

# Operating Results Preview **1<sup>ST</sup> QUARTER | 2022**



**Building Apartments  
and delivering dreams  
for 25 years.**



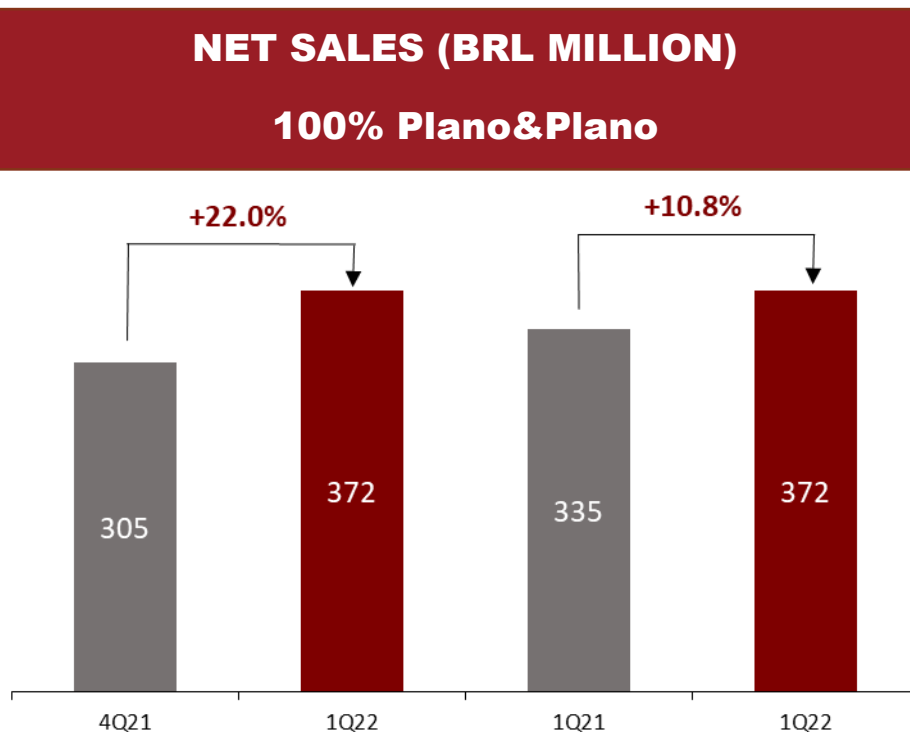
## PLANO&PLANO SELLS BRL 372 MILLION IN THE FIRST QUARTER, SETTING ANOTHER COMPANY RECORD.

São Paulo, April 12, 2022 - **Plano&Plano** Desenvolvimento Imobiliário S.A. (B3: PLPL3), reports the preview of its operating results for the first quarter of 2022 (1Q22), compared to the same period of 2021 (1Q21).

The data disclosed in this preview are subject to audit review and possible changes. The full financial results will be disclosed in due course and may be influenced by several factors, such as pricing policy, construction costs, financing conditions, among others.

### SALES

Net sales (100% **Plano&Plano**) contracted in the first quarter of 2022 totaled BRL 371.5 million, 10.8% higher than in 1Q21 (BRL 335.2 million) and 22.0% higher than in 4Q21 (BRL 304.5 million). This result sets a new quarterly sales record for **Plano&Plano**.

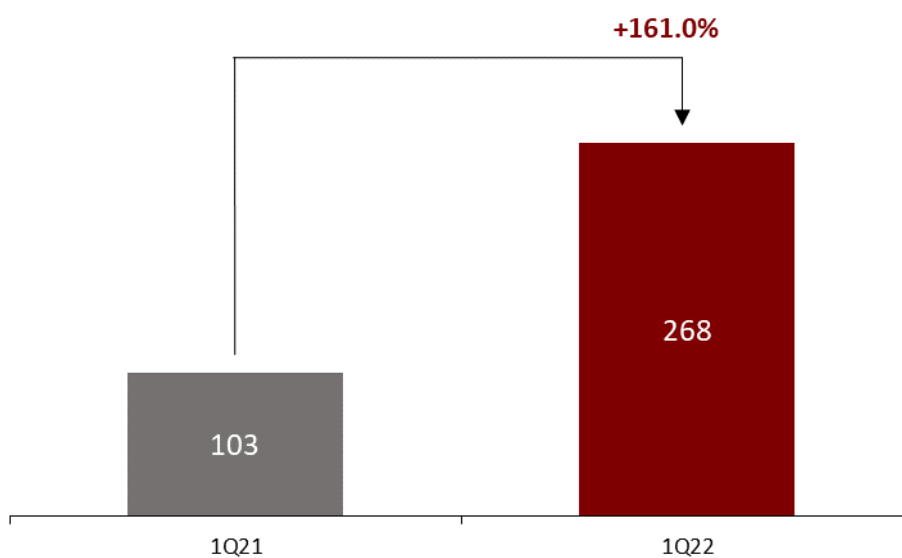


## LAUNCHES

In the first quarter, the Company launched 3 new projects, totaling a Potential Sales Value (PSV) of BRL 267.6 million, including swaps, and representing an increase of 161.0% compared to the BRL 102.5 million launched in the first quarter of 2021. The Company's share in 1Q22 launches was 100%.

### LAUNCHES (BRL MILLION)

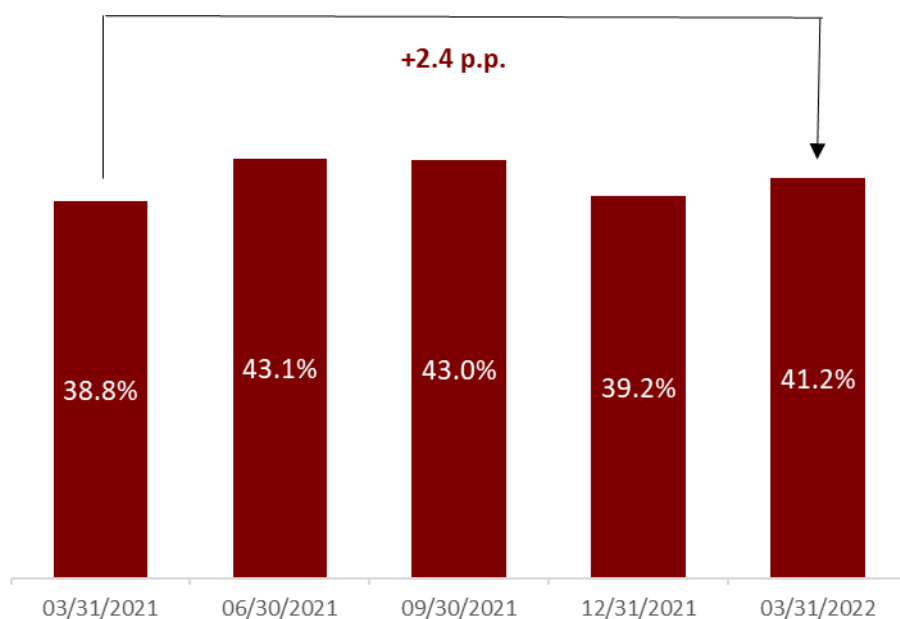
**100% Plano&Plano**



## SALES OVER SUPPLY (SOS)

As of 03/31/2022, the Sales Over Supply (SOS) indicator for the last 12 (twelve) months was 41.2%. When compared to the same period in 2021, there was an increase of 2.4 p.p. in the SOS once the SOS in 03/31/2021 reached 38.8%, reflecting good commercial performance and resulting in higher sales growth compared to inventory. Compared to 12/31/2021, there was an increase of 2.0 p.p. in SOS.

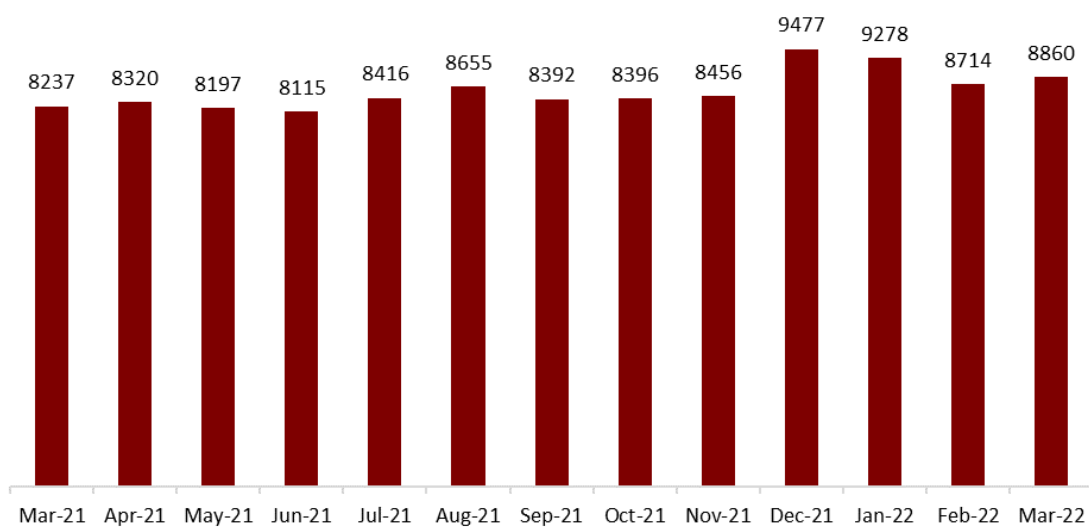
### SALES OVER SUPPLY (LAST 12 MONTHS)



## INVENTORY

The Company ended the first quarter with 8,860 units and a PSV of R\$ 1.9 billion in inventory. These numbers represent a reduction of 6.5% in units and 10.9% in PSV when compared to 12/31/2021.

### INVENTORY (UNITS)





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**ADDRESS**

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