

# Operating Results Preview **1<sup>st</sup> QUARTER | 2023**



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



## PLANO&PLANO SELLS BRL 547 MILLION IN FIRST QUARTER, REACHING ANOTHER COMPANY RECORD.

São Paulo, April 13<sup>th</sup>, 2023 - **Plano&Plano** Desenvolvimento Imobiliário S.A. (B3: PLPL3), reports the preview of its operating results for the first quarter of 2023 (1Q23), compared to the same period of 2022 (1Q22).

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

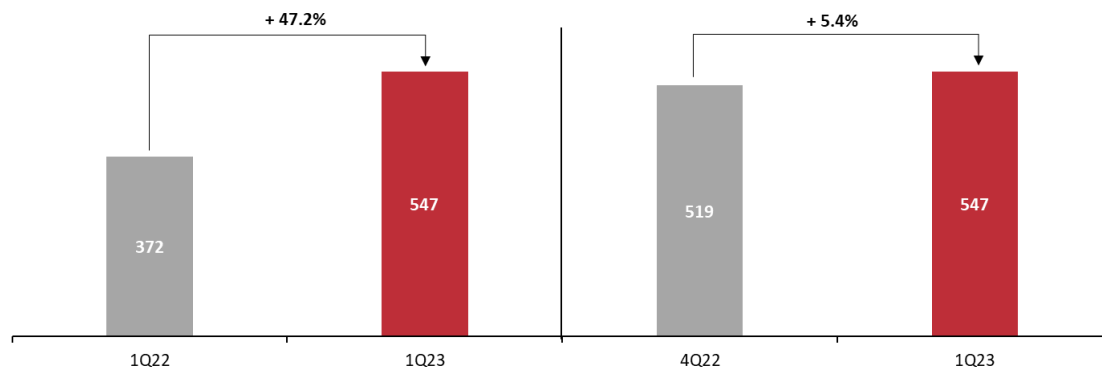
Net sales (100% **Plano&Plano**) contracted in the first quarter of 2023 reached BRL 546.7 million, 47.2% higher than in 1Q22 (BRL 371.5 million). When compared to 4Q22, the Company obtained an increase of 5.4%. This result once again sets a quarterly sales record for **Plano&Plano**.

Regarding the unit sold's average price, 1Q23 recorded BRL 211.7 thousand, an increase of 10.5% compared to the same period of the previous year.

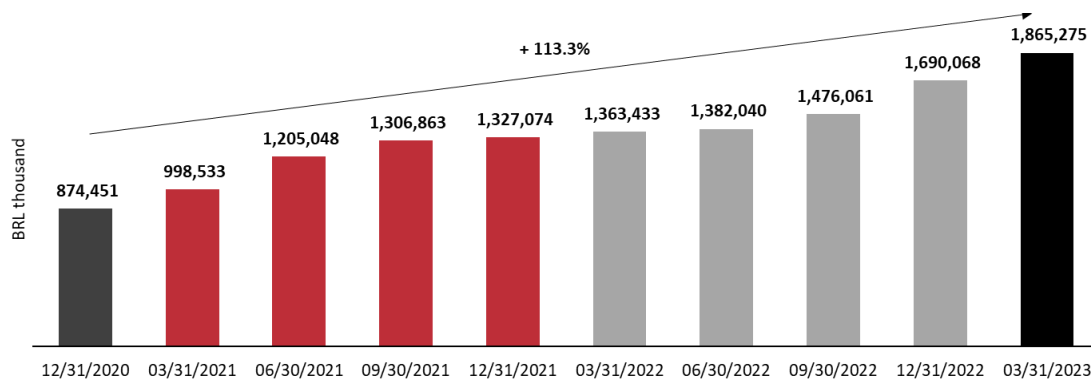
	1Q23	4Q22	Δ %	1Q22	Δ %
Gross Contracted Sales (BRL thousand)	592,293	542,108	9.3%	398,226	48.7%
Gross Contracted Sales (Units)	2,809	2,700	4.0%	2,087	34.6%
Cancellations (BRL thousand)	45,543	23,572	93.2%	26,683	70.7%
Cancellations (Units)	226	118	91.5%	147	53.7%
Net Sales 100% <b>Plano&amp;Plano</b> (BRL thousand)	546,749	518,536	5.4%	371,542	47.2%
Net Sales 100% <b>Plano&amp;Plano</b> (Units)	2,583	2,582	0.0%	1,940	33.1%
Average Ticket (BRL thousand / Units)	211.7	200.8	5.4%	191.5	10.5%
Cancellations / Gross Sales (%)	7.7%	4.3%	3.3 pp	6.7%	1 pp

## NET SALES (BRL MILLION)

**100% Plano&Plano**



## LAST 12 MONTHS HISTORICAL NET SALES (BRL THOUSAND) 100% PLANO&PLANO



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 **8.78% per quarter** or **40,03% per year**, accumulating 113,3% in the past 9 quarters.



## OPERATING RESULTS PREVIEW 1Q23

### LAUNCHES

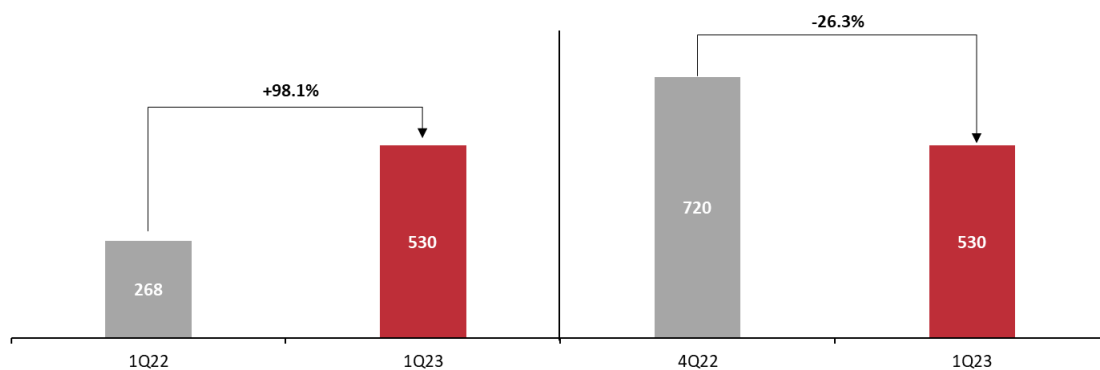
In the first quarter, the Company made 5 launches, which provided a potential sales volume (PSV) of BRL 530,1 million, including physical swaps. This amount is 98,1% higher in comparison to the BRL 267,6 million posted in the first quarter of 2022, thus recording the Company's best first quarter.

As for the apartment average price for the units launched, 1Q23 recorded BRL 230.3 thousand, an increase of 19,4% compared to the same period of the previous year.

	1Q23	4Q22	Δ %	1Q22	Δ %
Launches (phases)	5	8	-37.5%	3	66.7%
PSV 100% <b>Plano&amp;Plano</b> (BRL thousand)	530,100	719,724	-26.3%	267,611	98.1%
Units	2,302	3,458	-33.4%	1,388	65.9%
Average Ticket (BRL thousand / Units)	230.3	208.1	10.6%	192.8	19.4%
Average Units by Launch	460	432	6.5%	463	-0.5%
PSV % <b>Plano&amp;Plano</b> (BRL thousand)	440,145	658,283	-33.1%	267,611	64.5%
Share % <b>Plano&amp;Plano</b>	83.0%	91.5%	-8.4 pp	100.0%	-17 pp

### LAUNCHES (BRL MILLION)

#### 100% Plano&Plano

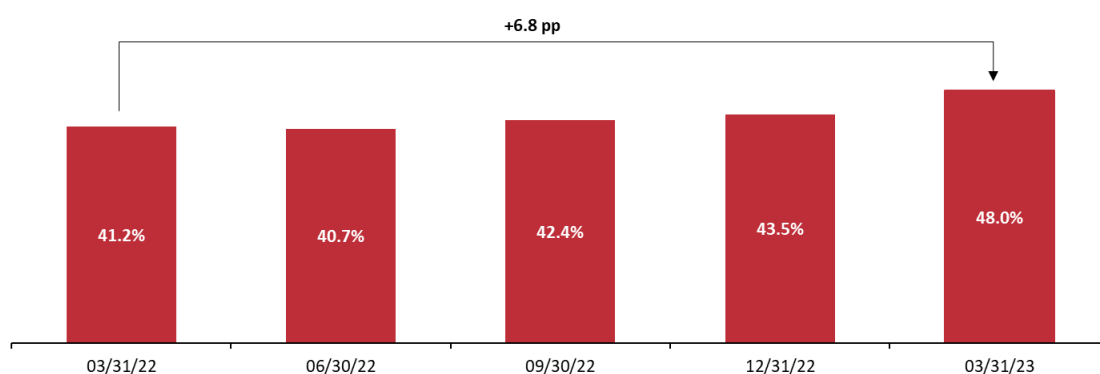




## SALES OVER SUPPLY (SOS)

On 03/31/2023, the Sales Over Supply (SOS) indicator for the last 12 (twelve) months was 48.0%. Compared to the previous quarter, there was an increase of 4.5 pp over the SOS of 43.5% measured on 12/31/2022, when compared to the same period of the previous year, the increase was 6.8 pp, thus representing a relevant and consistent improvement in the Company's sales performance.

### SALES OVER SUPPLY (LAST 12 MONTHS)

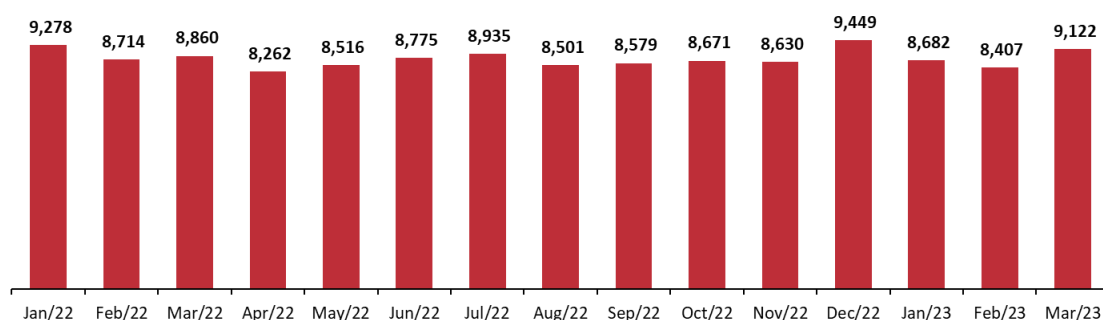


## OPERATING RESULTS PREVIEW 1Q23

### INVENTORY AVAILABLE FOR SALE

The Company ended first quarter with 9,122 units and a BRL 2.2 billion PSV available for sale. These figures represent a drop of 3.5% in units and 0.7% in PSV when compared to 12/31/2022. Of the total amount of units, that company has available for sale at the end of 1Q23, 4.9% are delivered apartments, a value 4 pp higher compared to the end of 4Q22.

#### INVENTORY (UNITS)



	03/31/2023	12/31/2022	Δ %	03/31/2022	Δ %
Inventory PSV (BRL million)	2,238	2,253	-0.7%	1,867	19.9%
Inventory (Units)	9,122	9,448	-3.5%	8,860	3.0%
Units Under Construction / Total Units Available (%)	95.1%	99.1%	-4 pp	97.5%	-2.4 pp
Delivered Units / Total Units Available (%)	4.9%	0.9%	4 pp	2.5%	2.4 pp

### LANDBANK

At the end of 1Q23, the landbank totaled PSV of BRL 11,7 billion, with a total landplot area of 763.2 million square meters.

During the 1Q23, the Company acquired 8 new land plots in São Paulo. The landbank is concentrated in the metropolitan area of São Paulo, with 96.4% of the number of land plots and 92.4% of PSV located in the city of São Paulo. Of the acquisition cost of the entire landbank, 5.7% will be paid in cash before the respective launches and 94,3% will be mainly paid on time proportionally to the receipt of sales cash, in the so called "financial swap" and in a smaller proportion will be through physical swap.

### CONSTRUCTION SITES

At the end of the first quarter of 2023, the total number of construction sites under the management of **Plano&Plano's** engineering department was 42 sites, down from 49 in the end of the fourth quarter of 2022. The Company had 17,027 units under construction at the end of 1Q23.

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