

# 2T23

## Teleconferência de Resultados

São Paulo, 11 de agosto de 2023



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# LANÇAMENTOS DO TRIMESTRE



**East Blue Tatuapé**

**VGW %EZTEC: R\$ 175 mi**

**Localização:** Tatuapé – SP  
**Padrão:** Médio/ Alto  
**Participação:** 100% EZTEC  
**Unidades:** 123  
**% Vendido:** 47,3%  
**Lançamento:** 2T23  
**Landbank:** Serra de Botucatu



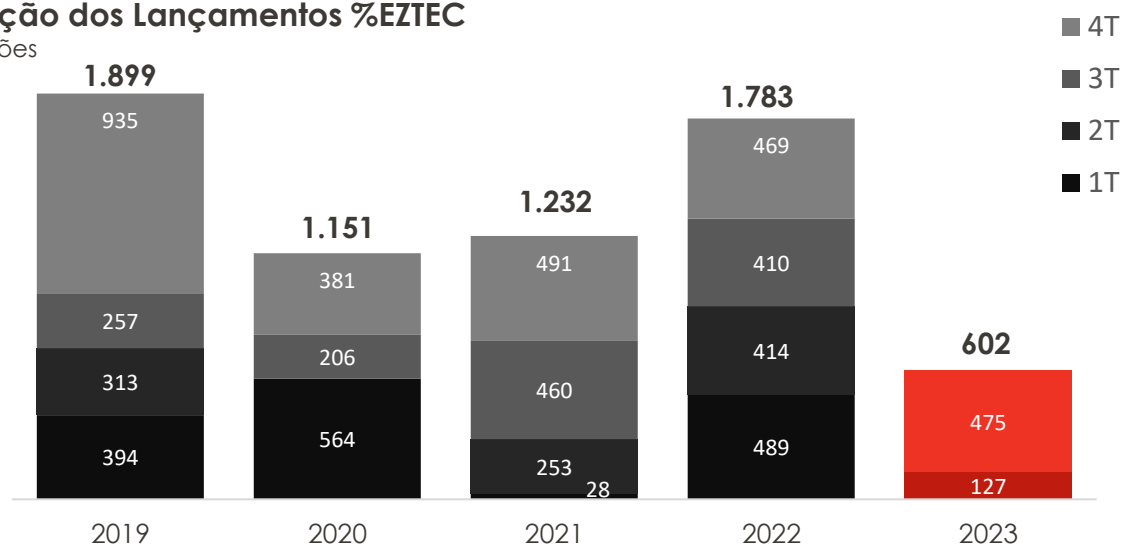
**Lindenberg Ibirapuera**

**VGW %EZTEC: R\$ 300 mi**

**Localização:** Paraíso – SP  
**Padrão:** Alto  
**Participação:** 90% EZTEC  
**Unidades:** 44  
**% Vendido:** 34,8%  
**Lançamento:** 2T23  
**Landbank:** IBM

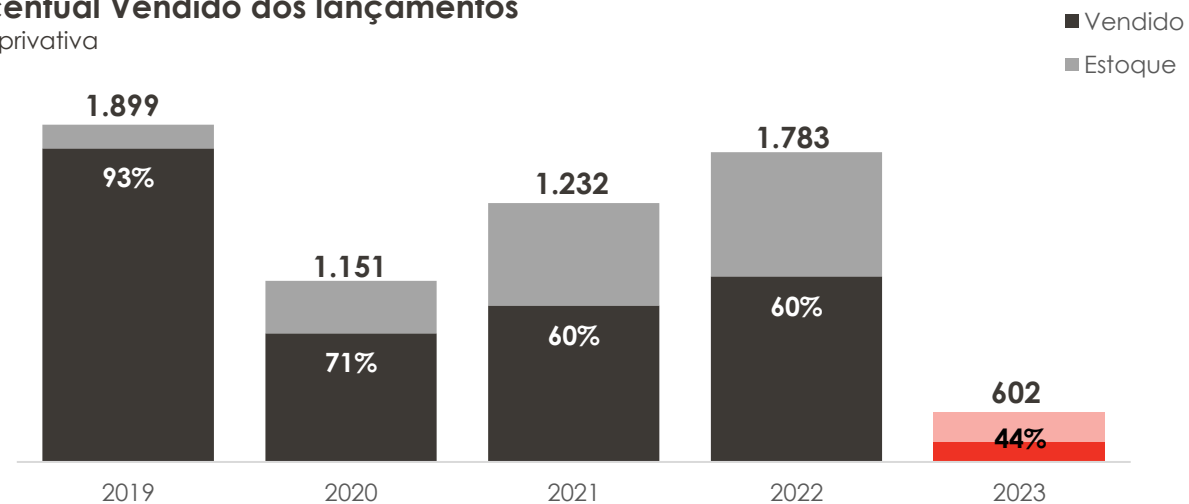
## Evolução dos Lançamentos %EZTEC

R\$ milhões



## Percentual Vendido dos lançamentos

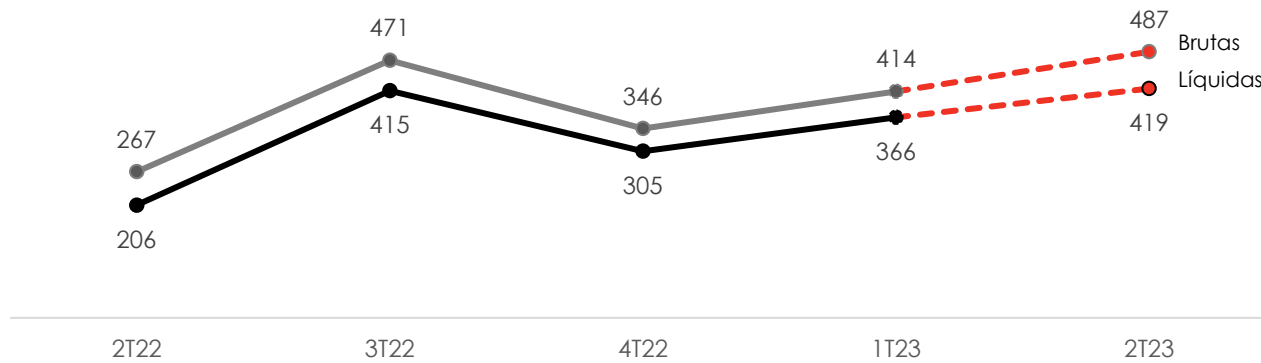
Área privativa



# PERFORMANCE OPERACIONAL

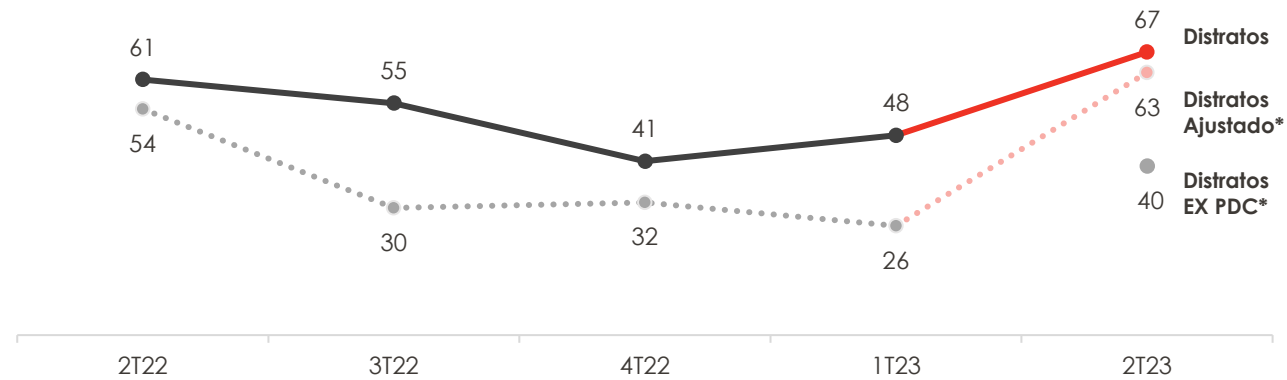
## Evolução trimestral de vendas

R\$ Milhões



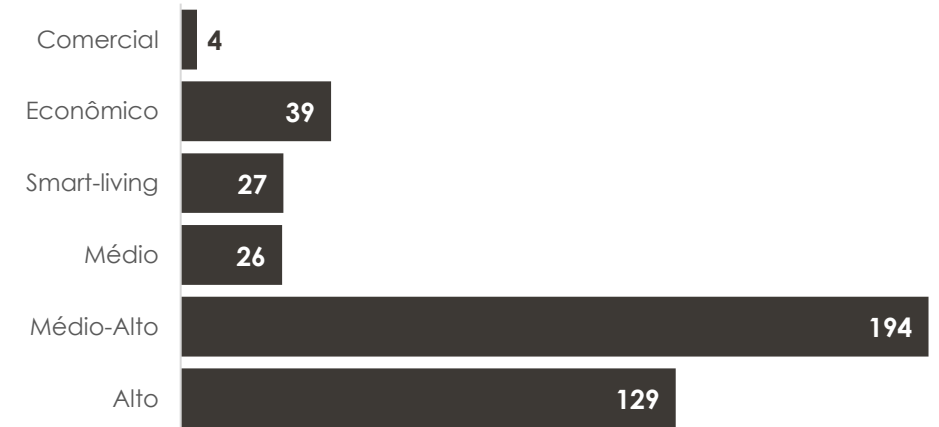
## Evolução trimestral dos distratos

R\$ Milhões



## Perfil das Vendas Líquidas do trimestre

R\$ Milhões



## Perfil das Vendas Líquidas do trimestre

R\$ Milhões



\* Excluindo Downgrades, Upgrades e Transferências. \*\* Excluindo distratos do Parque da Cidade.

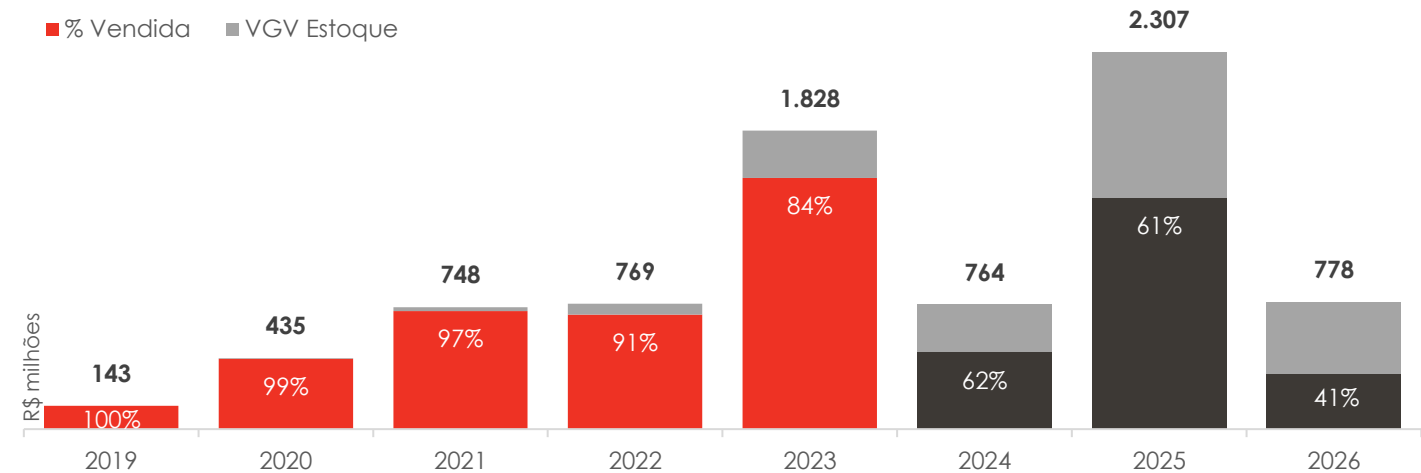


# ENTREGAS

INFORMAÇÃO DOS PROJETOS	%EZTEC	SPE	Resultado	Área privativa vendida (%)	VGV %EZ (R\$milhões)
<b>1T23</b>				66,4%	118,6
Z.Ibirapuera	100%	Larissa	Consolidado	66,4%	118,6
<b>2T23</b>				92,7%	251,4
Jardins do Brasil - Reserva JB - 1ª Fase	76%	Phaser	Equivalência	94,7%	121,2
Jardins do Brasil - Reserva JB - 2ª Fase	76%	Phaser	Equivalência	90,8%	130,2
<b>3T23 - Esperado</b>				80,3%	368,4
Giardino Gran Maia	100%	Pinhal	Consolidado	30,7%	101,6
Piazza Gran Maia	100%	Pinhal	Consolidado	67,3%	104,2
Pin Internacional	100%	Cabreúva	Equivalência	98,5%	162,6
<b>4T23 - Esperado</b>				84,1%	1.089,5
Air Brooklin	100%	Vale do Paraíba	Consolidado	83,8%	364,6
Eredità	50%	Dakota	Equivalência	83,4%	70,9
Meu Mundo Estação Mooca	50%	Iracema	Equivalência	88,8%	77,6
EZ Parque da Cidade	100%	Santa Madalena	Consolidado	81,9%	576,4
<b>ACUMULADO ANO</b>				<b>84,1%</b>	<b>1.827,8</b>

## Alto volume de entregas previsto para 2023, com 84% das unidades vendidas

Evolução anual do VGV entregue e seu percentual vendido em % da área privativa



2T23 – Jardins do Brasil - Reserva JB

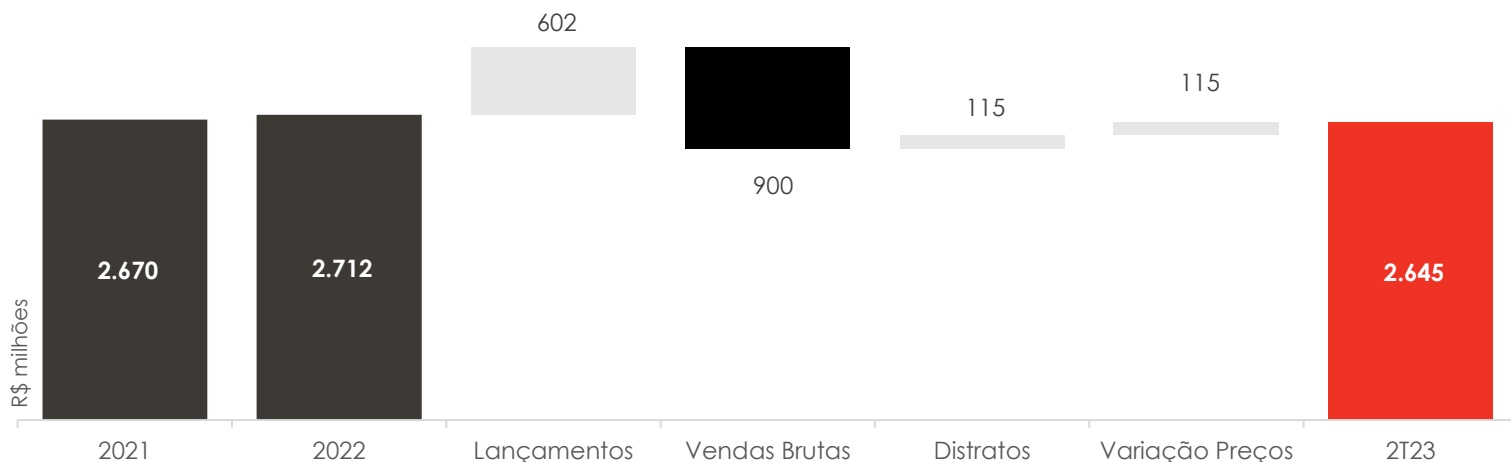
# ESTOQUE

# R\$ 2,6 BI

Em VGV de **ESTOQUE Residencial** %EZ

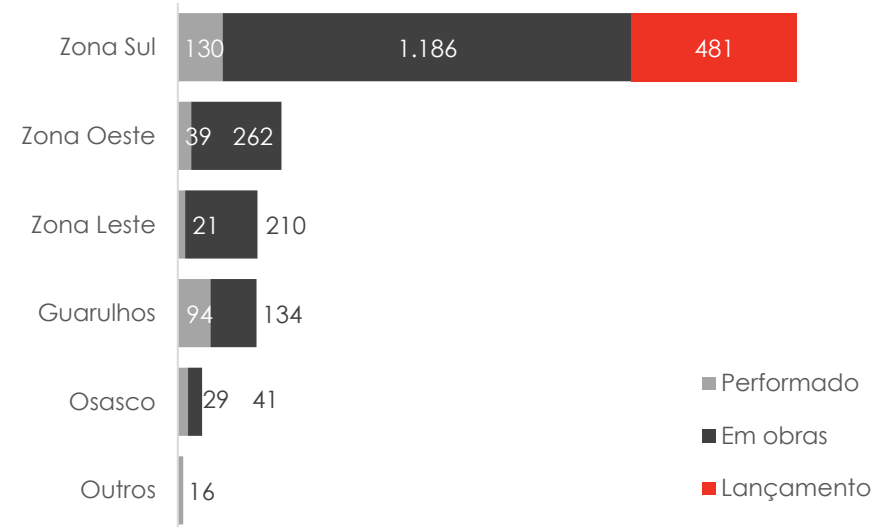
## Incremento no estoque Residencial ocorre por incremento de preço nas unidades

Varição do **Estoque Residencial**



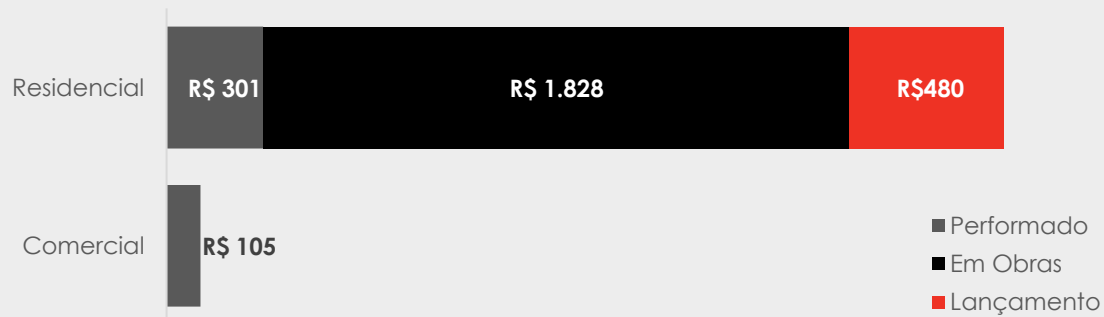
## 65% do estoque em construção está na Zona Sul

VGV (R\$ milhões) do Estoque por região - %EZTEC



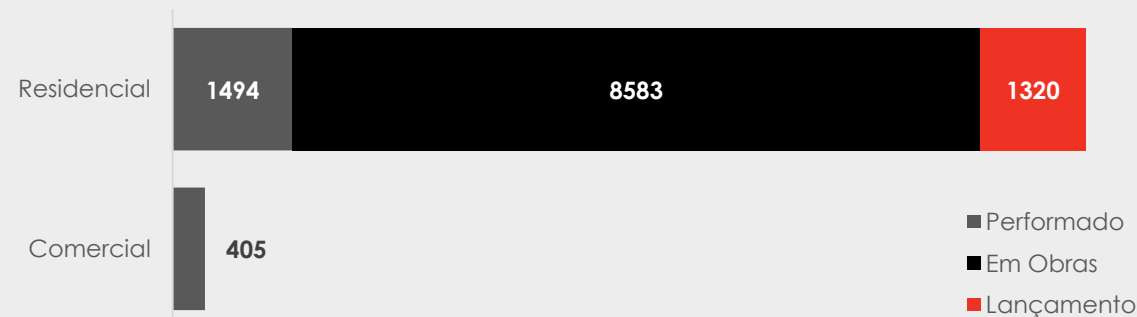
## Estoque por status de obra

R\$ Milhões



## Estoque por status de obra

Unidades



# EZ INC

## ESTHER TOWERS

Área ABL total: **86.000 m<sup>2</sup>**  
VGV Estimado: **R\$ 1.900 milhões**  
Previsão de Conclusão: **Final de 2023 e meio de 2025**  
Classificação: **Lajes Corporativas AAA**



## AIR BROOKLYN COMERCIAL

Área ABL total: **7.503 m<sup>2</sup>**  
VGV Estimado: **R\$ 135 milhões**  
Previsão de Conclusão: **Meio de 2023**  
Classificação: **Torre Monousuário**

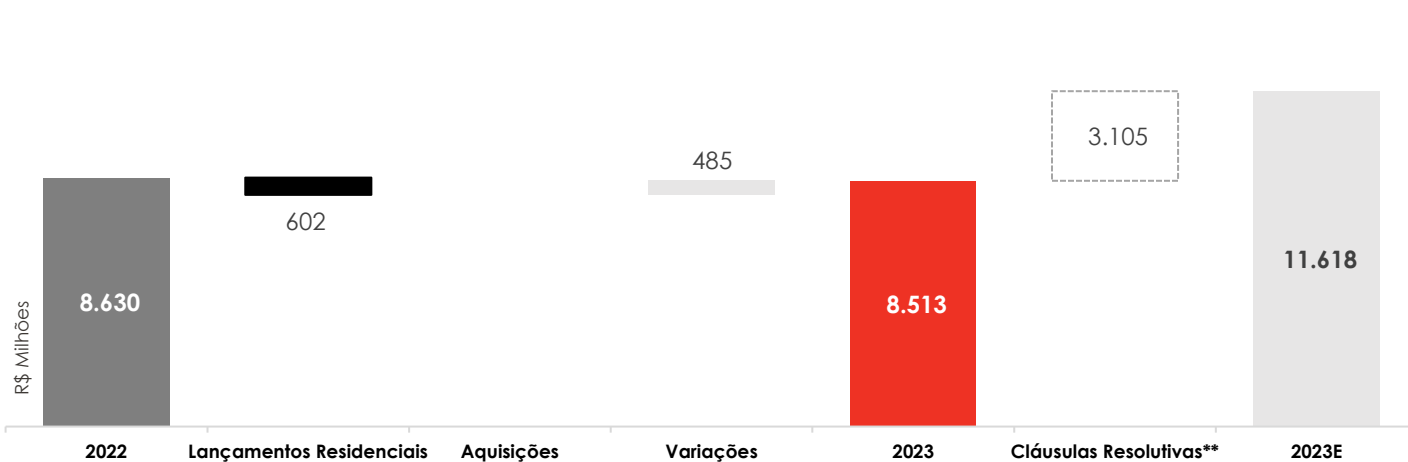


# LANDBANK

# R\$ 8,5 BI

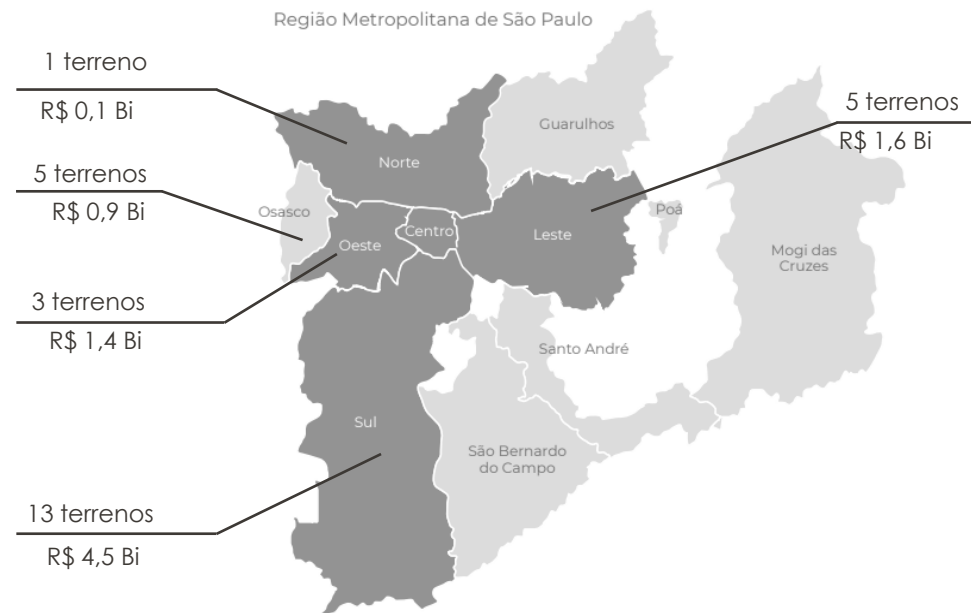
Em VGV para **FUTURAS INCORPORAÇÕES** %EZ

## Evolução do Banco de Terrenos e projeção futura

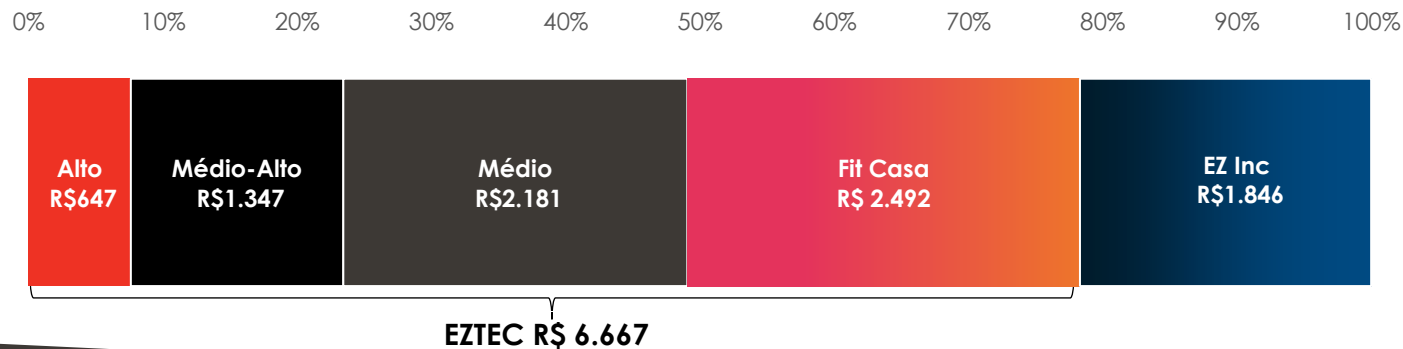


\*\* Terrenos comprometidos com cláusulas resolutivas expressas, vinculadas à due diligence jurídica e técnica a ser realizada pela EZTEC.

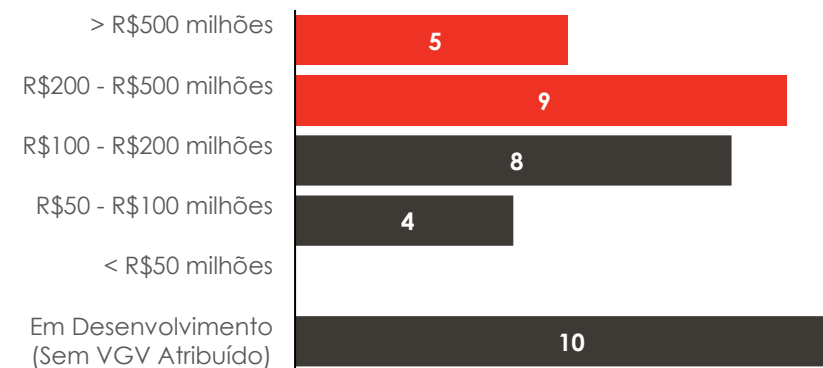
[obs.:] Para fins de apresentação, o VGV dos terrenos relacionados aos projetos Esther Towers, Air Brooklyn Comercial e Lindenberg Ibirapuera (Antigo, EZ Infinity) estão classificados como landbank, restando, nesta seção, estão apenas aqueles projetos que não tiveram suas obras iniciadas e serão futuramente lançados/comercializados.



## Perfil do landbank por tipo de projeto



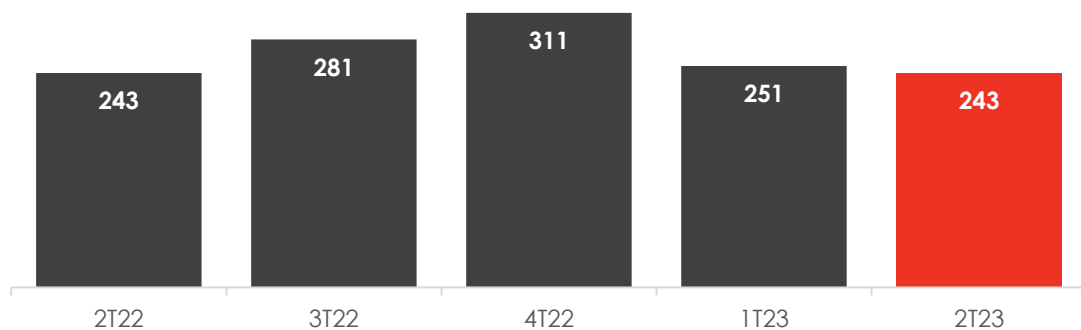
## Quantidade de terrenos por VGV



# INDICADORES FINANCEIROS

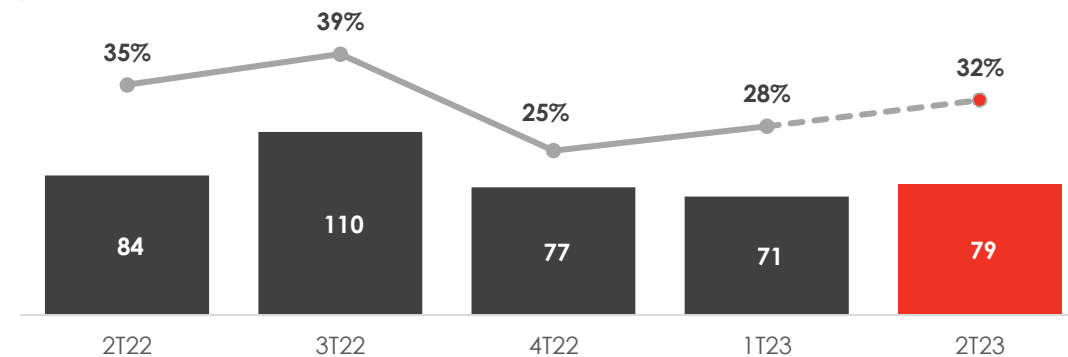
## Receita Líquida

R\$ Milhões



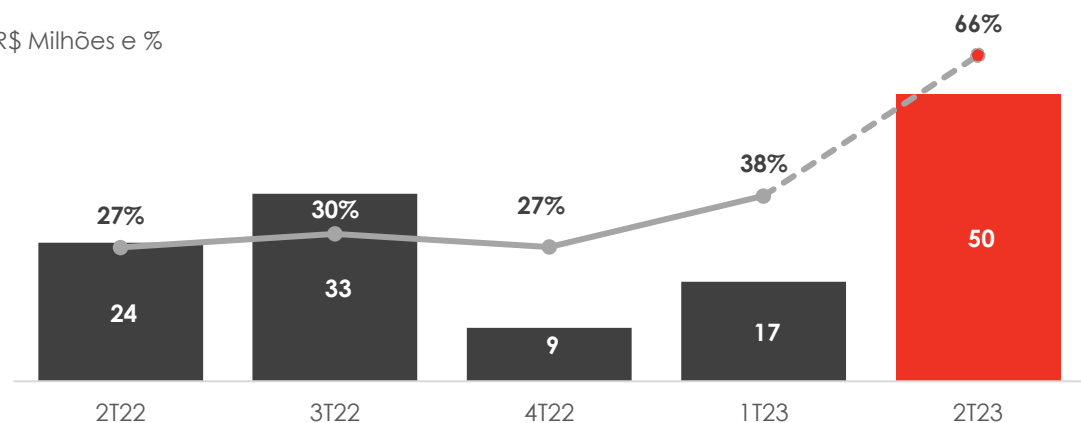
## Lucro Bruto e Margem Bruta

R\$ Milhões e %



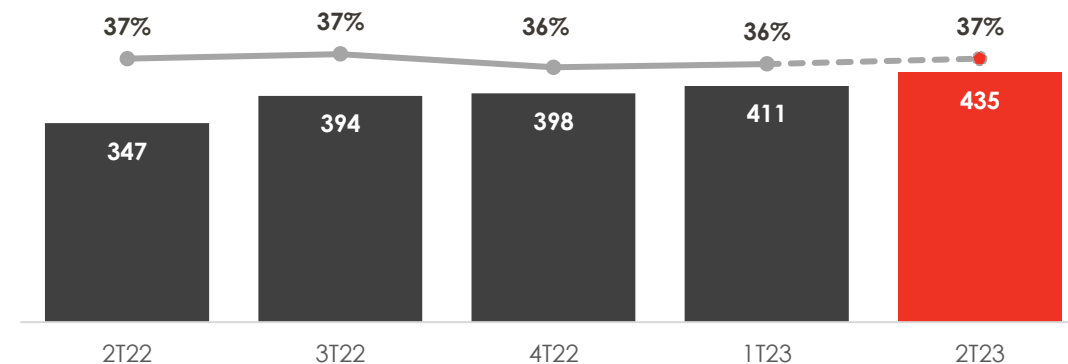
## Equivalência Patrimonial e seu percentual no Lucro Líquido

R\$ Milhões e %



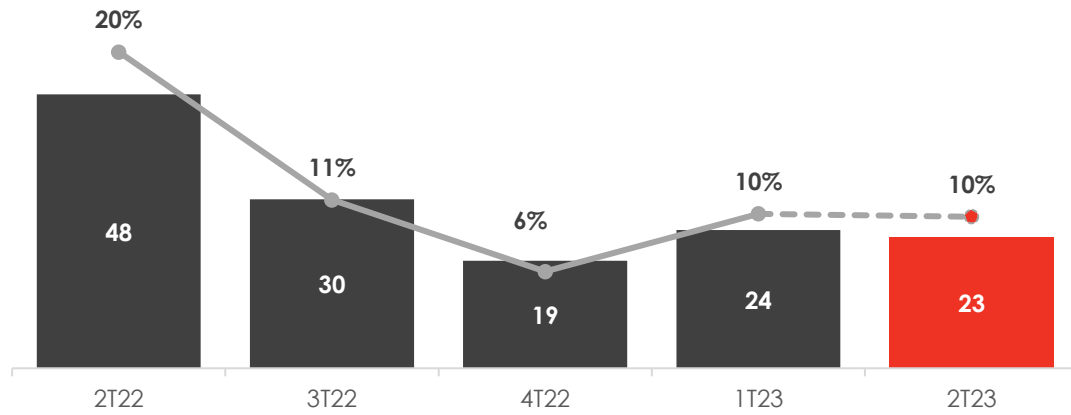
## Resultado e Margem a Apropriar – Trimestre

R\$ Milhões e %



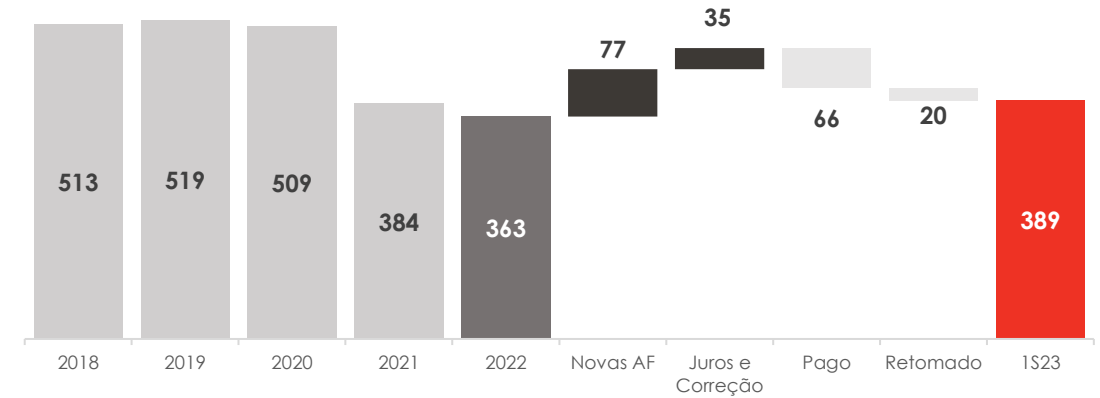
## Resultado Financeiro & % da Receita – Trimestre

R\$ Milhões e %



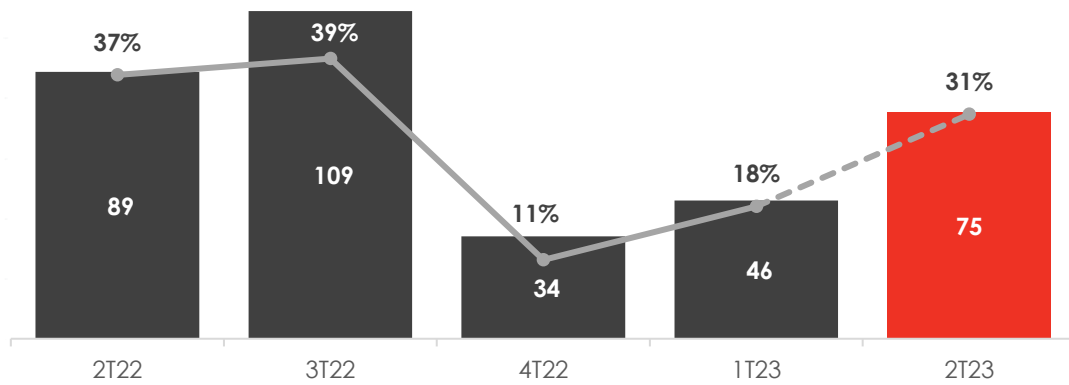
## Evolução da Carteira de Recebíveis Direto (Alienação Fiduciária)

R\$ Milhões



## Lucro e Margem Líquida

R\$ Milhões e %



## Evolução da Dívida/caixa Líquido

R\$ Milhões

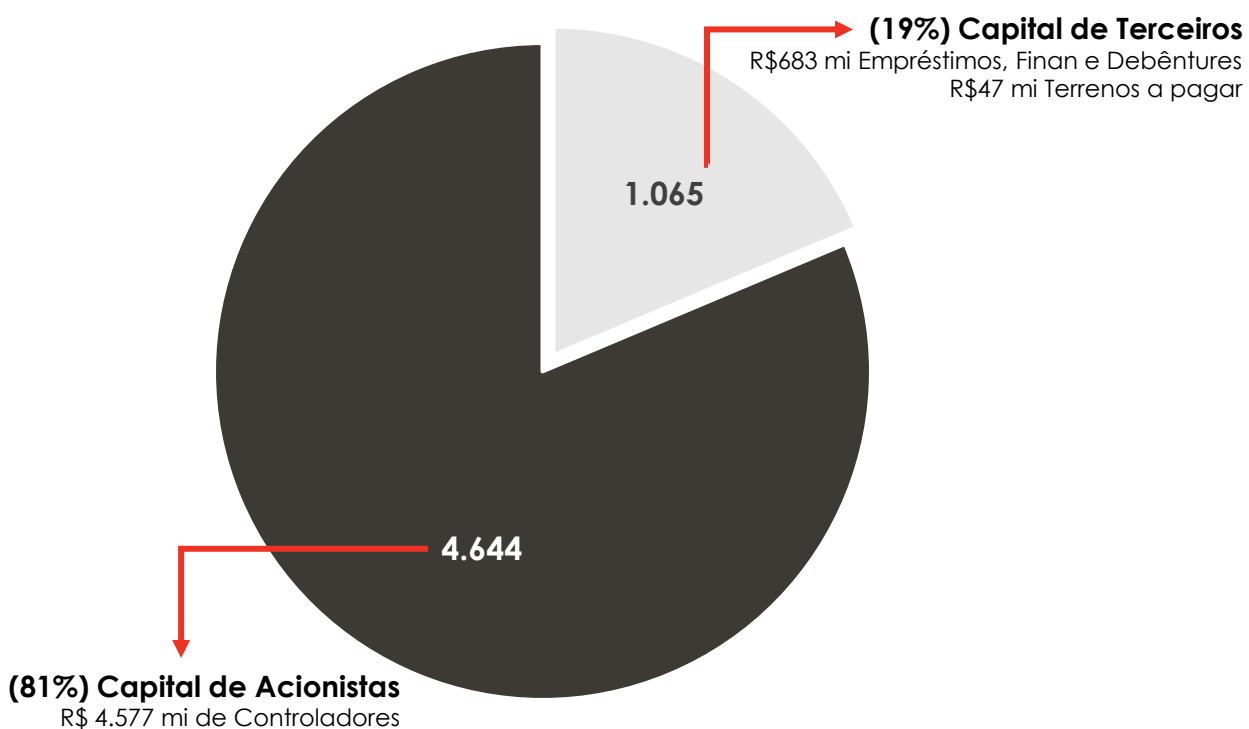


# ESTRUTURA DE CAPITAL

Valor patrimonial por ação: **R\$ 20,98**

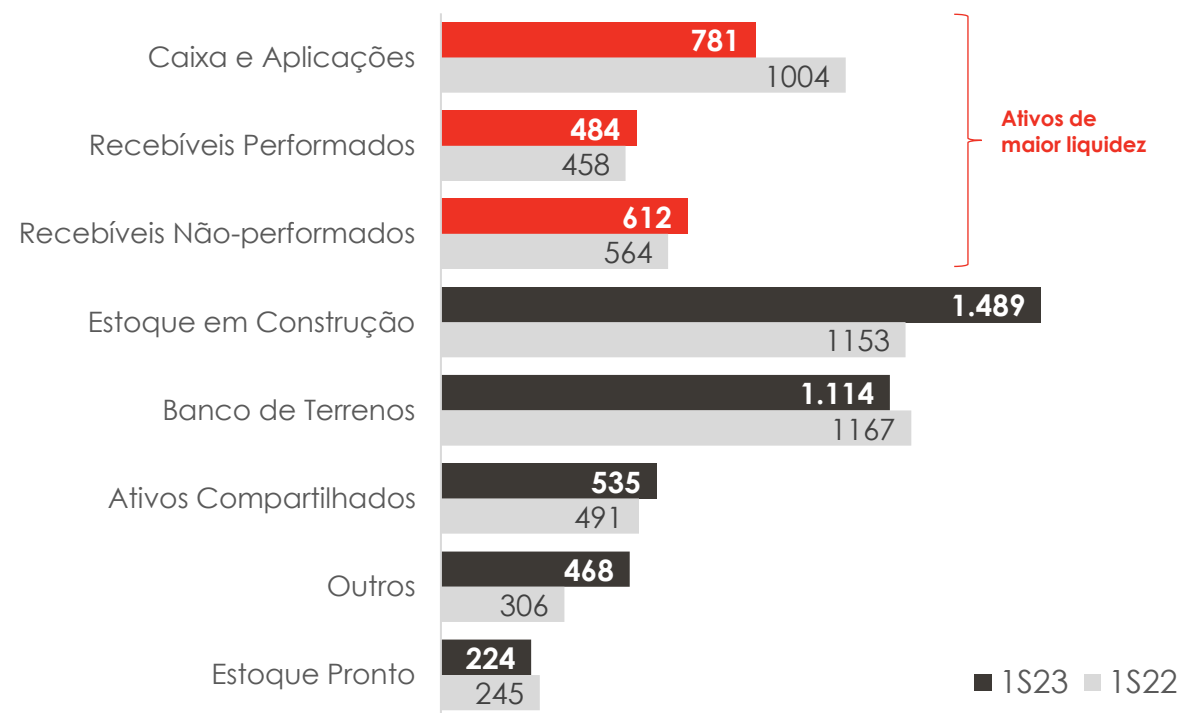
Ações ex-tesouraria\*: **218.125.703**

## Fontes de Financiamento



## Distribuição dos Ativos (R\$ 5.708 mi)

R\$ milhões



# OUTROS TEMAS RELEVANTES



## PAGAMENTO DE DIVIDENDOS

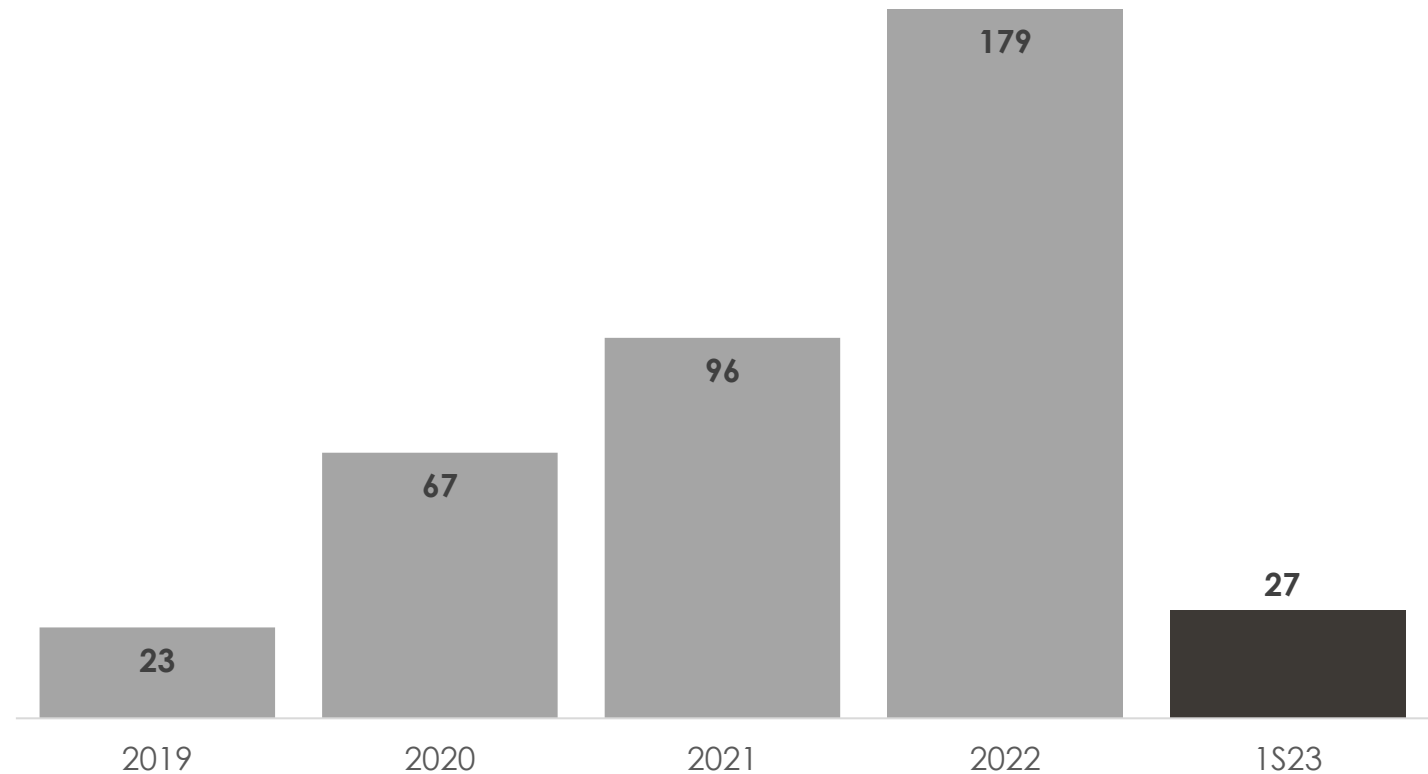
O Conselho de Administração aprovou o pagamento de dividendos trimestrais no valor de **R\$ 17.333.755,19** aproximadamente **R\$0,08** por ação

Data base: **17/08/2023**

Data ex-dividendos: **18/08/2023**

Data de Pagamento: **31/08/2023**

Histórico de Pagamento de Dividendos  
R\$ Milhões



# PERGUNTAS & RESPOSTAS



## RELAÇÕES COM INVESTIDORES

IBOVESPA B3

IBRA B3

ICON B3

IGC B3

IGCT B3

IBRX100 B3

IMOB B3

INDX B3

ITAG B3

SMLL B3

Durante a Teleconferência de Resultados será permitido a realização de perguntas aos Apresentadores durante a seção de “Perguntas & Respostas”. Para aqueles que desejarem se manifestar solicitamos que seja utilizada a funcionalidade “Raise Hand” disponível em sua plataforma Zoom Meetings. O time de RI o colocará na fila e o chamará quando for sua vez.

Após a Teleconferência o time de RI da Companhia estará disponível para atendê-los através do contato: [ri@eztec.com.br](mailto:ri@eztec.com.br)

Desejamos um boa Teleconferência a todos

**A. EMÍLIO C. FUGAZZA**

*Diretor Financeiro e de Relações com Investidores*

**PEDRO TADEU T. LOURENÇO**

*Gerente de Relações com Investidores*

**CHRISTIAN LOPES DE MELO**

*Especialista de RI*

**GIOVANNA BITENCOURT**

*Analista de RI*

**GUILLHERME R. COSTA**

*Analista de RI*

# 2Q23

# Webcast

São Paulo, August 11th, 2023



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Interpretation

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# LAUNCHES 2Q23



**East Blue Tatuapé**

**PSV %EZTEC: R\$ 175 mn**

**Location:** Tatuapé – SP

**Standard:** Middle-High end

**Stake:** 100% EZTEC

**Units:** 123

**% Sold:** 47.3%

**Launch date:** 2Q23

**Landbank:** Serra de Botucatu



**Lindenberg Ibirapuera**

**PSV %EZTEC: R\$ 300 mn**

**Location:** Paraíso – SP

**Standard:** High end

**Stake:** 90% EZTEC

**Units:** 44

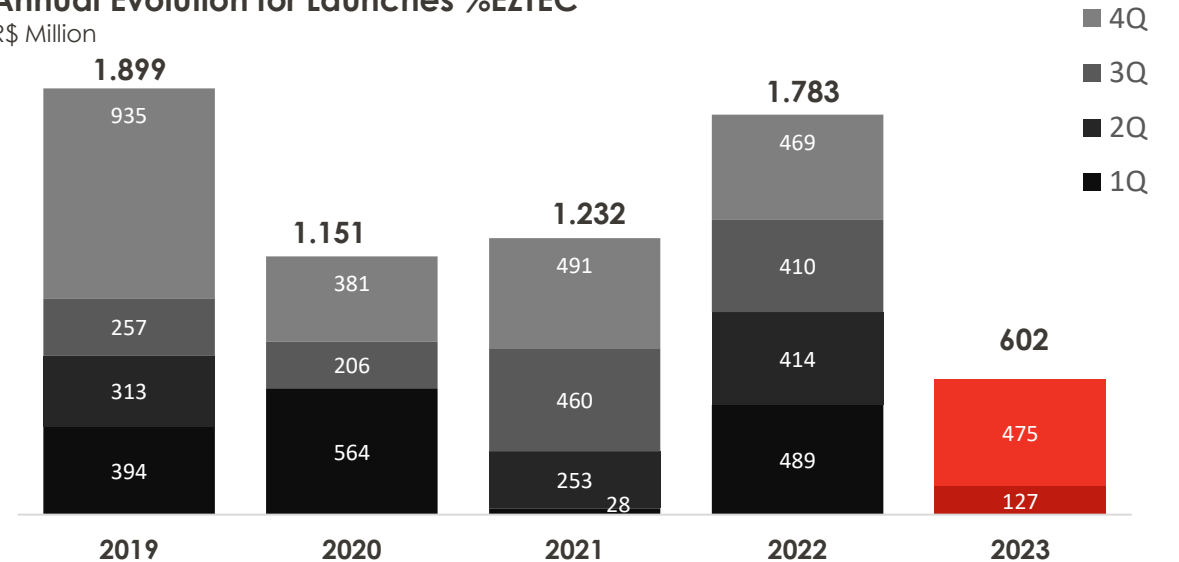
**% Sold:** 34.8%

**Launch date:** 2Q23

**Landbank:** IBM

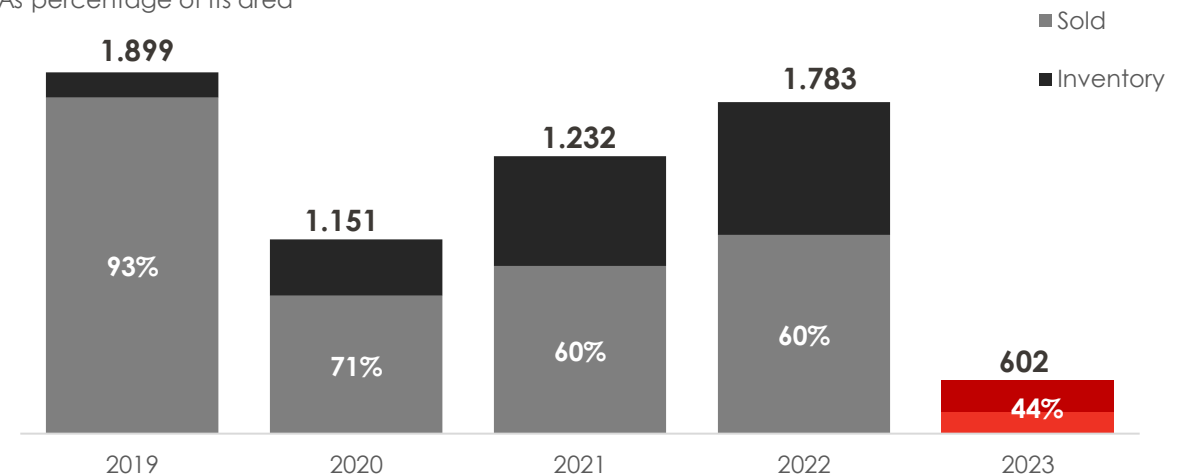
## Annual Evolution for Launches %EZTEC

R\$ Million



## % Sold from Launches

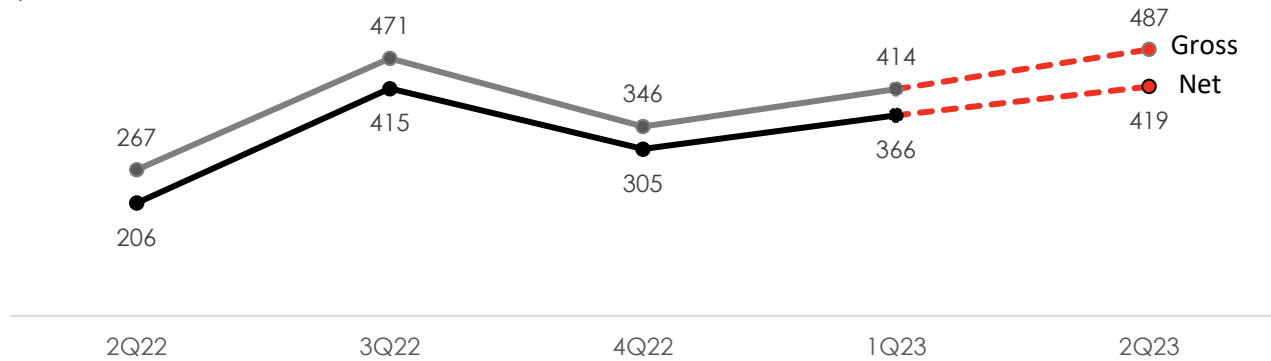
As percentage of its area



# OPERATIONAL PERFORMANCE

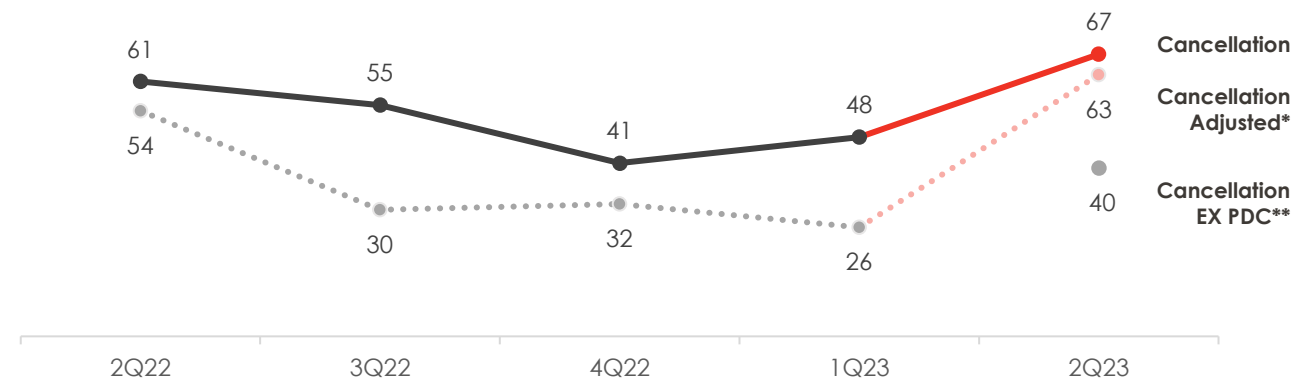
## Quarterly sales evolution

R\$ Million



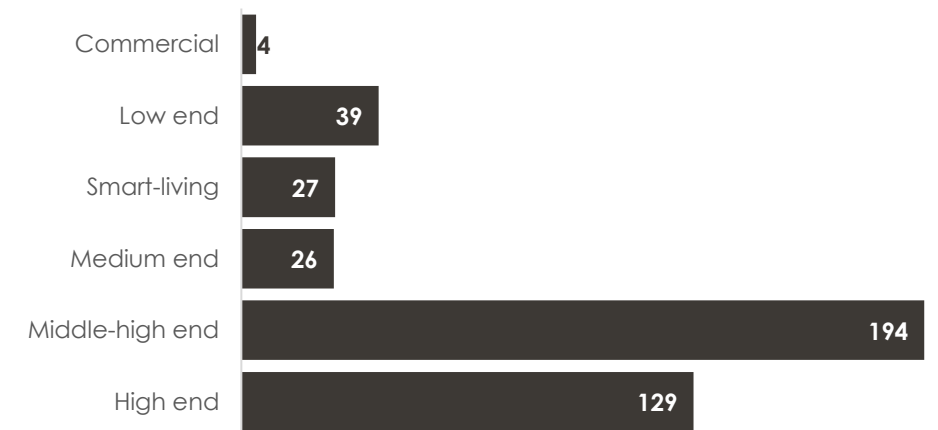
## Quarterly cancellation evolution

R\$ Million



## Quarterly Sales by Segment

R\$ Million



## Quarterly Sales by Status

R\$ Million



\* Excluding Downgrades, Upgrades and Transfers. \*\*Excluding cancellation from Parque da Cidade.

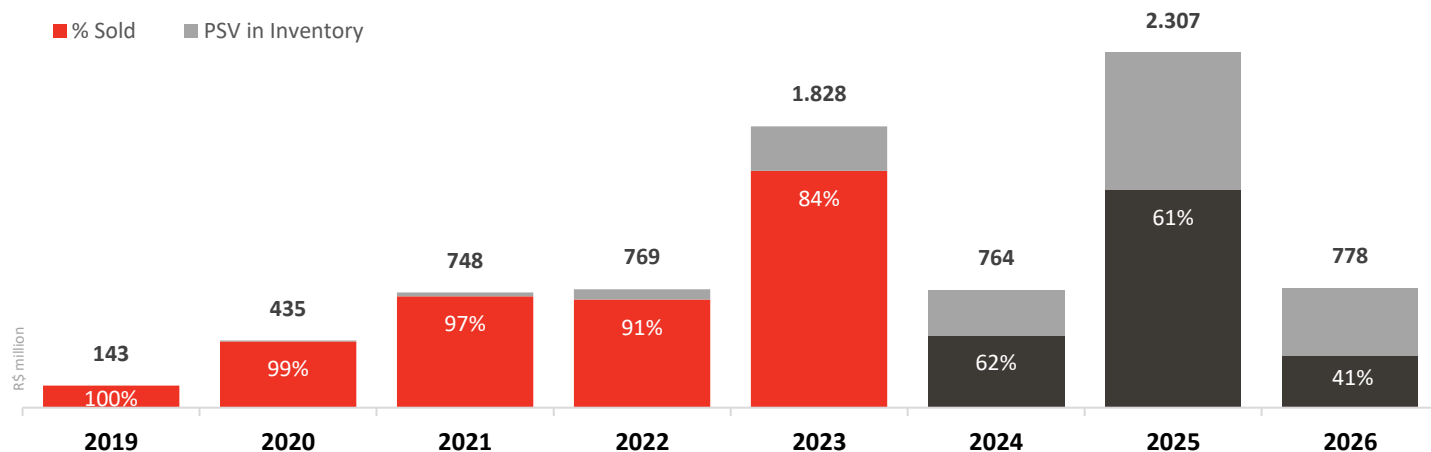


# DELIVERIES

INFORMATION ON DELIVERIES PLANNED FOR THE YEAR	%EZTEC	SPE	Type	% Sold private area	VGW %EZ (R\$ MM)
<b>1Q23</b>				66.4%	118.6
Z.Ibirapuera	100%	Larissa	Consolidated	66.4%	118.6
<b>2Q23</b>				92.7%	251.4
Jardins do Brasil - Reserva JB - 1st phase	76%	Phaser	Equity	94.7%	121.2
Jardins do Brasil - Reserva JB - 2st phase	76%	Phaser	Equity	90.8%	130.2
<b>3Q23 - Estimated</b>				80.3%	368.4
Giardino Gran Maia	100%	Pinhal	Consolidated	30.7%	101.6
Piazza Gran Maia	100%	Pinhal	Consolidated	67.3%	104.2
Pin Internacional	100%	Cabreúva	Equity	98.5%	162.6
<b>4Q23 - Estimated</b>				84.1%	1,089.5
Air Brooklin	100%	Vale do Paraíba	Consolidated	83.8%	364.6
Eredità	50%	Dakota	Equity	83.4%	70.9
Meu Mundo Estação Mooca	50%	Iracema	Equity	88.8%	77.6
EZ Parque da Cidade	100%	Santa Madalena	Consolidated	81.9%	576.4
<b>YEAR-TO-DATE</b>				<b>84.1%</b>	<b>1,827.8</b>

## Highest volume of deliveries expected in 2023, with 84% of units sold

Annual evolution of the PSV delivered and its percentage sold as a % of the private area



2Q23 – Jardins do Brasil - Reserva JB

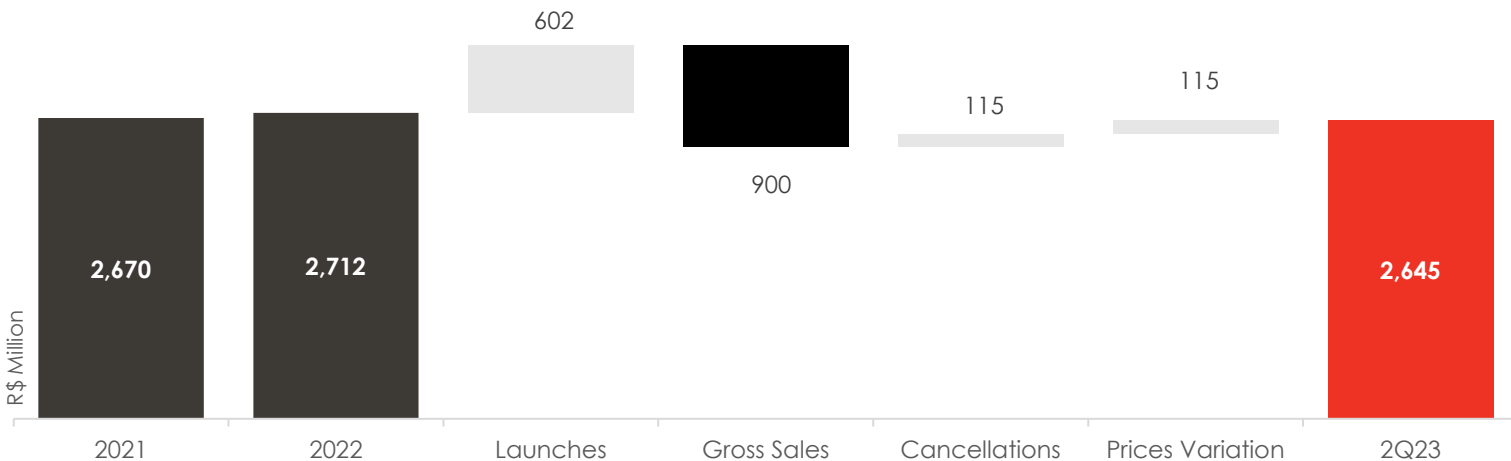
# INVENTORY

# R\$ 2.6 BI

In PSV % EZ residential

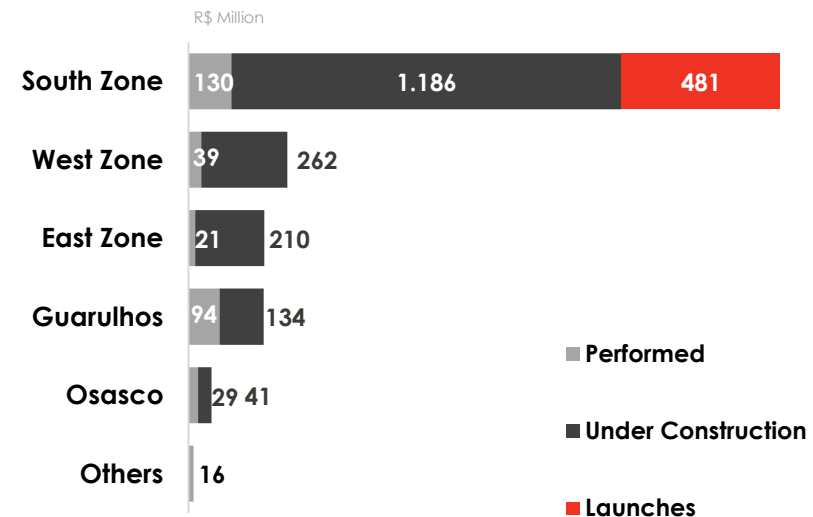
Increase in Residential Inventory occurs due to price increase in units

Residential Inventory Variation



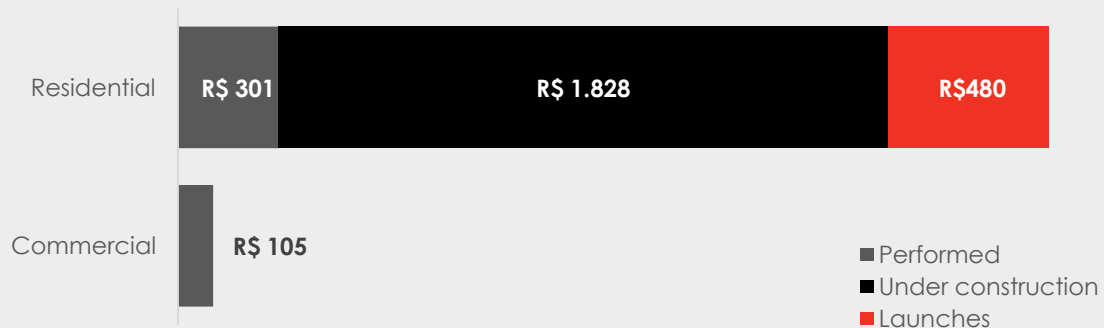
65% of inventory under construction is in the South Zone

Inventory PSV by region - %EZTEC



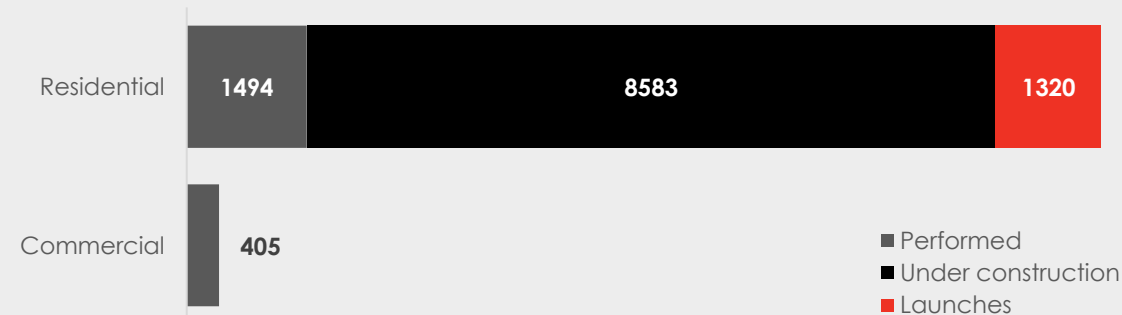
## Inventory by project status

R\$ Million



## Inventory by project status

Units



# EZ INC

## ESTHER TOWERS

Total leasable area:

**86,000 m<sup>2</sup>**

Estimated PSV:

**R\$ 1,900 millions**

Prev. Conclusion:

**End of 2023 and half of 2025**

Classification:

**Corporate floors AAA**



## AIR BROOKLYN COMERCIAL

Total leasable area:

**7,503 m<sup>2</sup>**

Estimated PSV:

**R\$ 135 millions**

Prev. Conclusion:

**2S23**

Classification:

**Single User Tower**

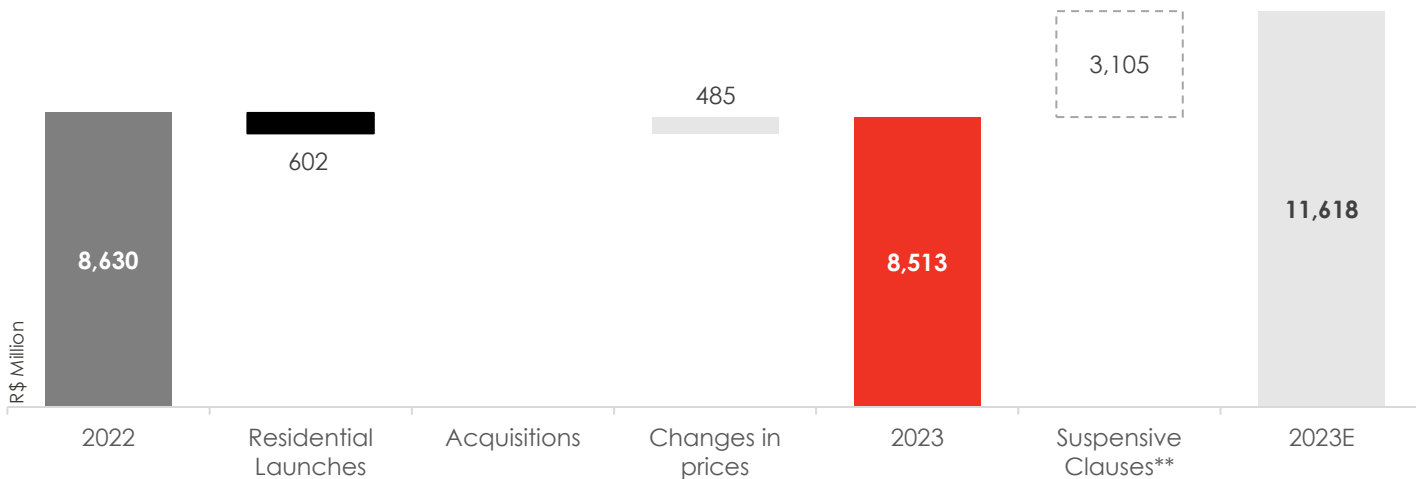


# LANDBANK

# R\$ 8.5 BI

In PSV for **FUTURE PROJECTS** %EZ

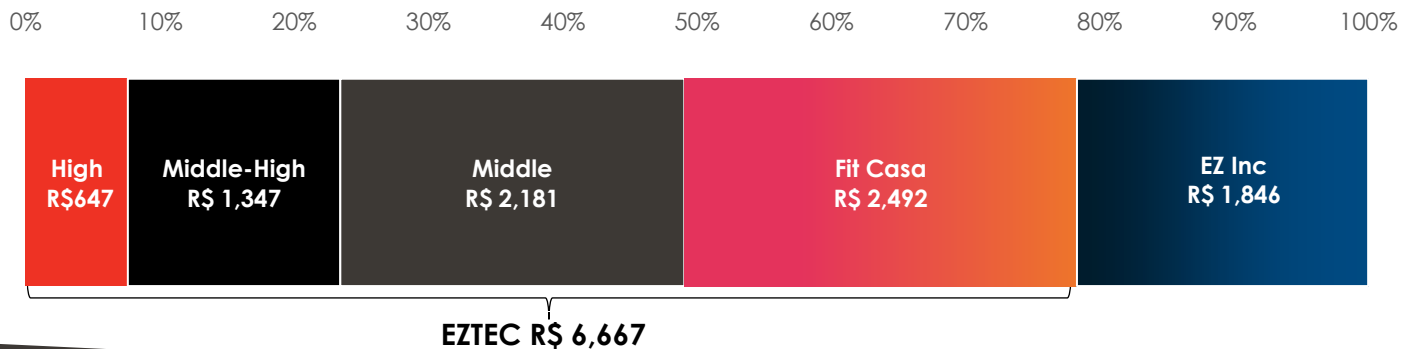
## Evolution of the Land Bank and future projection



\*\*Land committed with express resolution clauses, linked to due legal and technical diligence to be carried out by EZTEC.

Note: For presentation purposes, the PSV of the land related to the Esther Towers and Air Brooklyn Comercial projects were classified as Landbank under Development, leaving in this section only those projects that have not yet started their works and will be launched/commercialized in the future.

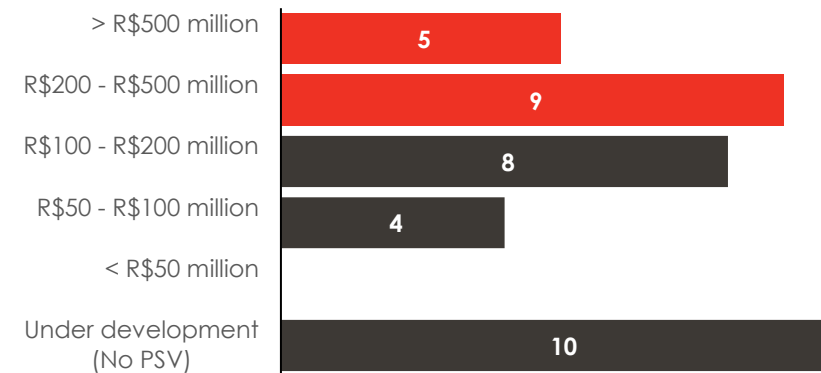
## Landbank by group company



## São Paulo Metropolitan Region



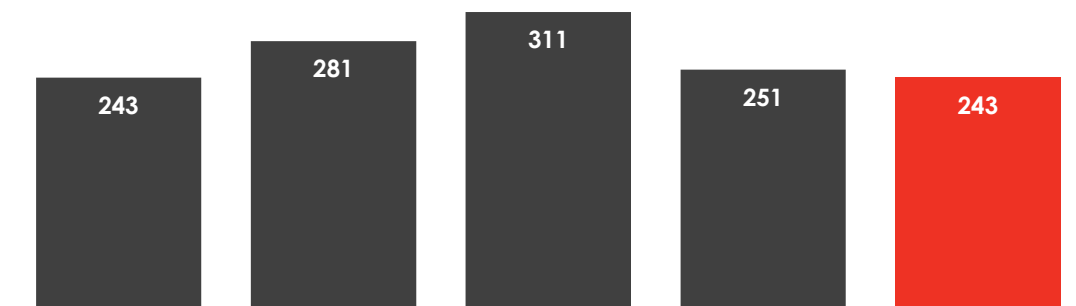
## Quantity of landbank by PSV



# FINANCIAL PERFORMANCE

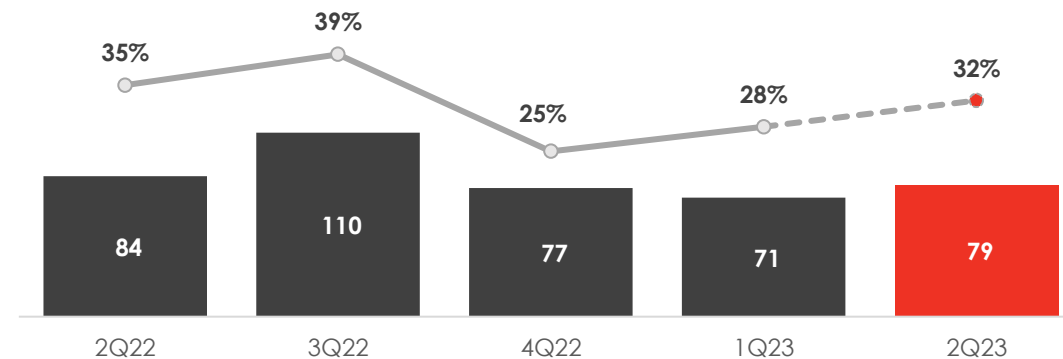
## Net Revenue

R\$ Million



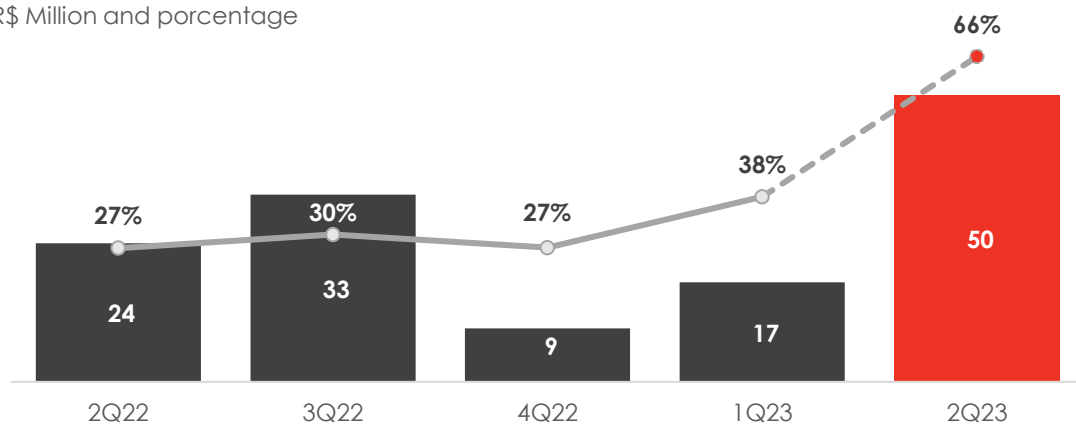
## Gross Profit and Margin

R\$ Million and percentage



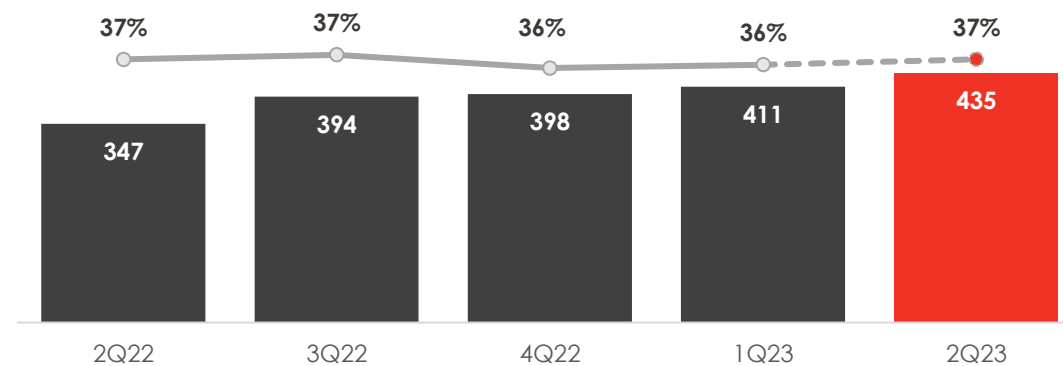
## Equity Income & % of net profit

R\$ Million and percentage



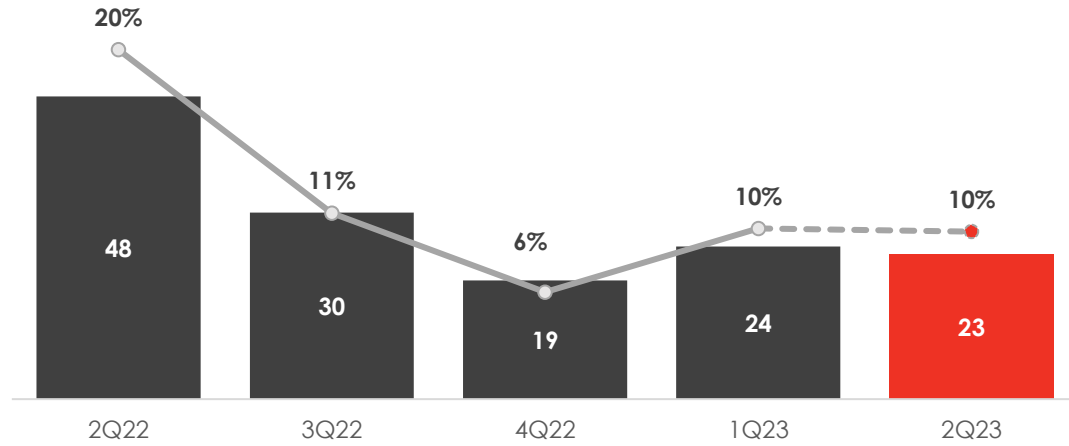
## Result and Margin to be recognized

R\$ Million and percentage



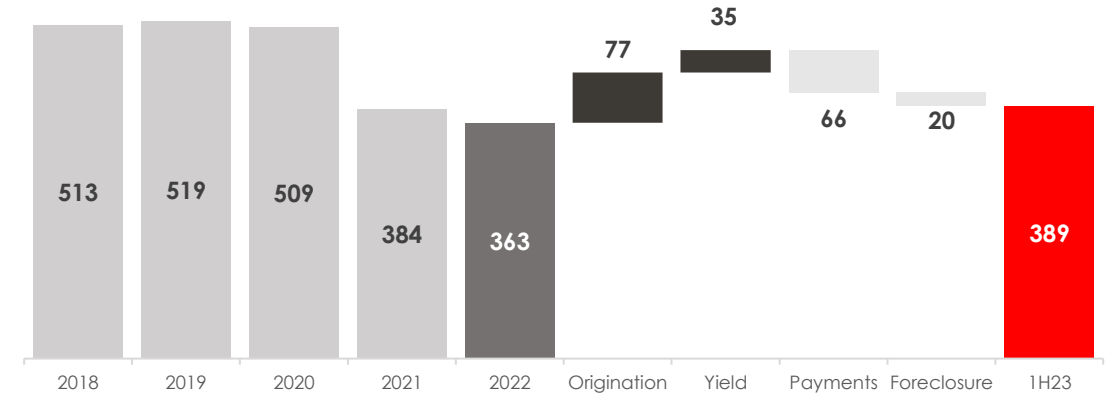
## Financial Results & % of Revenue

R\$ Million and percentage



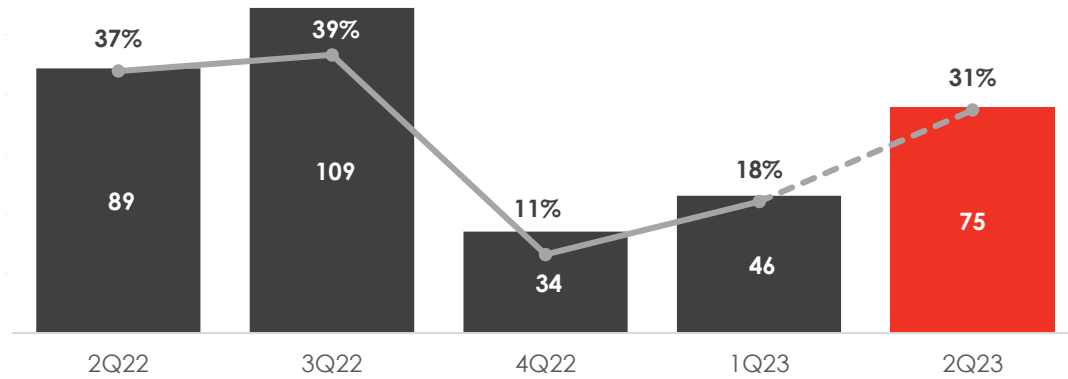
## Direct Receivables Evolution

R\$ Million



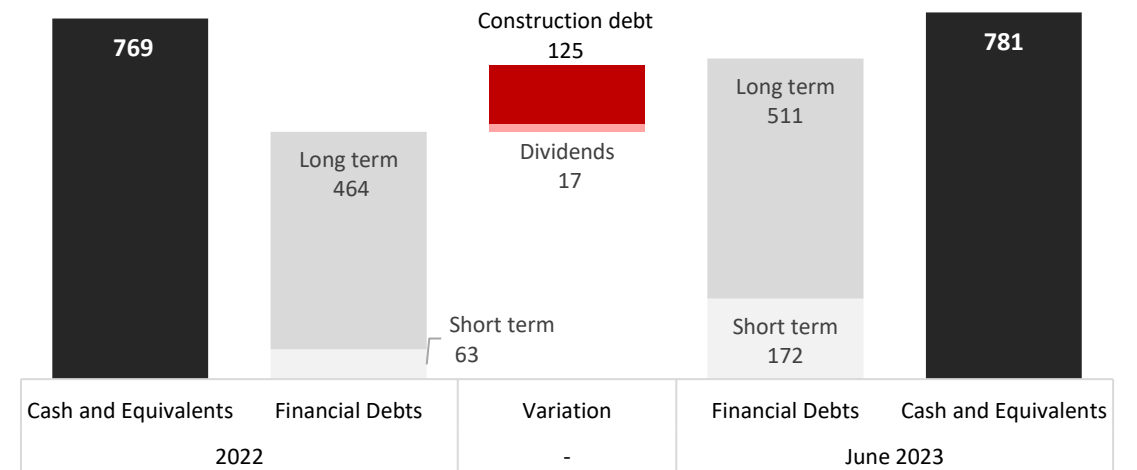
## Net Profit and Margin

R\$ Million and percentage



## Net Debt (Cash) Evolution

R\$ Million

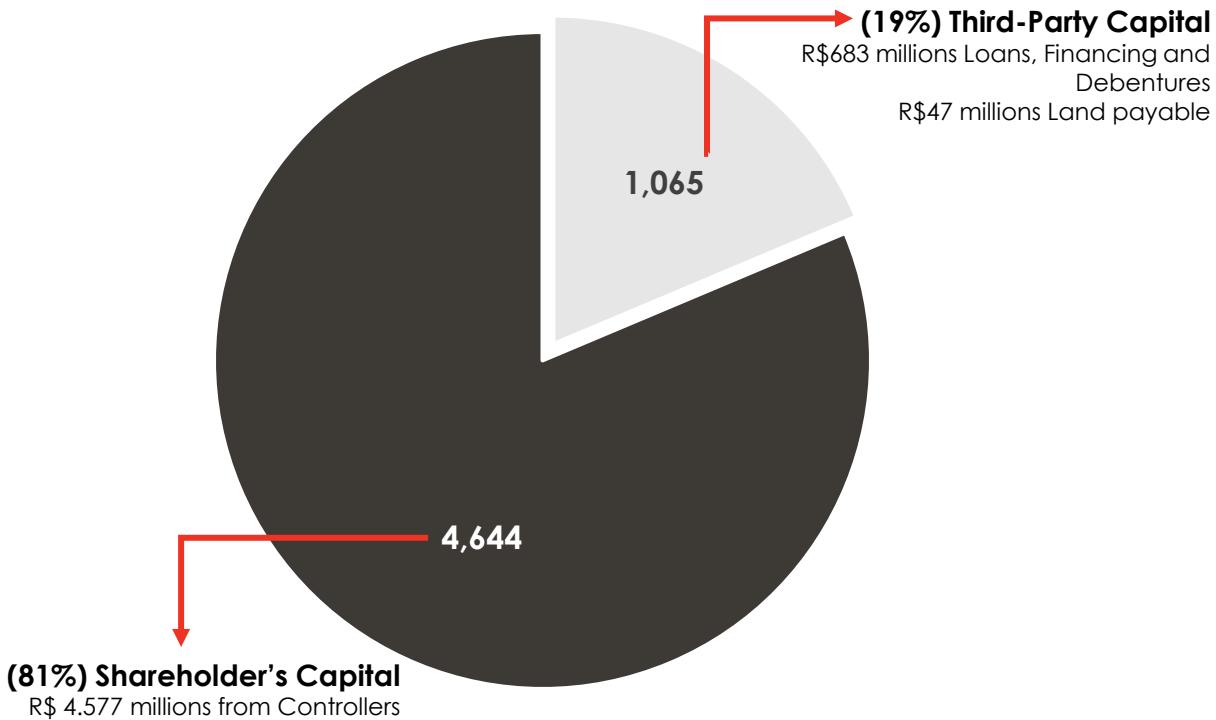


# CAPITAL ESTRICTURE

Book value per share: **R\$ 20,98**

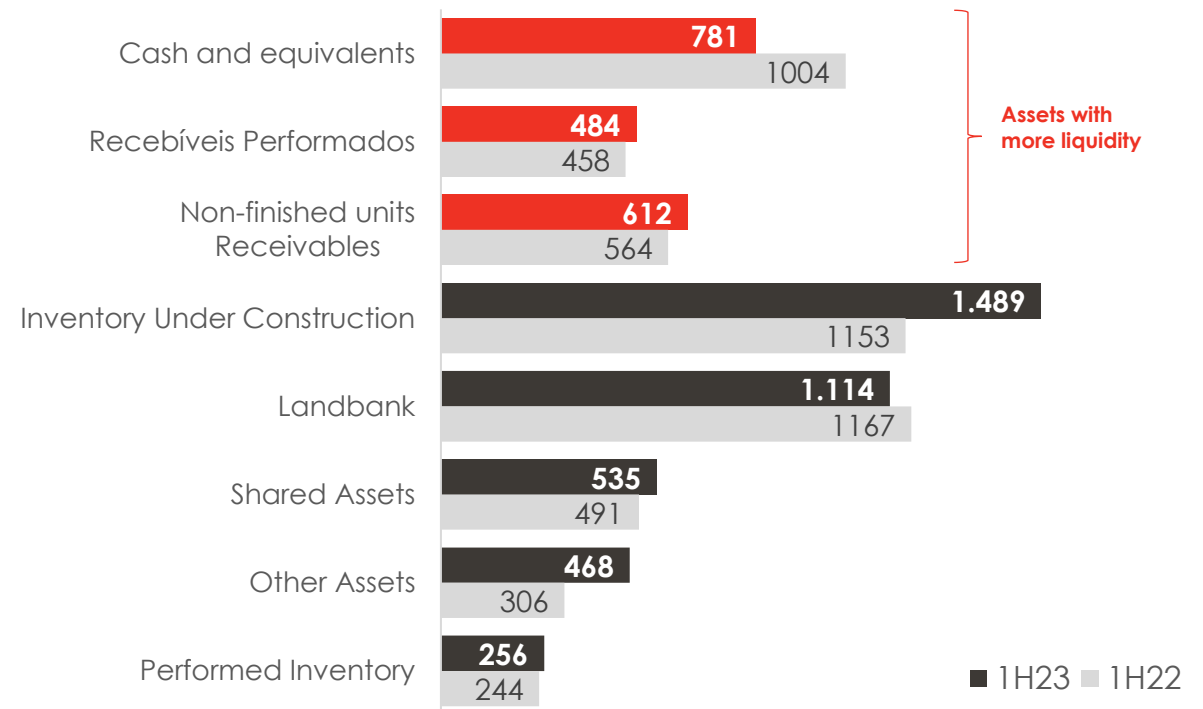
Free float Shares\*: **218,125,703**

## Financial Sources



## Asset Distribution (R\$ 5,708 millions)

R\$ millions



# OTHER RELEVANT SUBJECTS

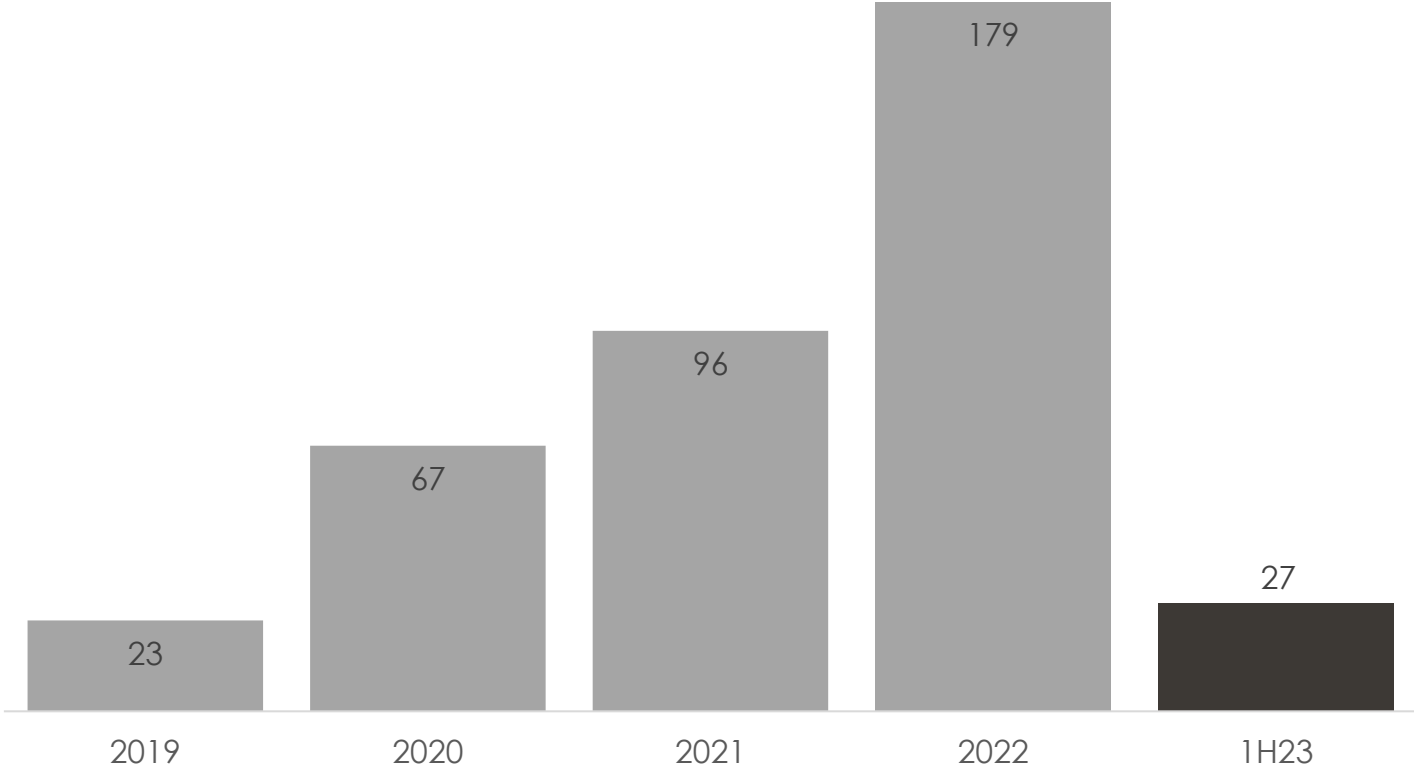


## DIVIDEND PAYMENT

The Board of Directors approved the payment of quarterly dividends in the amount of **R\$ 17,333,755.19** approximately **R\$0,08** per share

**Base Date: 08/17/2023**  
**Ex-dividends: 08/18/2023**  
**Payment Date: 08/31/2023**

Dividends paid  
R\$ millions



# Q&A



## INVESTOR RELATIONS

**IBOVESPA** B3

**IBRA** B3

**ICON** B3

**IGC** B3

**IGCT** B3

**IBRX100** B3

**IMOB** B3

**INDX** B3

**ITAG** B3

**SMLL** B3

During the Results Conference Call, questions will be asked to the Presenters during the “Questions & Answers” section. For those who wish to express themselves, we ask that the “Raise Hand” functionality available on your Zoom Meetings platform be used. The IR team will queue you up and call you when it's your turn.

After the Conference Call, the Company's IR team will be available to assist you through the contact: [ri@eztec.com.br](mailto:ri@eztec.com.br)

**A. EMÍLIO C. FUGAZZA**

*Finance and Investor Relations Director*

**PEDRO TADEU T. LOURENÇO**

*Investor Relations Manager*

**CHRISTIAN LOPES DE MELO**

*IR Specialist*

**GIOVANNA BITENCOURT**

*IR Analyst*

**GUILHERME R. COSTA**

*IR Analyst*