

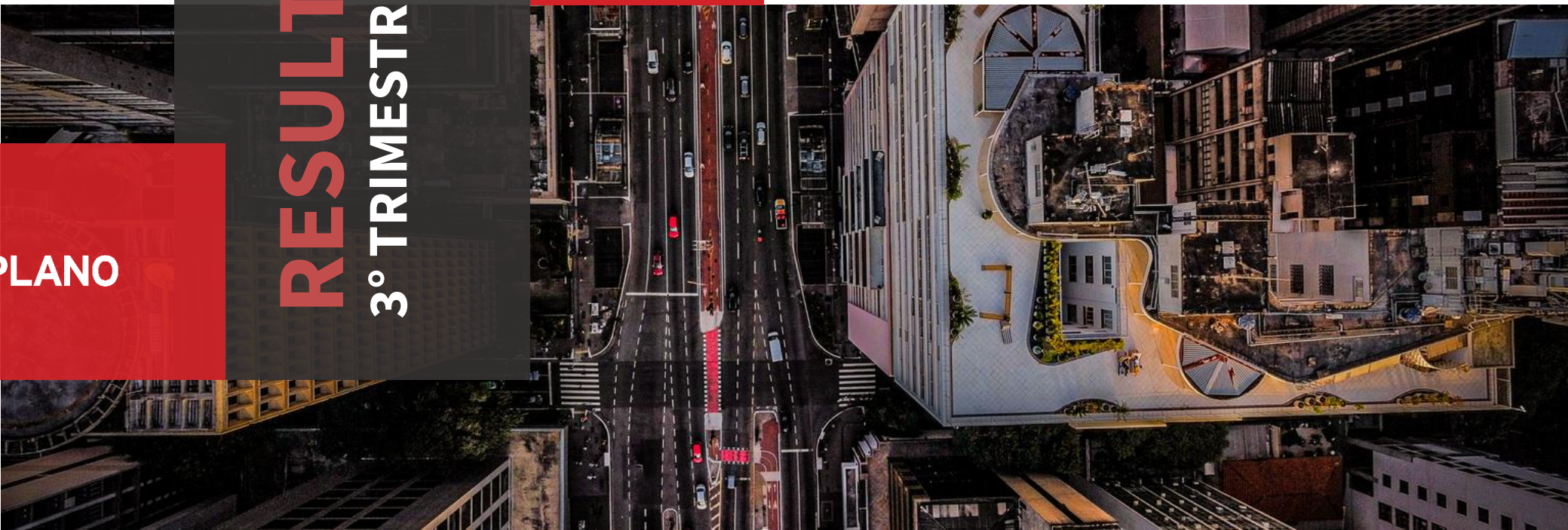


Listada no Novo Mercado da B3 | **PLPL3**

RESULTADOS 3º TRIMESTRE

2023


RELAÇÕES COM INVESTIDORES



AVISO!

Esta apresentação contém declarações sobre o futuro que estão sujeitas a riscos e incertezas. Estas declarações são baseadas nas crenças e premissas da administração e em informações atualmente disponíveis. As declarações sobre o futuro são referentes às intenções, crenças ou expectativas atuais da Companhia ou de seus conselheiros ou diretores. Estas declarações também incluem informações com relação aos resultados futuros de operações possíveis. Elas não são garantias de desempenho, pois envolvem riscos, incertezas e suposições, porque se relacionam a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Nossos resultados futuros e valor para os acionistas podem diferir materialmente daqueles expressos ou sugeridos nestas declarações. Muitos dos fatores que irão determinar estes resultados e valor estão além da capacidade de controle ou previsão da Companhia.



PARTICIPANTES.

RODRIGO VON

DIRETOR PRESIDENTE

RODRIGO LUNA

DIRETOR VICE-PRESIDENTE

JOÃO HOPP

DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

DESTAQUES.



**VENDAS LÍQUIDAS***

R\$ 638 milhões,
51,7% acima do 3T22

**MARGEM REF (%)**

40,5%,
5,7 pp acima do 3T22

**GERAÇÃO DE CAIXA**

R\$ 107 milhões

**LUCRO LÍQUIDO**

R\$ 76 milhões,
119,3% acima do 3T22

**LANÇAMENTOS EM VGV %P&P**

R\$ 485 milhões,
14,4% acima do 3T22

**ROE**

47,6%,
1,3 pp acima do 2T23
18,5 pp acima do 3T22



3º TRIMESTRE
2023

RESULTADO OPERACIONAL

3T23

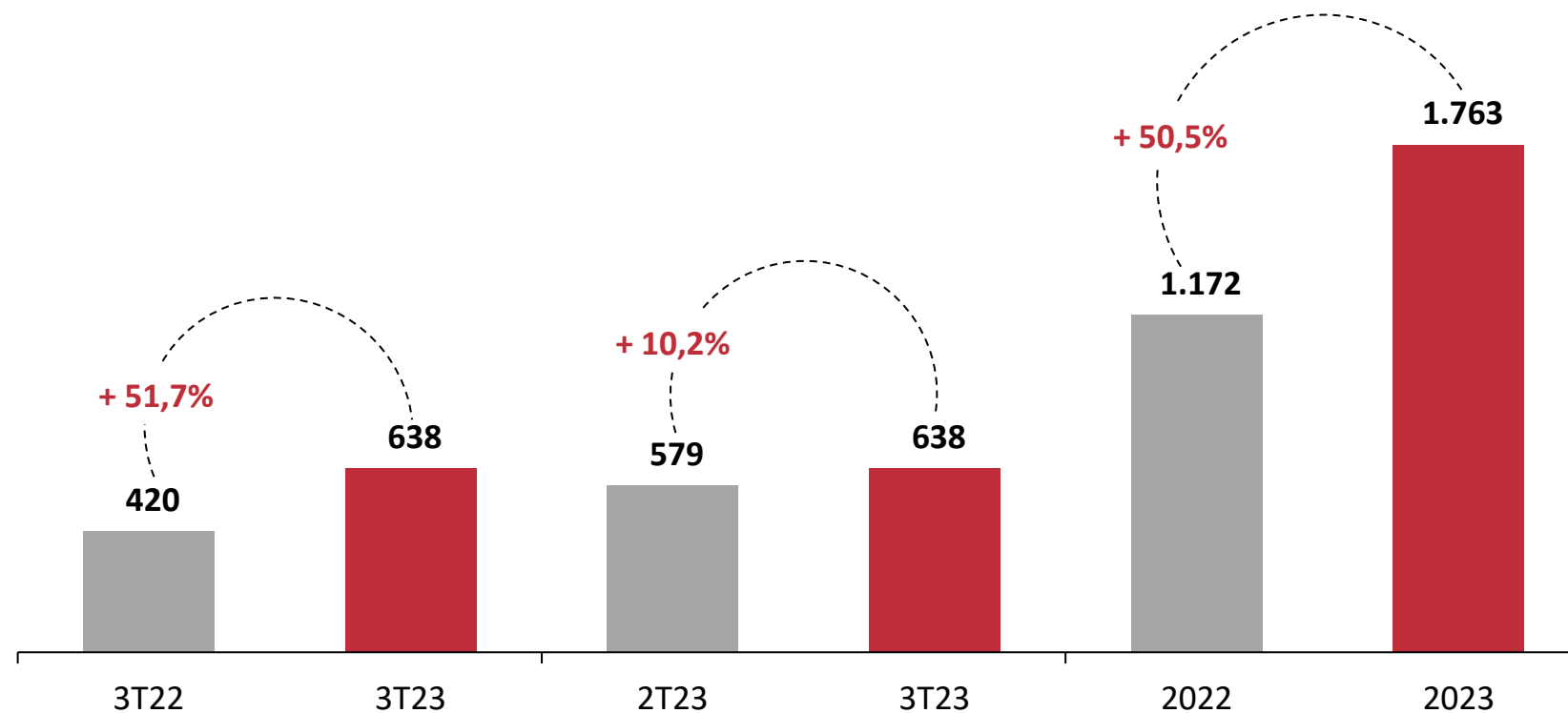
Listada no Novo Mercado da B3 | PLPL3



VENDAS.

VENDAS LÍQUIDAS

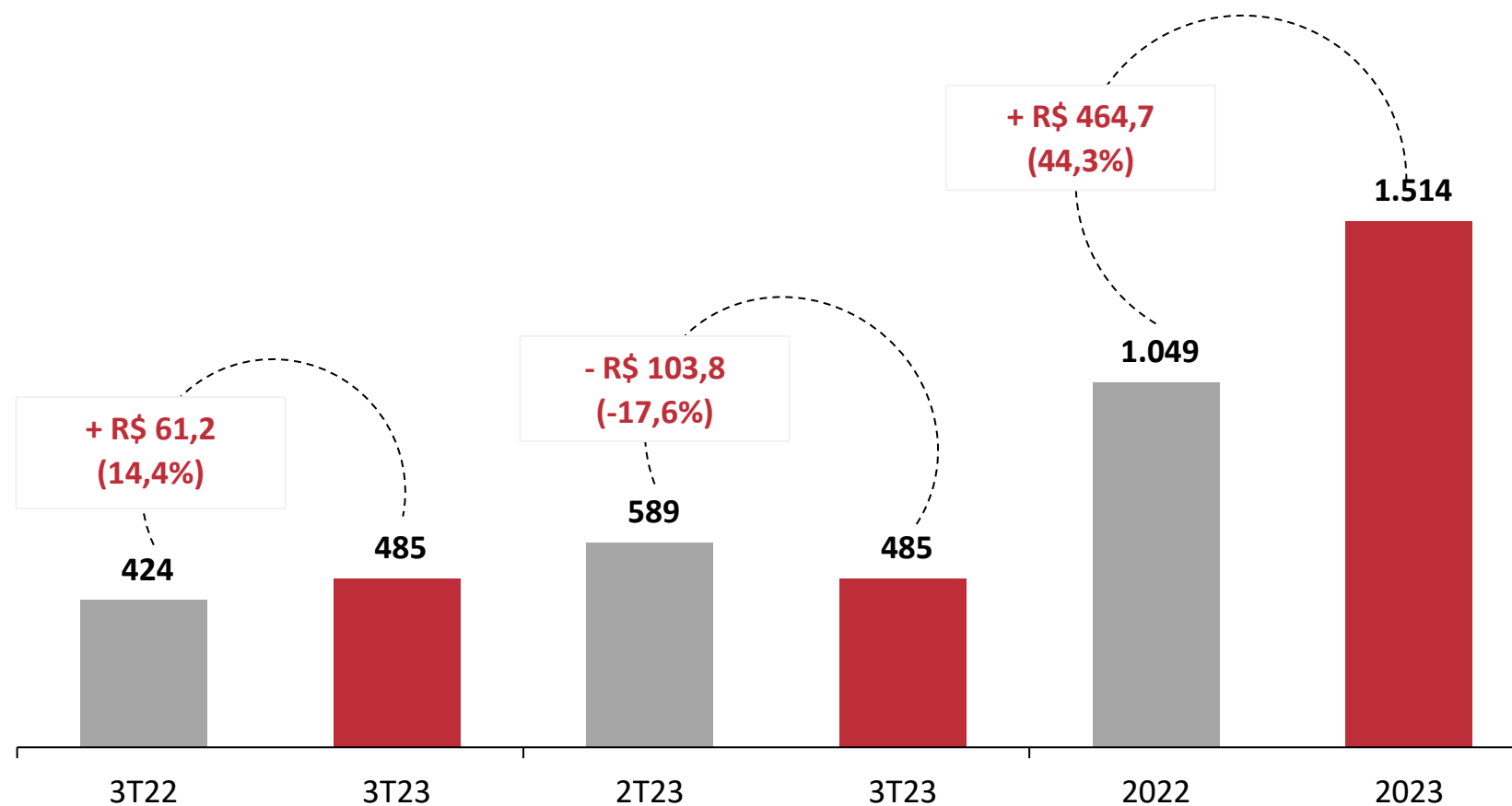
(100% PLANO&PLANO – R\$ MILHÕES)



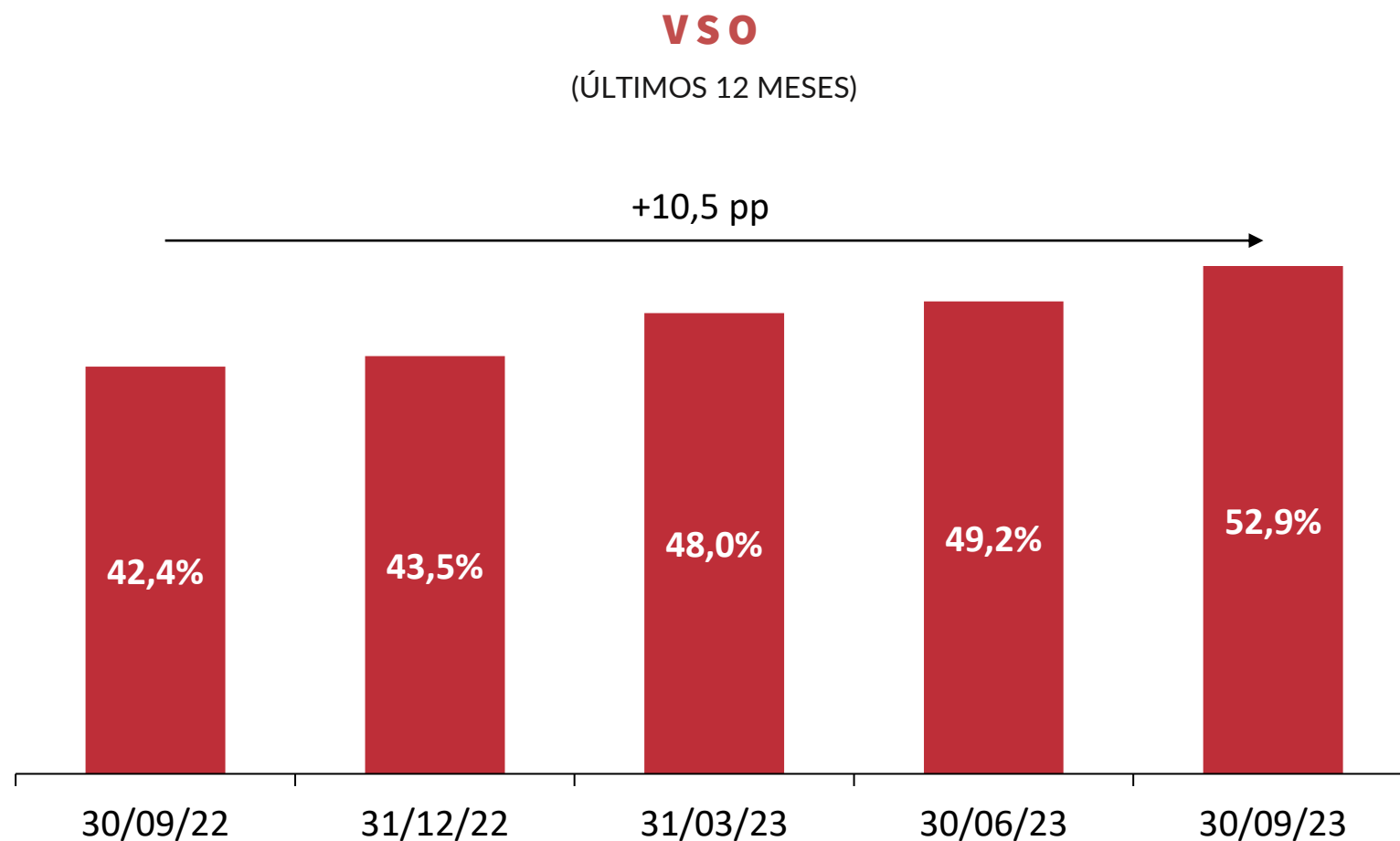
LANÇAMENTOS.

VGV – R\$ MILHÕES

(% PLANO&PLANO)



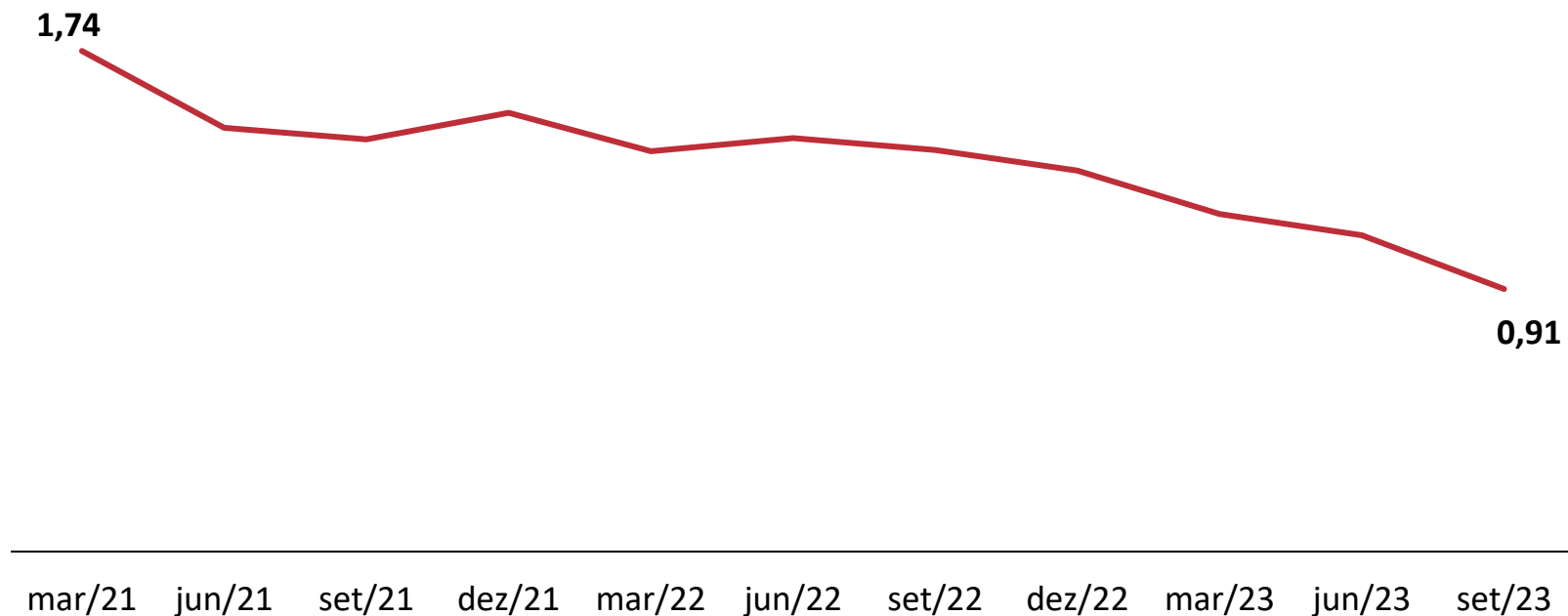
VENDAS SOBRE OFERTA (VSO).



ESTOQUE / VENDAS.

ESTOQUE / VENDAS (UDM)

(Estoque e Vendas Nominais - %P&P)

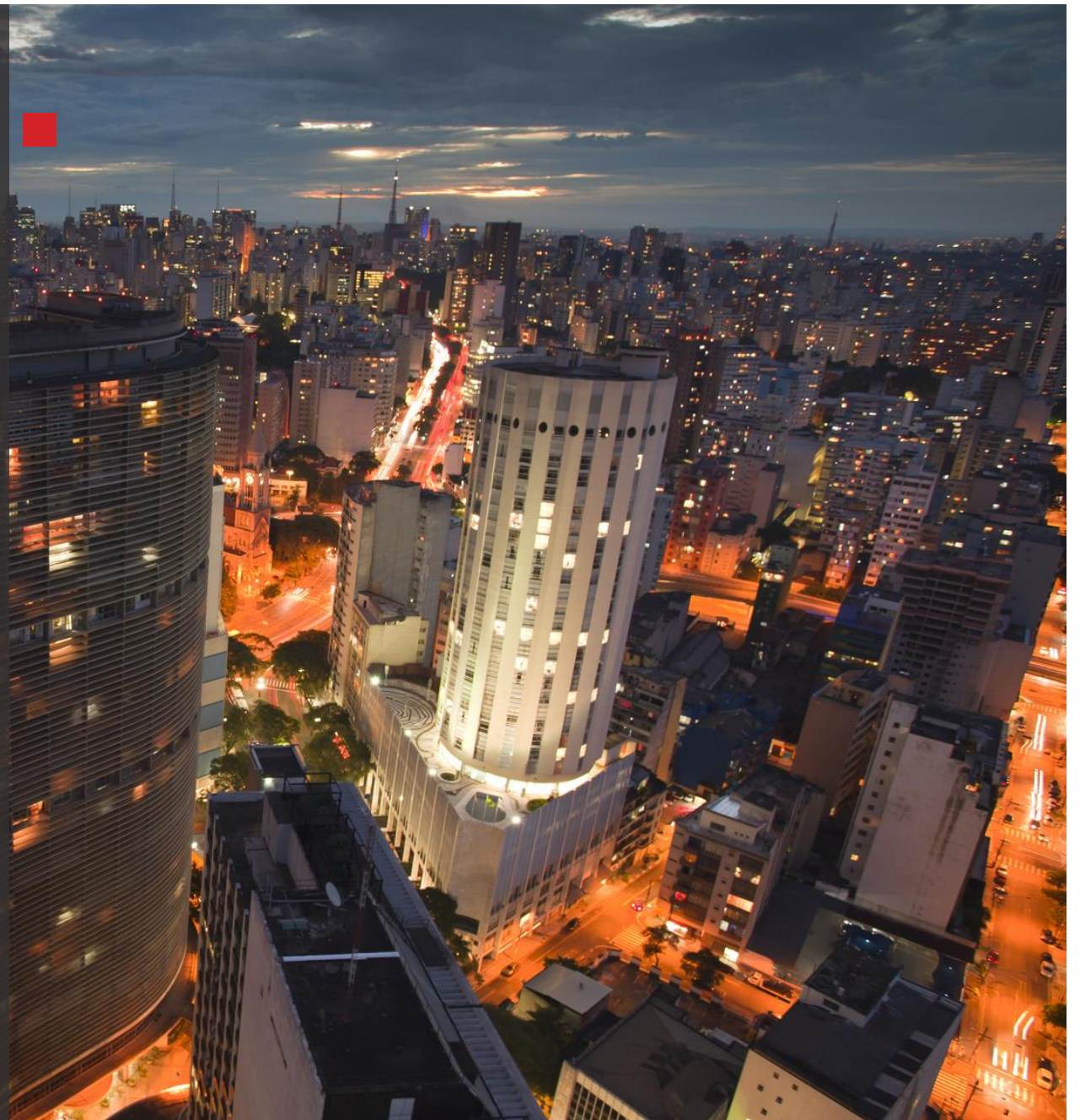


2º TRIMESTRE
2 0 2 3

RESULTADO FINANCEIRO

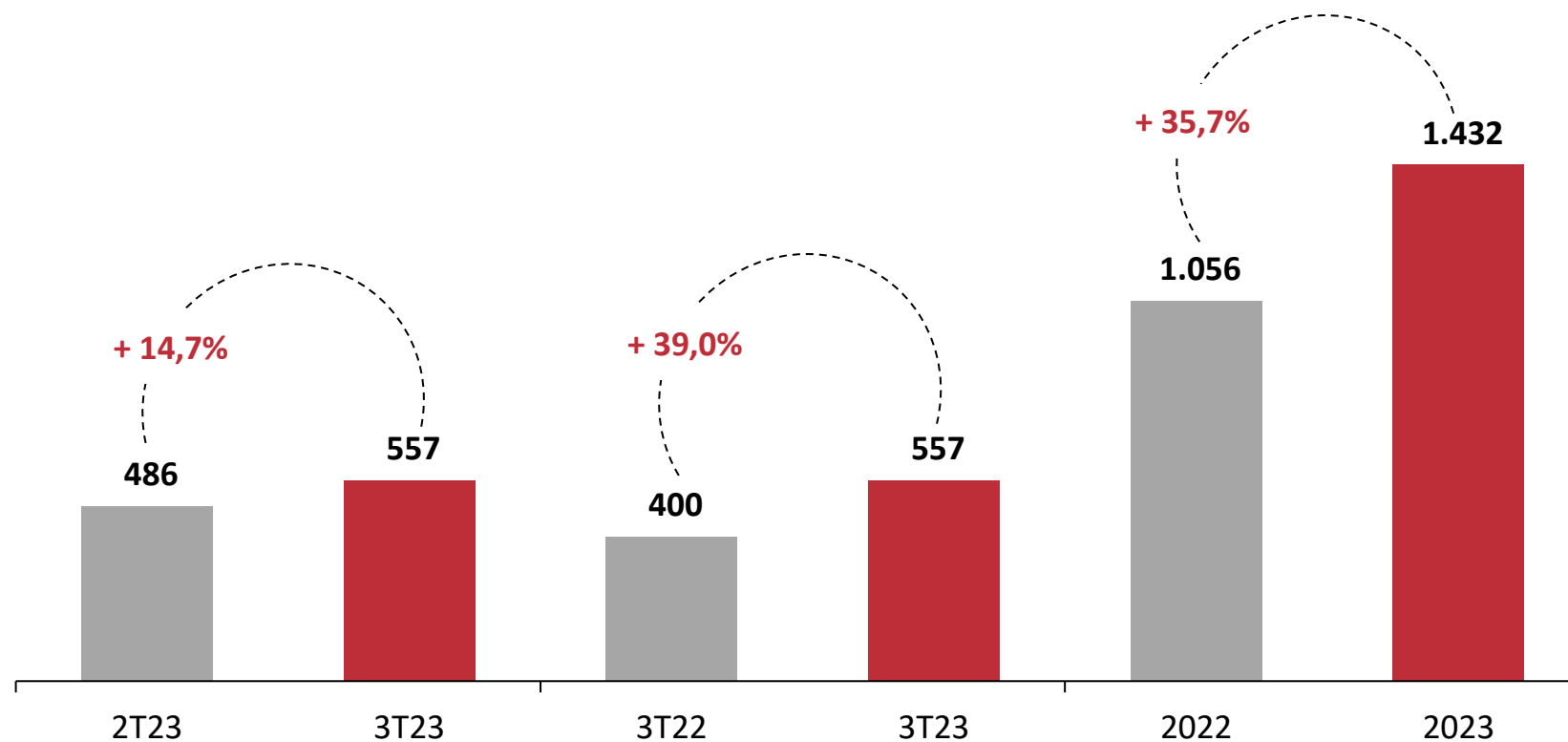
3T23

Listada no Novo Mercado da B3 | PLPL3



RECEITA LÍQUIDA.

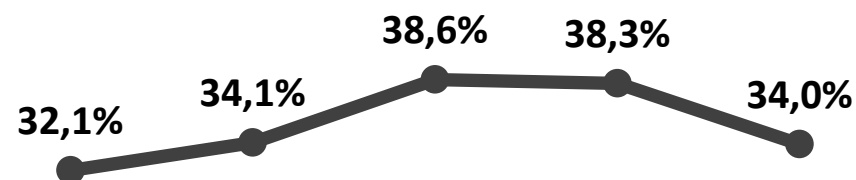
RECEITA LÍQUIDA (R\$ MILHÕES)



LUCRO BRUTO.

MARGEM BRUTA AJUSTADA

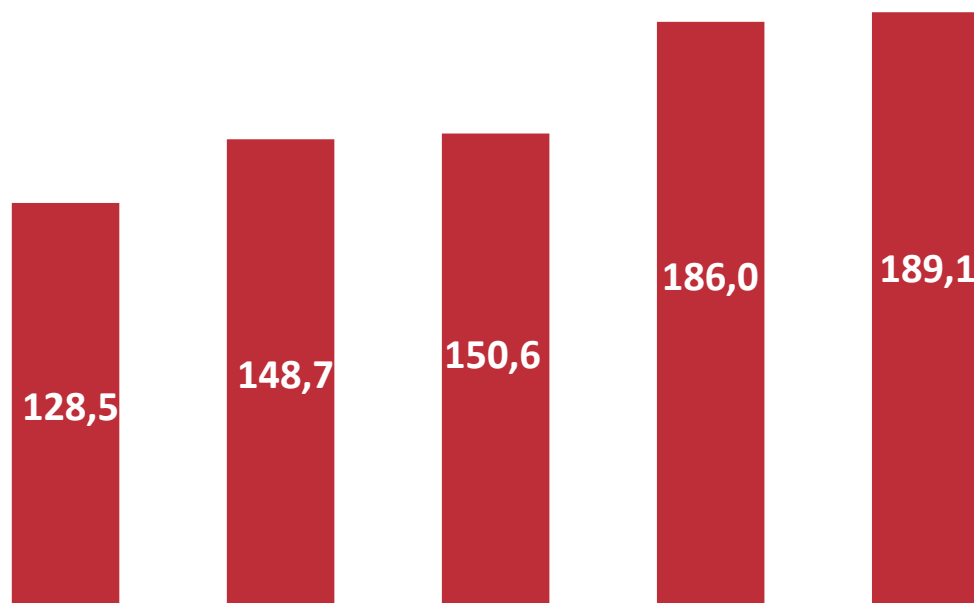
(%)



3T22 4T22 1T23 2T23 3T23

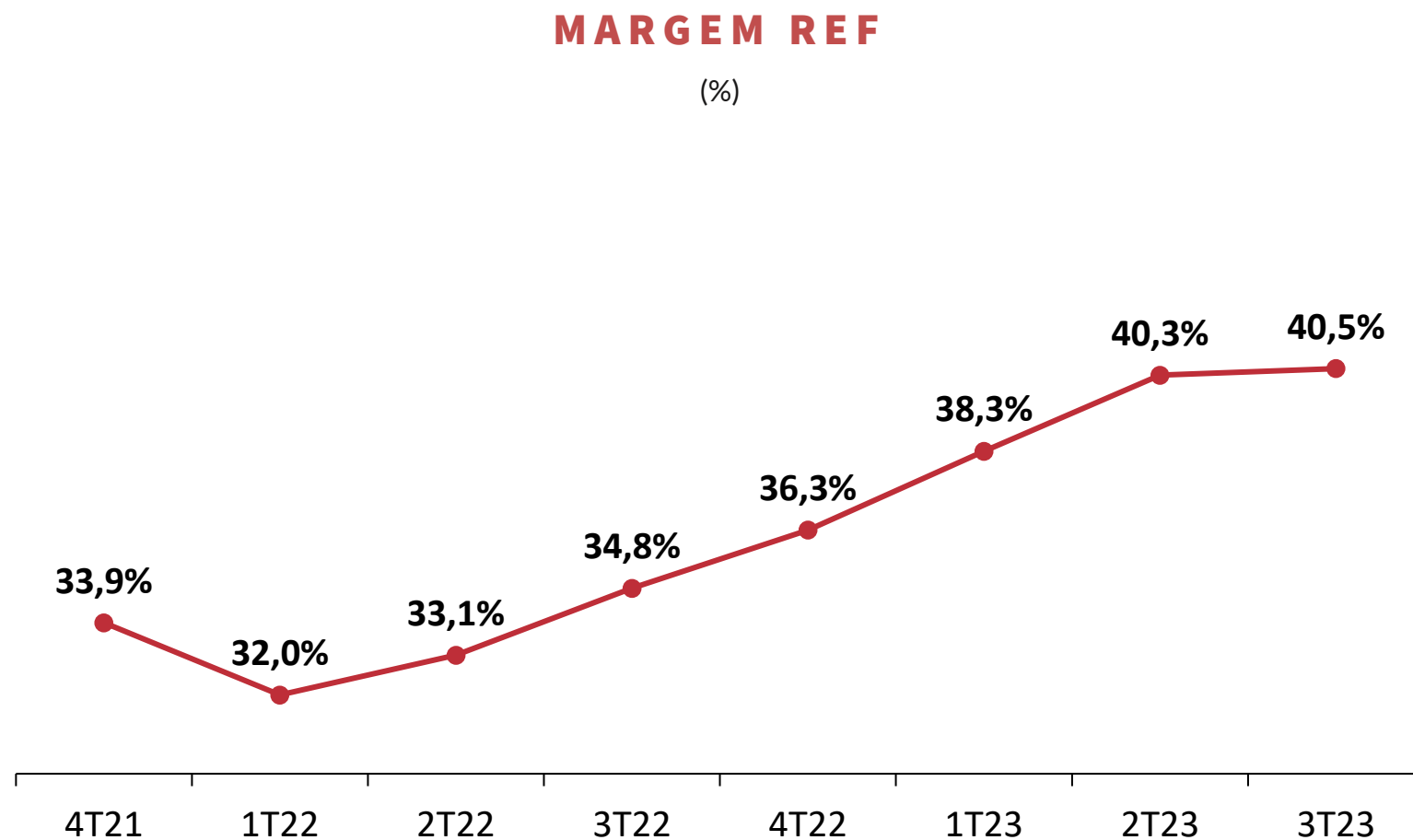
LUCRO BRUTO AJUSTADO

(R\$ MILHÕES)



3T22 4T22 1T23 2T23 3T23

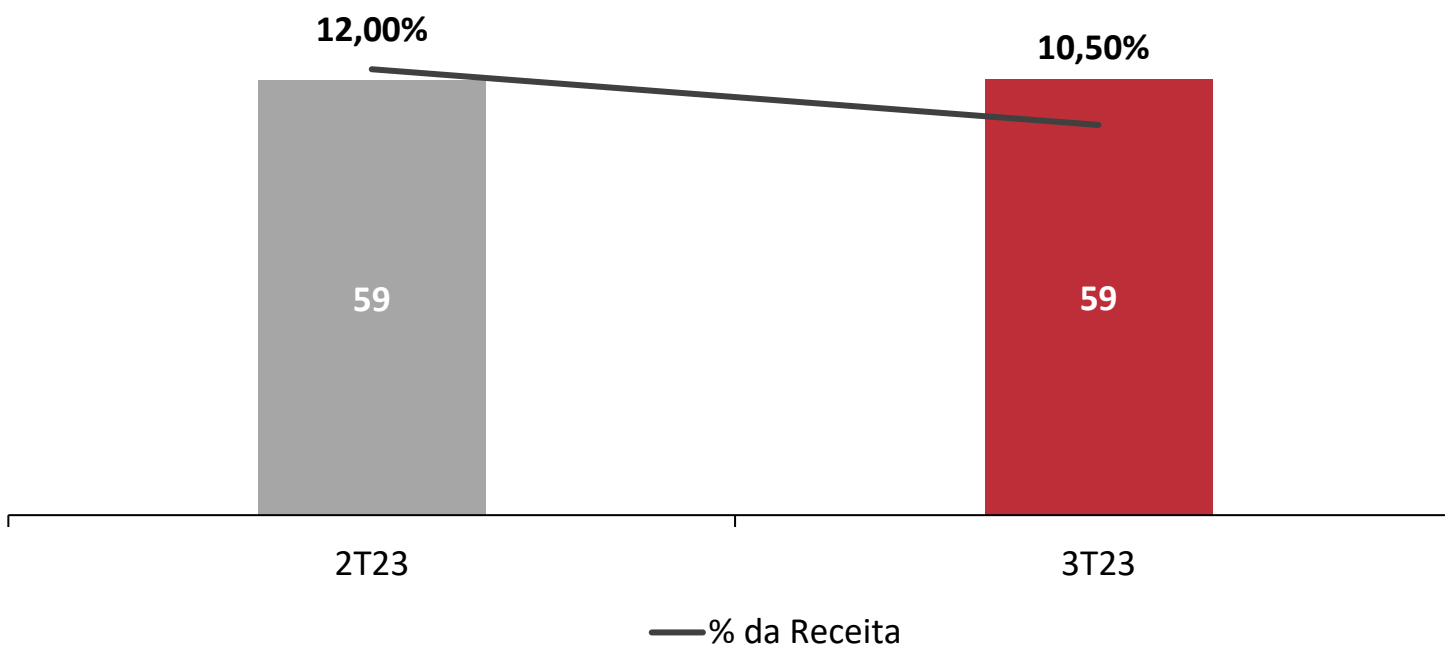
MARGEM REF.



DESPESAS OPERACIONAIS.

DESPESAS COMERCIAIS

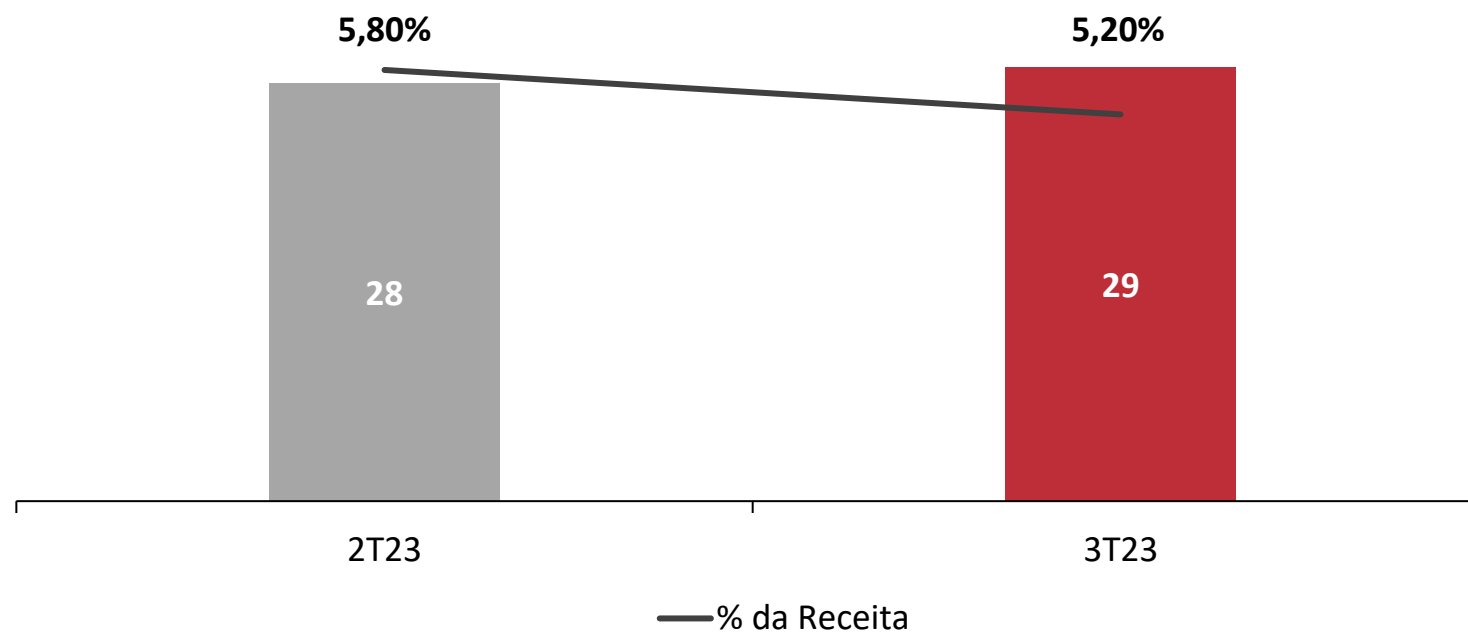
(R\$ MILHÕES E %)



DESPESAS OPERACIONAIS.

DESPESAS ADMINISTRATIVAS

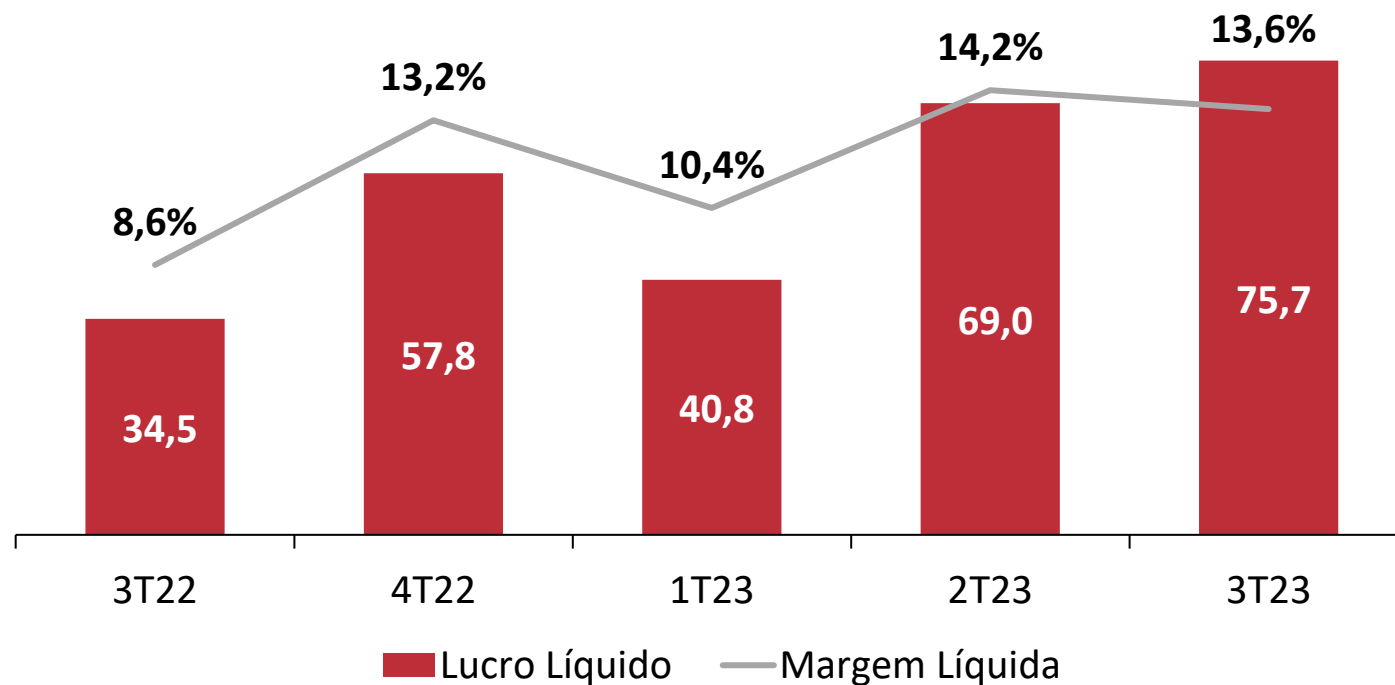
(R\$ MILHÕES E %)



LUCRO LÍQUIDO.

LUCRO LÍQUIDO E MARGEM LÍQUIDA

(R\$ MILHÕES E %)



EBITDA.

EBITDA (em reais mil, exceto quando especificado)	3T23	3T22	3T23 x 3T22	2023	2022	2023 x 2022
Lucro líquido do exercício	75.732	34.535	119,3%	185.472	75.895	144,4%
(+) Depreciação e amortização	5.443	5.862	-7,1%	10.829	17.588	-38,4%
(+) Imposto de renda e contribuição social	12.705	9.879	28,6%	33.794	24.725	36,7%
(+) Despesas financeiras, líquidas	-724	-1.244	-41,8%	-4.294	-3.808	12,8%
EBITDA	93.156	49.032	90,0%	225.801	114.400	97,4%
Encargos financeiros apropriados (juros financiamento) ¹	10.686	11.543	-7,4%	32.528	26.314	23,6%
EBIDTA ajustado²	103.842	60.575	71,4%	258.329	140.714	83,6%
Margem EBITDA ajustado (%)	18,7%	15,1%	3,5 pp	18,0%	13,3%	4,7 pp

¹ O custo dos encargos financeiros são os encargos financeiros dos financiamentos à produção capitalizados no custo dos empreendimentos e que originalmente afetam a margem bruta.

² Contempla a norma que regula o tratamento contábil das Operações de Arrendamento Mercantil (IFRS 16/CPC 06 (R2) emitida pelo IASB e CPC, que entrou em vigor a parti de 1º de janeiro de 2019.

GERAÇÃO DE CAIXA.

Geração de Caixa (em milhares de reais)	1T23	2T23	3T23	2023
Dívida Líquida no início do período	192.775	227.689	225.513	192.775
Dívida Líquida no final do período	227.689	225.513	118.877	118.877
Variação Dívida Líquida	(34.914)	2.176	106.636	73.898
(+) Dividendos	0	31.749	0	31.749
Geração/Consumo de Caixa Operacional	(34.914)	33.925	106.636	105.647

ENDIVIDAMENTO.

Dívida Líquida (R\$ mil)	30/09/2023	31/12/2022	Var. %
Circulante	151.261	118.476	27,7%
Não Circulante	313.779	414.330	-24,3%
Dívida Bruta	465.040	532.806	-12,7%
Caixa e Equivalentes de Caixa	346.163	340.031	1,8%
Dívida Líquida	118.877	192.775	-38,3%
Patrimônio Líquido	638.968	408.982	56,2%
Dívida Líquida / Patrimônio Líquido	18,6%	47,1%	-28,5 pp
Grau de Alavancagem [DL / (DL + PL)]	15,7%	32,0%	-16,3 pp

Listada no Novo Mercado da B3 | PLPL3



**CONSTRUINDO
RELAÇÕES DE VALOR**



Listed on B3 Novo Mercado | **PLPL3**

RESULTS

3rd QUARTER

2023



INVESTOR RELATIONS

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.



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JOÃO HOPP

DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

HIGHLIGHTS.



**NET SALES***

BRL 638 million,
51.7% above 3Q22

**BACKLOG MARGIN (%)**

40.5%,
0.2 pp above 2Q23

**CASH GENERATION**

BRL 107 million

**LUCRO LÍQUIDO**

BRL 76 million,
119.3% above 3Q22

**LAUNCHES IN PSV %P&P**

BRL 485 million,
14.4% above 3Q22

**ROE**

47,6%
1.3 pp above 2Q23
18.5 pp above 3Q22



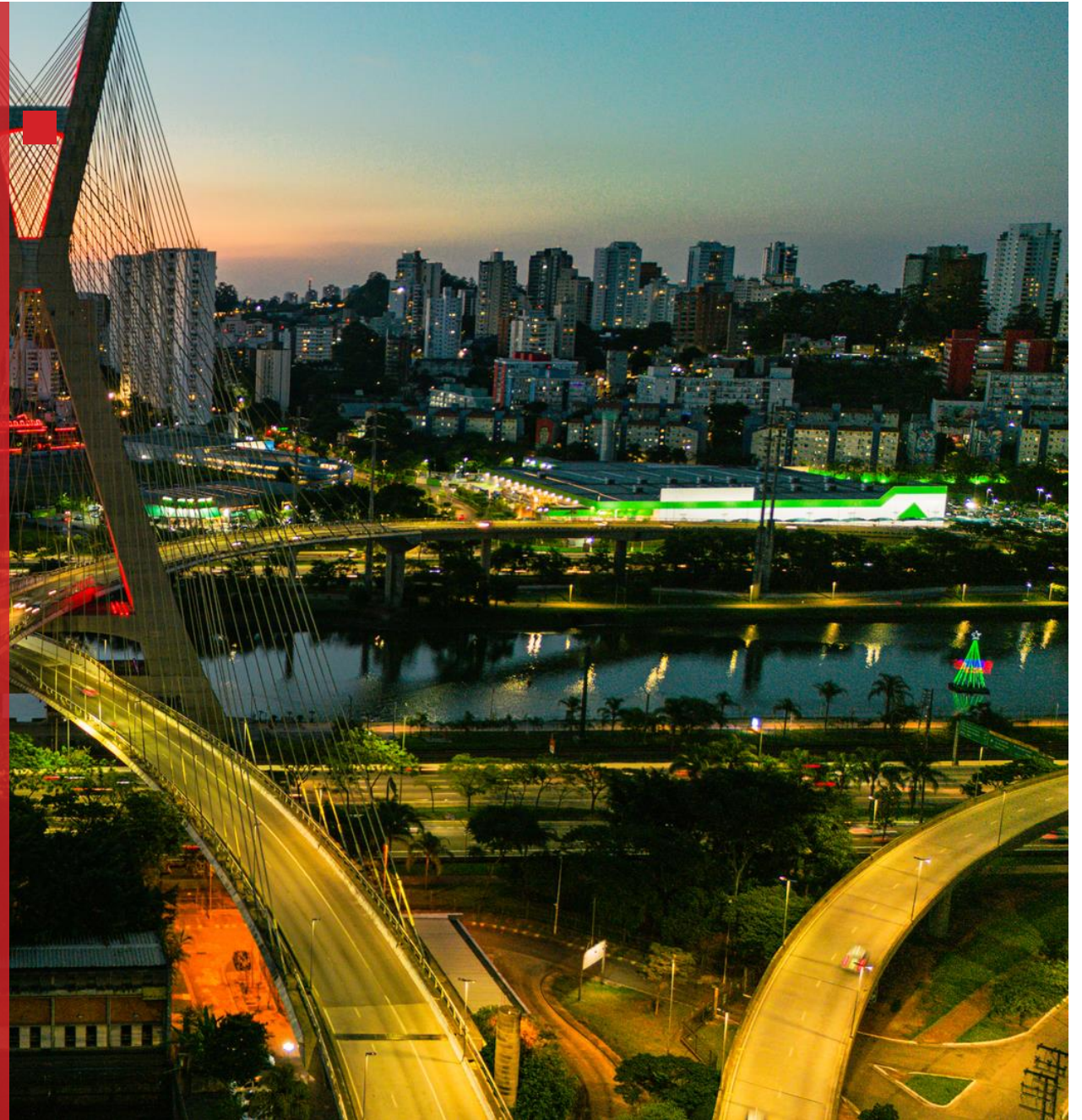
3rd QUARTER
2 0 2 3

OPERATIONAL RESULTS 3Q23

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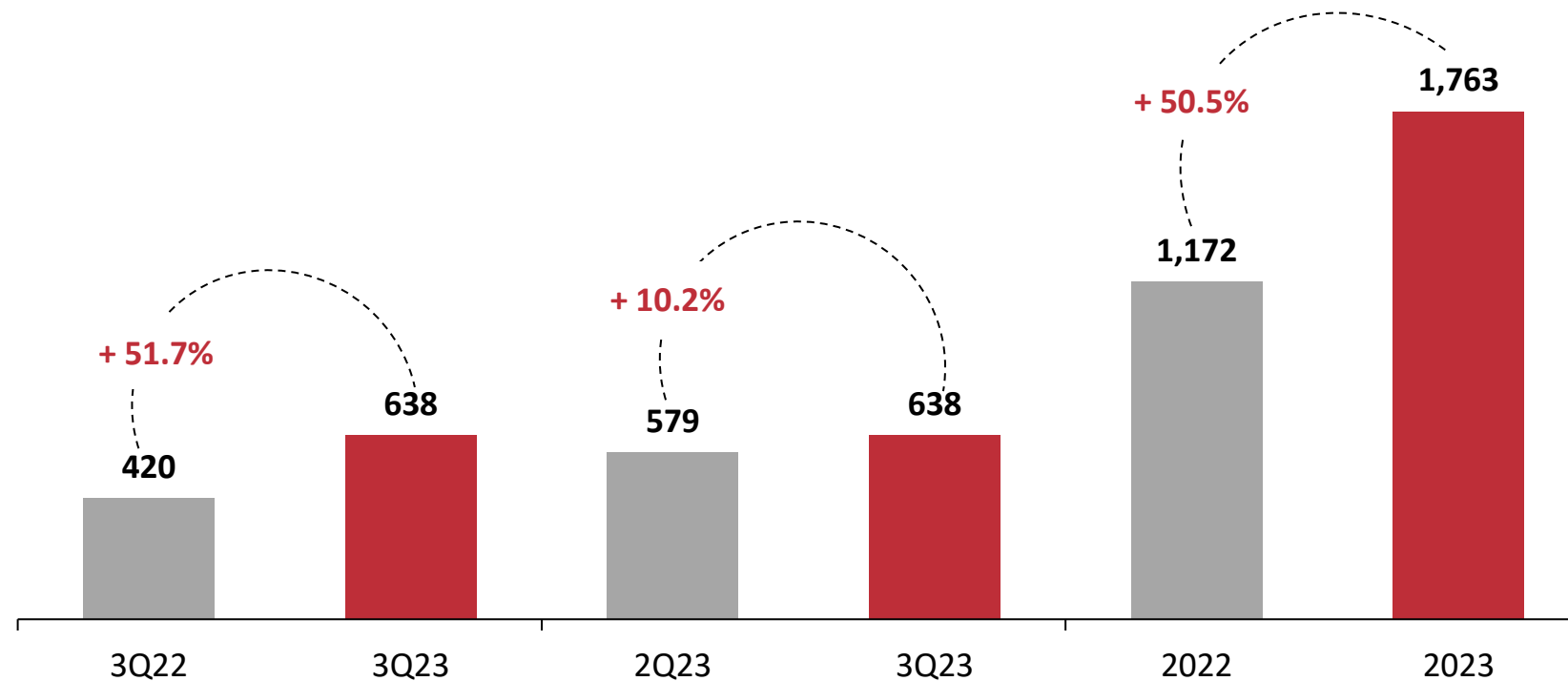
PLANO&PLANO



SALES.

NET SALES

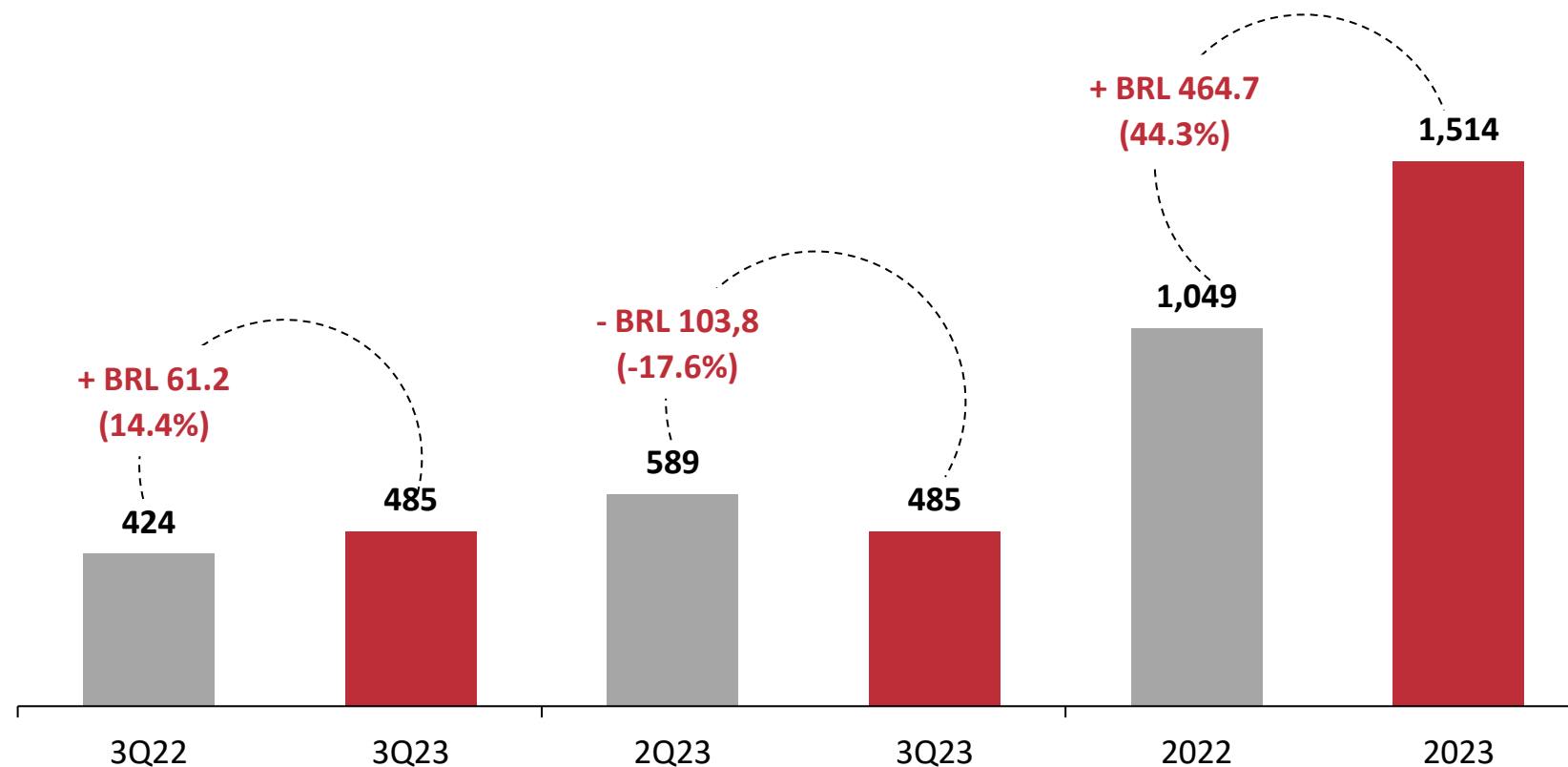
(100% PLANO&PLANO – BRL MILLION)



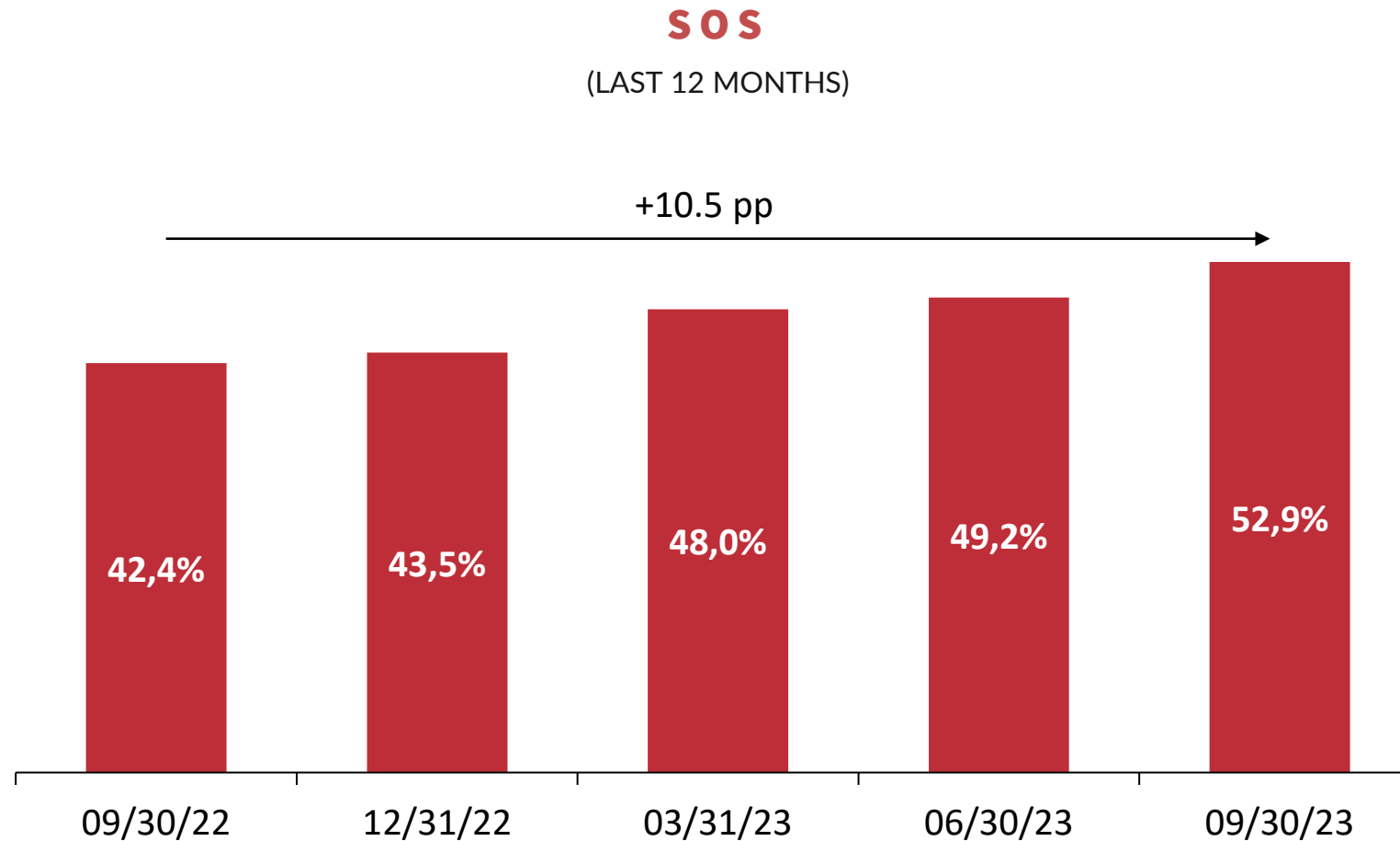
LAUNCHES.

PSV – BRL MILLION

(% PLANO&PLANO)



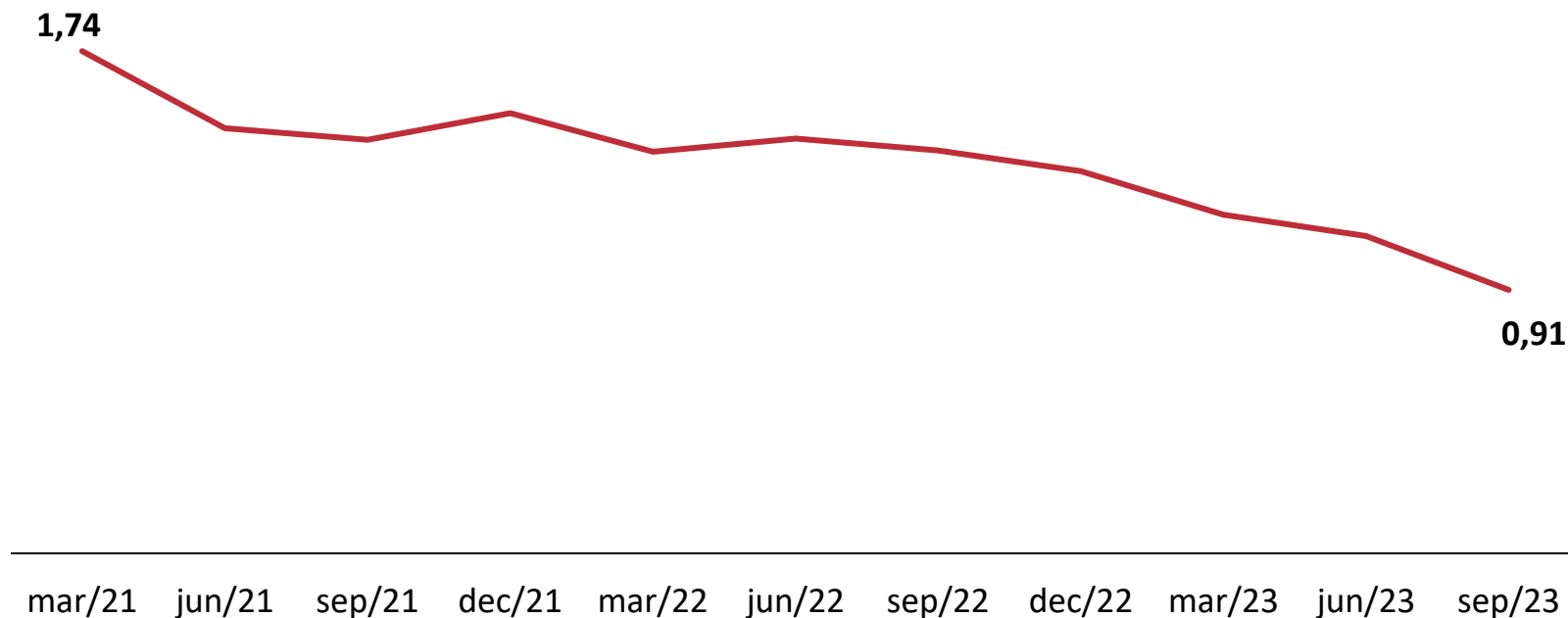
SALES OVER SUPPLY (SOS).



INVENTORY / SALES (LTM).

INVENTORY / SALES (LTM)

(Inventory and Sales - %P&P)

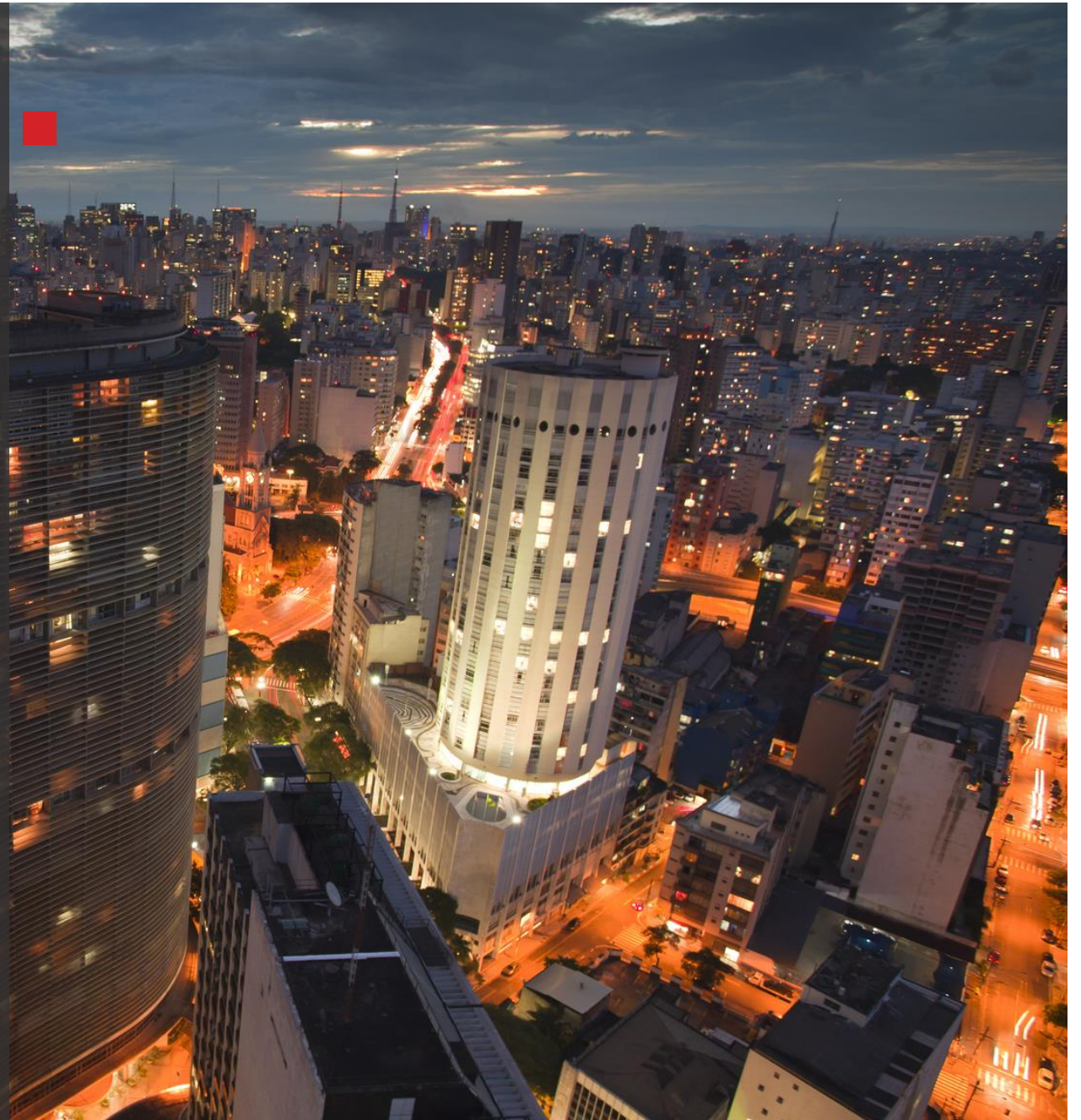


3rd QUARTER
2 0 2 3



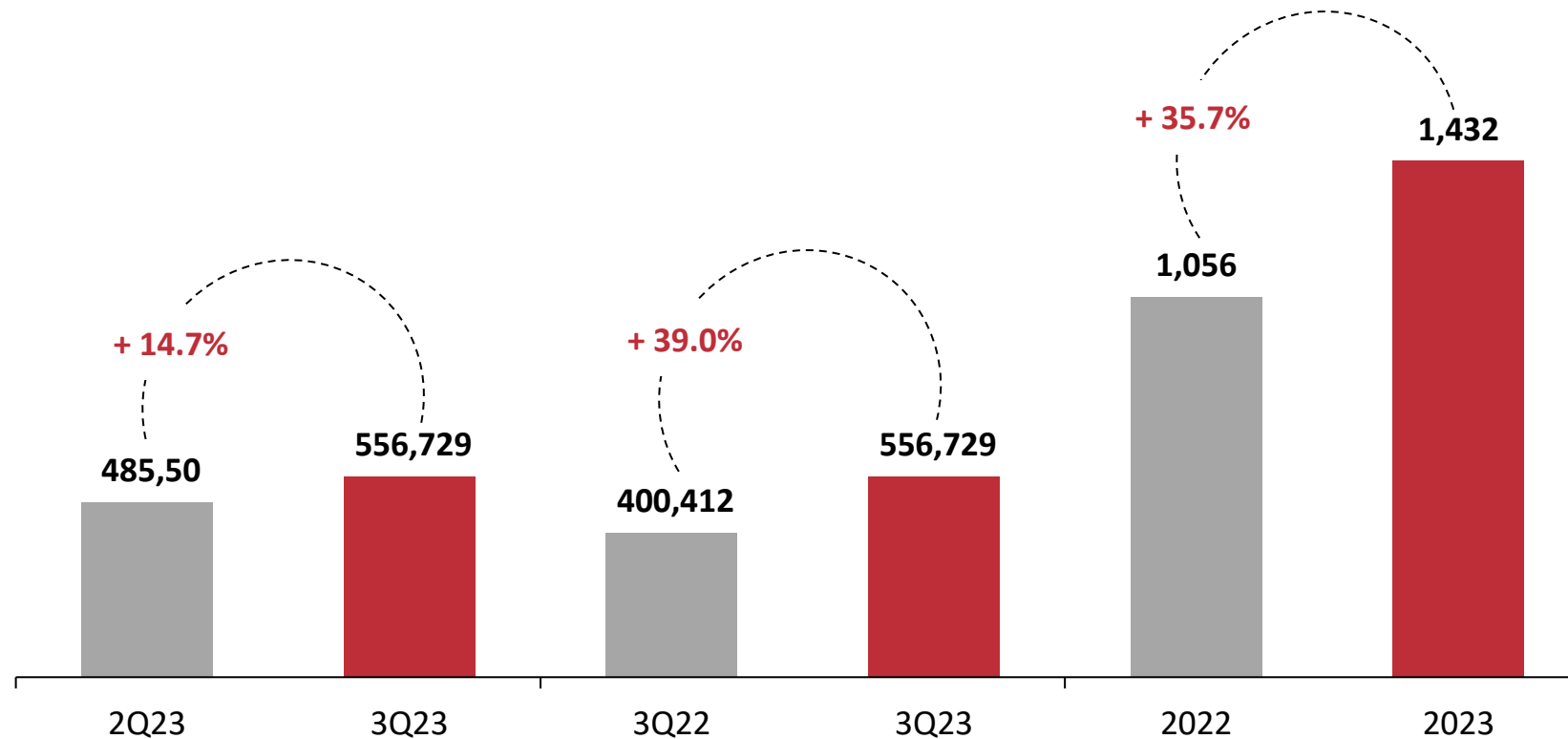
FINANCIAL RESULTS 3Q23

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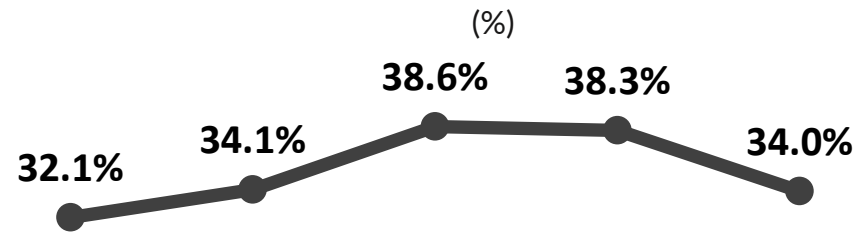
NET REVENUES.

NET REVENUES (BRL MILLION)



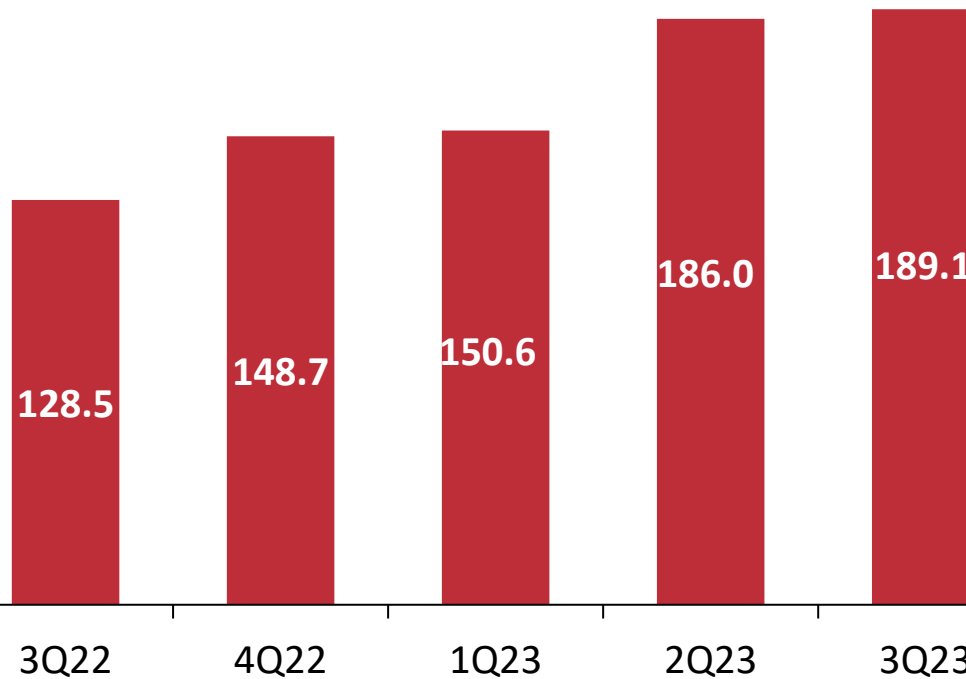
GROSS PROFIT.

ADJUSTED GROSS MARGIN



GROSS PROFIT

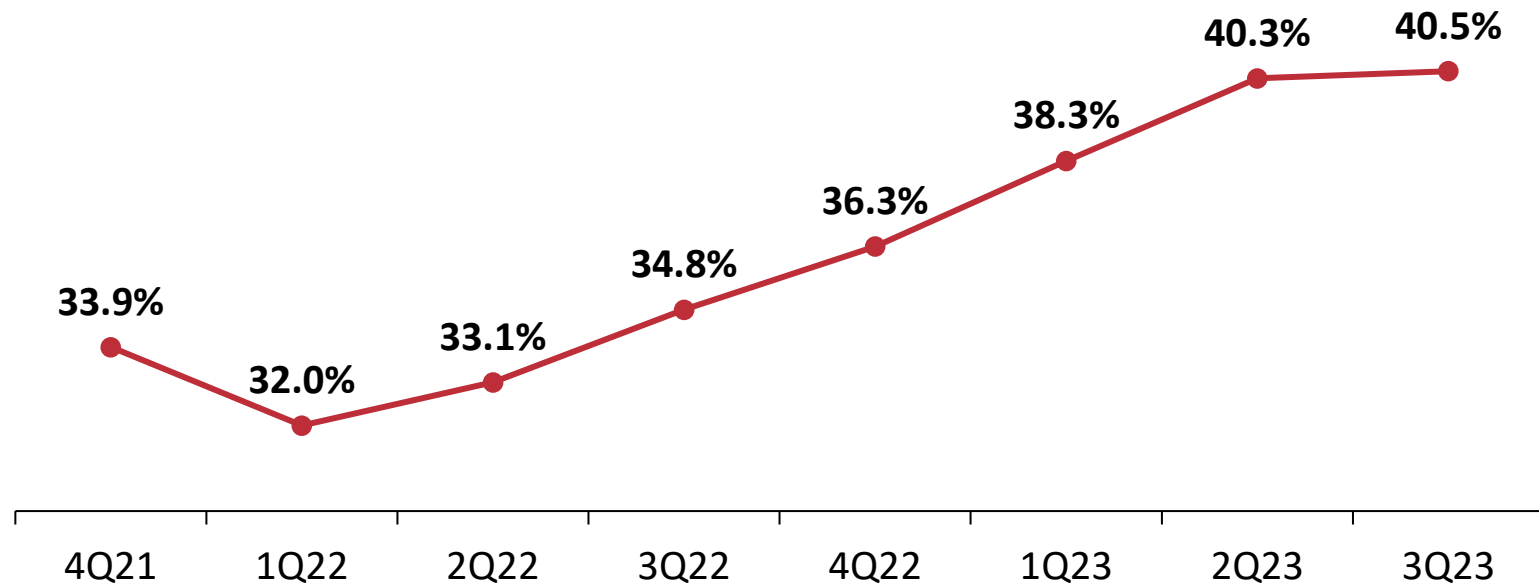
(BRL MILLION)



BACKLOG MARGIN.

BACKLOG MARGIN

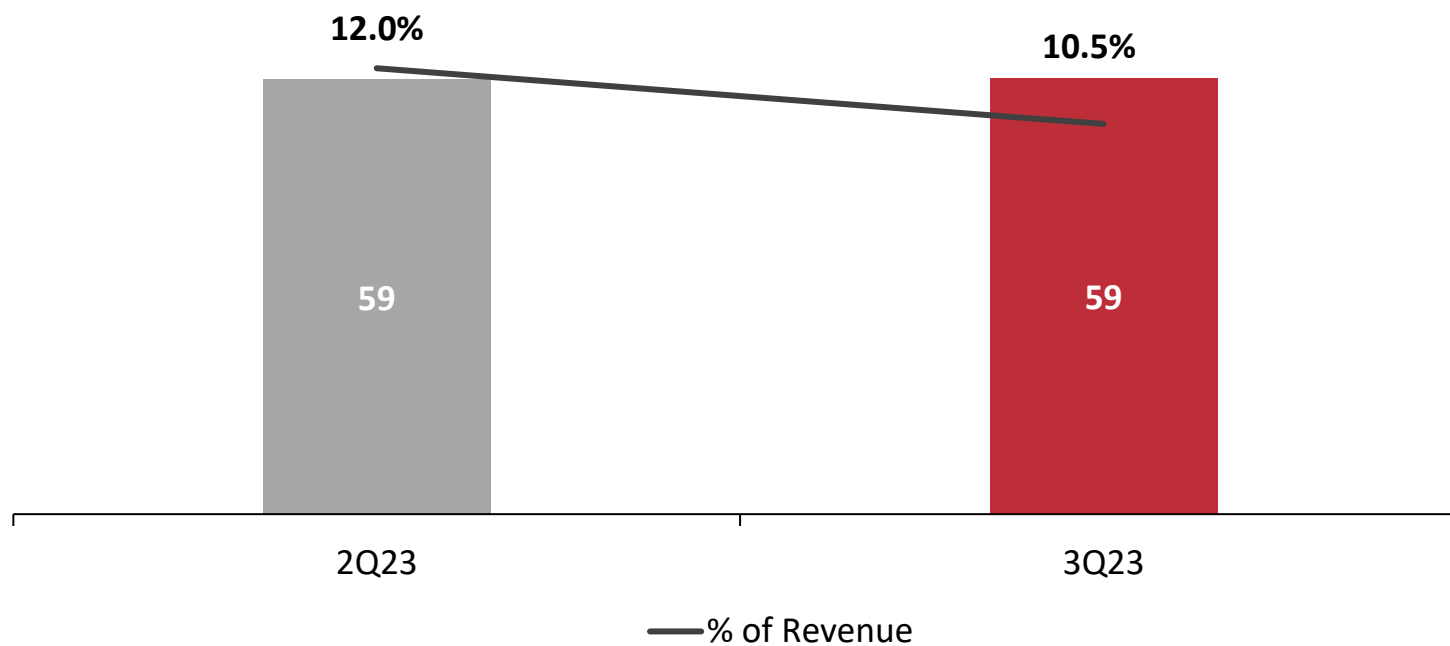
(%)



OPERATING EXPENSES.

SELLING EXPENSES

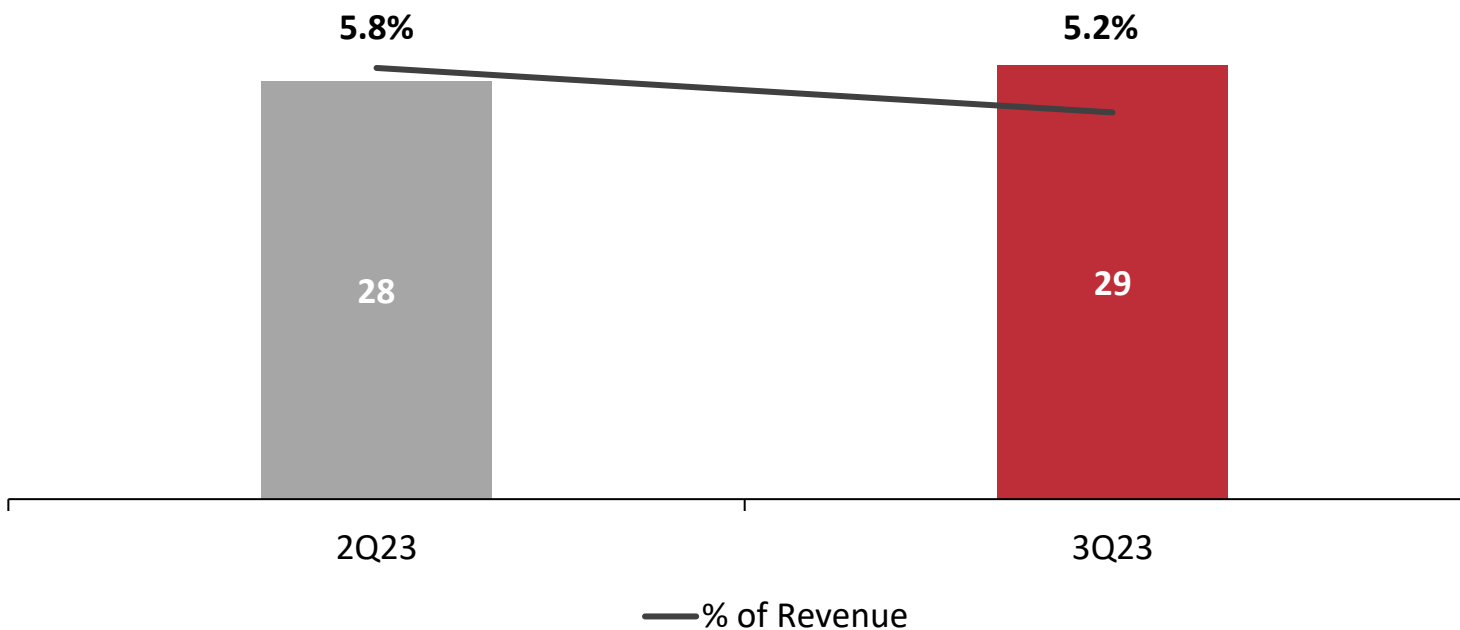
(BRL MILLION AND %)



OPERATING EXPENSES.

GENERAL AND ADMINISTRATIVE EXPENSES

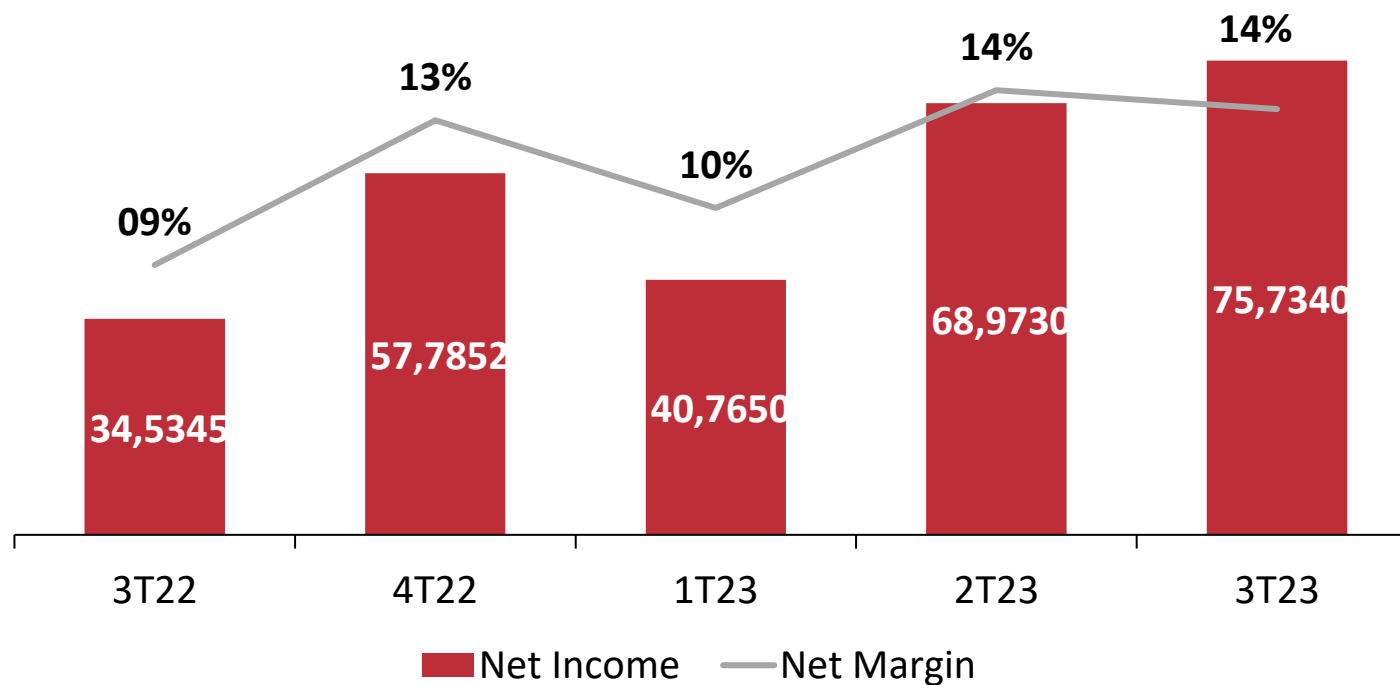
(BRL MILLION AND %)



NET INCOME.

NET INCOME AND NET MARGIN

(BRL MILLION AND %)



EBITDA.

EBITA (in BRL thousand, unless otherwise specified)	3Q23	3Q22	3Q23 x 3Q22	2023	2022	2023 x 2022
Net profit for fiscal year	75,732	34,535	119.3%	185,472	75,895	144.4%
(+) Depreciation and amortization	5,443	5,862	-7.1%	10,829	17,588	-38.4%
(+) Income tax and social contribution	12,705	9,879	28.6%	33,794	24,725	36.7%
(+) Financial expenses, net	-724	-1,244	-41.8%	-4,294	-3,808	12.8%
EBITDA	93,156	49,032	90.0%	225,801	114,400	97.4%
Charges and financial cost ¹	10,686	11,543	-7.4%	32,528	26,314	23.6%
Adjusted EBITDA²	103,842	60,575	71.4%	258,329	140,714	83.6%
Adjusted EBITDA Margin (%)	18.7%	15.1%	3,5 pp	18.0%	13.3%	4,7 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.

CASH GENERATION.

Cash Generation (in BRL thousand)	1Q23	2Q23	3Q23	2023
Net Debt at the beginning of the period	192,775	227,689	225,513	192,775
Net Debt at the end of the period	227,689	225,513	118,877	118,877
Net Debt Variation	(34,914)	2,176	106,636	73,898
(+) Dividends	-	31,749	-	31,749
Cash Genaration / Consumption	(34,914)	33,925	106,636	105,647

NET DEBT.

Net Debt (BRL thousands)	09/30/2023	12/31/2022	Var. %
Current	151,261	118,476	27.7%
Non-Current	313,779	414,330	-24.3%
Gross Debt	465,040	532,806	-12.7%
Cash and cash equivalents	346,163	340,031	1.8%
Net Debt	118,877	192,775	-38.3%
Equity	638,968	408,982	56.2%
Net Debt / Equity	18.6%	47.1%	-28,5 pp
Financial Leverage	15.7%	32.0%	-16,3 pp

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BUILDING VALUE RELATIONSHIPS