

INVESTOR RELATIONS



# RESULTS

**2<sup>ND</sup> QUARTER**

**2025**

Listed on B3 Novo Mercado | **PLPL3**

# Disclaimer!

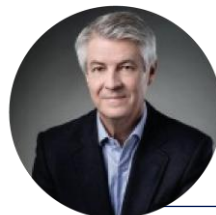
This presentation has forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions and on currently available information. Forward-looking statements refer to the intentions, beliefs or current expectations of the Company, 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 LUNA**

VICE-PRESIDENT



**JOÃO HOPP**

EXECUTIVE VICE-PRESIDENT DIRECTOR  
CFO E IRO



**ANSELMO SOARES**

FINANCIAL DIRECTOR

# HIGHLIGHTS 1Q25



**LAUNCHES 100%  
2Q25 (LTM)**

**BRL 4.9 billion**  
**+31%**

2Q25 LTM vs 2Q24 LTM



**Historical  
Record**



**LAUNCHES 100%  
6M25**

**BRL 2.6 billion**  
**+69%**

ABOVE 6M24



**Historical  
Record**



**LAUNCHES 100%  
2Q25**

**BRL 1.4 billion**  
**+32%**

ABOVE 2Q24



**NET SALES 100% 2Q25 (LTM)  
Including PODE ENTRAR**

**BRL 3.7 billion**  
**+12%**

2Q25 LTM vs 2Q24 LTM



**NET SALES 100% 2Q25 (LTM)  
PRIVATE MARKET  
(Excluding PODE ENTRAR)**

**BRL 3.4 billion**  
**+27%**

2Q25 LTM vs 2Q24 LTM



**NET SALES 100%  
6M25**

**BRL 1.7 billion**  
**+26%**

ABOVE 6M24



**NET SALES 100%  
2Q25**

**BRL 894.3 million**  
**+12%**

ABOVE 2Q24



**LANDBANK**

**BRL 32.0 billion**  
**+3%**

ABOVE 1T25



**Historical  
Record**

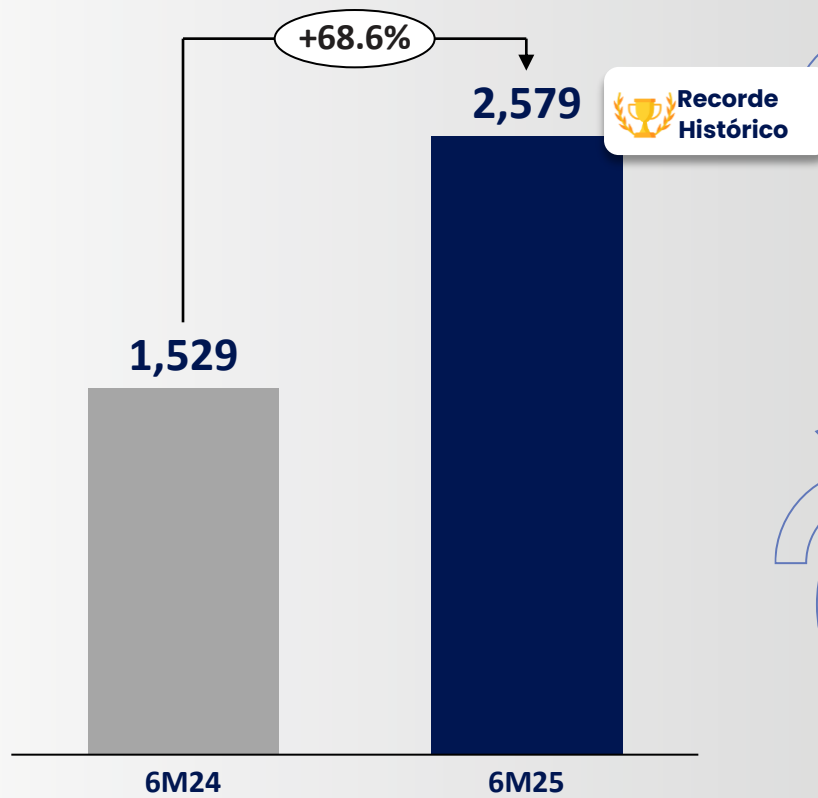
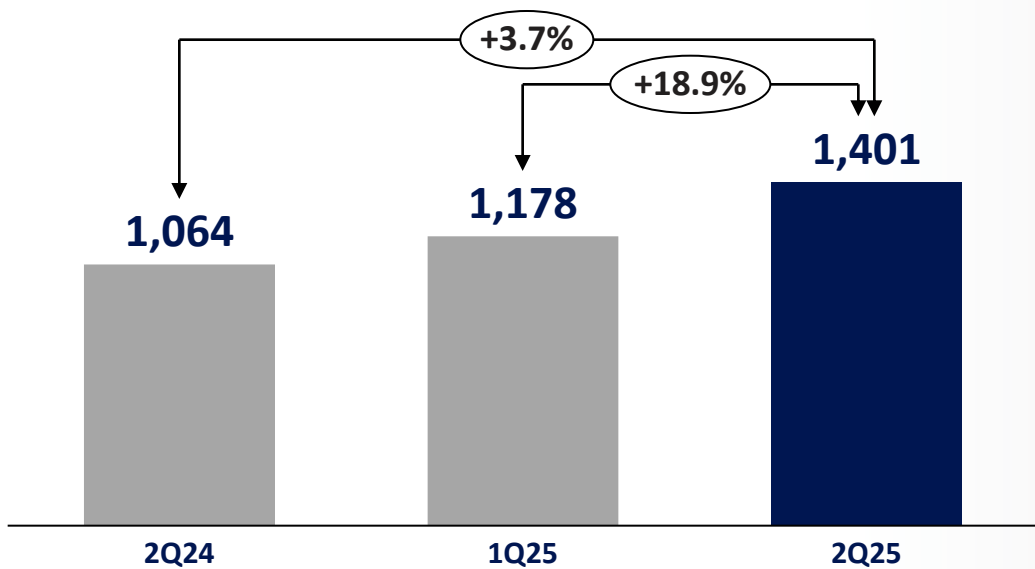


# OPERATIONAL RESULTS

2Q25

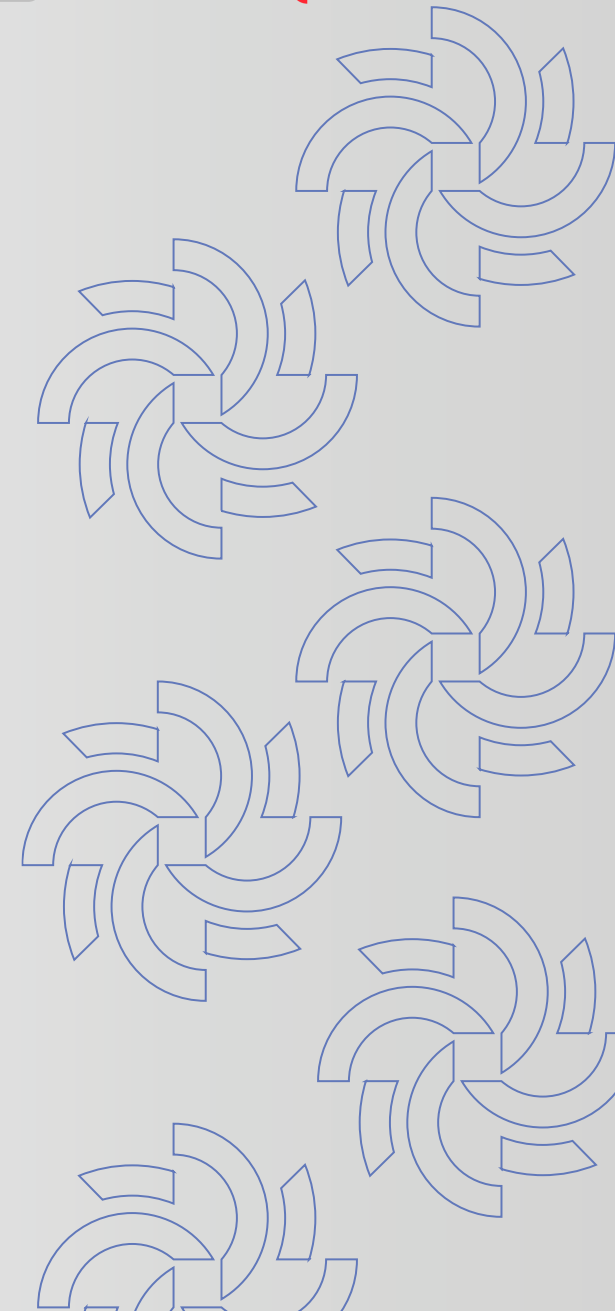
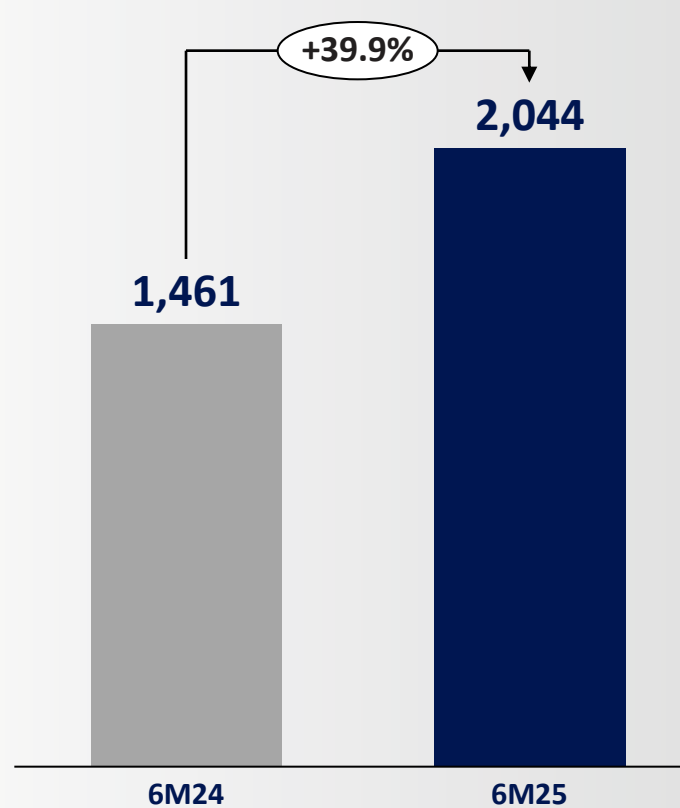
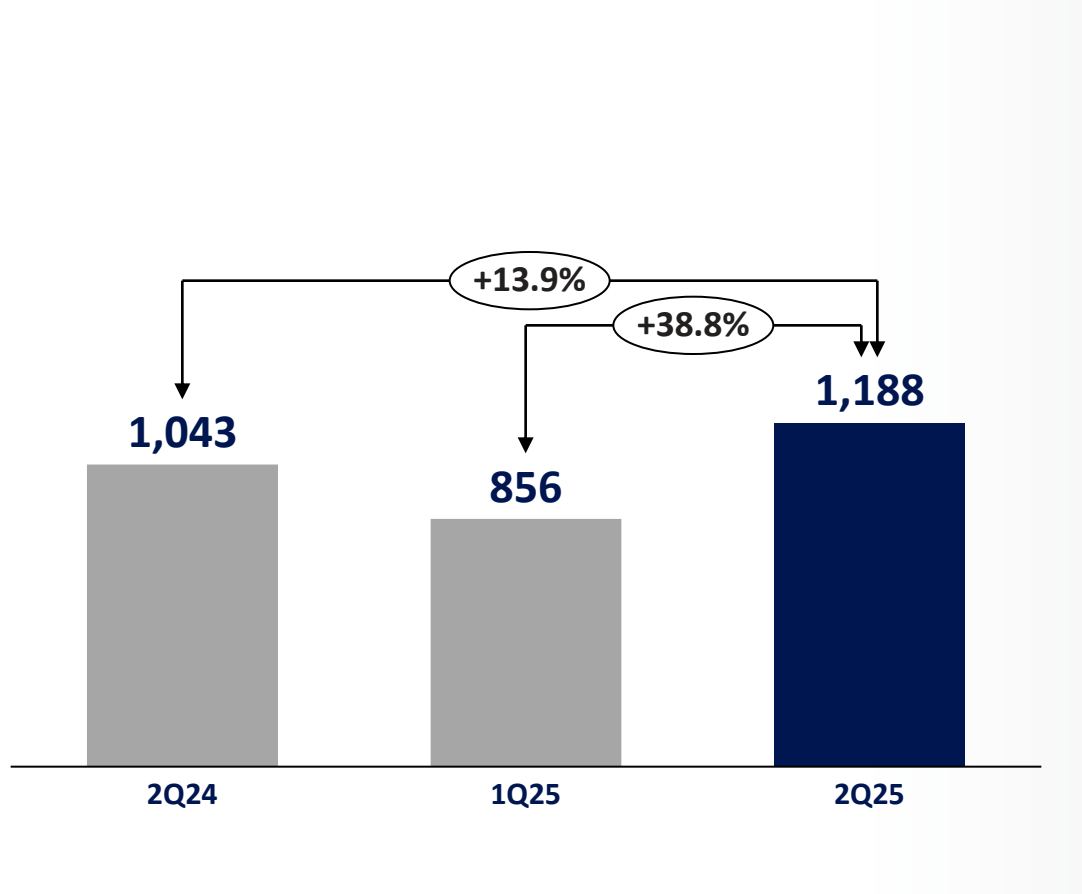
# LAUNCHES 100%

TOTAL (BRL million)



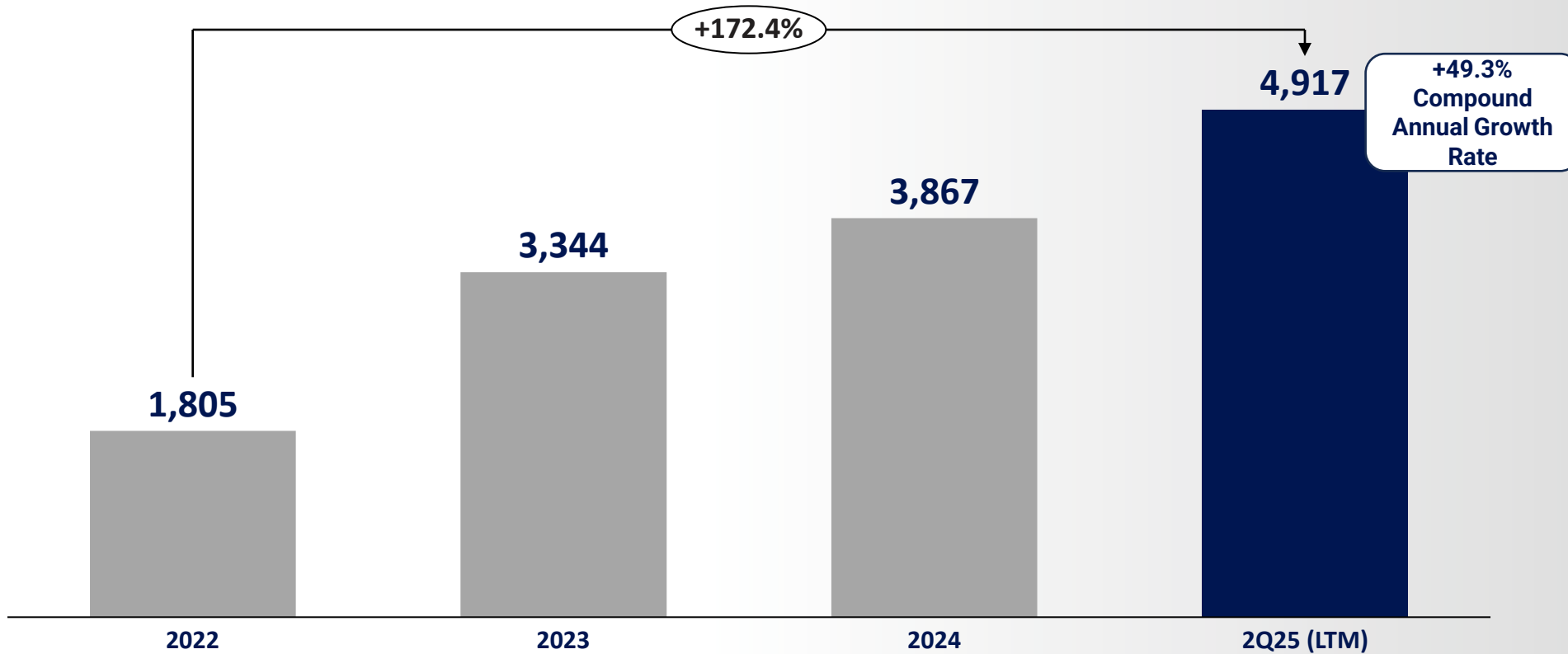
# LAUNCHES % P&P

TOTAL (BRL million)



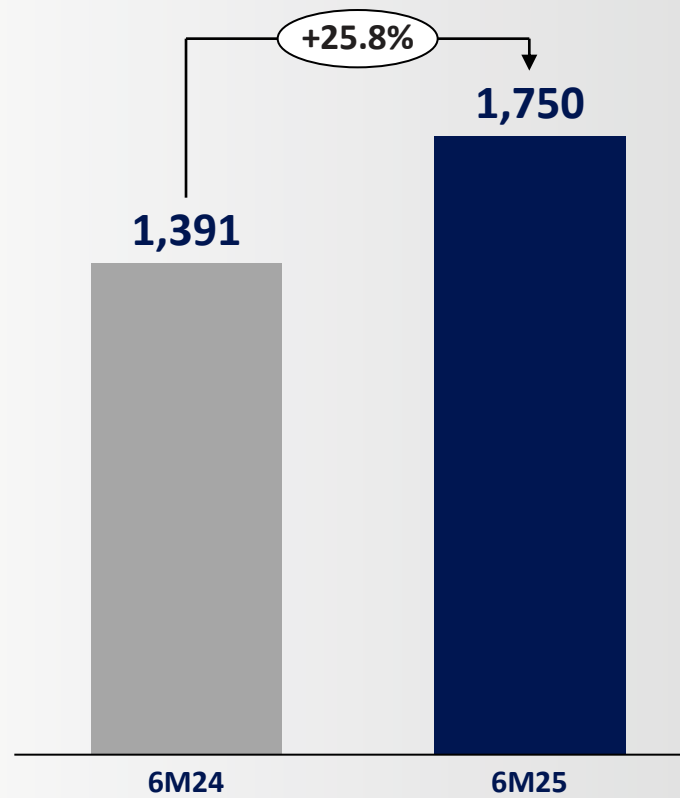
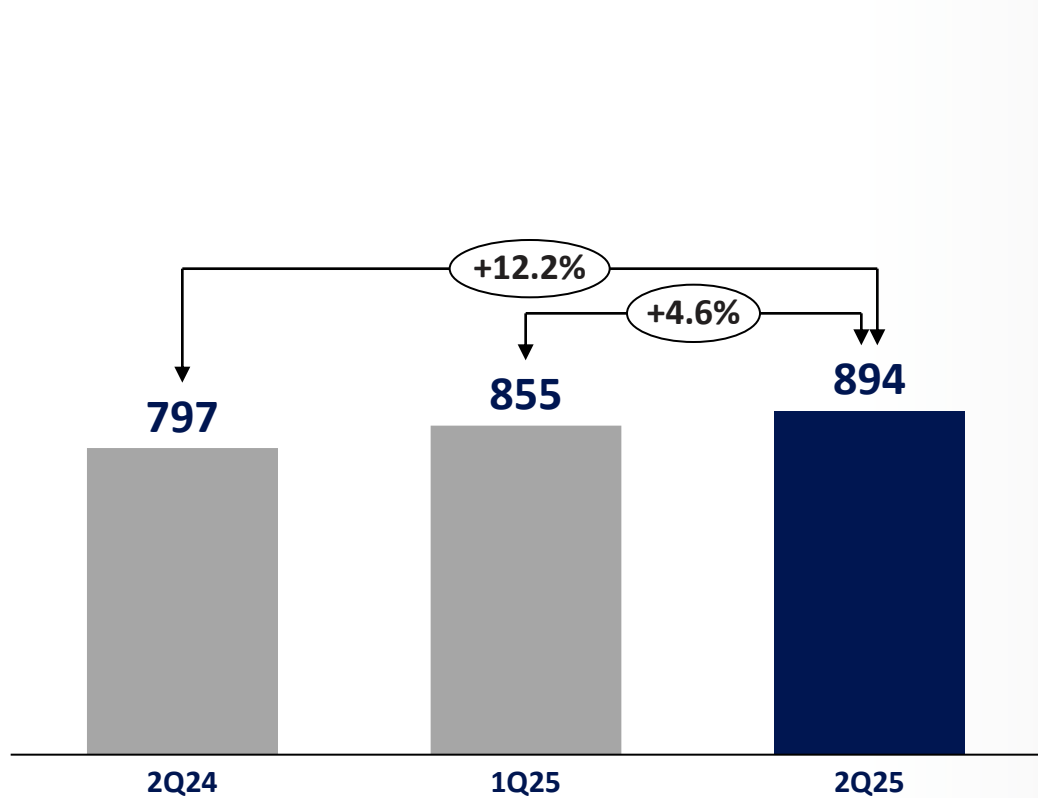
# LTM LAUNCHES TRACK.

Numbers include Póde Entrar - TOTAL (BRL million)



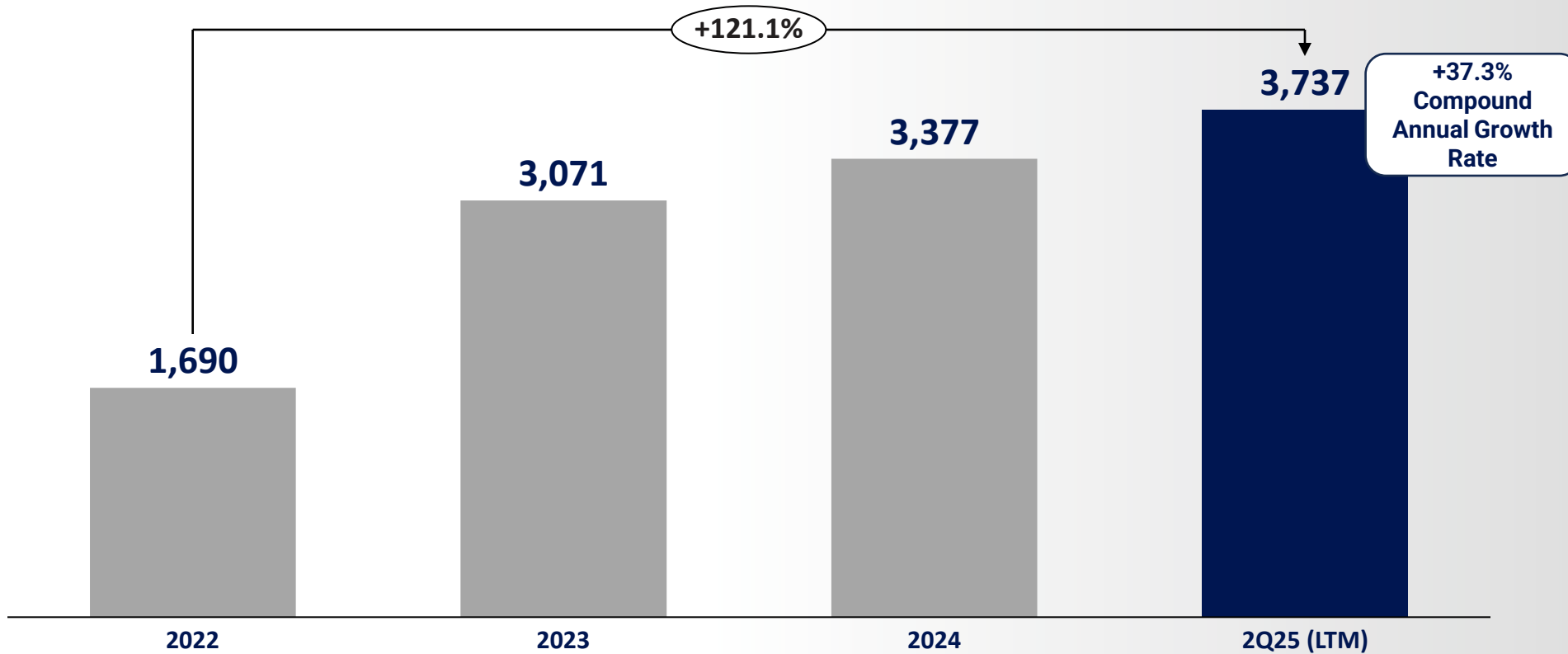
# SALES 100%

TOTAL (BRL million)



# LTM SALES TRACK RECORD.

Numbers include Póde Entrar - TOTAL (BRL million)



# INVENTORY / SALES

## INVENTORY / SALES (LTM)

(Inventory / Sales)

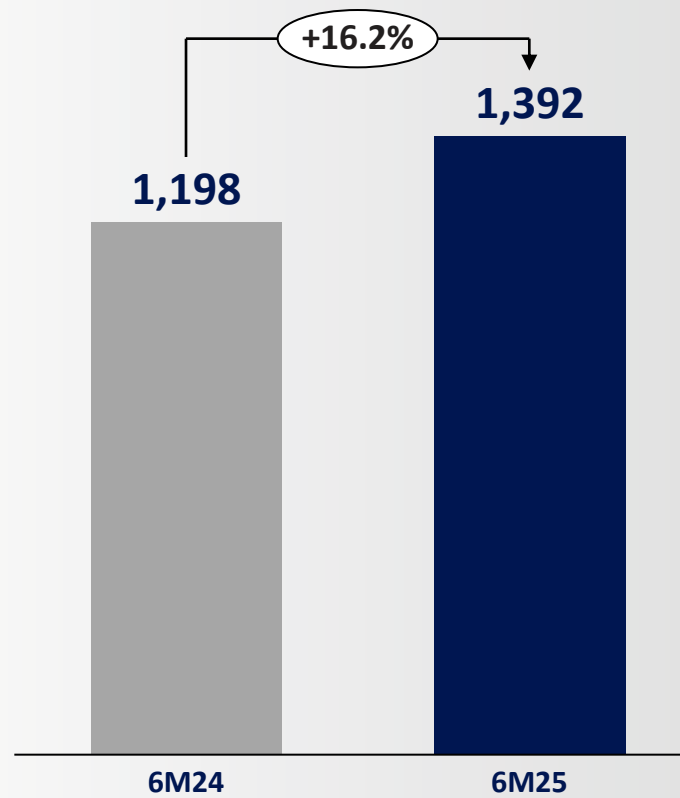
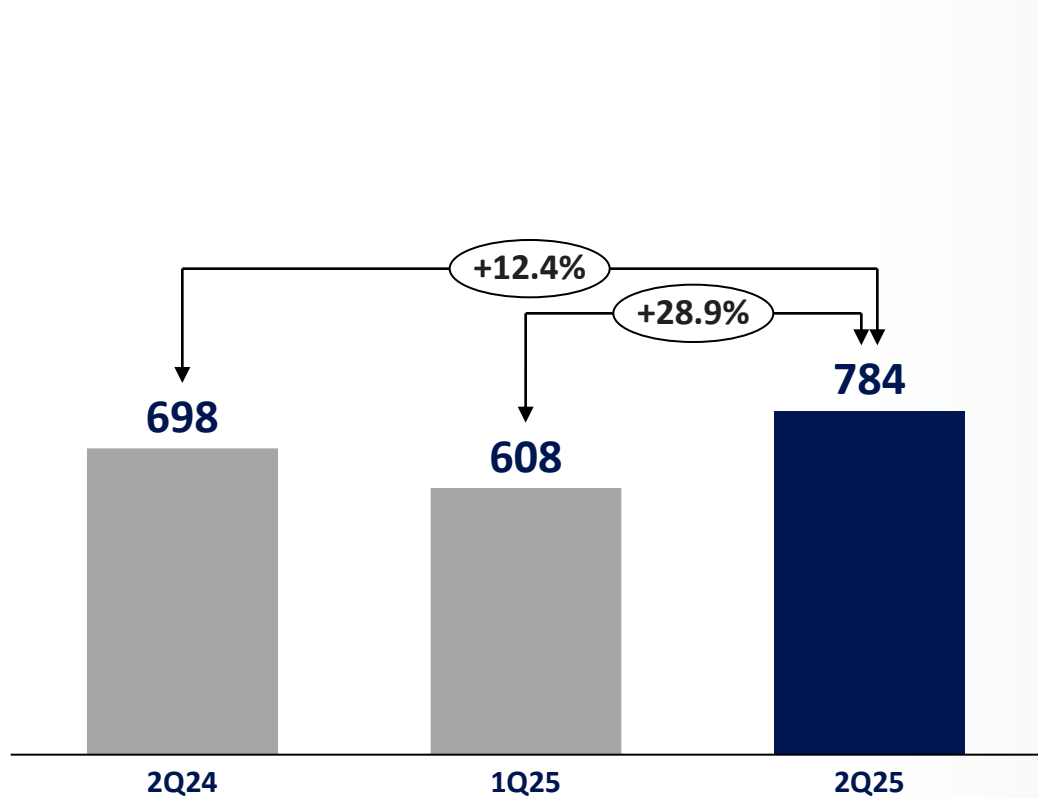




# FINANCIAL RESULTS 2Q25

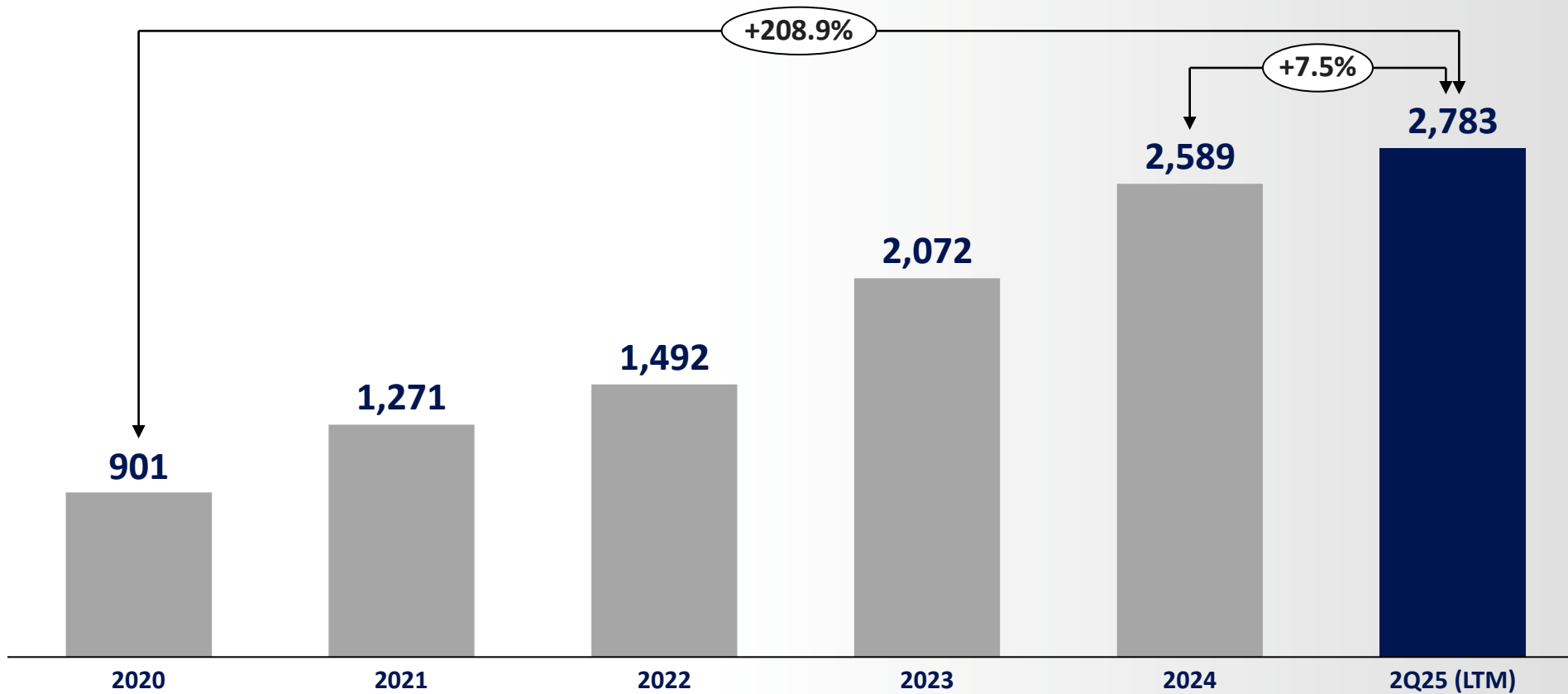
# NET REVENUE

(BRL million)



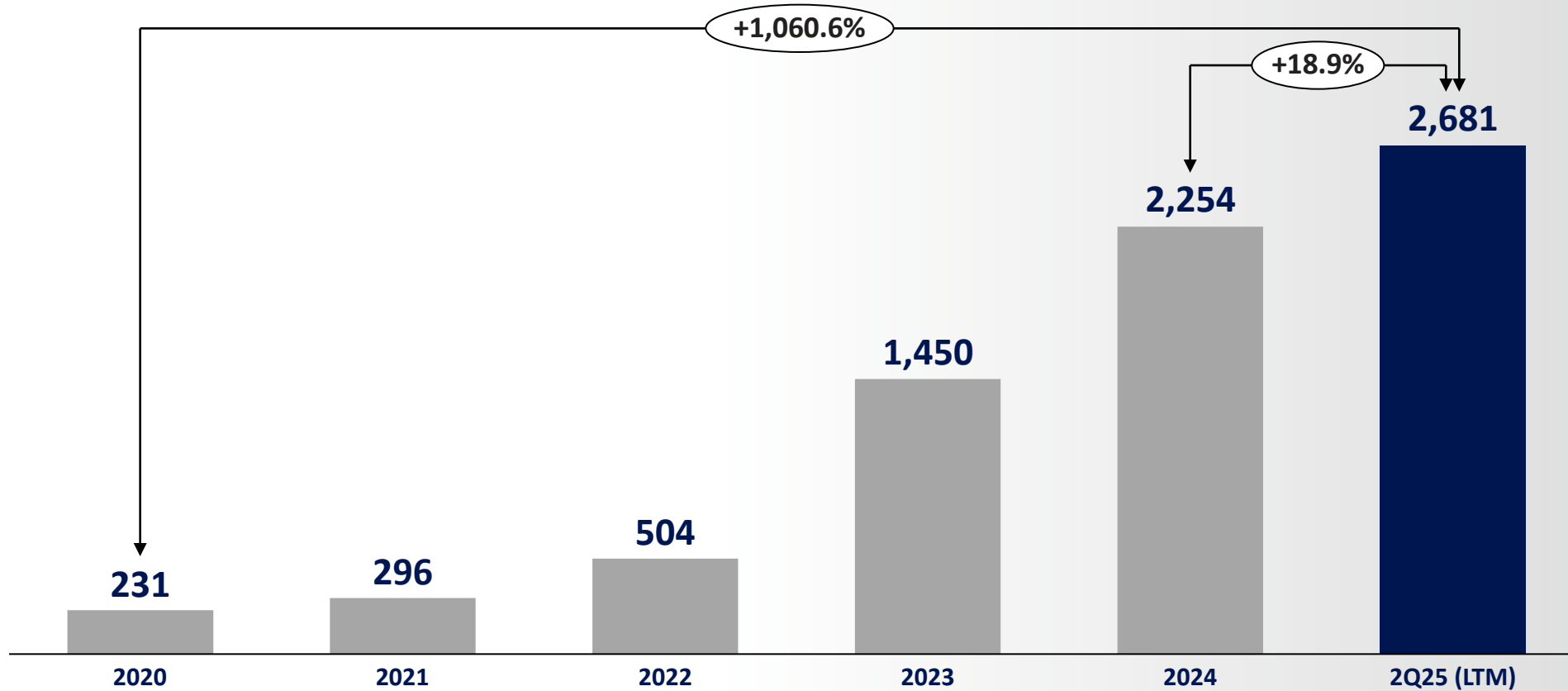
# LTM EVOLUTION OF NET REVENUE.

(BRL million)



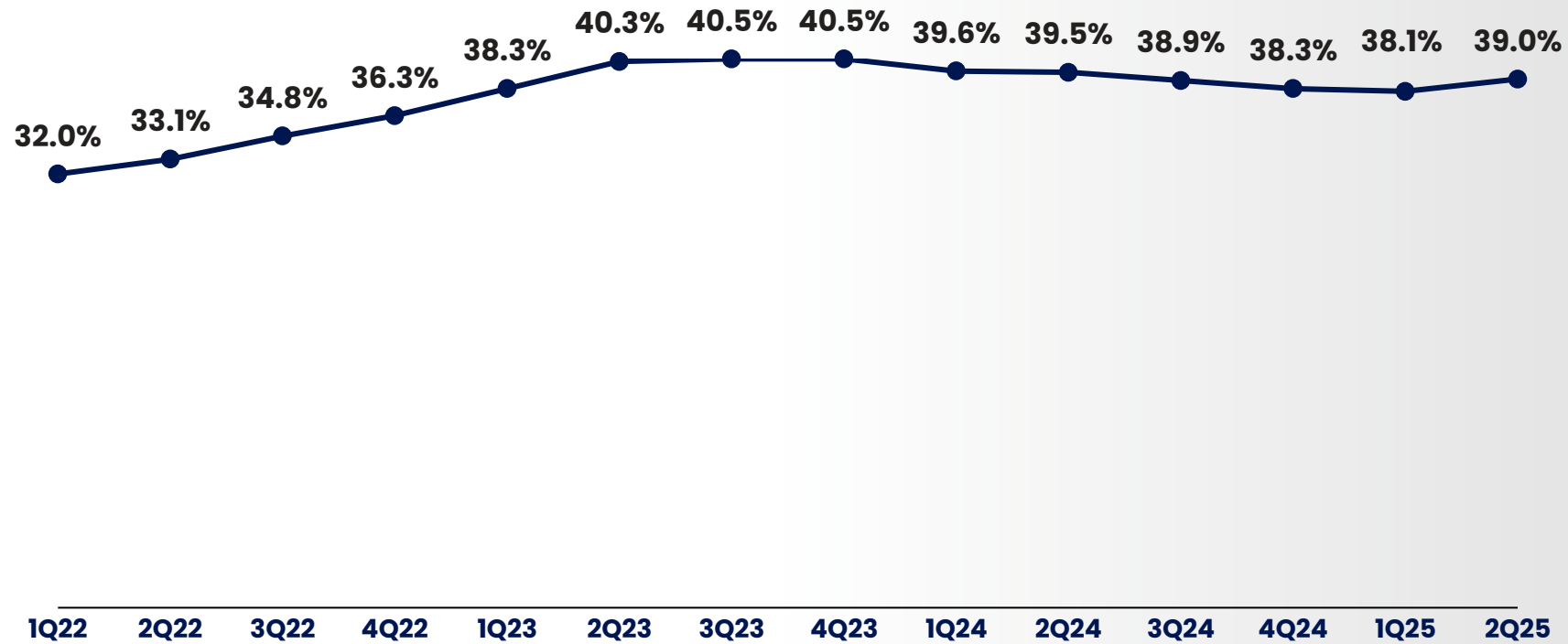
# EVOLUTION OF REVENUE TO BE APPROPRIATED.

(BRL million)



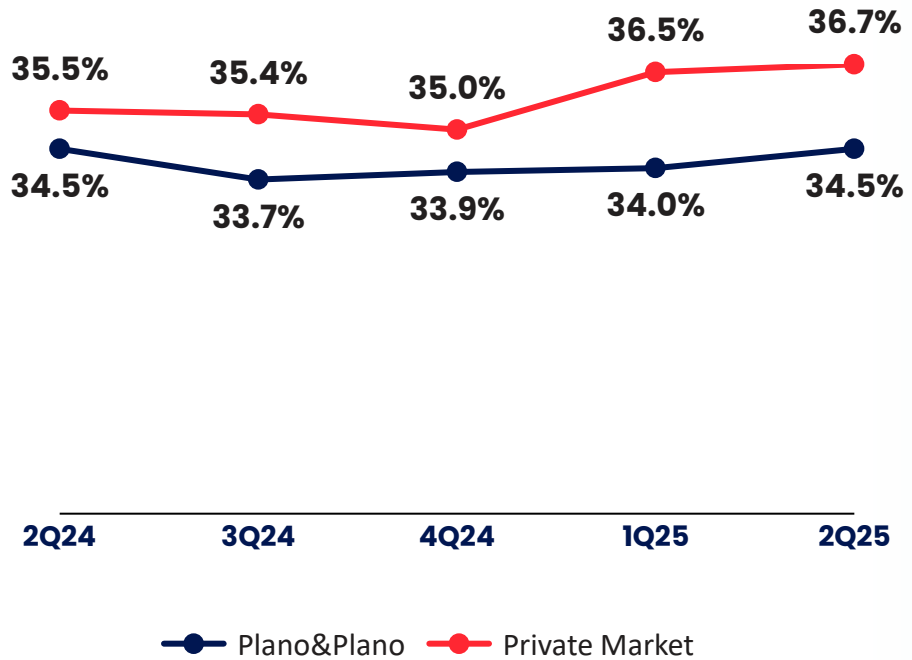
# BACKLOG MARGIN.

PRIVATE MARKET (%)

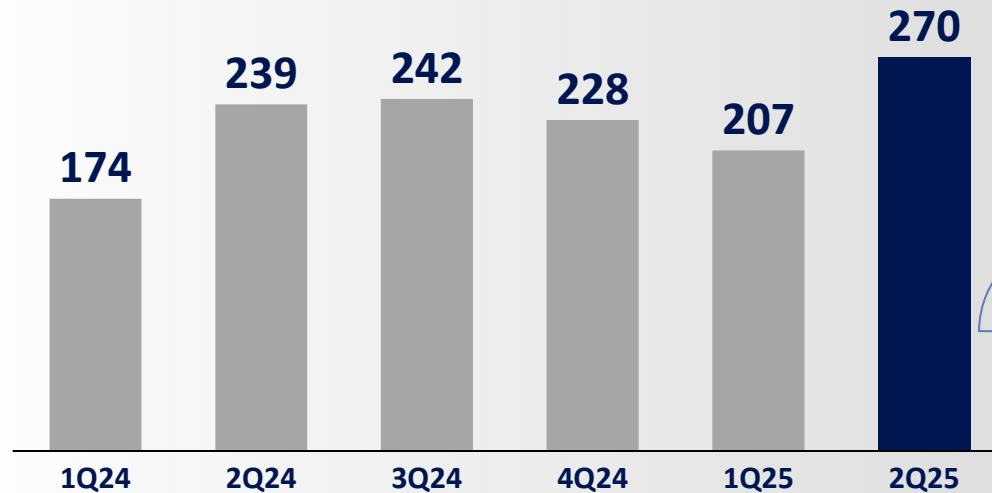


# GROSS PROFIT & MARGIN.

ADJUSTED GROSS MARGIN (%)

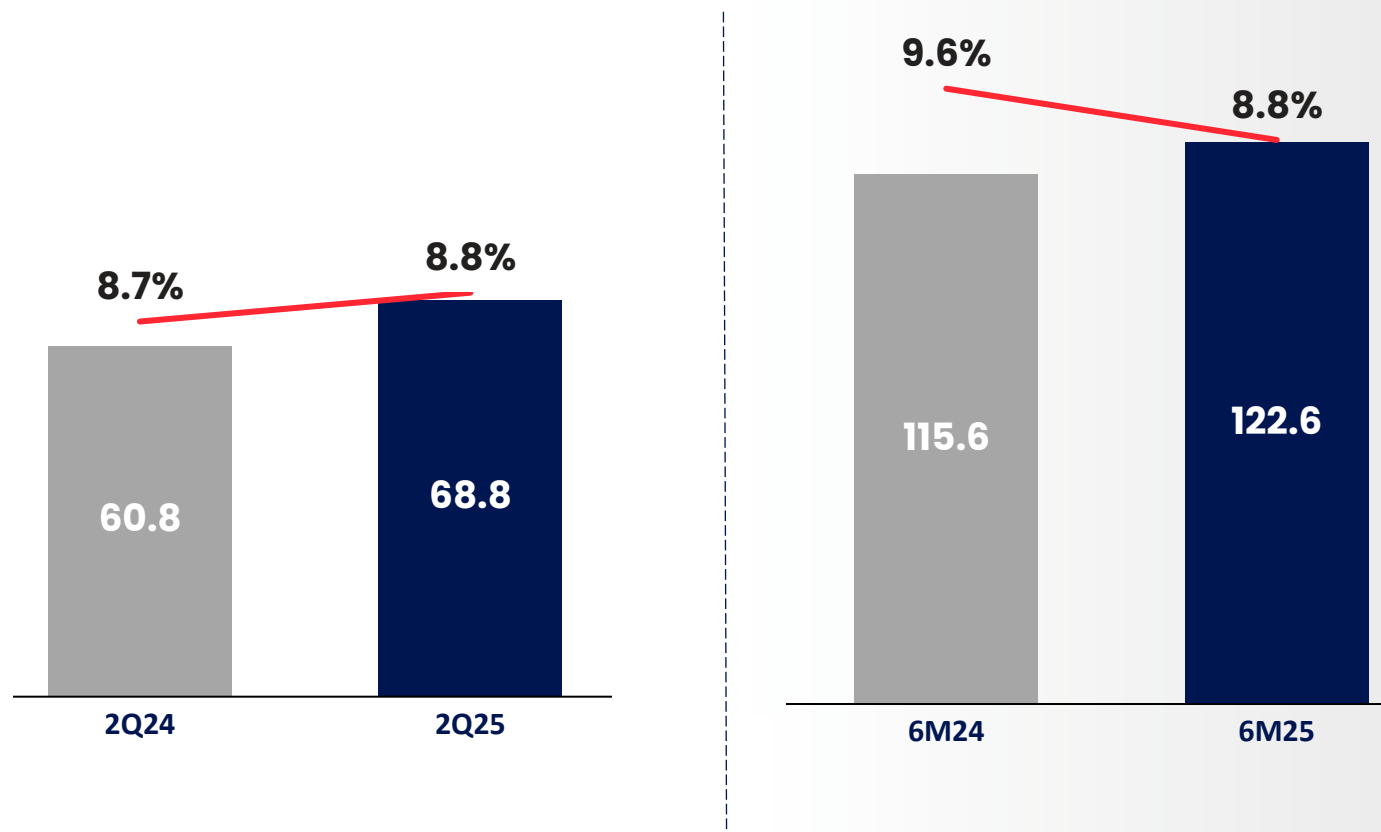


ADJUSTED GROSS PROFIT (BRL million)



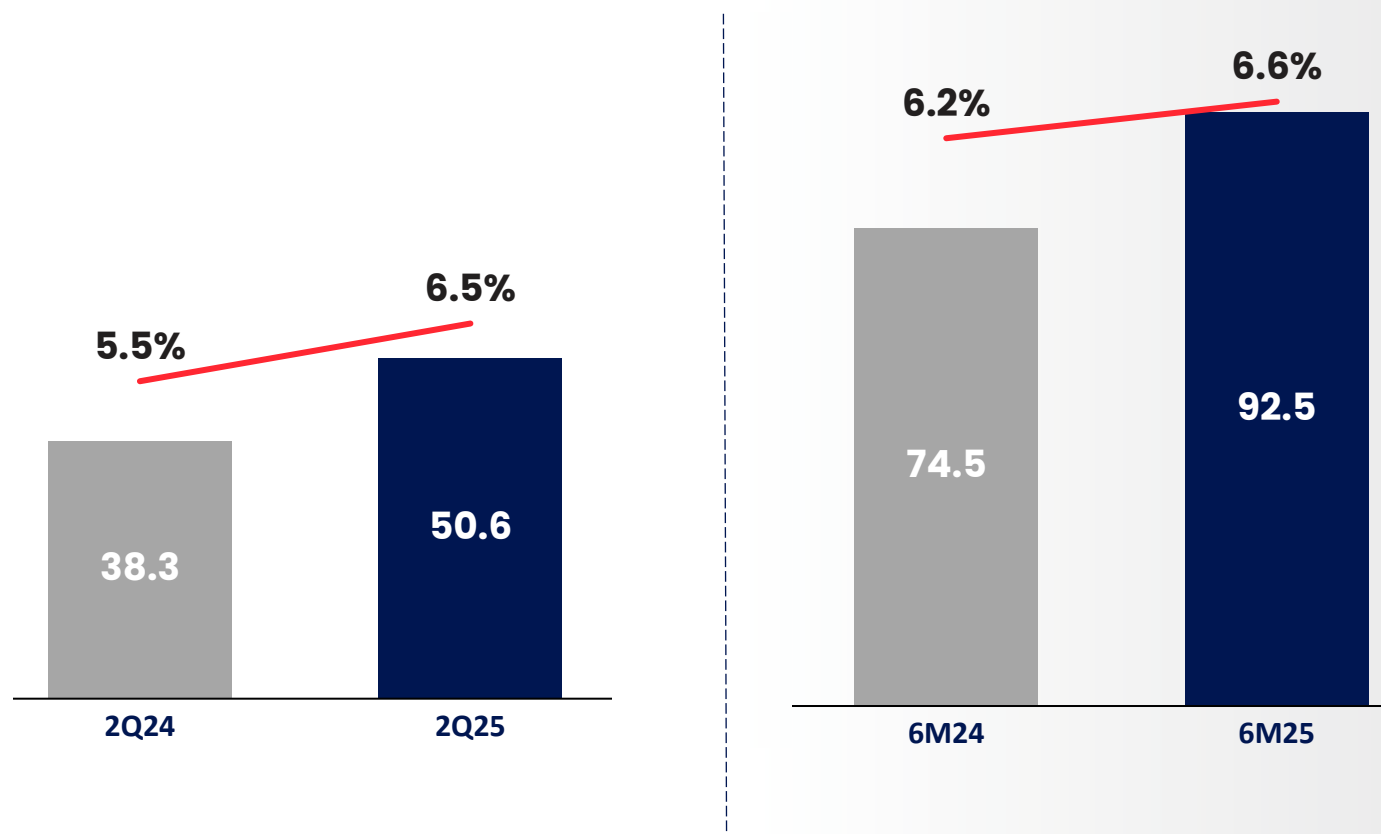
# SALES EXPENSES.

(BRL million and % of revenue)



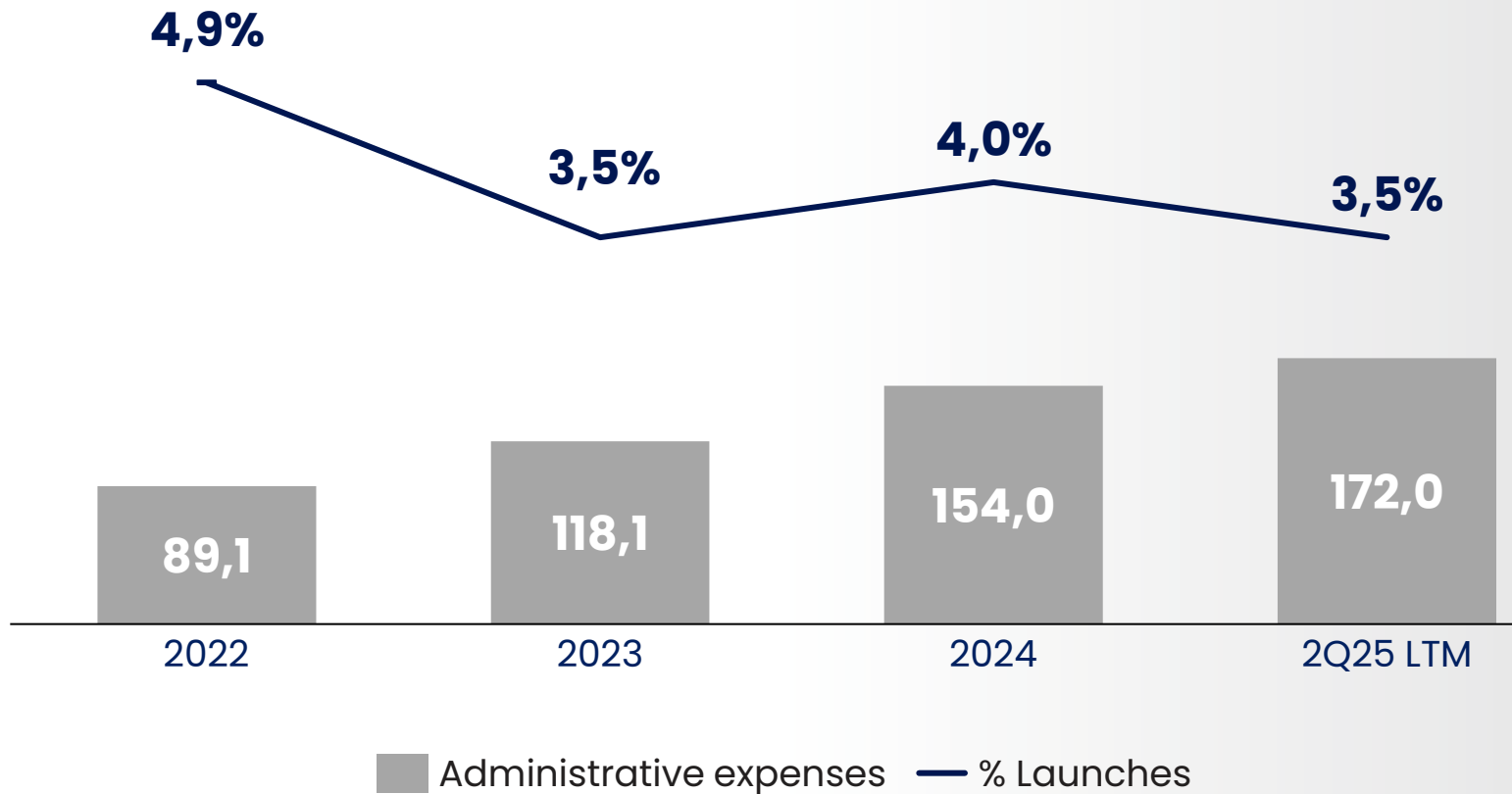
# G&A EXPENSES.

(BRL million and % of revenue)



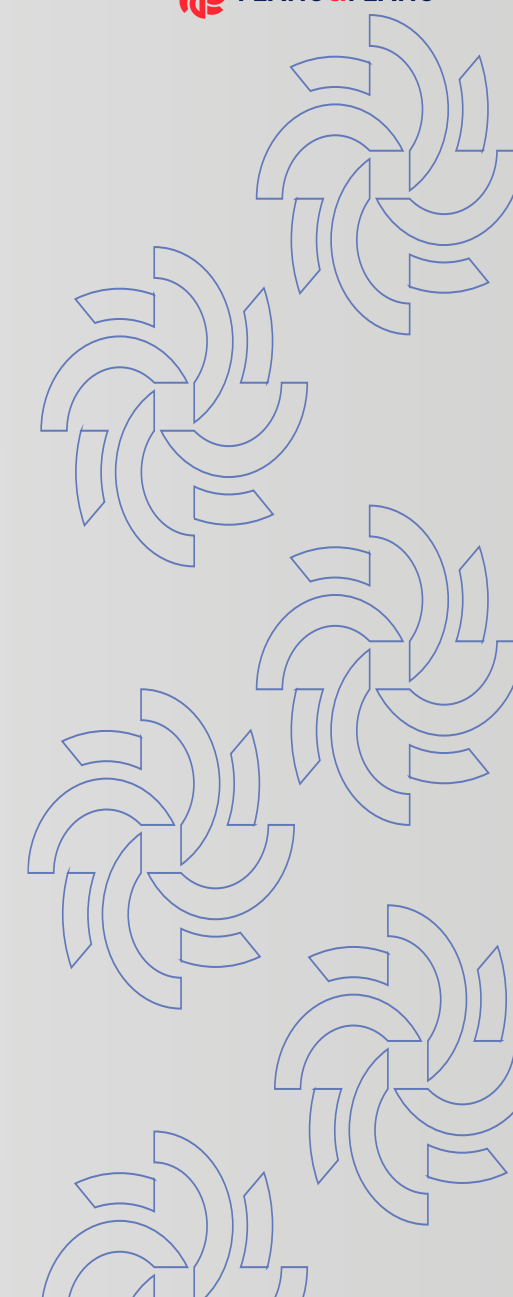
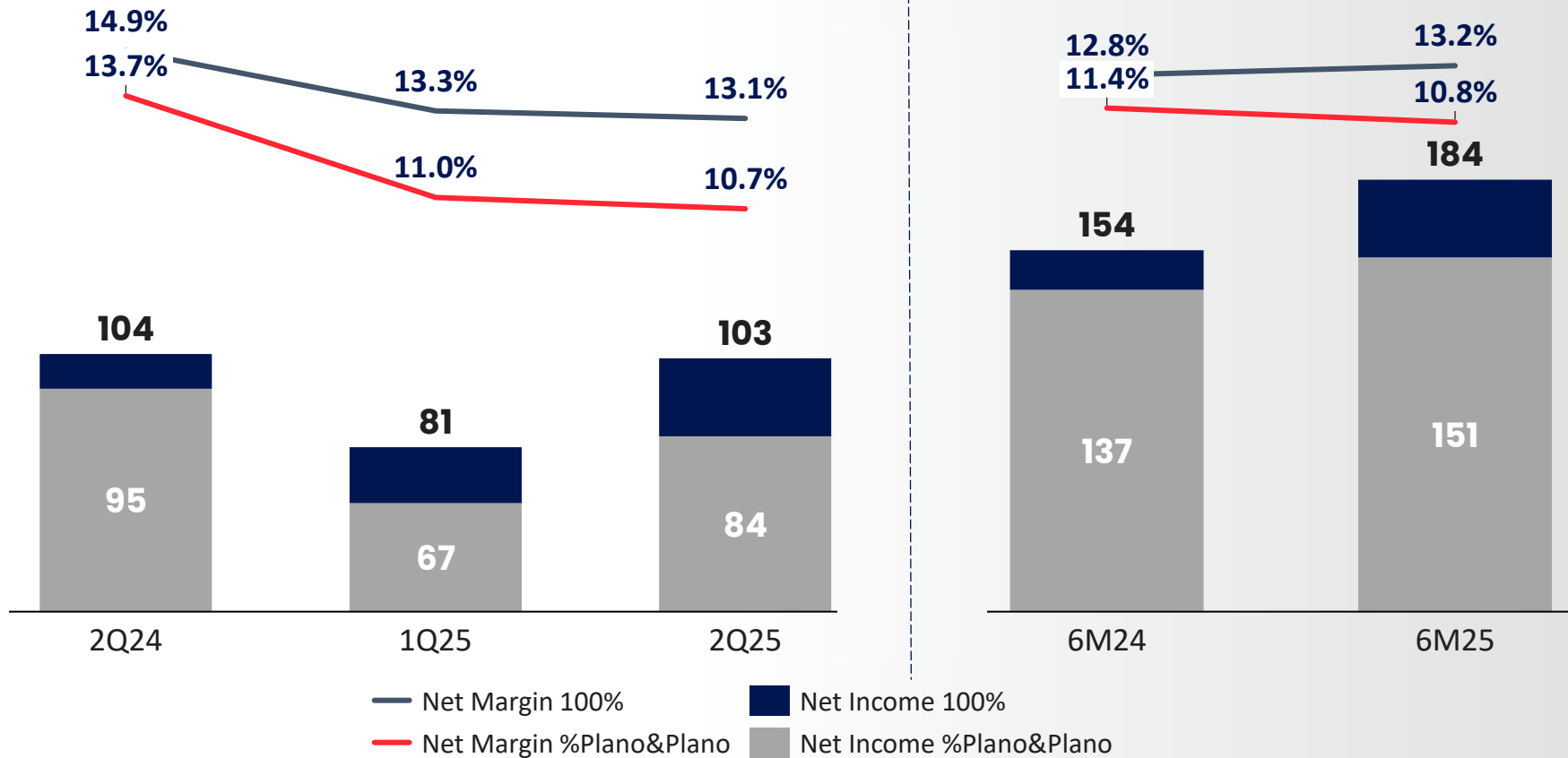
# G&A EXPENSES/LAUNCHES

(BRL million and % of Launches)



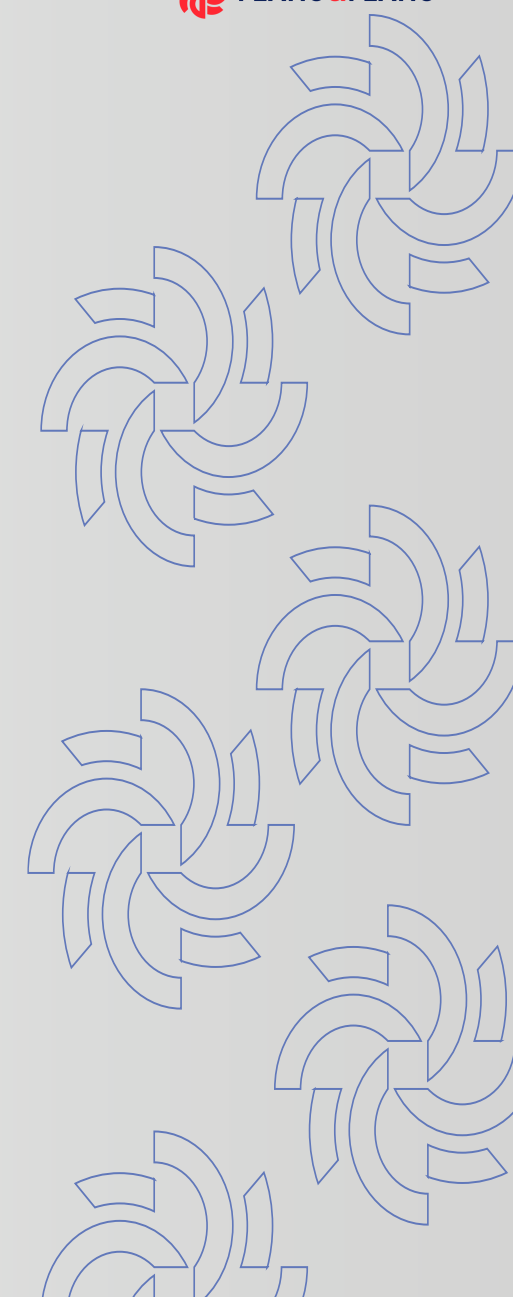
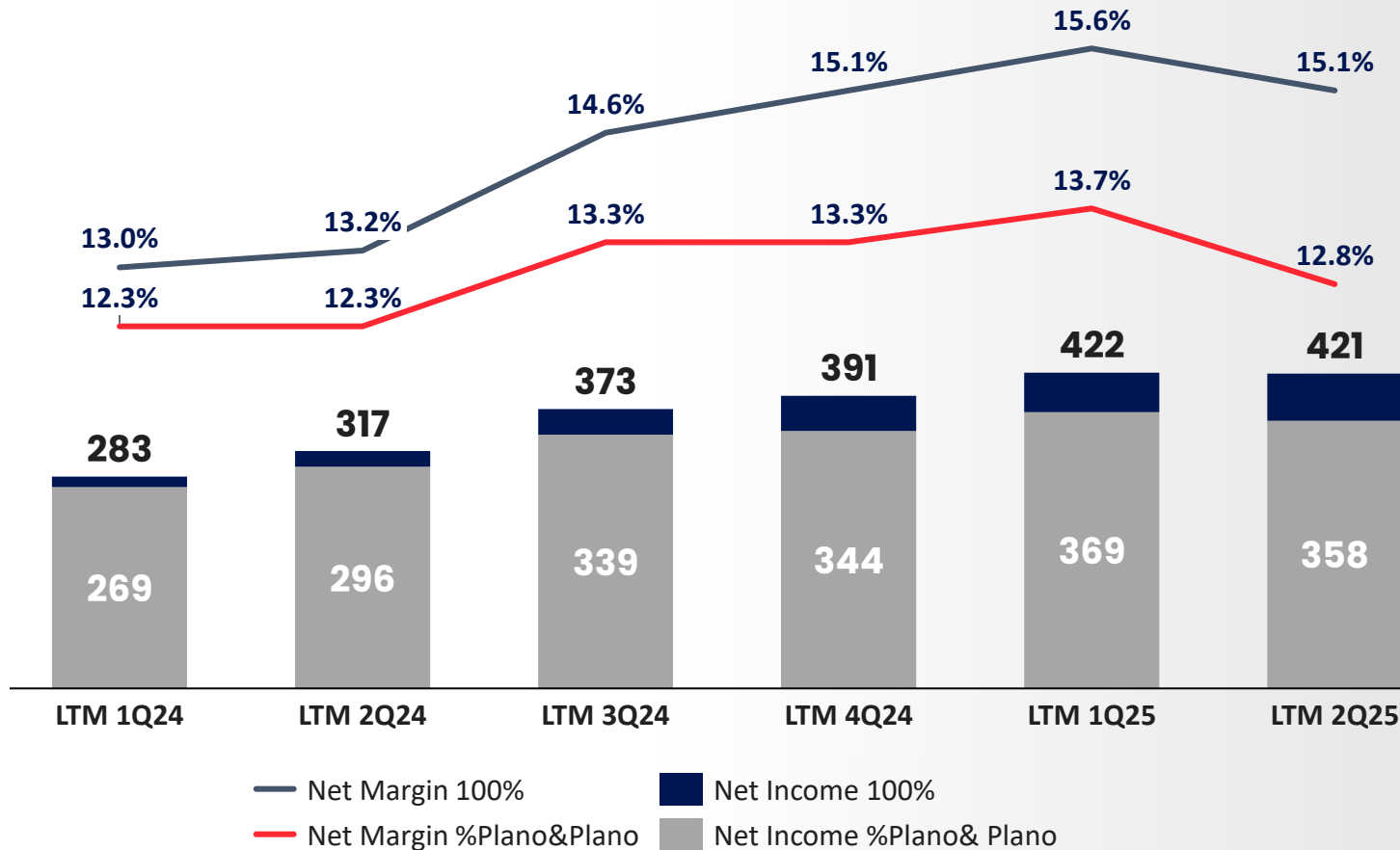
# NET INCOME & MARGIN.

(BRL million and%)



# LTM NET INCOME & MARGIN.

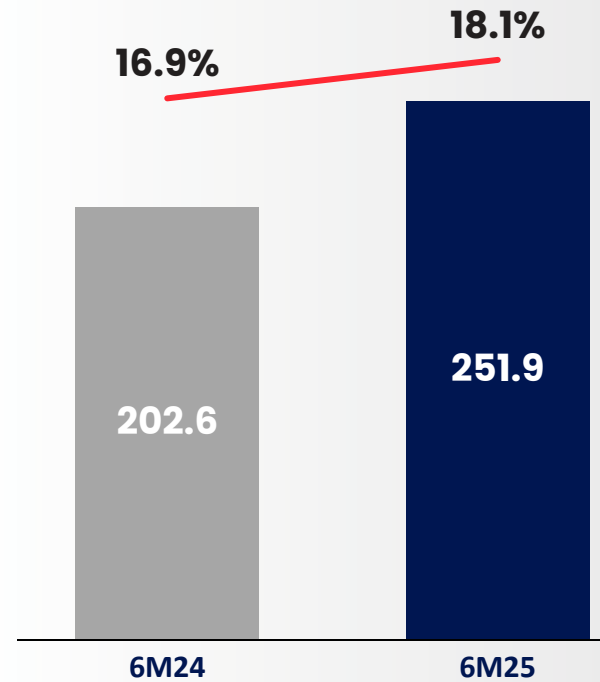
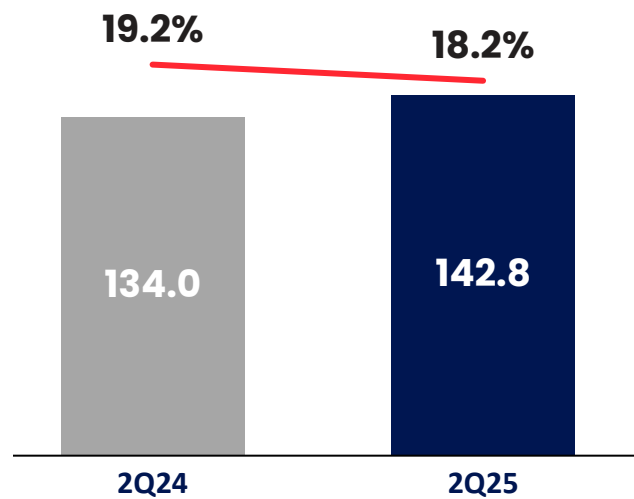
(BRL million and%)



# EBITDA

## ADJUSTED EBITDA AND EBITDA MARGIN

(BRL million and%)



# CASH GENERATION.

Cash Generation (BRL million)	1T25	2T25	2025
Net Debt (Net Cash) at the beginning of the period	-185.7	156.9	-185.7
Net Debt (Net Cash) at the end of the period	156.9	199.2	199.2
<b>Net Debt Variation</b>	<b>342.7</b>	<b>42.3</b>	<b>384.9</b>
(+) Dividends	-200.0	0.0	-200.0
<b>Operating Cash Consumption / (Generation)</b>	<b>142.7</b>	<b>42.3</b>	<b>184.9</b>

# NET DEBT.

Net Debt (BRL thousands)	06/30/2025	03/31/2025	Δ %	06/30/2024	Δ %
Total Debt	737.8	598.3	23.3%	377.6	95.4%
(+/-) Fair Value Adjustment	15.2	23.4	- 35.0%	0.0	0.0%
<b>Gross Debt</b>	<b>753.0</b>	<b>621.7</b>	<b>21.1%</b>	<b>377.6</b>	<b>99.4%</b>
Cash and cash equivalents	553.8	464.8	19.1%	378.1	46.5%
<b>Net Debt</b>	<b>199.2</b>	<b>156.9</b>	<b>27.0%</b>	<b>-0.4</b>	<b>0.0%</b>
Equity + Minority	988.4	865.1	14.2%	755.6	30.8%
<b>Net Debt / Equity</b>	<b>20.2%</b>	<b>18.1%</b>	<b>2.0 pp</b>	<b>-0.1%</b>	<b>20.2 pp</b>
Leverage Ratio [ND / (ND + E)]	16.8%	15.4%	1.4 pp	-0.1%	16.8 pp

# Q&A

## Earnings Webcast 2Q25

IR Team:

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

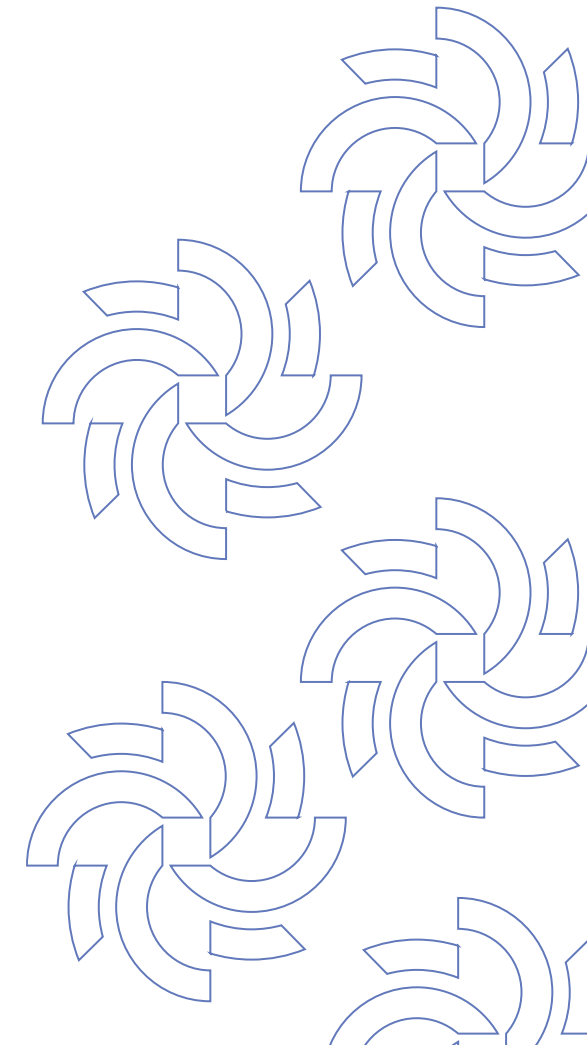
[ri@planoeplano.com.br](mailto:ri@planoeplano.com.br)



### To participate live:

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

**PLPL3**





## Building Value Relationships

Listed on B3 Novo Mercado | [PLPL3](#)

