

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



RESULTS 3rd QUARTER 2022









PLANO&PLANO SELLS BRL 420 MILLION IN THE THIRD QUARTER, WITH STRONG MARGIN RECOVERY.

São Paulo, July 31st, 2023 – Plano&Plano Desenvolvimento Imobiliário S.A. (“Company” or “Plano e Plano”), listed on B3 (PLPL3) and one of the largest real estate developers in São Paulo focused on the low- and mid-income segments, presents its results for the third quarter of 2022 (3Q22).

The financial and operational information below, except when indicated otherwise, is presented in thousands of Brazilian reais (BRL1,000) and follow the international accounting standards (IFRS) that consider the technical guidelines of the *Comitê de Pronunciamentos Contábeis – CPC*, approved by the *Comissão de Valores Mobiliários (“CVM”)* and by the *Conselho Federal de Contabilidade (“CFC”)*, applicable to the real estate segment and the Brazilian accounting standards and principles for the preparation of financial reports applicable to Brazilian real estate developers and relevant regulations. Comparisons refer to the same period of 2021 and, eventually, to the second quarter of 2022.

QUARTER AND YEAR HIGHLIGHTS

 NET SALES (BRL million) In 3Q22: BRL 420 million, 29% above 3Q21	 NET SALES (BRL million) In 2022: BRL 1,171 million, 15% above accumulated in 2021	 LAUNCHES IN PSV (BRL million) In 2022: BRL 1,085 million, 21% above accumulated in 2021
 ADJUSTED GROSS MARGIN (%) In 3Q22: 32.1%, 3.4 pp above 2Q22	 BACKLOG MARGIN (%) In 3Q22: 34.8%, 1.7 p.p. above 2Q22	 NET INCOME (BRL million) In 3Q2022: BRL 35 million, 78.6% above 2Q22

MESSAGE FROM MANAGEMENT

The Company, through its subsidiaries, has as its core business the development and sales of real estate ventures aimed mainly at the low-income economic segment, “*Casa Verde e Amarela*”, before “*Minha Casa Minha Vida*”, as well as ventures aimed at the middle-income. In addition, the Company provides services related to the construction, supervision, studies and projects and the execution of any civil engineering projects. The company's main region of operation is the metropolitan area of São Paulo.

The Company has been accelerating its expansion, having launched 116 phases of projects since 2016 in the metropolitan area of São Paulo, in strategically chosen neighborhoods with demand for the segments in which it operates. Our main focus has been on the low- and mid-income segments due to good demand and profitability for these types of projects. The Company has also expanded the launch of projects for the middle class and will gradually grow its participation in the sales mix.

In the third quarter of 2022, the Company set a new historical record for net sales (BRL 420.5 million), representing a growth of 28.8% over the same period of 2021 (BRL 326.5 million). This number was reached with the sale of 2,113 units in the period. The launches, in turn, reached BRL 423.8 million in 3Q22, while net revenue was BRL 400.4 million in the quarter.

Thus, the Company presented good indicators of launches and sales in the third quarter of 2022. After a period of pressure in gross margin due to the increase in construction material prices, the effort of gradually passing on construction cost inflation into sales prices had a positive effect in the third quarter. Adjusted gross margin rose 3.4 percentage points, from 28.7% in 2Q22 to 32.1% in 3Q22. The Company continues to work in the same direction, seeking gradual and progressive evolution in its margins.

As detailed in the explanatory note "20. Revenues from sales to be appropriated and budgeted costs of properties sold to be appropriated", this quarter again brings a positive result regarding the backlog margin. While the backlog margin of 2Q22 was 33.1%, the 3Q22 backlog margin reached 34.8%, an increase of 1.7 p.p.

During the last quarters, the Company carried out several actions with the goal of recovering its historical margins. One of the actions is the aforementioned gradual transfer of construction cost inflation into sale prices of products under construction. The Company also sought to price its launches considering the updated construction budgets in order to obtain higher margins. The recognition in the Company's results of these new sales has a greater weight as the constructions advance (under the Percentage of Completion – POC – accounting standard), and the increase in margins in 3Q22 compared to 2Q22 indicates the assertiveness of the Company's actions.

RESULTS 3Q22

In recent months there has been a decrease in construction cost inflation and lower volatility in material prices. These effects, allied with greater supply chain effectiveness, contributed to a positive gross margin scenario in the quarter.

The Company's shareholders' equity ended the quarter at BRL 383.7 million, 17.0% above 3Q21 (BRL 328.0 million). The return on average equity reached 29.0% for the last 12 months, one of the best in the sector when considering the results of publicly traded companies.

Plano&Plano is also focused on the evolution of discussions on ESG, aiming to eliminate, reduce, and compensate for externalities arising from construction activity. In 3Q22, the Company released its 2nd Sustainability Report, presenting results achieved within environmental, social and governance parameters in 2021. Regarding year 2022, in the environmental front, the Company reinforced good practices in delivered projects and in construction sites, with strict control in waste management, reduction of water and light consumption, and implementation of reverse logistics. There was also continuity in the calculation of energy consumption and carbon emissions in construction sites, in association with the *Sindicato da Construção Civil do Estado de São Paulo – Sinduscon*, through the use of CEcarbon. In the social side, several projects were carried out, such as a volunteer day with the support of our employees, sponsoring and construction of improvements in schools, **Plano&Solidariedade** action with the donation of 20 tons of food, implementation of the *EDUCA* Project with Mathematics and Portuguese classes for employees on the construction site in partnership with *SESI*, among other actions that positively impact the community.

Management remains confident that it will continue to expand the Company's operations in a profitable manner and with controlled risks.

RESULTS 3Q22

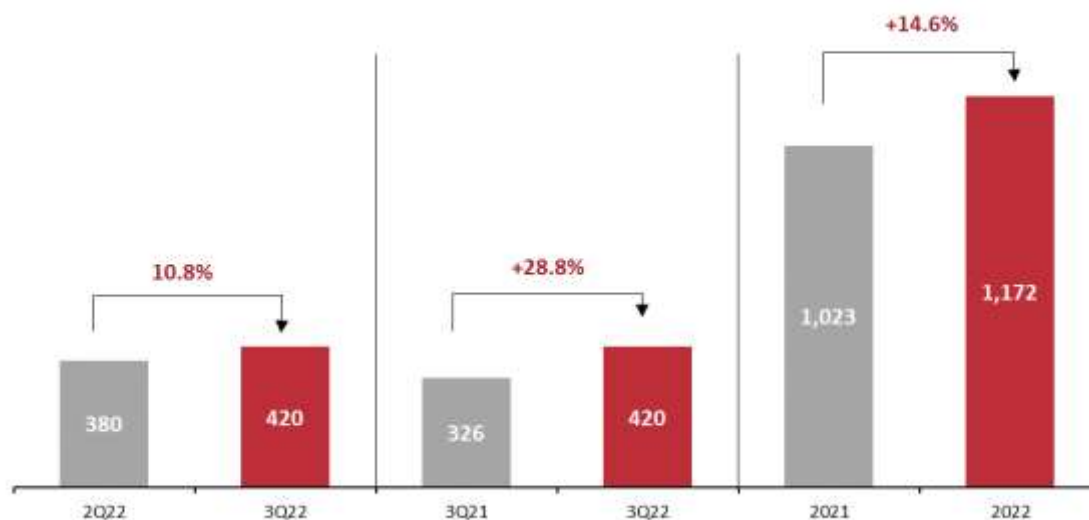
SALES

Net sales (100% **Plano&Plano**) contracted in the third quarter of 2022 reached BRL 420.5 million, 28.8% higher than in 3Q21 (BRL 326.5 million). When compared to 2Q22, the Company obtained an increase of 10.8%. This result once again sets a quarterly sales record for **Plano&Plano**. Year to date, net sales totaled BRL 1,171.5 million, representing an increase of 14.6% compared to the same period of 2021 (R\$ 1,022.5 million).

Regarding the unit's average price ticket, 3Q22 recorded BRL 199.0, an increase of 6.1% compared to the same period of the previous year. In the full nine months of the year, the average ticket price was BRL 195.2 thousand, an increase of 7.7% compared to BRL 181.2 thousand in the same period of 2021.

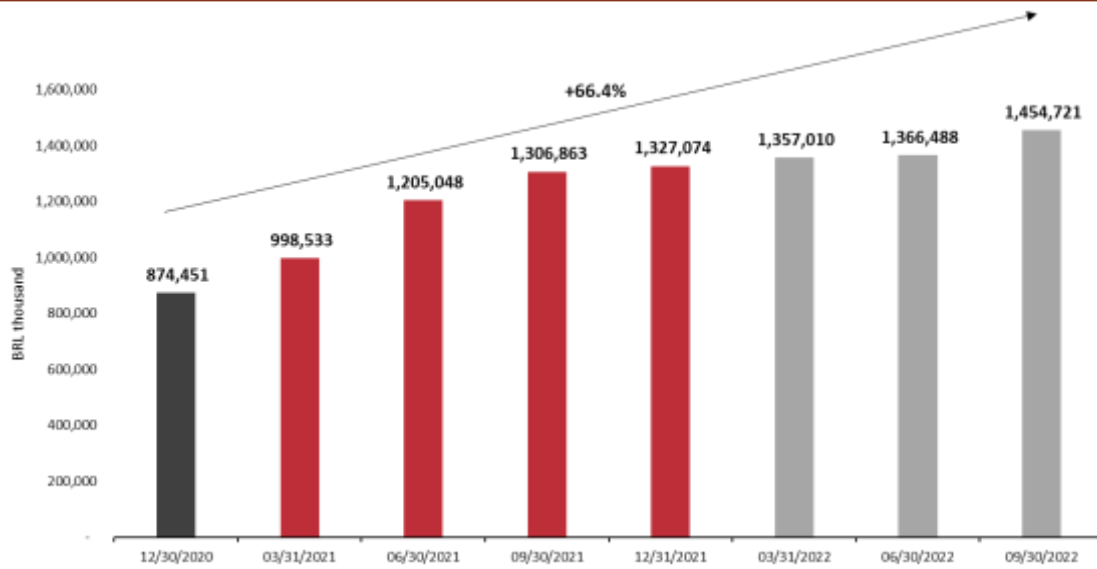
NET SALES (BRL MILLION)

100% Plano&Plano



	3Q22	2Q22	Δ %	3Q21	Δ %	2022	2021	Δ %
Gross Contracted Sales (BRL thousand)	461,420	405,451	13.8%	360,455	28.0%	1,265,097	1,121,333	12.8%
Gross Contracted Sales (Units)	2,324	2,089	11.2%	1,936	20.0%	6,500	6,216	4.6%
Cancellations (BRL)	40,949	25,933	57.9%	34,005	20.4%	93,565	98,789	-5.3%
Cancellations (Units)	211	139	51.8%	195	8.2%	497	572	-13.1%
Net Sales 100% Plano&Plano (BRL thousand)	420,471	379,518	10.8%	326,451	28.8%	1,171,532	1,022,545	14.6%
Net Sales 100% Plano&Plano (Units)	2,113	1,950	8.4%	1,741	21.4%	6,003	5,644	6.4%
Average Ticket (BRL thousand / Units)	199.0	194.6	2.2%	187.5	6.1%	195.2	181.2	7.7%
Cancellations / Gross Sales (%)	8.9%	6.4%	2.5 pp	9.4%	-0.6 pp	7.4%	8.8%	-1.4 pp

LAST 12 MONTHS HISTORICAL NET SALES



The Company has achieved a sustainable and steady growth of its net sales over the last periods. When analyzing net sales in the last 12 months since 12/31/2020, the Company grew at a compound rate of 7.54% per quarter, accumulating 66.4% in the past seven quarters.

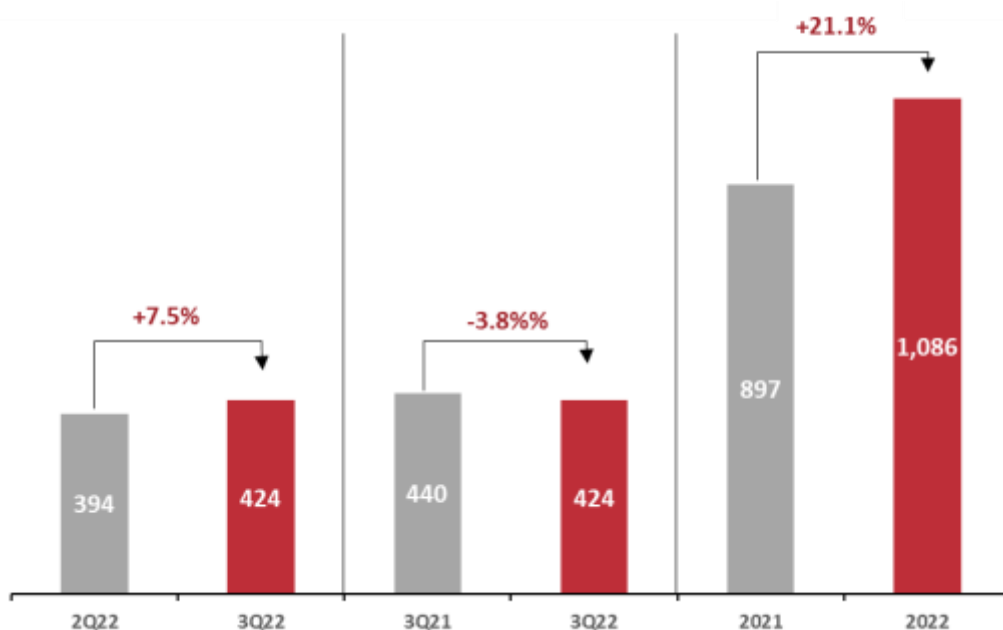
LAUNCHES

In the third quarter, the Company made 6 launches, which provided a potential sales volume (PSV) of BRL 423.8 million, including physical swaps. This amount is 7.5% higher in comparison to the BRL 394.1 million posted in the second quarter of 2022. Year to date, the PSV is BRL 1,085.5 million, an increase of 21.1% compared to the same period in 2021.

As for the apartment average price for the units launched, 3Q22 recorded BRL 233.9 thousand, an increase of 7.5% compared to the same period of the previous year. Year to date (YTD), the value is BRL 213 thousand, representing an increase of 6.2% compared to the YTD ended on 09/30/2021.

LAUNCHES (BRL MILLION)

100% Plano&Plano

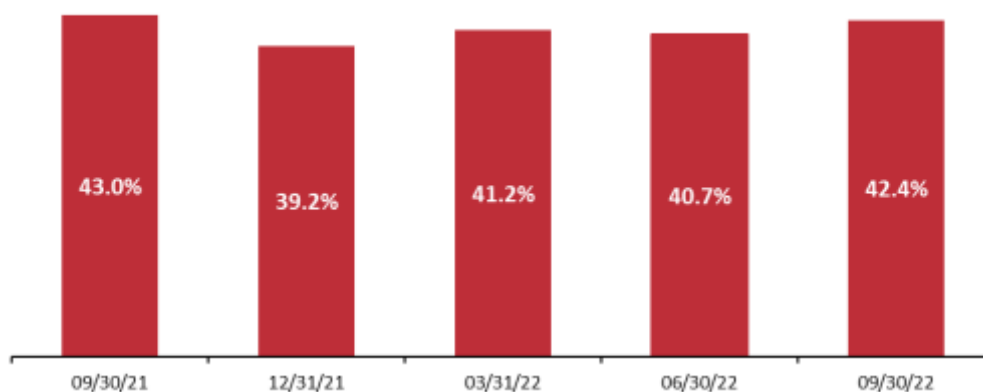


	3Q22	2Q22	Δ %	3Q21	Δ %	2022	2021	Δ %
Launches (phases)	6	5	20.0%	8	-25.0%	14	18	-22.2%
PSV 100% Plano&Plano (BRL thousand)	423,810	394,136	7.5%	440,434	-3.8%	1,085,556	896,669	21.1%
Units	1,812	1,962	-7.6%	2,025	-10.5%	5,097	4,470	14.0%
Average Ticket (BRL thousand / Units)	233.9	200.9	16.4%	217.5	7.5%	213.0	200.6	6.2%
Average Units by Launch	302	392	-23.0%	253	19.3%	364	248	46.6%
PSV % Plano&Plano (BRL thousand)	423,810	357,892	18.4%	440,434	-3.8%	1,049,312	896,669	17.0%
Share % Plano&Plano	100.0%	90.8%	9,2 pp	100.0%	0 pp	96.7%	100.0%	-3,3 pp

SALES OVER SUPPLY (SOS)

On 09/30/2022, the Sales Over Supply (SOS) indicator for the last 12 (twelve) months was 42.4%. Compared to the previous quarter, there was an increase of 1.7 p.p. over the SOS of 40.7% measured on 06/30/2022, representing an improvement in the Company's sales performance.

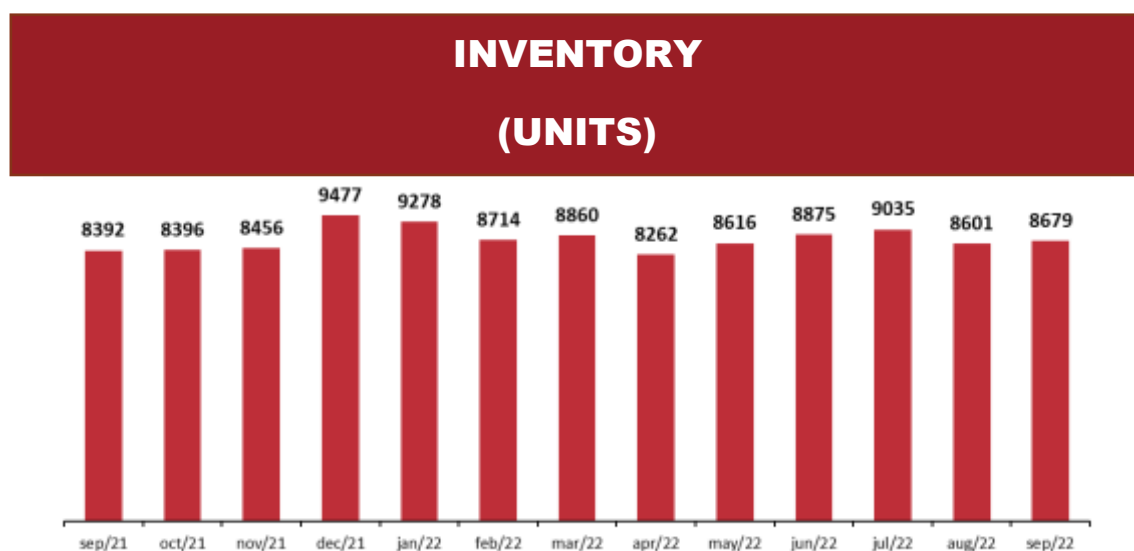
SALES OVER SUPPLY (LAST 12 MONTHS)



RESULTS 3Q22

INVENTORY AVAILABLE FOR SALE

The Company ended third quarter with 8,679 units and a BRL 2 billion PSV available for sale. These figures represent a drop of 2.2% in units and an increase of 3.5% in PSV when compared to 06/30/2022. The company has 2.6% of the total available units for sale, of delivered apartments at the end of 3Q22, a value of 0.3 p.p. higher compared to the end of 2Q22. The remaining 97.4% are units under construction.



	09/30/2022	06/30/2022	Δ %	09/30/2021	Δ %
Inventory PSV (BRL million)	2,046	1,977	3.5%	1,744	17.3%
Inventory (Units)	8,679	8,875	-2.2%	8,392	3.4%
Units Under Construction / Total Units Available (%)	97.4%	97.7%	-0,3 pp	99.4%	-2 pp
Delivered Units / Total Units Available (%)	2.6%	2.3%	0,3 pp	0.6%	2 pp

LANDBANK

At the end of 3Q22, the landbank totaled 1.2 million square meters, with PSV of BRL 11.1 billion. During the 3Q22, the Company acquired three new land plots in São Paulo. The landbank is concentrated in the metropolitan area of São Paulo, with 98% of the number of land plots and PSV located in the city of São Paulo. Of the acquisition cost of the entire landbank, 4% will be paid in cash before the respective launches and 96% will be paid on time proportionally to the receipt of sales cash, in the so-called "financial swap".

CONSTRUCTION SITES

At the end of the third quarter of 2022, the total number of construction sites under management of **Plano&Plano** engineering department was 43 units, up from 42 in the end of the second quarter of 2022. The Company had 16,742 units under construction at the end of September 2022.

FINANCIAL RESULTS

	3Q22	2Q22	Δ %	3Q21	Δ %	2022	2021	Δ %
Net Revenue (BRL millions)	400.4	339.4	18.0%	328.0	22.1%	1,055.9	973.1	8.5%
Cost of Properties Sold (BRL millions)	283.4	250.9	13.0%	224.8	26.1%	762.7	663.8	14.9%
Gross Profit (BRL millions)	117.0	88.5	32.2%	103.1	13.4%	293.1	309.3	-5.2%
Gross Margin	29.2%	26.1%	3.1 pp	31.4%	-2.2 pp	27.8%	31.8%	-4 pp
Adjusted Gross Margin	32.1%	28.7%	3.4 pp	33.6%	-1.5 pp	30.3%	33.8%	-3.6 pp
Adjusted EBITDA (BRL millions)	60.7	39.5	53.6%	58.3	4.1%	140.7	166.1	-15.3%
Adjusted EBITDA Margin	15.2%	11.6%	3.5 pp	17.8%	-2.6 pp	13.3%	17.1%	-3.7 pp
Net Income 100% Plano&Plano (BRL millions)	34.5	19.3	78.6%	40.1	-13.8%	75.9	107.7	-29.5%
Net Margin	8.6%	5.7%	2.9 pp	12.2%	-3.6 pp	7.2%	11.1%	-3.9 pp

REVENUES

The Company's net revenue totaled BRL 400.4 million in 3Q22, an amount 22.1% higher than the BRL 328.0 million obtained in the same period of the previous year. The revenue has remained solid, following the evolution of the construction and sales of our inventory and launches, following the revenue accrual standard by the methodology of "percentage of completion", POC. In the first nine months of the year, revenues stood at BRL 1,055.9 million, an increase of 8.5% compared to BRL 973.1 million obtained in the same period of 2021.

NET REVENUES (BRL MILLION)



RESULTS 3Q22

COST OF PROPERTIES SOLD

The cost of properties sold and services provided in 3Q22 was BRL 283.4 million, representing 70.8% of net revenue for the period. Comparatively, the BRL 250.9 million recorded in 2Q22 represented 73.9% of net revenue for the period. The cost variation will be detailed below in the gross profit and gross margin item.

Quarter analysis:

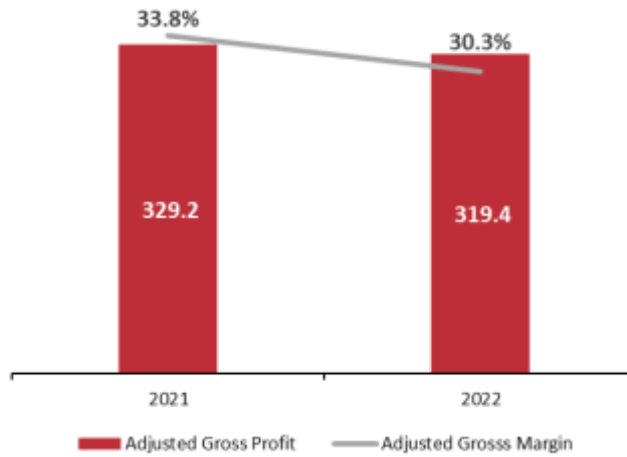
	3Q22	2Q22	Δ %	3Q21	Δ %
Cost of Properties Sold (BRL millions)	283.4	250.9	13.0%	224.8	26.1%
% of Net Revenue	70.8%	73.9%	-3.1 pp	68.6%	2.2 pp

Year to date analysis:

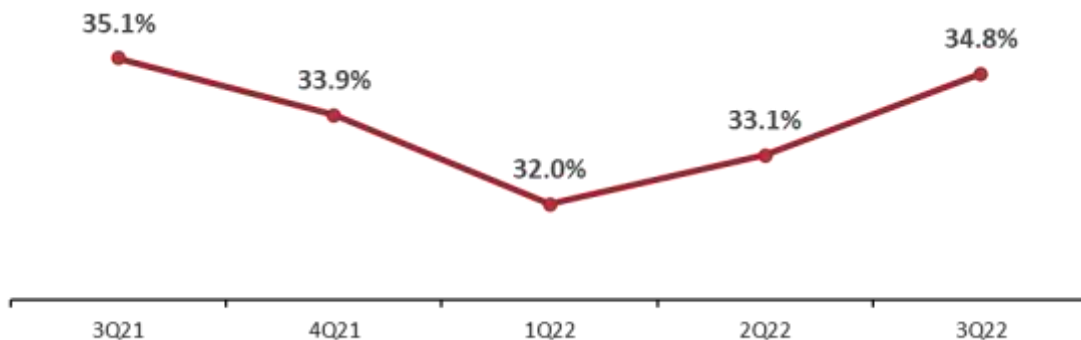
	2022	2021	Δ %
Cost of Properties Sold (BRL millions)	762.7	663.8	14.9%
% of Net Revenue	72.2%	68.2%	4 pp

GROSS PROFIT AND GROSS MARGIN

**ADJUSTED GROSS PROFIT AND GROSS MARGIN
(BRL MILLION AND %)**



BACKLOG MARGIN (%)



RESULTS 3Q22

In 3Q22, adjusted gross profit from capitalized interest reached BRL 128.5 million. Year to date, the value is BRL 319.4 million.

After a period of pressure in gross margin due to construction materials price increases, the effort of gradually passing on cost inflation into sales prices had a positive effect in the third quarter. Adjusted gross margin rose 3.4 percentage points, from 28.7% in 2Q22 to 32.1% in 3Q22. The Company continues to work in the same direction, seeking gradual and progressive evolution on its margins.

As detailed in the explanatory note "20. Revenues from sales to be appropriated and budgeted costs of properties sold to be appropriated", this quarter again brings a positive result regarding the backlog margin. While the backlog margin of 2Q22 presented 33.1%, that of the 3Q22 brings a margin of 34.8%, an increase of 1.7 p.p.

During the last quarters, the Company carried out several actions with the goal of recovering its historical margins. One of the actions is the aforementioned gradual transfer of construction cost inflation into sales prices of the products under construction. The Company also sought to price the launches considering the updated construction budgets in order to obtain higher margins. The recognition in the Company's results of these new sales has a greater weight as the constructions advance (under the percentage of completion – POC – accounting standard), and the increase in margins in 3Q22 compared to 2Q22 indicates the assertiveness of the Company's actions.

In recent months there has been a decrease in construction cost inflation and lower volatility in material prices. These effects, allied with greater supply chain effectiveness, contributed to a positive gross margin scenario in the quarter.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
Adjusted Gross Profit (BRL million)	128.5	97.5	31.9%	110.3	16.5%
Adjusted Gross Margin	32.1%	28.7%	3,4 pp	33.6%	-1,5 pp

Year to date analysis:

	2022	2021	Δ %
Adjusted Gross Profit (BRL million)	319.4	329.2	-3.0%
Adjusted Gross Margin	30.3%	33.8%	-3,6 pp

RESULTS 3Q22

OPERATING EXPENSES

During the first nine months of 2022, commercial expenses increased 0.4% over the previous year, while net sales increased by 14.6% in the same period, confirming once again the Company's efficiency in the customer acquisition process. Commercial expenses decreased from 11.6% of revenues in 3Q21 to 11.2% in 3Q22.

The higher amount of administrative expenses in 3Q22 compared to 3Q21 is mainly due to an adjustment of provision made in the line of guarantees on construction contracts in 2021. However, in comparison to 2Q22, the proportion of administrative expenses over revenues remained at the same 6.2% in 3Q22.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
OPERATING REVENUE (EXPENSES) (BRL million)	(-73.8)	(-63.7)	15.9%	(-54.9)	34.4%
Sales expenses (BRL million)	(-44.9)	(-39.9)	12.4%	(-38.1)	17.7%
Administrative expenses (BRL million)	(-24.8)	(-21.1)	17.3%	(-16.3)	51.9%
Other net operational revenues (expenses) (BRL million)	(-4.2)	(-2.7)	55.9%	(-0.5)	687.1%
% Net Revenue	-18.4%	-18.8%	0,3 pp	-16.8%	-1,7 pp

Year to date analysis:

	2022	2021	Δ %
OPERATING REVENUE (EXPENSES) (BRL million)	(-196.3)	(-177.7)	10.4%
Sales expenses (BRL million)	(-118.3)	(-117.8)	0.4%
Administrative expenses (BRL million)	(-67.0)	(-57.6)	16.4%
Other net operational revenues (expenses) (BRL million)	(-11.0)	(-2.4)	362.8%
% Net Revenue	-18.6%	-18.3%	-0,3 pp

OPERATING EXPENSES (BRL MILLION AND %)



RESULTS 3Q22

OPERATIONAL RESULT

Operating results reached BRL 43.2 million in 3Q22 and BRL 96.8 million in the nine months of 2022, with operating margins of 10.8% and 9.2%, respectively.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
Operational result	43.2	24.8	74.0%	48.2	-10.4%
Operational margin	10.8%	7.3%	3,5 pp	14.7%	-3,9 pp

Year to date analysis:

	2022	2021	Δ %
Operational result	96.8	131.5	-26.4%
Operational margin	9.2%	13.5%	-4,3 pp

FINANCIAL EXPENSES

The Company's financial result in the quarter was BRL 1.2 million, reversing the negative result in 3Q21, while the year to date result was BRL 3.8 million. Although financial expenses grew BRL 4.5 million between 3Q21 and 3Q22 due to the increase in corporate debt and interest rates, financial revenues increased R\$ 7.1 million in the same period, mainly due to the line of income from financial investments, which increased by BRL 5.3 million.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
FINANCIAL REVENUE (EXPENSES) (BRL million)	1.2	1.4	-14.0%	(-1.4)	-189.5%
Financial Expenses (BRL million)	(-7.4)	(-6.0)	22.8%	(-2.9)	151.4%
Financial Revenue (BRL million)	8.7	7.5	15.7%	1.6	455.6%

Year to date analysis:

	2022	2021	Δ %
FINANCIAL REVENUE (EXPENSES) (BRL million)	3.8	(-3.8)	-200.9%
Financial Expenses (BRL million)	(-17.8)	(-7.7)	133.0%
Financial Revenue (BRL million)	21.6	3.9	457.9%

RESULTS 3Q22

EARNINGS BEFORE INCOME TAX AND SOCIAL CONTRIBUTION

The result before income tax and social contribution totaled BRL 44.4 million in profit in 3Q22 and BRL 100.6 million in the accumulated 2022, representing a margin decrease of 3.6 p.p. in the comparison between the first nine months of 2022 with the first nine months of 2021.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
Earnings Before Income Tax and Social Contribution (BRL million)	44.4	26.3	69.2%	46.8	-5.1%
% Net Revenue	10.6%	7.6%	3 pp	13.9%	-3,3 pp

Year to date analysis:

	2022	2021	Δ %
Earnings Before Income Tax and Social Contribution (BRL million)	100.6	127.8	-21.2%
% Net Revenue	9.5%	13%	-3,6 pp

INCOME TAX AND SOCIAL CONTRIBUTION

Income tax and social contribution in 3Q22 was BRL 3.0 million higher than in 2Q22, due to a higher volume of receipts in the period.

Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
INCOME TAX AND SOCIAL CONTRIBUTION (BRL million)	(-9.9)	(-6.9)	42.8%	(-6.7)	46.5%
Income tax and social contribution - current (BRL million)	(-8.5)	(-7.1)	20.8%	(-6.5)	30.8%
Income tax and social contribution - deferred (BRL million)	(-1.3)	0.2	-979.4%	(-0.2)	517.5%

Year to date analysis:

	2022	2021	Δ %
INCOME TAX AND SOCIAL CONTRIBUTION (BRL million)	(-24.7)	(-20.1)	23.0%
Income tax and social contribution - current (BRL million)	(-22.3)	(-18.6)	19.7%
Income tax and social contribution - deferred (BRL million)	(-2.4)	(-1.5)	64.8%

RESULTS 3Q22

NET INCOME AND NET MARGIN

Net income reached BRL 34.5 million in 3Q22 and BRL 75.9 million in the first nine months of 2022. The Company has been gradually passing on the construction cost inflation into the selling price of the units in stock and the launches, seeking growth of gross margin and net margin. As a result of this effort, in 3Q22, net margin increased 2.9 p.p. compared to 2Q22.

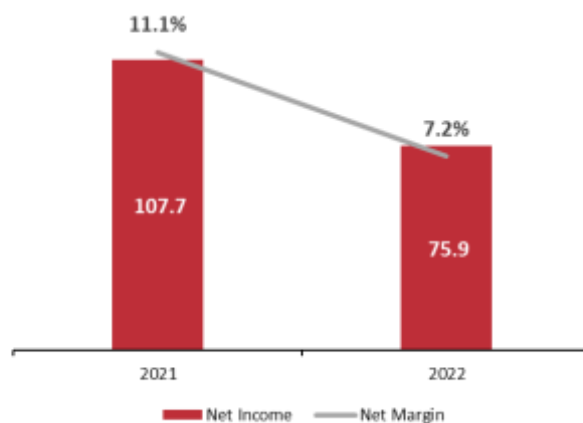
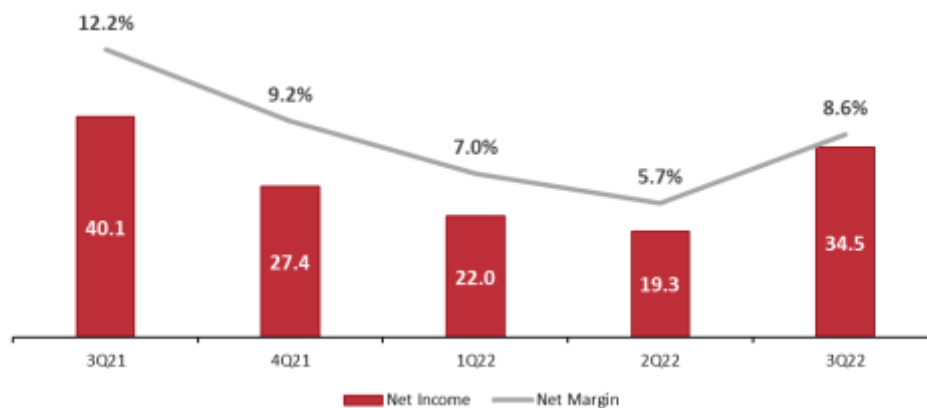
Quarter analysis:

	3Q22	2Q22	Δ %	3Q21	Δ %
Net Income (BRL million)	34.5	19.3	78.6%	40.1	-13.8%
Net Margin	8.6%	5.7%	2,9 pp	12.2%	-3,6 pp

Year to date analysis:

	2022	2021	Δ %
Net Income (BRL million)	75.9	107.7	-29.5%
Net Margin	7.2%	11.1%	-3,9 pp

NET INCOME AND NET MARGIN (BRL MILLION AND %)



RESULTS 3Q22

EBITDA

The 3Q22 Company's EBITDA, adjusted capitalized interest, reached BRL 60.3 million, representing a margin of 15.1% and a 3.5% increase over the BRL 58.3 million recorded in 3Q21.

EBTIDA (in BRL thousand, unless otherwise specified)	3T22	3T21	3T22 x 3T21	2022	2021	2022 x 2021
Net profit for fiscal year	34,534	40,062	-13.8%	75,894	107,664	-29.5%
(+) Depreciation and amortization	5,622	2,955	90.2%	17,562	14,643	19.9%
(+) Income tax and social contribution	9,879	6,744	46.5%	24,724	20,099	23.0%
(+) Financial expenses, net	-1,244	1,390	-189.5%	-3,808	3,773	-200.9%
EBITDA	48,791	51,151	-4.6%	114,372	146,179	-21.8%
Charges and financial cost ¹	11,542	7,163	61.1%	26,314	19,951	31.9%
Adjusted EBITDA²	60,333	58,314	3.5%	140,686	166,130	-15.3%
Adjusted EBITDA margin (%)	15.1%	17.8%	-2,7 pp	13.3%	17.1%	-3,7 pp

¹ The cost of financial charges is the financial charges related to production financing capitalized on the cost of the projects and which originally affect the gross margin.

² Pursuant to IFRS 16/CPC 06 (R2), the standard that regulates the accounting treatment of Leasing Operations (issued by the IASB and CPC, which came into force as of January 1, 2019). The Company adopted this standard on January 1, 2020.

MAIN EQUITY HIGHLIGHTS

DEBT

As of September 30, 2022, gross debt totaled BRL 465.2 million. Considering cash, cash equivalents of BRL 285.5 million, net debt reached BRL 179.8 million at the end of 3Q22. The net debt-to-equity ratio stood at 46.9% as of September 30, 2022. These debt figures do not include rents payable.

Net Debt (BRL thousands)	09/30/2022	12/31/2021	Var. %
Current	105,598	59,793	76.6%
Non-Current	359,638	346,177	3.9%
Gross Debt	465,236	405,970	14.6%
Cash and cash equivalents	285,467	291,371	-2.0%
Net Debt	179,768	114,599	56.9%
Equity	383,668	317,223	20.9%
Net Debt / Equity	46.9%	36.1%	10,7 pp
Financial Leverage	31.9%	26.5%	5,4 pp

RESULTS 3Q22

CASH GENERATION

Excluding the effect of dividend payments and share repurchase, the Company's operation had a cash consumption of BRL 9.8 million in 3Q22.

Cash Generation (in BRL thousand)	1Q22	2Q22	3Q22	2022
Net Debt at the beginning of the period	114,599	135,686	169,947	114,599
Net Debt at the end of the period	135,686	169,947	179,768	179,768
Net Debt Variation	(21,087)	(34,261)	(9,821)	(65,169)
(+) Dividends	0	32,083	-	32,083
(+) Shares Buyback	7,691	1,872	-	9,563
Cash Generation / Consumption	(13,396)	(307)	(9,821)	(23,523)

EQUITY

As of September 30, 2022, Shareholders' Equity totaled BRL 383.7 million, 17.0% above the BRL 328.0 million of September 30, 2021. The return on average equity reached 29.0% for the last 12 months, one of the best in the sector when considering the results of publicly traded companies.

RELATIONSHIP WITH INDEPENDENT AUDITORS

In accordance with CVM Instruction No. 381/03, we inform you that Grant Thornton Brasil's independent auditors did not provide, during the nine-month period ended September 30, 2022, other services other than those related to external auditing. The company's policy in hiring services of independent auditors ensures that there is no conflict of interest, loss of independence or objectivity.

EXHIBITS

EXHIBITS 1 – BALANCE SHEET

ASSET (in BRL thousand, except %)	09/30/2022	VA	12/31/2021	VA	HA
CURRENT ASSETS	1,288,662	87.8%	1,144,108	90.2%	12.6%
Cash and cash equivalents	191,167	13.0%	200,338	15.8%	-4.6%
Restricted financial investments	94,300	6.4%	91,033	7.2%	3.6%
Accounts receivable	196,391	13.4%	154,009	12.1%	27.5%
Properties to be commercialized	757,017	51.6%	666,014	52.5%	13.7%
Recoverable taxes	8,943	0.6%	4,993	0.4%	79.1%
Other receivables	40,844	2.8%	27,721	2.2%	47.3%
NON-CURRENT ASSETS	179,090	12.2%	124,409	9.8%	44.0%
Accounts receivable	121,870	8.3%	64,188	5.1%	89.9%
Properties to be commercialized	35,644	2.4%	44,236	3.5%	-19.4%
Related Parties	-	0.0%	-	0.0%	0.0%
Investments	1,993	0.1%	1,998	0.2%	-0.3%
Right-of-use assets	4,733	0.3%	2,912	0.2%	62.5%
Fixed assets	11,729	0.8%	10,072	0.8%	16.5%
Intangible	3,121	0.2%	1,003	0.1%	211.2%
TOTAL ASSETS	1,467,752	100.0%	1,268,517	100.0%	15.7%

RESULTS 3Q22

LIABILITIES (in BRL thousand, except %)	09/30/2022	VA	12/31/2021	VA	HA
CURRENT LIABILITIES	285,905	19.5%	239,360	18.9%	19.4%
Loans and financing	56,744	3.9%	35,260	2.8%	60.9%
Debentures	48,854	3.3%	24,533	1.9%	99.1%
Suppliers	45,778	3.1%	37,743	3.0%	21.3%
Real Estate acquisition payable	51,638	3.5%	33,243	2.6%	55.3%
Employment and Social Security Liabilities	23,889	1.6%	19,151	1.5%	24.7%
Tax obligations	10,459	0.7%	8,998	0.7%	16.2%
Advances from customers	29,079	2.0%	19,956	1.6%	45.7%
Deferred taxes and contributions	8,370	0.6%	6,303	0.5%	32.8%
Related parties	2,517	0.2%	13,600	1.1%	-81.5%
Warranty provision	6,596	0.4%	5,225	0.4%	26.2%
Provision for cancellations	678	0.0%	1,820	0.1%	-62.7%
Dividends payable	-	0.0%	32,083	2.5%	-100.0%
Rents payable	1,303	0.1%	1,445	0.1%	-9.8%
NON-CURRENT LIABILITIES	798,179	54.4%	711,934	56.1%	12.1%
Loans and financing	359,638	24.5%	310,177	24.5%	15.9%
Debentures	-	0.0%	36,000	2.8%	-100.0%
Real Estate acquisition payable	405,161	27.6%	342,095	27.0%	18.4%
Warranty provision	13,771	0.9%	10,600	0.8%	29.9%
Deferred taxes and contributions	5,687	0.4%	2,711	0.2%	109.8%
Related parties	1,989	0.1%	1,906	0.2%	4.4%
Other debts with third parties - SCP'S	8,737	0.6%	7,061	0.6%	23.7%
Provision for contingencies	735	0.1%	112	0.0%	556.3%
Provision for investments loss	-	0.0%	-	0.0%	0.0%
Rents payable	2,461	0.2%	1,272	0.1%	93.5%
EQUITY	383,668	26.1%	317,223	25.0%	20.9%
Share Capital	168,231	11.5%	93,231	7.3%	80.4%
Treasury shares	(19,184)	-1.3%	(8,175)	-0.6%	134.7%
Capital reserve	2,428	0.2%	867	0.1%	180.0%
Capital transaction between partners	(14,547)	-1.0%	(14,547)	-1.1%	0.0%
Profit reserves	246,756	16.8%	245,862	19.4%	0.4%
Equity attributable to controlling shareholders	383,684	26.1%	317,238	25.0%	20.9%
Minority interest	(16)	0.0%	(15)	0.0%	6.7%
Equity attributable	383,668	26.1%	317,223	25.0%	20.9%
TOTAL LIABILITIES AND EQUITY	1,467,752	100.0%	1,268,517	100.0%	15.7%

RESULTS 3Q22

EXHIBIT 2 – INCOME STATEMENT

(in BRL thousand, except %)	3Q22	3Q21	3Q22 x 3Q21	2022	2021	2022 x 2021
NET REVENUE	400,412	327,959	22.1%	1,055,861	973,052	8.5%
COSTS OF PROPERTIES SOLD AND SERVICES RENDERED	(283,422)	(224,821)	26.1%	(762,745)	(663,768)	14.9%
<i>% Net Revenue</i>	-70.8%	-68.6%	-2,2 pp	-72.2%	-68.2%	-4 pp
GROSS PROFIT	116,990	103,138	13.4%	293,115	309,283	-5.2%
<i>Gross Margin</i>	29.2%	31.4%	-2,2 pp	27.8%	31.8%	-4 pp
OPERATING (REVENUES) EXPENSES	(73,822)	(54,942)	34.4%	(196,307)	(177,748)	10.4%
Commercial expenses	(44,862)	(38,108)	17.7%	(118,261)	(117,812)	0.4%
Administrative expenses	(24,760)	(16,300)	51.9%	(67,012)	(57,551)	16.4%
Equity Income Result	(3)	(0)	-	(5)	1	-
Other net operational revenues (expenses)	(4,196)	(533)	687.3%	(11,029)	(2,385)	362.5%
<i>% Net Revenue</i>	-18.4%	-16.8%	-1,7 pp	-18.6%	-18.3%	-0,3 pp
OPERATING RESULT	43,169	48,196	-10.4%	96,809	131,535	-26.4%
<i>Operating Margin</i>	10.8%	14.7%	-3,9 pp	9.2%	13.5%	-4,3 pp
FINANCIAL REVENUE (EXPENSES)	1,244	(1,390)	-189.5%	3,808	(3,773)	-200.9%
Financial revenues	8,659	1,558	455.6%	21,637	3,878	457.9%
Financial expenses	(7,415)	(2,949)	151.4%	(17,829)	(7,651)	133.0%
<i>% Net Revenue</i>	0.3%	-0.4%	0,7 pp	0.4%	-0.4%	0,7 pp
EARNING BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	44,413	46,806	-5.1%	100,617	127,763	-21.2%
<i>% Net Revenue</i>	11.1%	14.3%	-3,2 pp	9.5%	13.1%	-3,6 pp
Income tax and social contributions	(9,879)	(6,744)	46.5%	(24,724)	(20,099)	23.0%
Income tax and social contributions - current	(8,538)	(6,526)	30.8%	(22,325)	(18,643)	19.7%
Income tax and social contributions - deferred	(1,341)	(217)	517.5%	(2,399)	(1,456)	64.8%
NET PROFIT	34,534	40,062	-13.8%	75,894	107,663	-29.5%
<i>Net Margin</i>	8.6%	12.2%	-3,6 pp	7.2%	11.1%	-3,9 pp

EXHIBIT 3 – LAUNCHES

Nominal Launches 100% Plano&Plano Desenvolvimento Imobiliário S.A.										
(in thousand of reais)										
Period	Launches (without swaps)				Launches (with swaps)				H.A.	
	2022	2021	BRL	(%)	2022	2021	BRL	(%)		
Jan	57,230,419	-	57,230,419	0.0%	68,469,021	-	68,469,021	0.0%		
Feb	-	102,518,402	(102,518,402)	-100.0%	-	102,518,402	(102,518,402)	-100.0%		
Mar	199,141,926	-	199,141,926	0.0%	199,141,926	-	199,141,926	0.0%		
1st Quart.	256,372,345	102,518,402	153,853,943	150.1%	267,610,947	102,518,402	165,092,545	161.0%		
Apr	-	108,144,622	(108,144,622)	-100.0%	-	109,242,622	(109,242,622)	-100.0%		
May	185,405,469	109,163,471	76,241,997	69.8%	185,405,469	109,163,471	76,241,997	69.8%		
Jun	208,730,189	135,121,412	73,608,777	54.5%	208,730,189	135,311,111	73,419,078	54.3%		
2nd Quart.	394,135,658	352,429,505	41,706,152	11.8%	394,135,658	353,717,204	40,418,453	11.4%		
Accum. 6 months	650,508,003	454,947,907	195,560,095	43.0%	661,746,605	456,235,606	205,510,998	45.0%		
Jul	132,004,573	158,886,418	(26,881,845)	-16.9%	150,917,366	159,278,566	(8,361,201)	-5.2%		
Aug	72,162,434	136,523,697	(64,361,263)	-47.1%	77,247,706	138,602,337	(61,354,631)	-44.3%		
Sep	194,582,630	142,552,666	52,029,964	36.5%	195,644,605	142,552,666	53,091,939	37.2%		
3rd Quart.	398,749,637	437,962,781	(39,213,144)	-9.0%	423,809,677	440,433,570	(16,623,893)	-3.8%		
Accum. 9 months	1,049,257,639	892,910,688	156,346,951	17.5%	1,085,556,282	896,669,176	188,887,106	21.1%		
Oct	ND	81,088,617			ND	81,088,617				
Nov	ND	122,144,845			ND	123,060,709				
Dec	ND	361,217,171			ND	361,217,171				
4th Quart.	ND	564,450,632			ND	565,366,496				
Accum. 12 months	ND	1,457,361,320			ND	1,462,035,672				

*ND = Not disclosed

EXHIBIT 4 – SALES

Plano&Plano Units Sold												
Period	Gross Sales				Cancelled				Net Sales			
	2022	2021	H.A.		2022	2021	H.A.		2022	2021	H.A.	
	Units	Units	Units	(%)	Units	Units	Units	(%)	Units	Units	Units	(%)
Jan	559	331	228	68.9%	(29)	(44)	15	-34.1%	530	287	243	84.7%
Feb	635	486	149	30.7%	(71)	(45)	(26)	57.8%	564	441	123	27.9%
Mar	893	1,240	(347)	-28.0%	(47)	(52)	5	-9.6%	846	1,188	(342)	-28.8%
1st Quart.	2,087	2,057	30	1.5%	(147)	(141)	(6)	4.3%	1,940	1,916	24	1.3%
Apr	634	589	45	7.6%	(31)	(86)	55	-64.0%	603	503	100	19.9%
May	643	755	(112)	-14.8%	(65)	(69)	4	-5.8%	578	686	(108)	-15.7%
Jun	812	879	(67)	-7.6%	(43)	(81)	38	-46.9%	769	798	(29)	-3.6%
2nd Quart.	2,089	2,223	(134)	-6.0%	(139)	(236)	97	-41.1%	1,950	1,987	(37)	-1.9%
Accum. 6 months	4,176	4,280	(104)	-2.4%	(286)	(377)	91	-24.1%	3,890	3,903	(13)	-0.3%
Jul	567	591	(24)	-4.1%	(50)	(107)	57	-53.3%	517	484	33	6.8%
Aug	855	566	289	51.1%	(102)	(55)	(47)	85.5%	753	511	242	47.4%
Sep	902	779	123	15.8%	(59)	(33)	(26)	78.8%	843	746	97	13.0%
3rd Quart.	2,324	1,936	388	20.0%	(211)	(195)	(16)	8.2%	2,113	1,741	372	21.4%
Accum. 9 months	6,500	6,216	284	4.6%	(497)	(572)	75	-13.1%	6,003	5,644	359	6.4%
Oct	ND	526			ND	(96)			ND	430		
Nov	ND	615			ND	(73)			ND	542		
Dec	ND	662			ND	(16)			ND	646		
4th Quart.	ND	1,803			ND	(185)			ND	1,618		
Accum. 12 months	ND	8,019			ND	(757)			ND	7,262		

*ND = Not disclosed

GLOSSARY

PSV: Potential Sales Value, which is the amount in BRL that may be obtained when selling each real estate unit.

%P&P or % Plano&Plano: Company's share calculated by adding up the direct and indirect shares in the developments.

Contracted sales: sum of the values of the units sold, whose contracts are already signed.

Percentage of Completion ("PoC"): incurred cost divided by the total cost of the work. Revenue is recognized up to the limit of the "incurred cost/total cost" ratio.

Backlog Result: due to the "PoC" accounting method, the result of the units sold is recognized based on the financial evolution of the works. Therefore, it is the result to be recognized as the incurred cost evolves.

Cash generation (consumption): net debt variation between two periods.

Net debt: total debt (sum of Borrowings and Financing in Current and Non-current Liabilities) less cash and cash equivalents.

Landbank: inventory of available land for future launches.

Exchange: an alternative for the purchase of land that consists of paying the owner of the land with units (in the case of swapped units) or with the cash flow from the sale of units (in the case of financial swap).

SFH: Brazilian Housing Financing System.

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



ADDRESS

Rua Samuel Morse, 74, Conj. 132
São Paulo-SP, CEP: 04576-060



ri.planoeplano.com.br/en/



Listed on B3 Novo Mercado | **PLPL3**