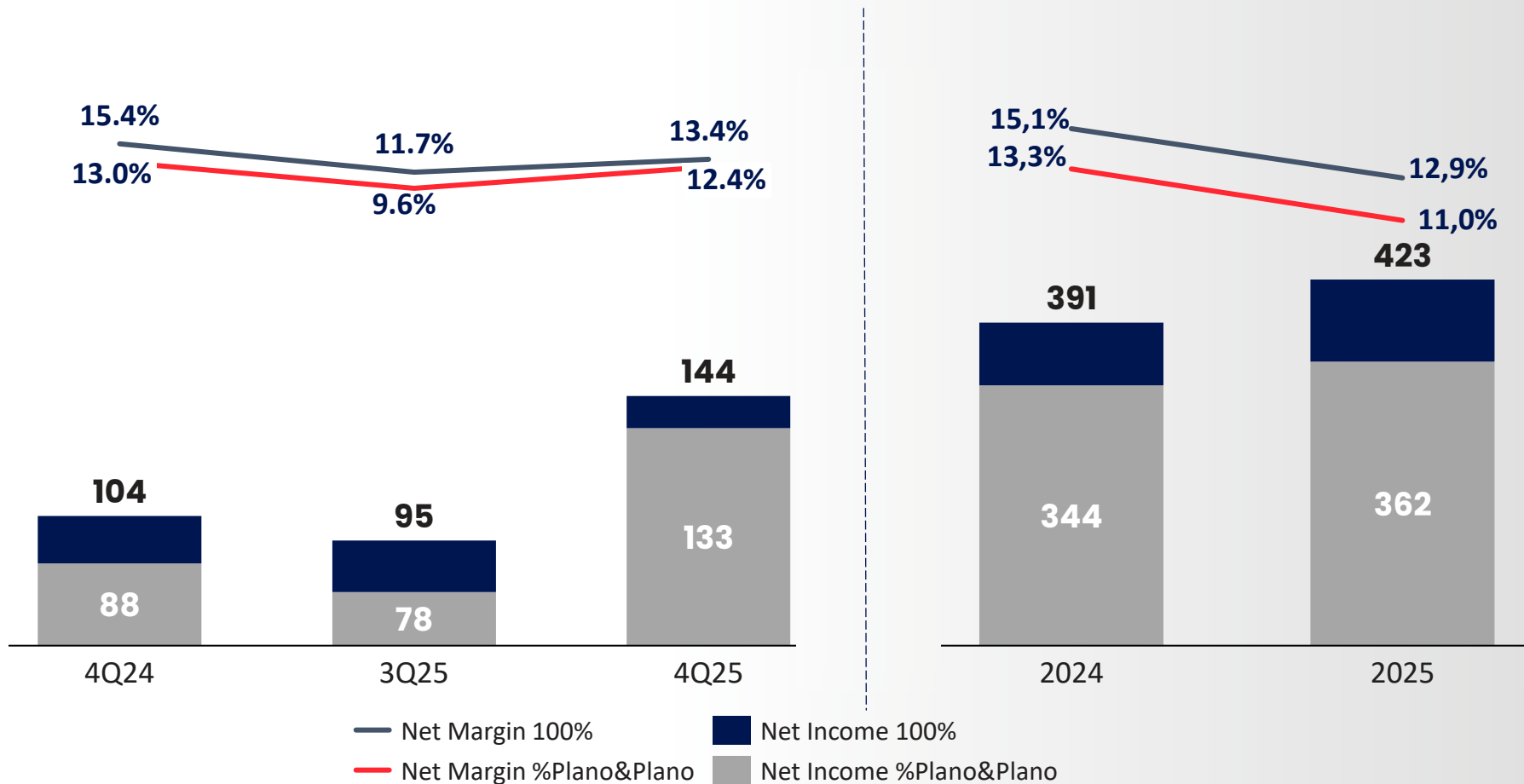
# G&A EXPENSES/LAUNCHES

(BRL million and % of Launches)



# NET INCOME & MARGIN.

(BRL million and%)



# CASH GENERATION.

Cash Generation (BRL Million)	1Q25	2Q25	3Q25	4Q25	2025
Net Debt (Net Cash) at the beginning of the period	-185.7	156.9	199.2	90.9	-185.7
Net Debt (Net Cash) at the end of the period	156.9	199.2	90.9	-5.0	-5.0
<b>Net Debt Variation</b>	<b>342.7</b>	<b>42.3</b>	<b>-108.3</b>	<b>-95.9</b>	<b>180.7</b>
(+) Dividends	-200.0	0	0	0	-200.0
<b>Operating Cash Consumption / (Generation)</b>	<b>142.7</b>	<b>42.3</b>	<b>-108.3</b>	<b>-95.9</b>	<b>-19.3</b>
(-) Receivables Assignment	0	0	137.9	122.6	260.5
<b>Operating Cash Consumption / (Generation) ex-Receivables Assignment</b>	<b>142.7</b>	<b>42.3</b>	<b>29.6</b>	<b>26.7</b>	<b>241.2</b>

# NET DEBT.

Net Debt (BRL thousands)	12/31/2025	09/30/2025	Δ %	12/31/2024	Δ %
Total Debt	1,093.4	1,050.0	4.1%	588.8	85.7%
(+/-) Fair Value Adjustment	14.6	16.6	-12.4%	26.9	-45.9%
<b>Gross Debt</b>	<b>1,108.0</b>	<b>1,066.6</b>	<b>3.9%</b>	<b>615.7</b>	<b>80.0%</b>
Total Cash and Financial Investments	1,113.0	975.8	14.1%	801.5	38,9%
<b>Net Debt</b>	<b>-5.0</b>	<b>90.9</b>	<b>-105.5%</b>	<b>-185.8</b>	<b>-97.3%</b>
Equity 100%	1,142.5	1,082.2	5.6%	915.6	24.8%
<b>Net Debt/ Equity</b>	<b>-0.4%</b>	<b>8.4%</b>	<b>-8.8 pp</b>	<b>-20.3%</b>	<b>19.9 pp</b>
<b>Leverage Ratio [ND / (ND+ E)]</b>	<b>-0.4%</b>	<b>7.7%</b>	<b>-8.2 pp</b>	<b>-25.5%</b>	<b>25.0 pp</b>

# Q&A

## Earnings Webcast 3Q25

IR Team:

[ri.planoeplano.com.br](https://ri.planoeplano.com.br)

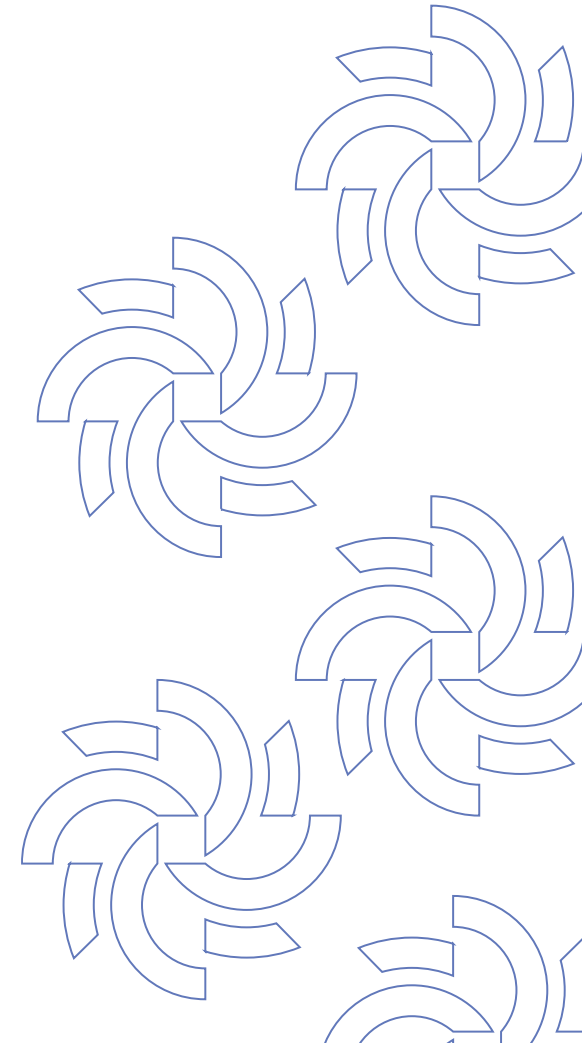
[ri@planoeplano.com.br](mailto:ri@planoeplano.com.br)



### To participate live:

If you would like to ask a question, please type your name and company.

**PLPL3**





## Building Value Relationships

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