

2 0 2 3

RESULTADOS 4º TRIMESTRE

RELAÇÕES COM INVESTIDORES



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

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.





LANÇAMENTOS 100%
R\$ 3,34 Bilhões
85,2% acima de 2022



VENDAS LÍQUIDAS 100%
R\$ 3,07 Bilhões,
81,7% acima de 2022



RECEITA LÍQUIDA
R\$ 2,07 Bilhões,
38,9% ACIMA DE 2022



LUCRO LÍQUIDO
R\$ 268,6 Milhões,
100,9% acima de 2022



GERAÇÃO DE CAIXA
No ano de 2023:
R\$ 262,4 Milhões



ROE (UDM)
52.3%
2,7 pp acima de 3T23
15,5 pp acima de 4T22



4º TRIMESTRE
2023

RESULTADO OPERACIONAL

4T23

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

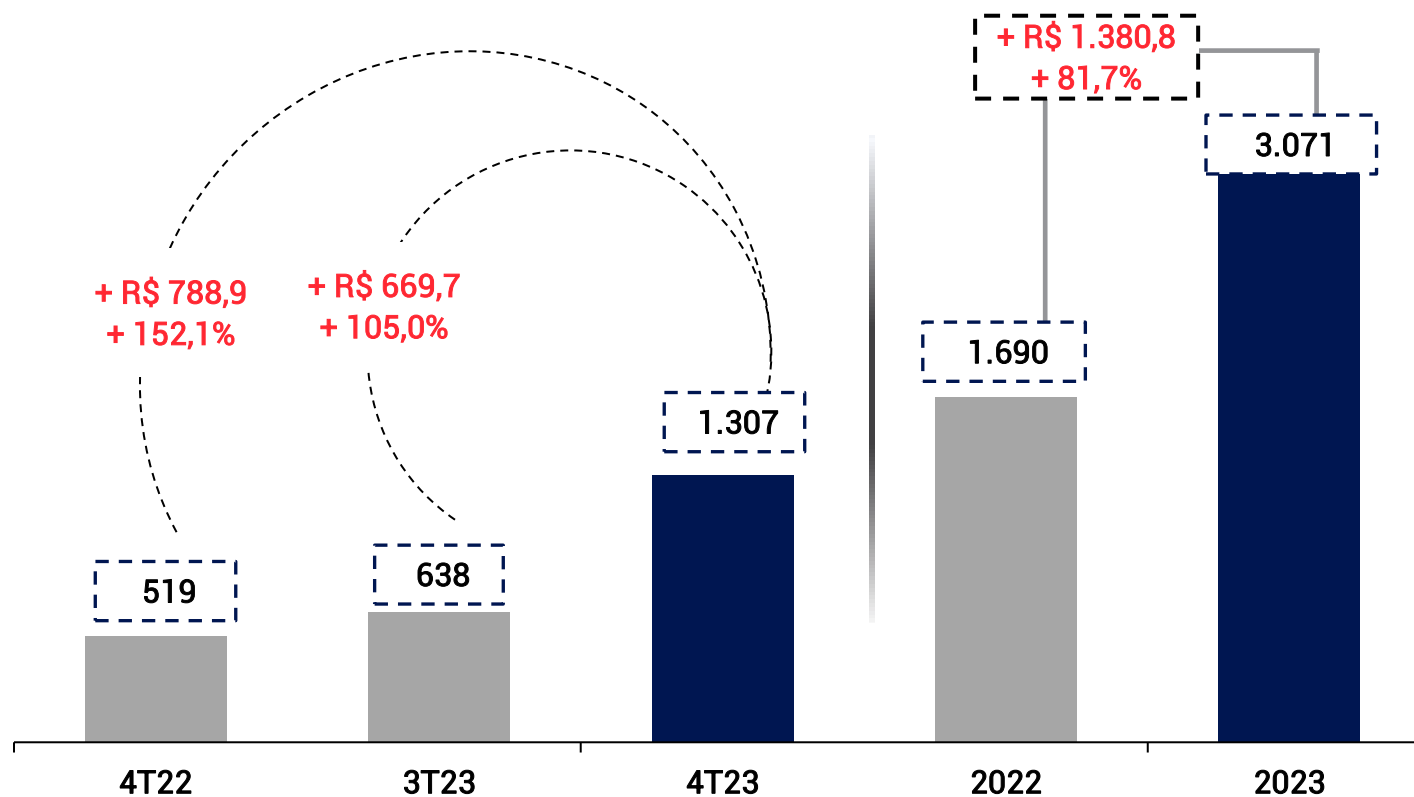


VENDAS.

TOTAL

VENDAS LÍQUIDAS

(100% – R\$ MILHÕES)

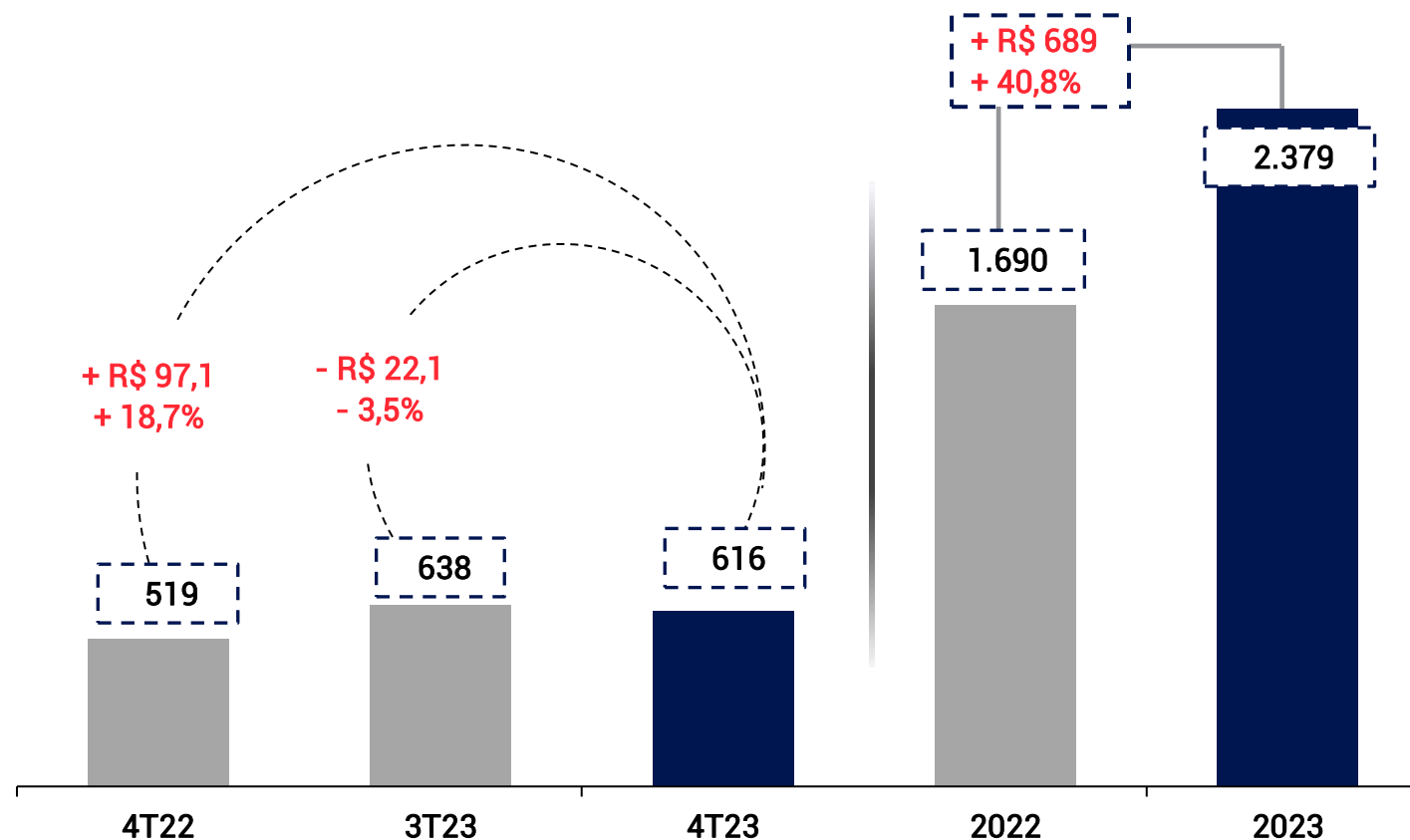


VENDAS.

MERCADO PRIVADO (ex-Pode Entrar)

VENDAS LÍQUIDAS

(100% – R\$ MILHÕES)

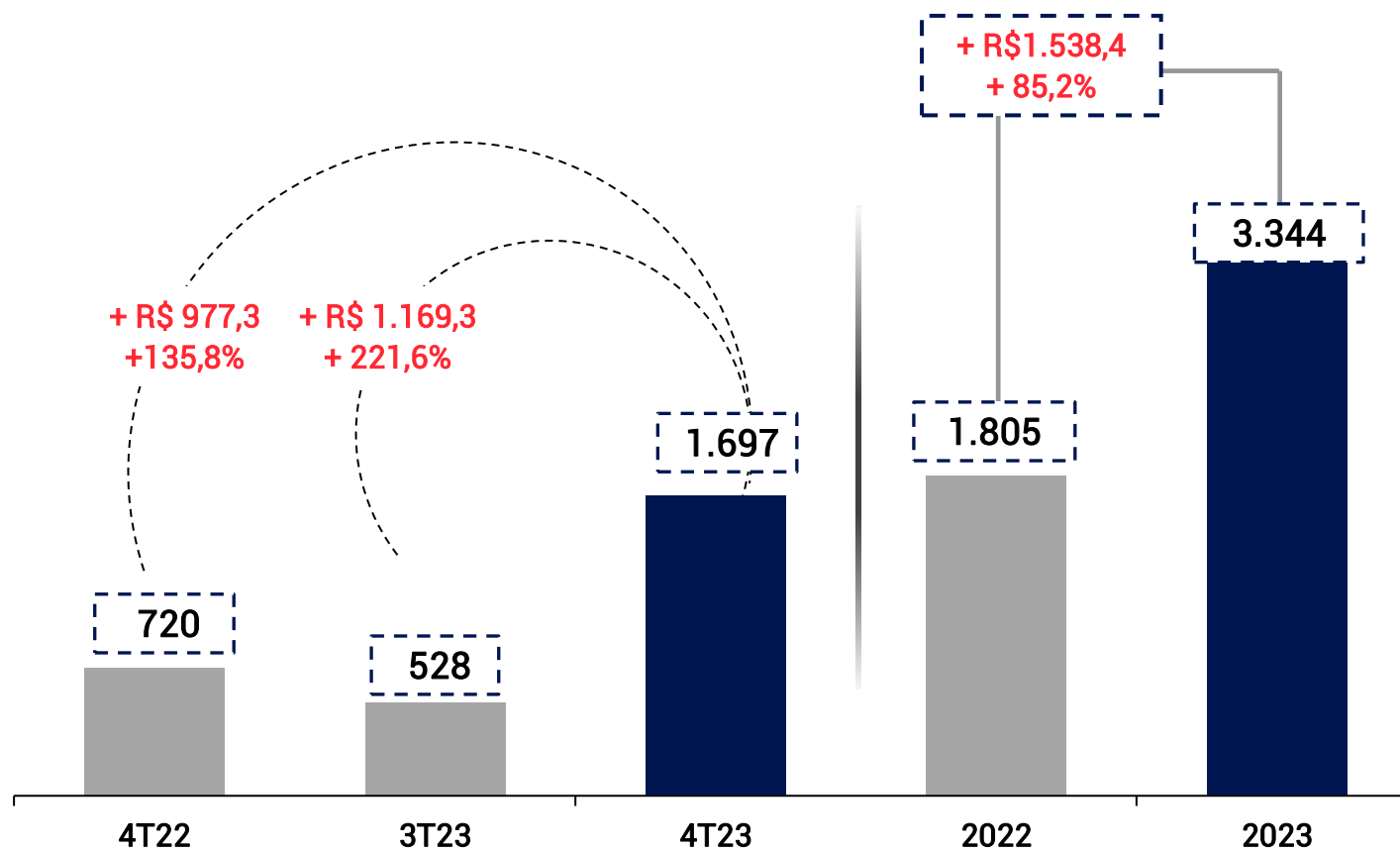


LANÇAMENTOS.

TOTAL

LANÇAMENTOS

(100% – R\$ MILHÕES)

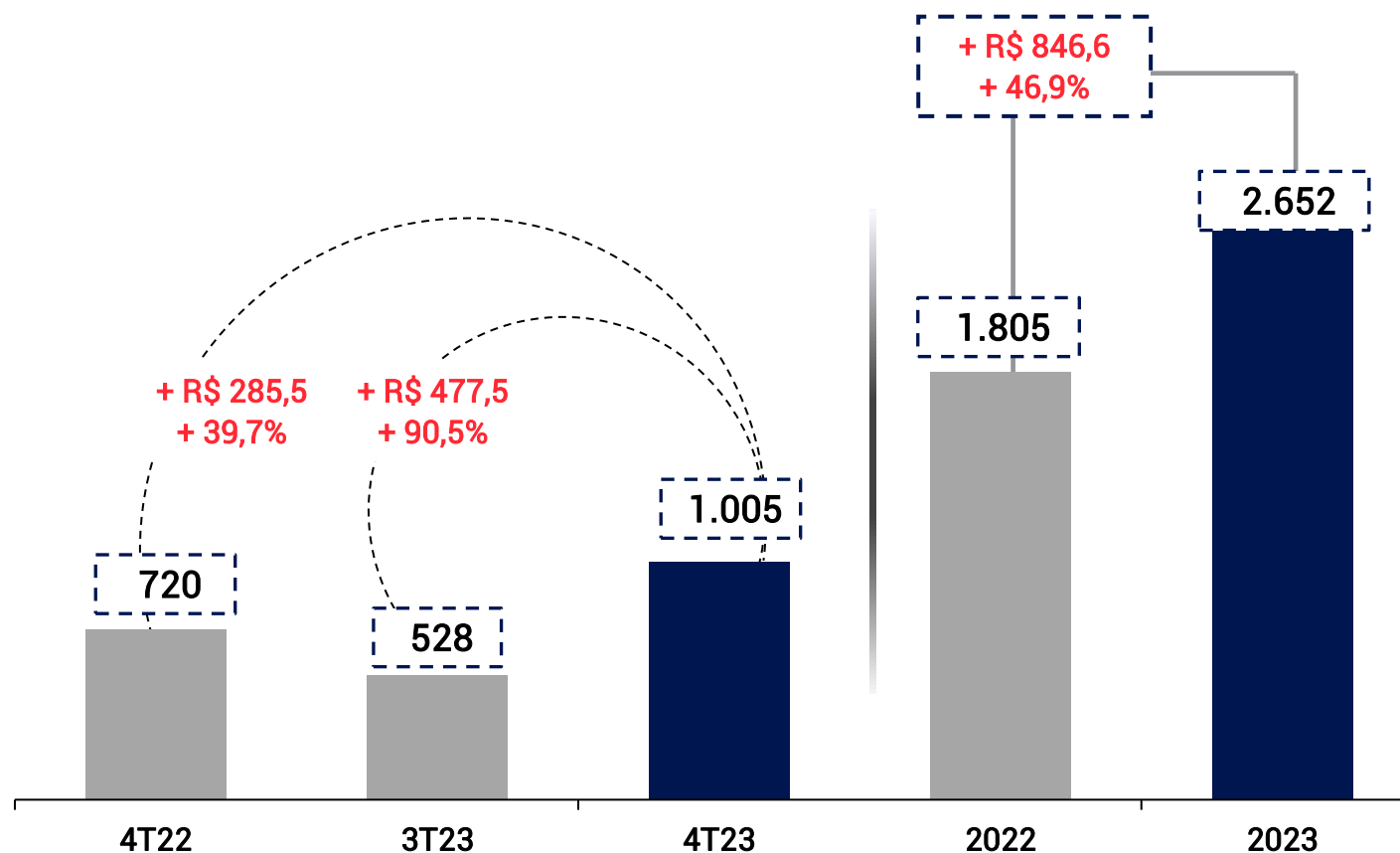


LANÇAMENTOS.

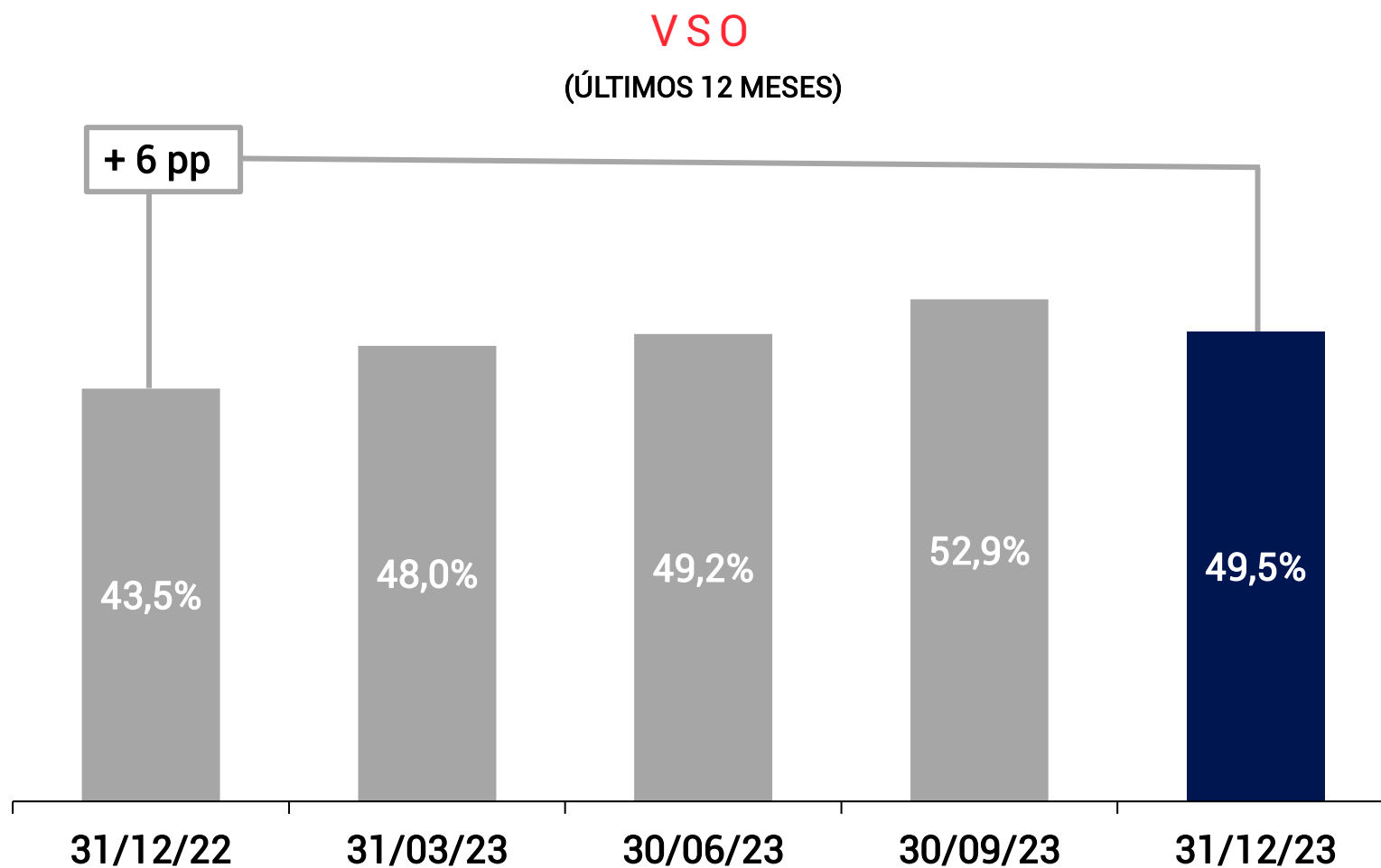
MERCADO PRIVADO (ex-Pode Entrar)

LANÇAMENTOS

(100% - R\$ MILHÕES)



VENDAS SOBRE OFERTA (VSO).



ESTOQUE / VENDAS.

ESTOQUE / VENDAS (UDM)

(Estoque e Vendas Nominais - %P&P)



mar/21 jun/21 set/21 dez/21 mar/22 jun/22 set/22 dez/22 mar/23 jun/23 set/23 dez/23

4º TRIMESTRE
2023

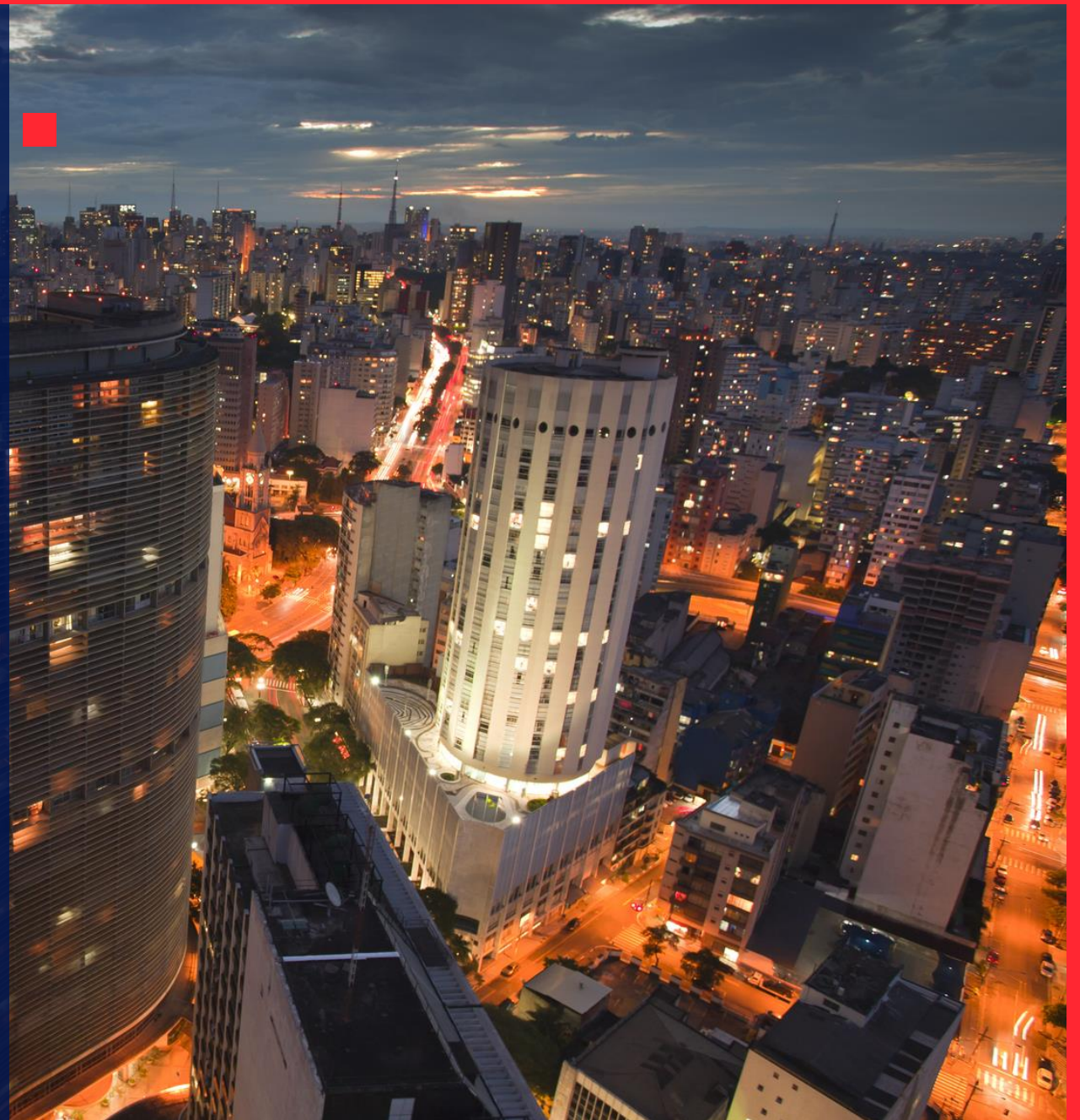
RESULTADO FINANCEIRO

4T23

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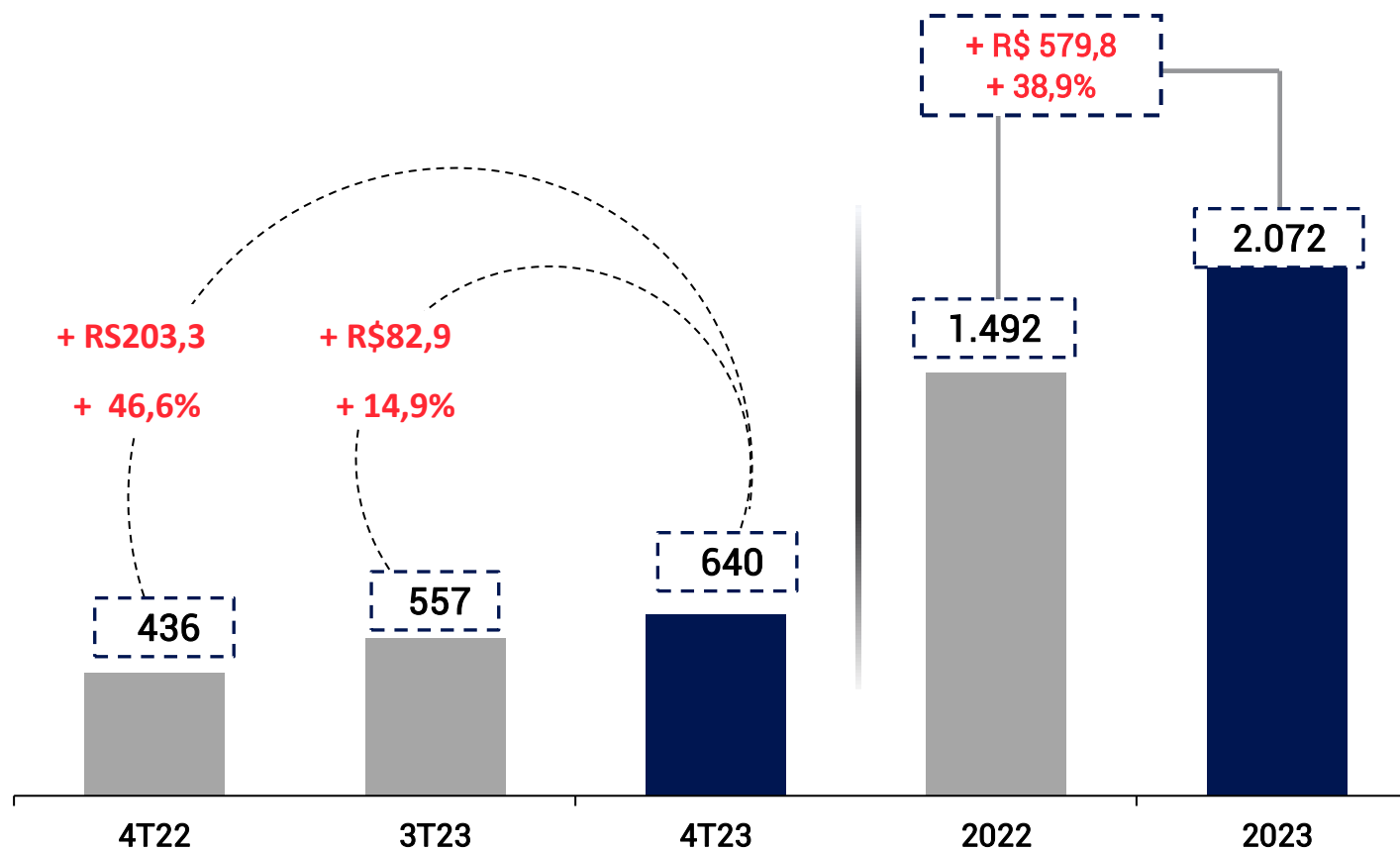


PLANO & PLANO



RECEITA LÍQUIDA.

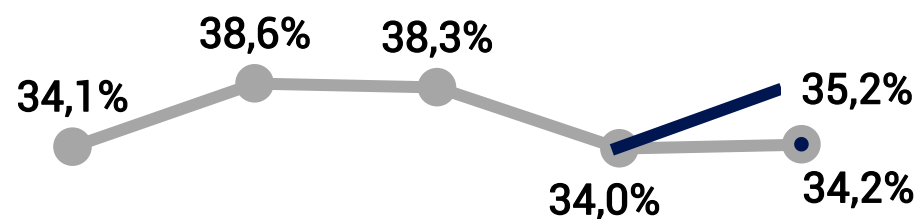
RECEITA LÍQUIDA (R\$ MILHÕES)



LUCRO BRUTO.

MARGEM BRUTA AJUSTADA

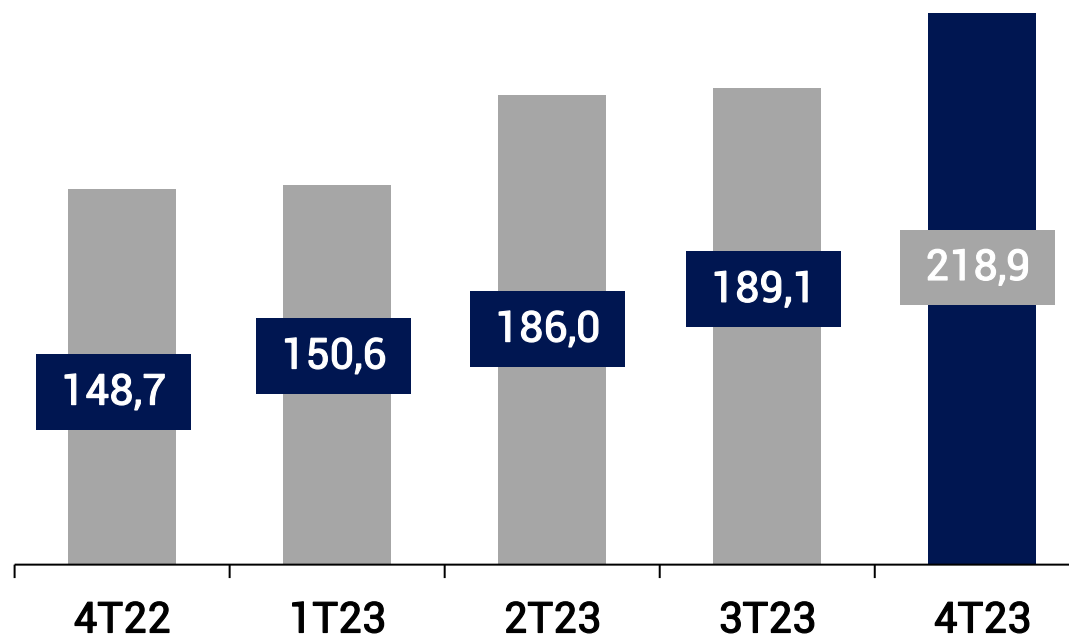
(%)



— Ex Pode Entrar
— Margem Bruta Total

LUCRO BRUTO AJUSTADO

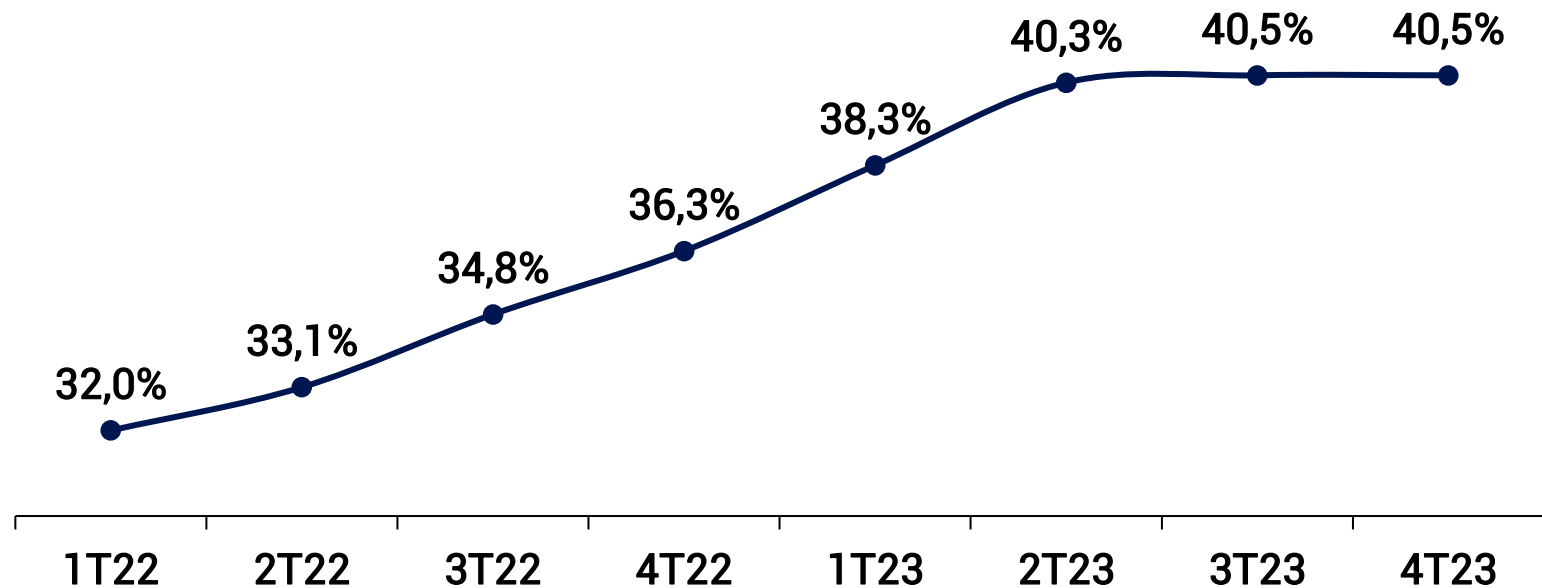
(R\$ MILHÕES)



MARGEM REF.

MERCADO PRIVADO

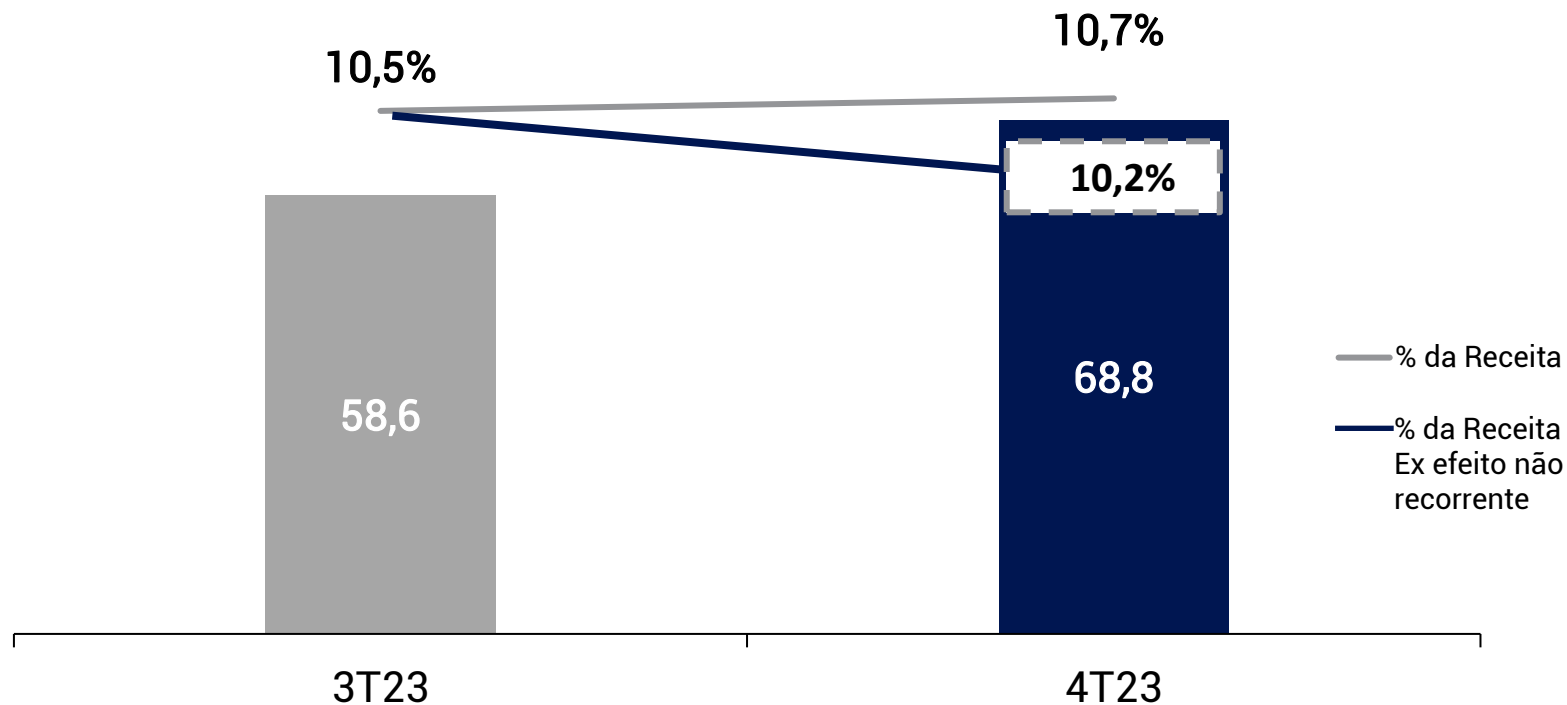
MARGEM REF
(%)



DESPESAS COMERCIAIS.

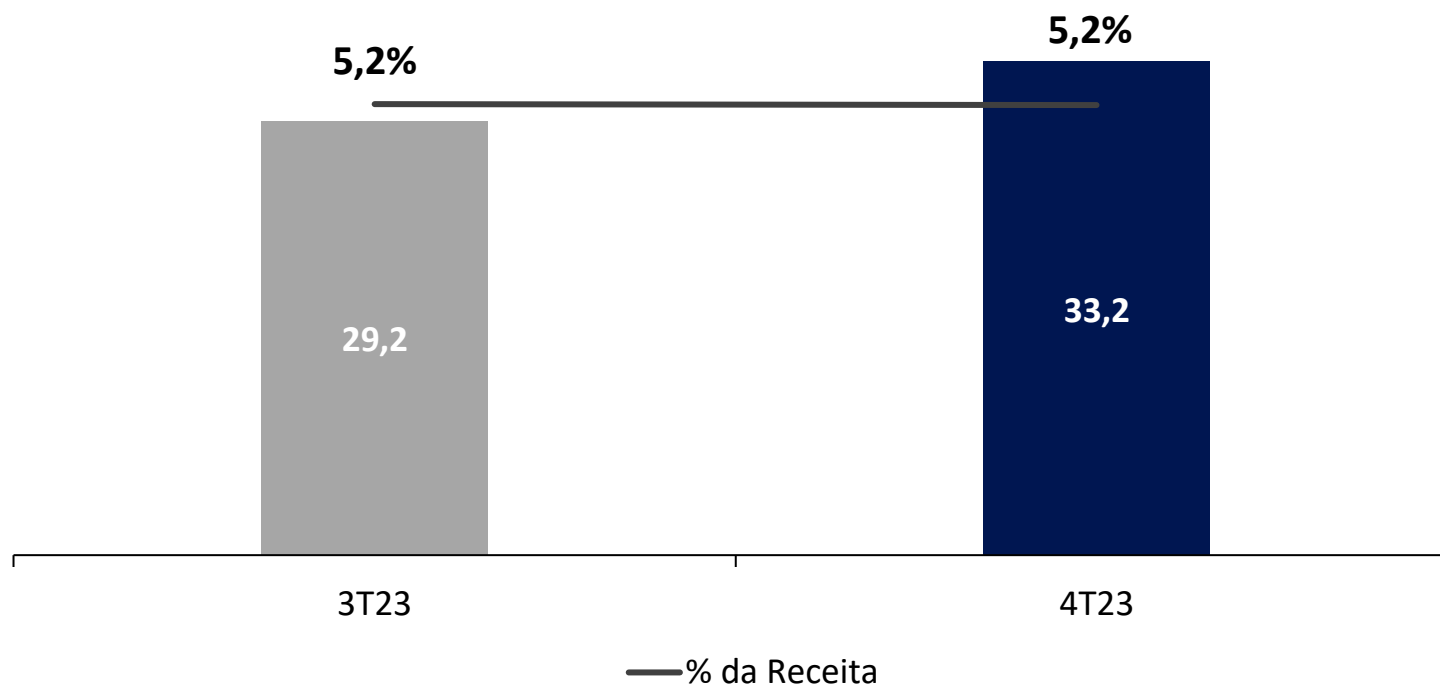
DESPESAS COMERCIAIS

(R\$ MILHÕES E % DA RECEITA)



DESPESAS ADMINISTRATIVAS.

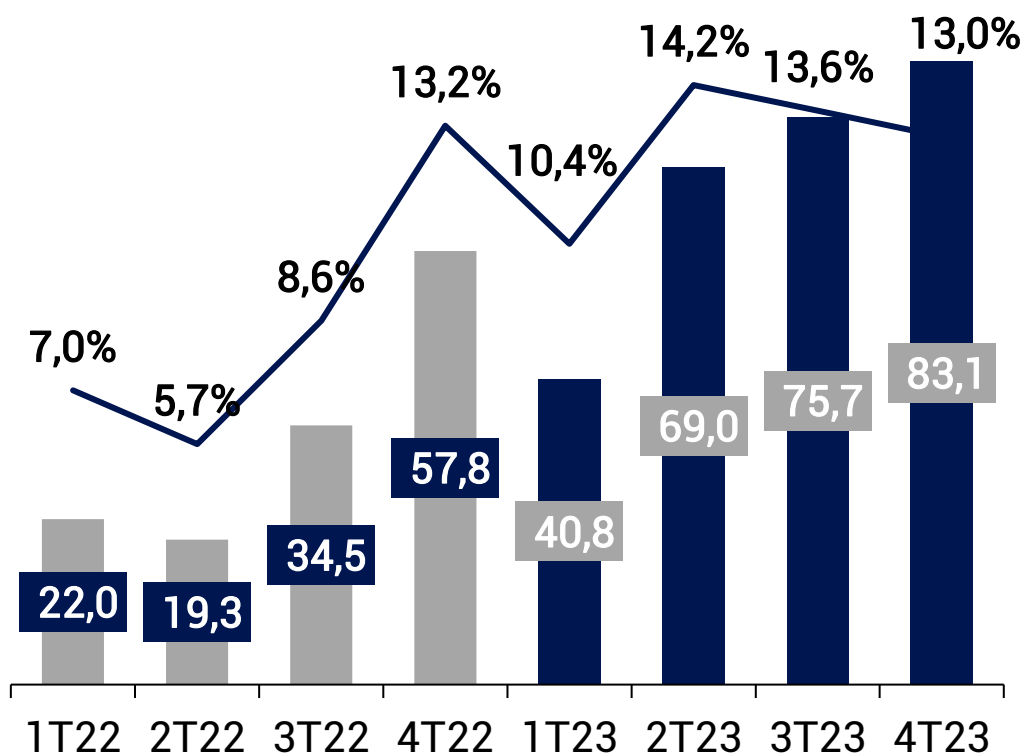
DESPESAS ADMINISTRATIVAS (R\$ MILHÕES E % DA RECEITA)



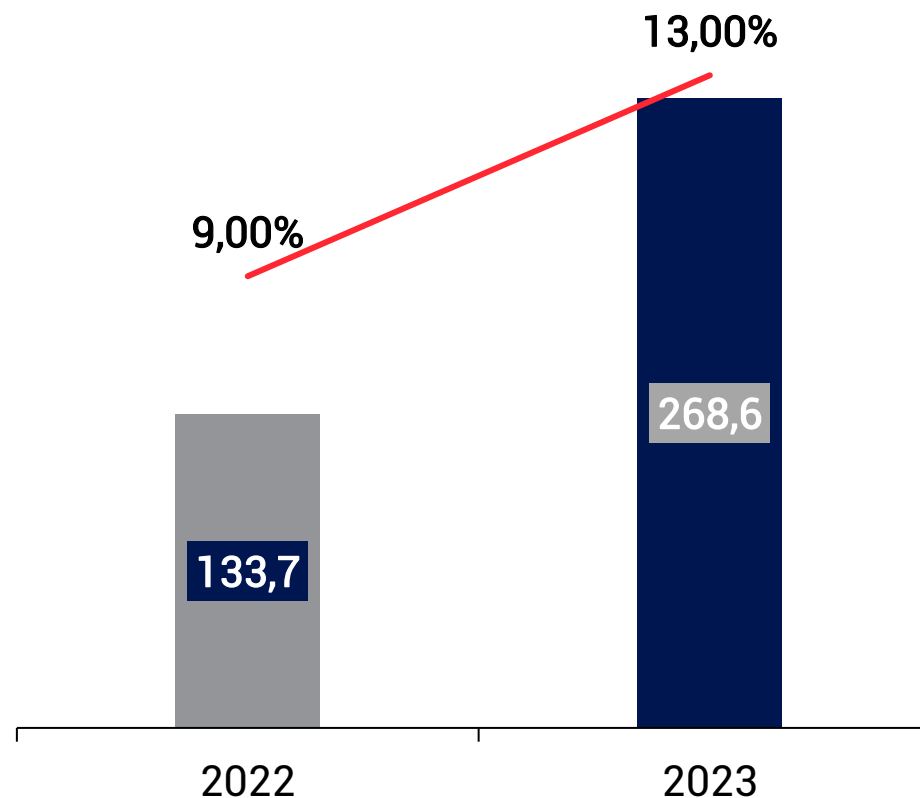
LUCRO LÍQUIDO.

LUCRO LÍQUIDO E MARGEM LÍQUIDA

(TRIMESTRAL - R\$ MILHÕES E %)

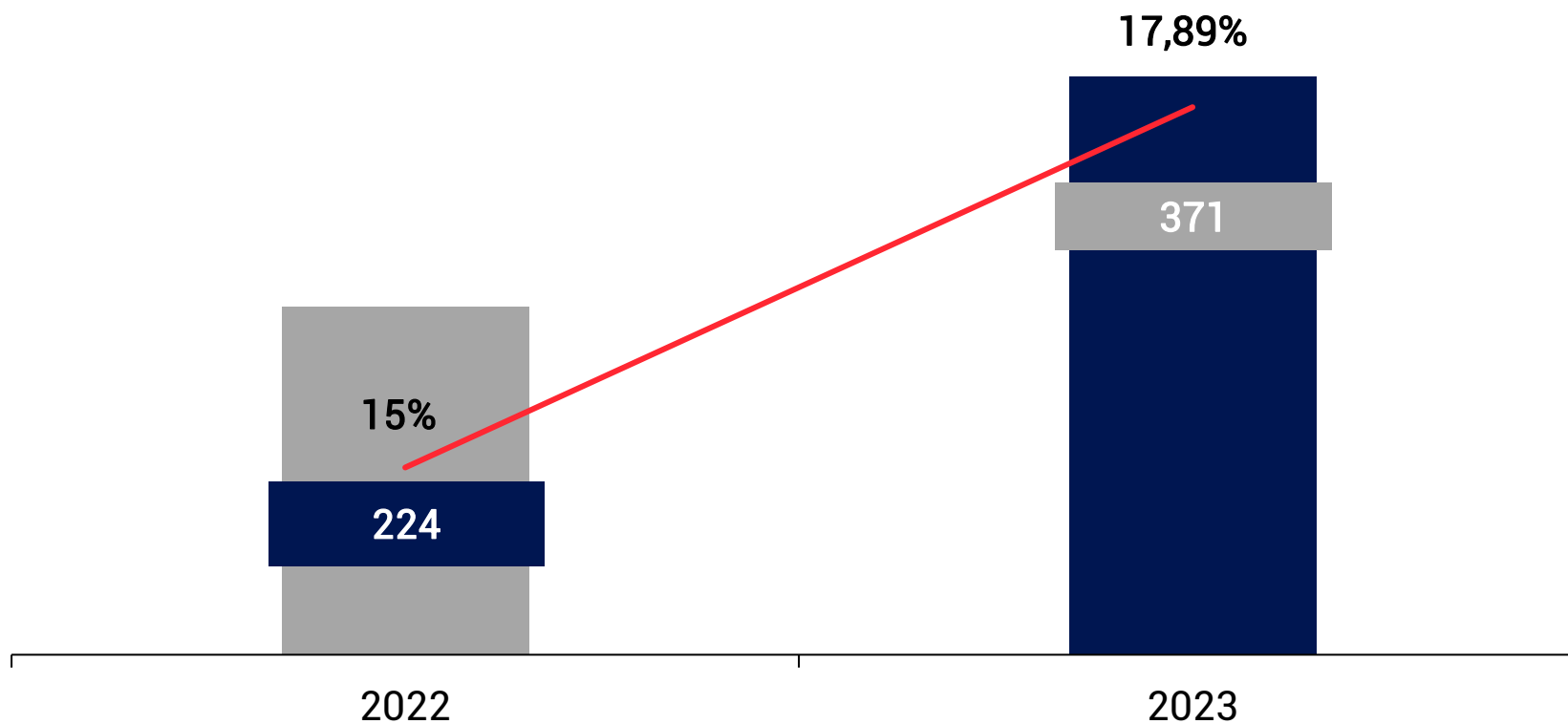


(ANUAL - R\$ MILHÕES E %)



EBITDA.

EBITDA AJUSTADO E MARGEM EBITDA (R\$ MILHÕES E %)



GERAÇÃO DE CAIXA.

Geração de Caixa (em milhares de reais)	1T23	2T23	3T23	4T23	2023	2022	2023 x 2022
Dívida Líquida no início do período	192.775	227.689	225.513	118.877	192.775	114.599	68,2%
Dívida Líquida no final do período	227.689	225.513	118.877	(37.875)	(37.875)	192.775	-119,6%
Variação Dívida Líquida	(34.914)	2.176	106.636	156.752	230.650	(78.176)	-395,0%
(+) Dividendos	0	31.749	0	0	31.749	32.083	-1,0%
Geração/(Consumo) de Caixa Operacional	(34.914)	33.925	106.636	156.752	262.399	9.563	2.643,9%

ENDIVIDAMENTO.

Dívida Líquida (R\$ mil)	31/12/2023	31/12/2022	Var. %
Dívida Bruta	387.535	532.806	-27,3%
Caixa e Equivalentes de Caixa	425.410	340.031	25,1%
Dívida Líquida	(37.875)	192.775	-119,6%
Patrimônio Líquido	617.147	408.982	50,9%
Dívida Líquida / Patrimônio Líquido	-6,1%	47,1%	-53,3 pp

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



**CONSTRUINDO
RELAÇÕES DE VALOR**



2 0 2 3

RESULTS 4th QUARTER

Investor Relations



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.



PARTICIPANTS

RODRIGO VON

PRESIDENT

RODRIGO LUNA

VICE-PRESIDENT

JOÃO HOPP

CFO AND IRO



4th QUARTER ■ 2 0 2 3

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HIGHLIGHTS.





TOTAL LAUNCHES 100%
BRL 3.34 billion,
85.2% above 2022



NET SALES 100%
BRL 3.07 billion,
81.7% above 2022



NET REVENUE
BRL 2.07 billion,
38.9% above 2022



NET EARNINGS
BRL 268 million,
100.9% above 2022



CASH GENERATION
BRL 156.8 million



ROE
52.3%
2.7 pp above 3Q23
15.5 pp above 4Q22



4th QUARTER
2 0 2 3

OPERATIONAL RESULTS

4Q23

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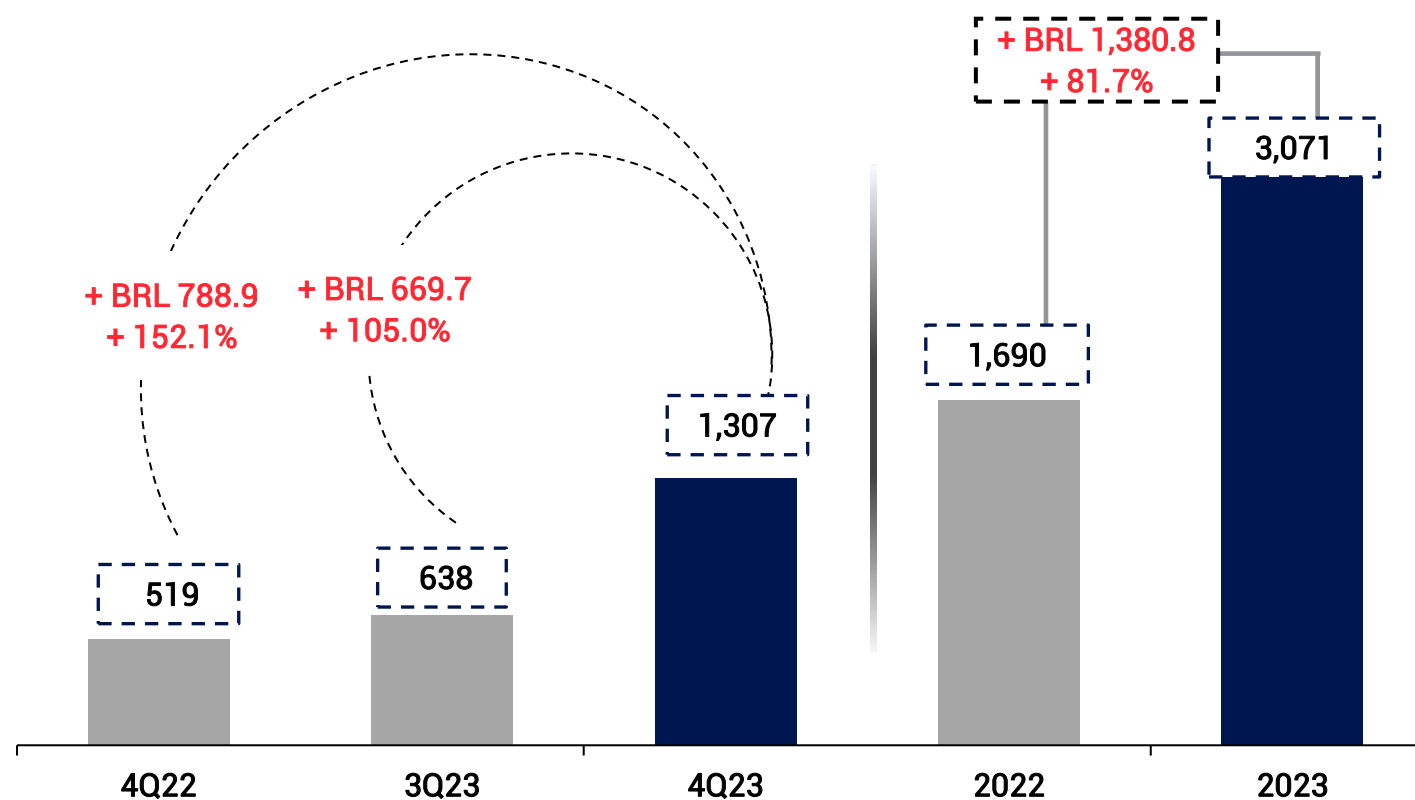


NET SALES.

TOTAL

NET SALES

(100% – BRL Million)

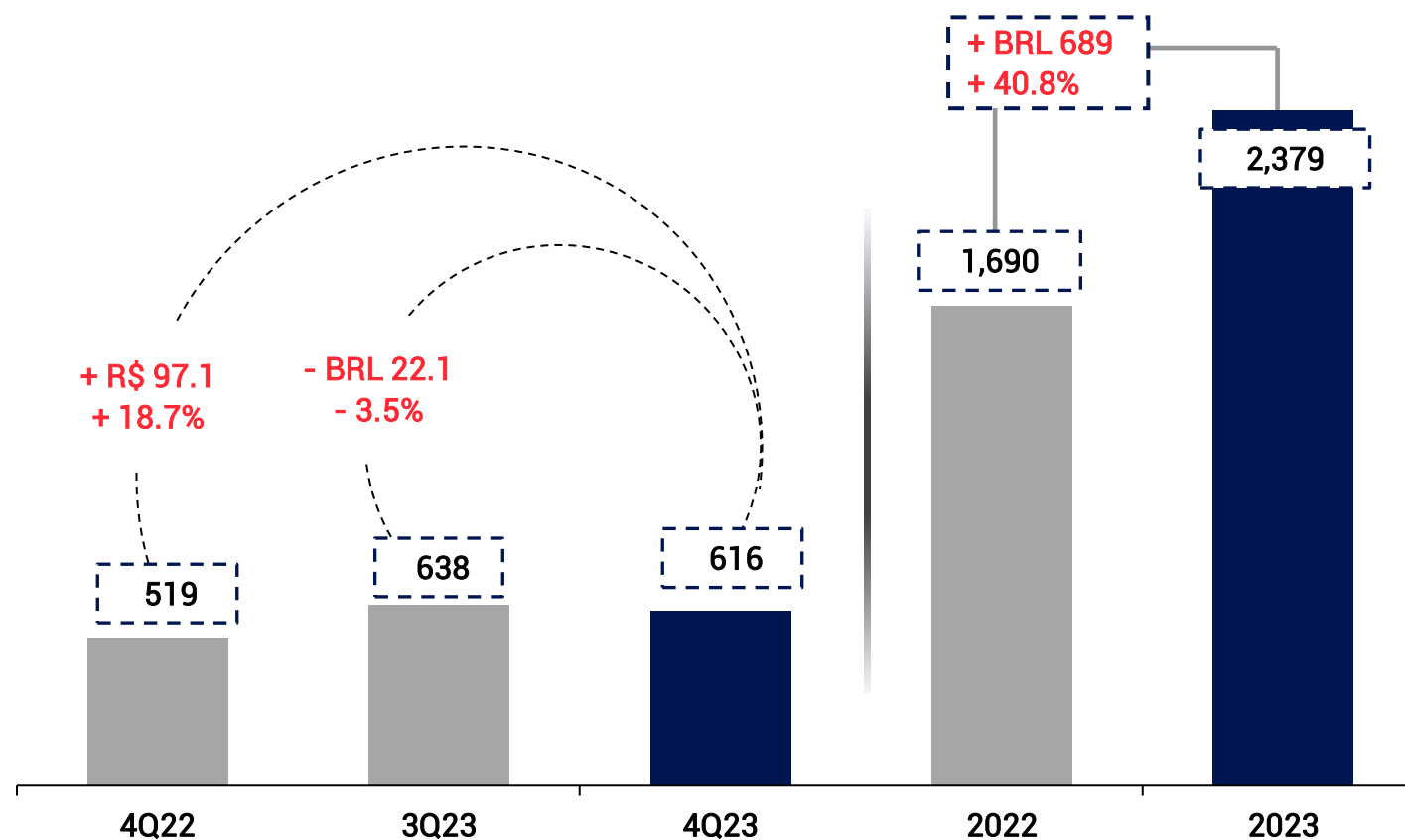


NET SALES.

PRIVATE MARKET (EX - Póde Entar)

NET SALES

(100% – BRL Million)

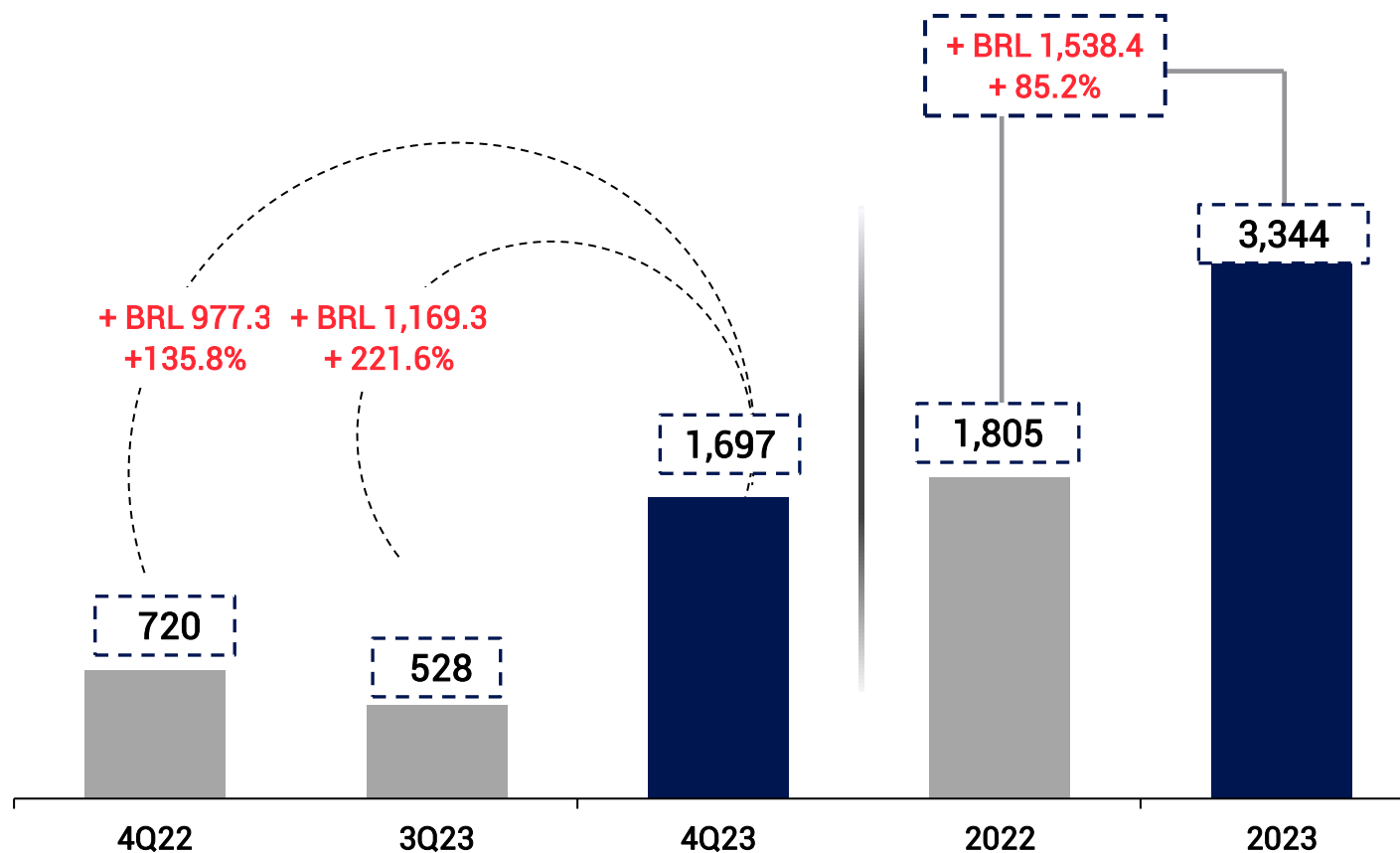


LAUNCHES.

TOTAL

PSV – BRL MILLION

(100% – BRL Million)

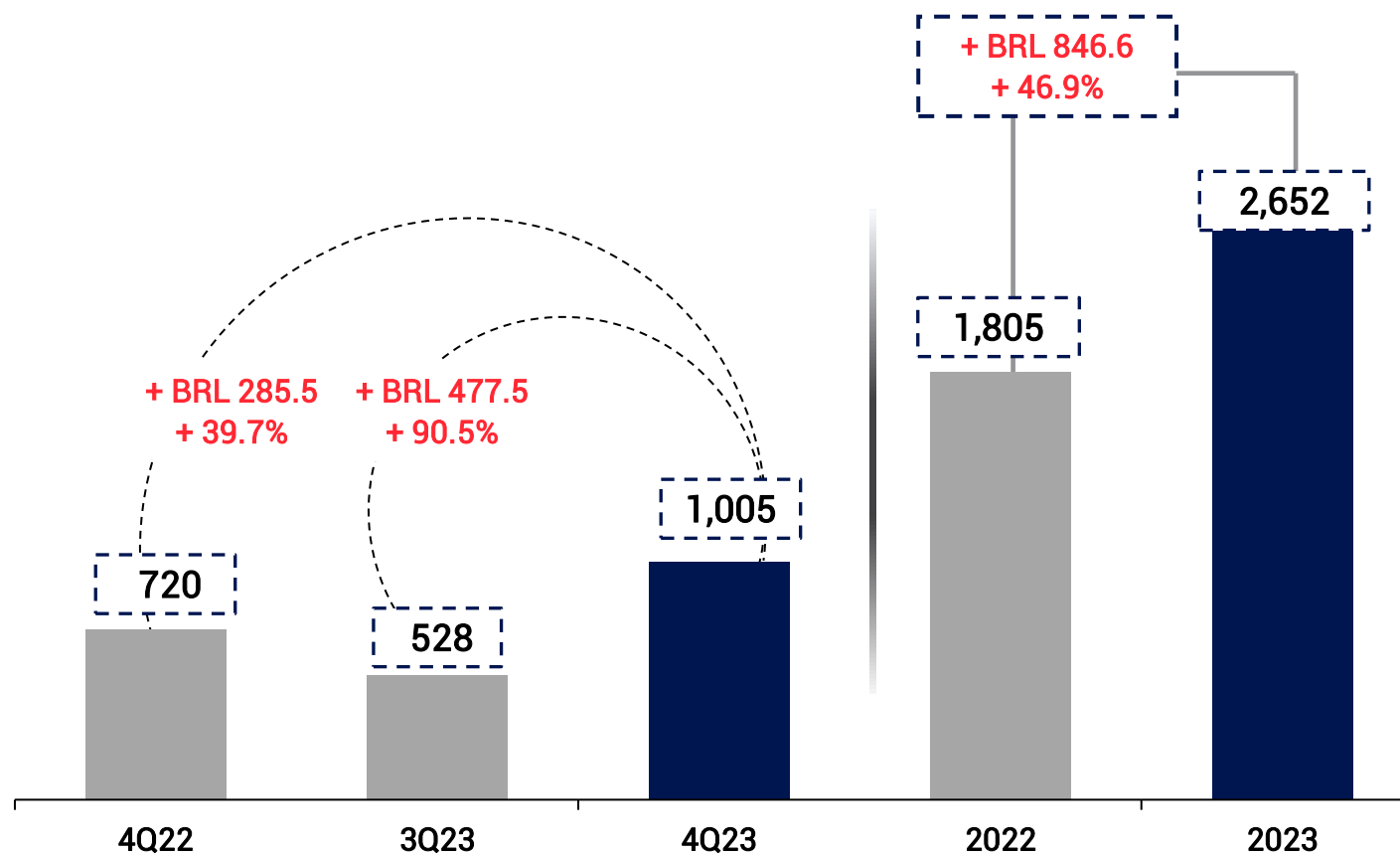


LAUNCHES.

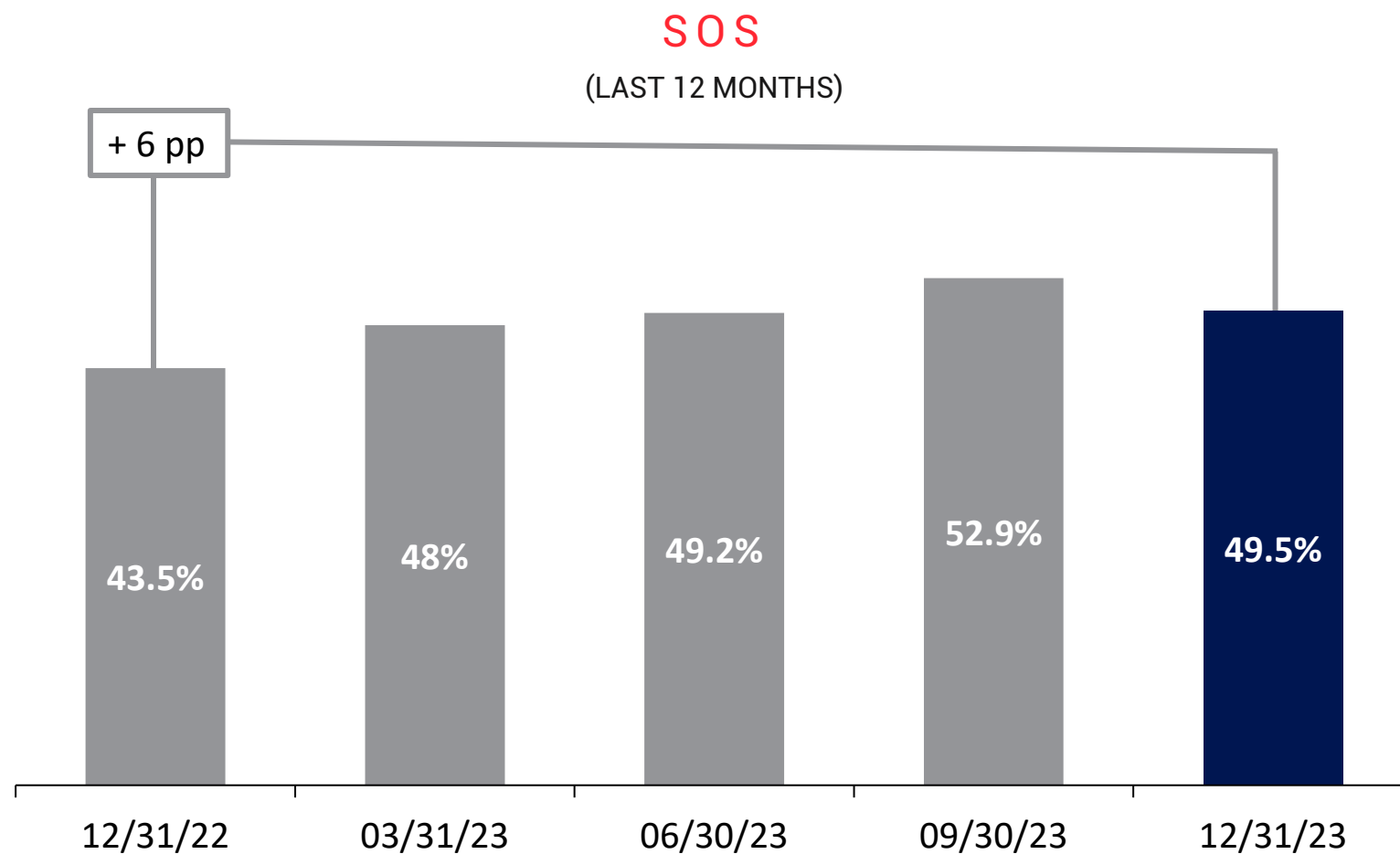
PRIVATE MARKET (EX - Póde Entar)

PSV – BRL MILLION

(100% – BRL Million)



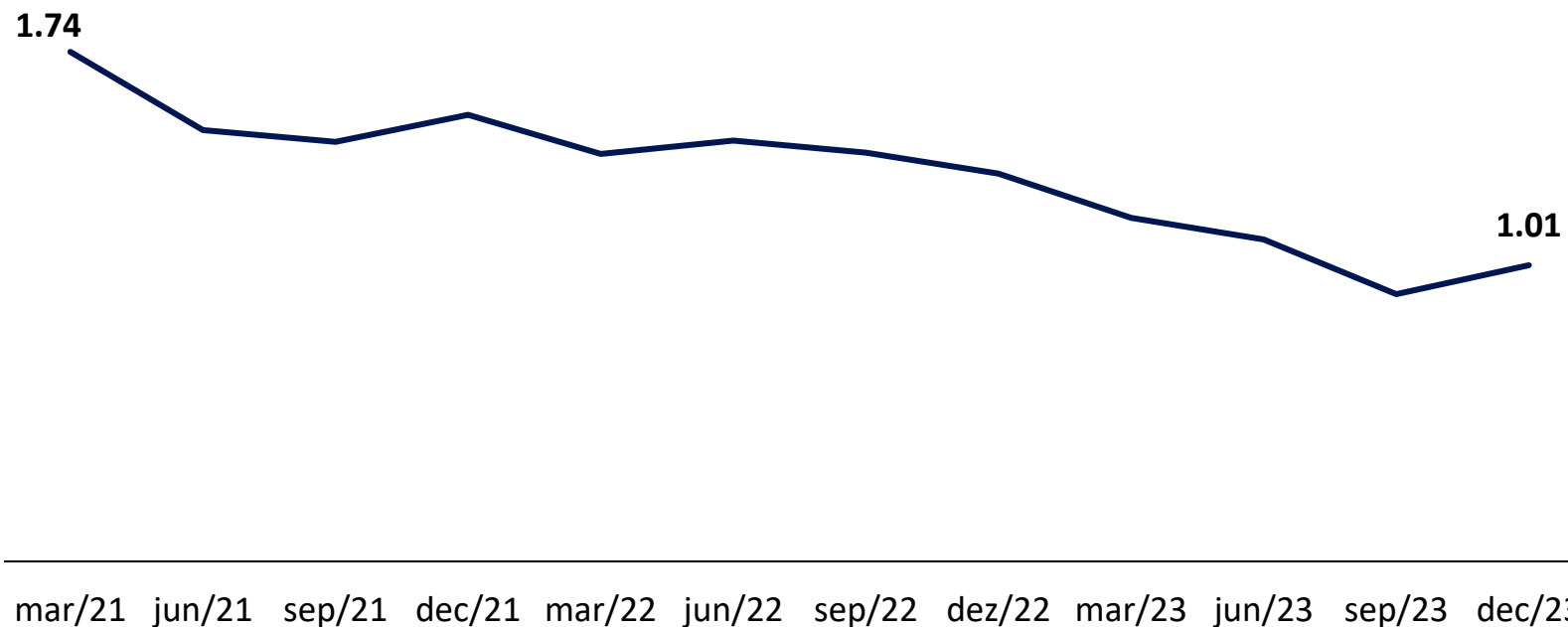
SALES OVER SUPPLY (SOS).



INVENTORY / SALES (LTM).

INVENTORY / SALES (LTM)

(Inventory and Sales - %P&P)



4th QUARTER
2 0 2 3

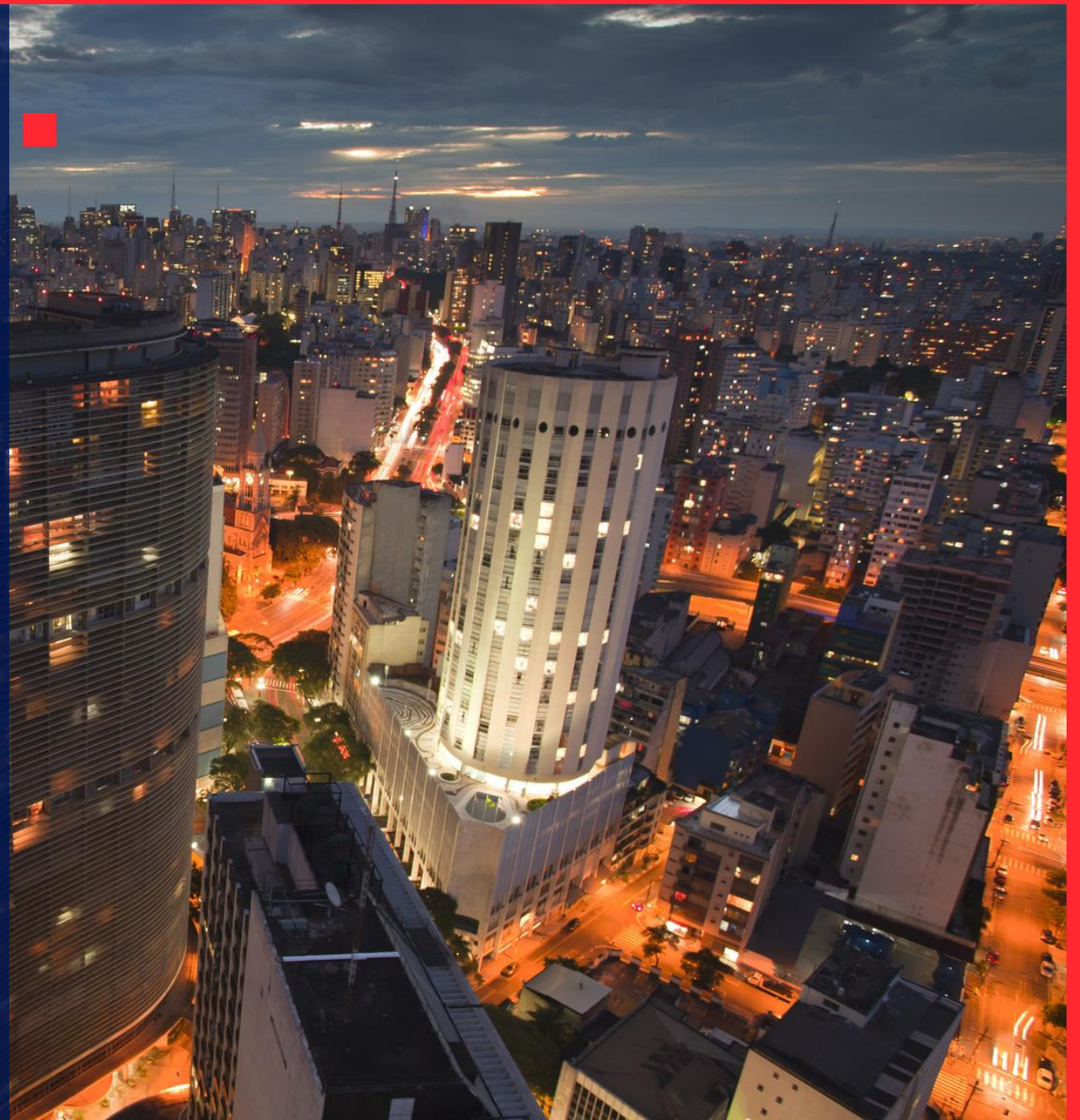
FINANCIAL RESULTS

4Q23

Listed on Novo Mercado | PLPL3

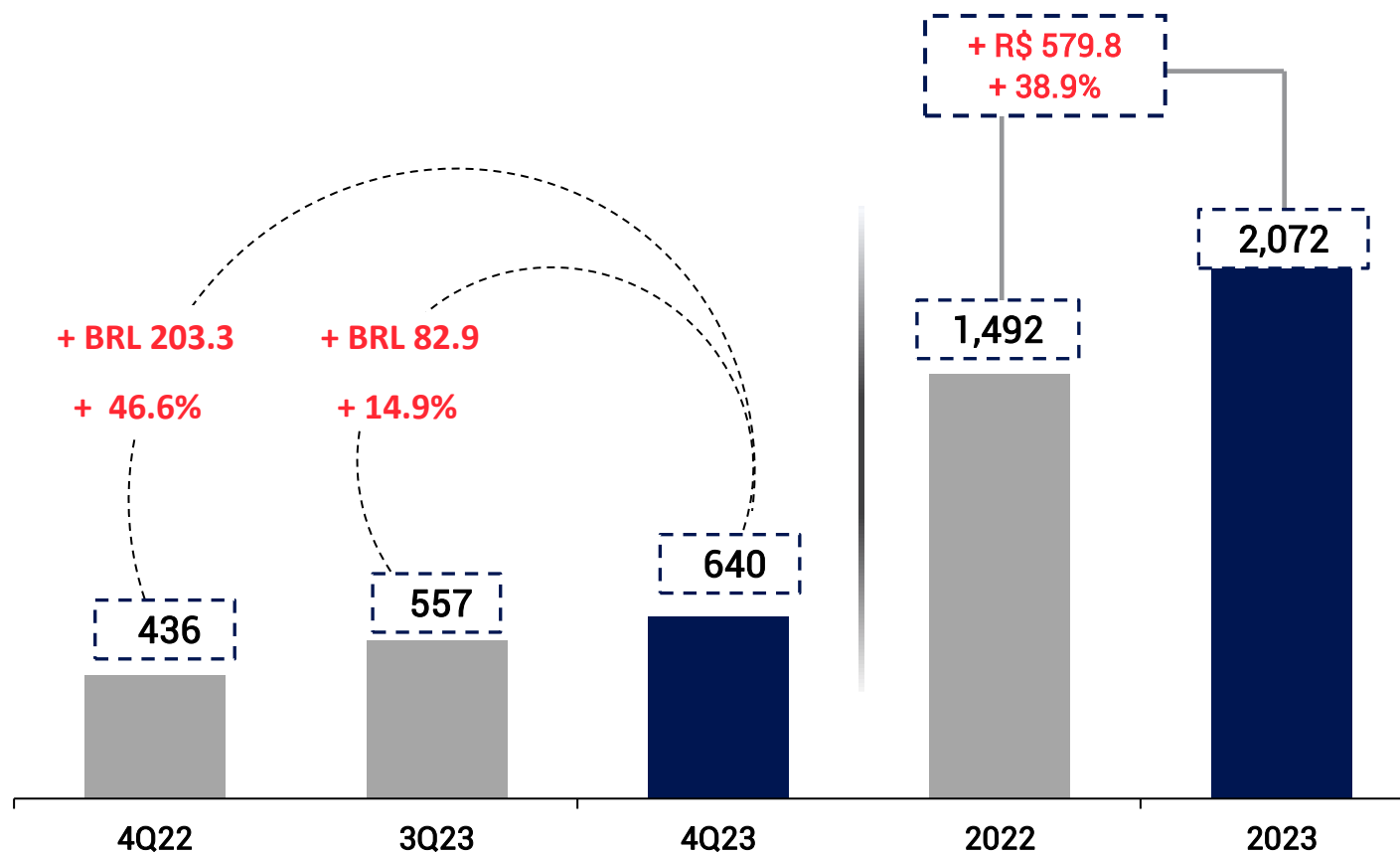


PLANO & PLANO



NET REVENUE.

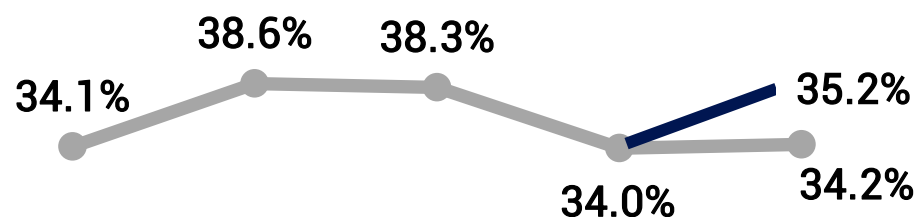
NET REVENUE (BRL Million)



GROSS PROFIT.

AJUSTED GROSS MARGIN

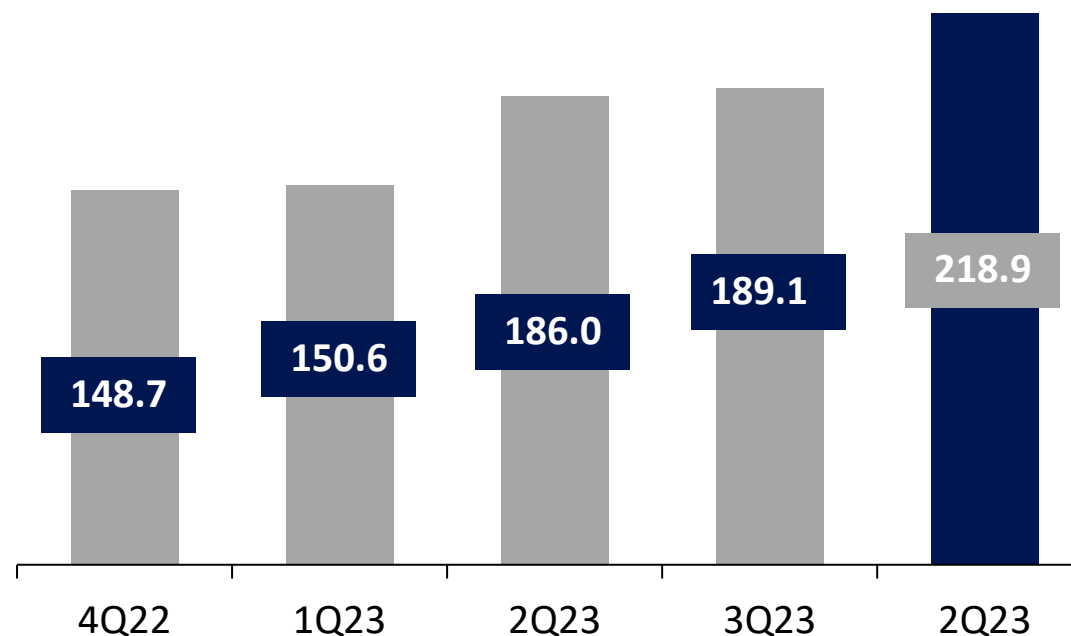
(%)



— Ex Pote Entrar Gross Margin
— Total Gross Margin

ADJUSTED GROSS PROFIT

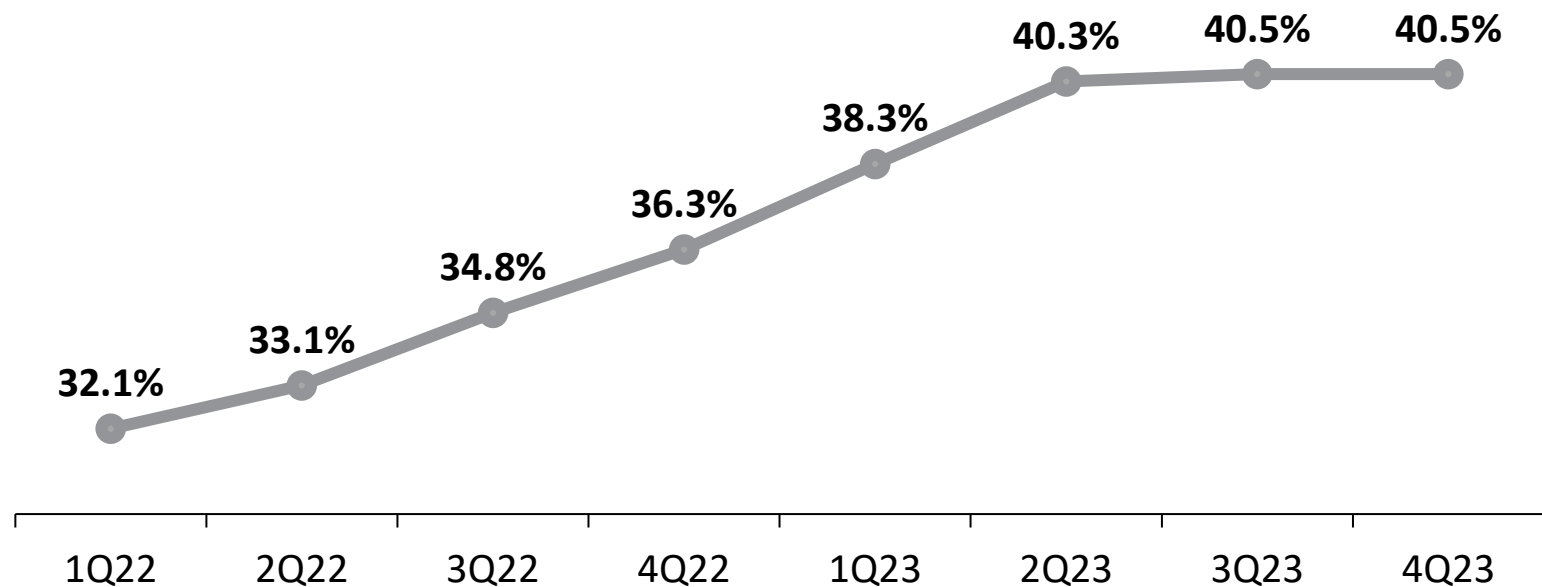
(R\$ Million)



BACKLOG MARGIN.

PRIVATE MARKET (EX - Póde Entar)

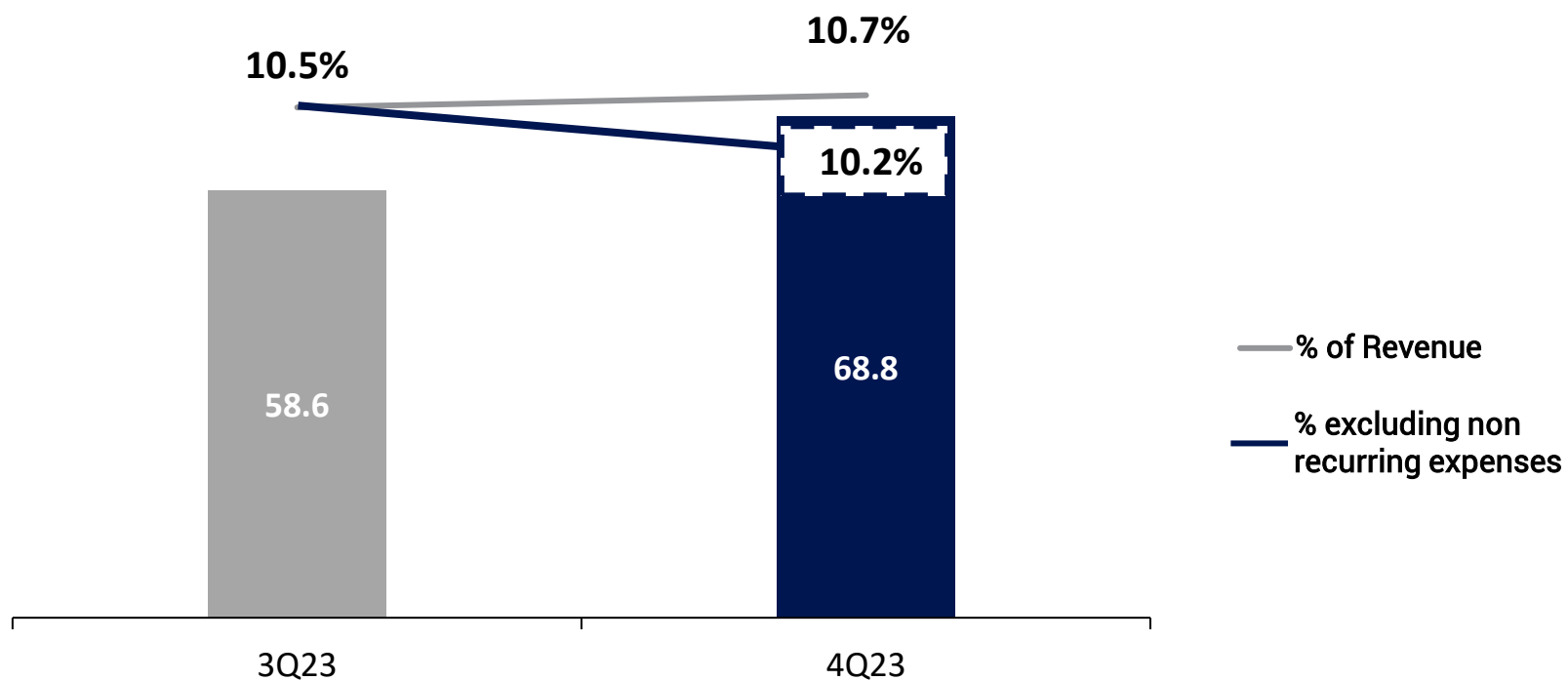
BACKLOG MARGIN
(%)



SALES EXPENSES.

SALES EXPENSES

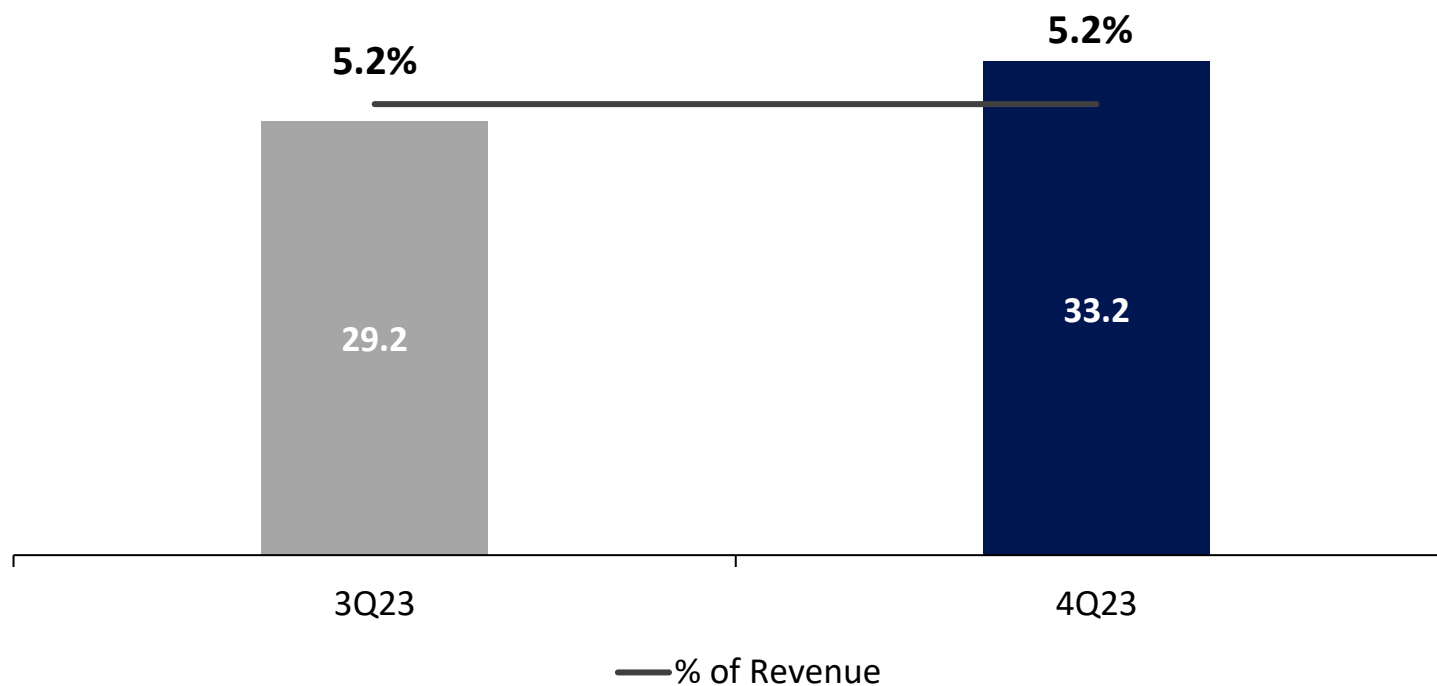
(BRL Million & % of REV)



G&A EXPENSES.

G&A EXPENSES

(BRL Million & % of REV)

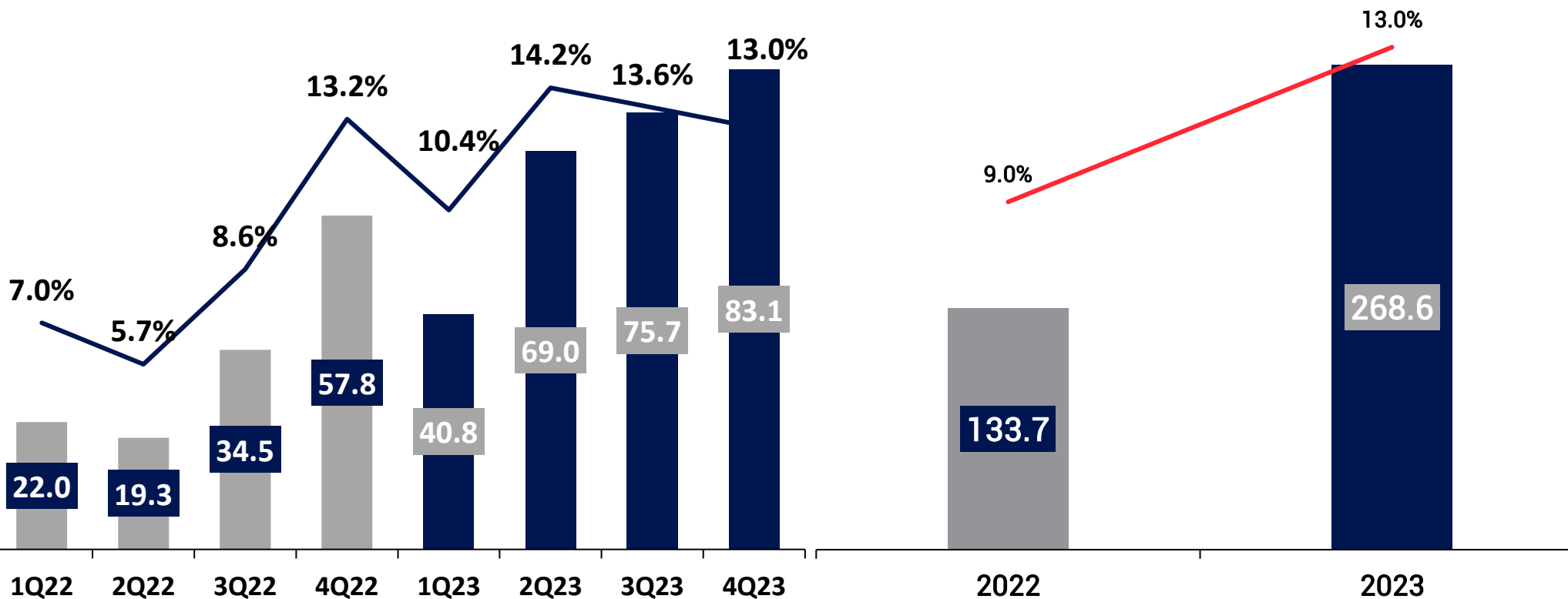


NET INCOME.

NET INCOME & NET MARGIN

(QoQ – BRL MILLION & %)

(YoY – BRL MILLION & %)

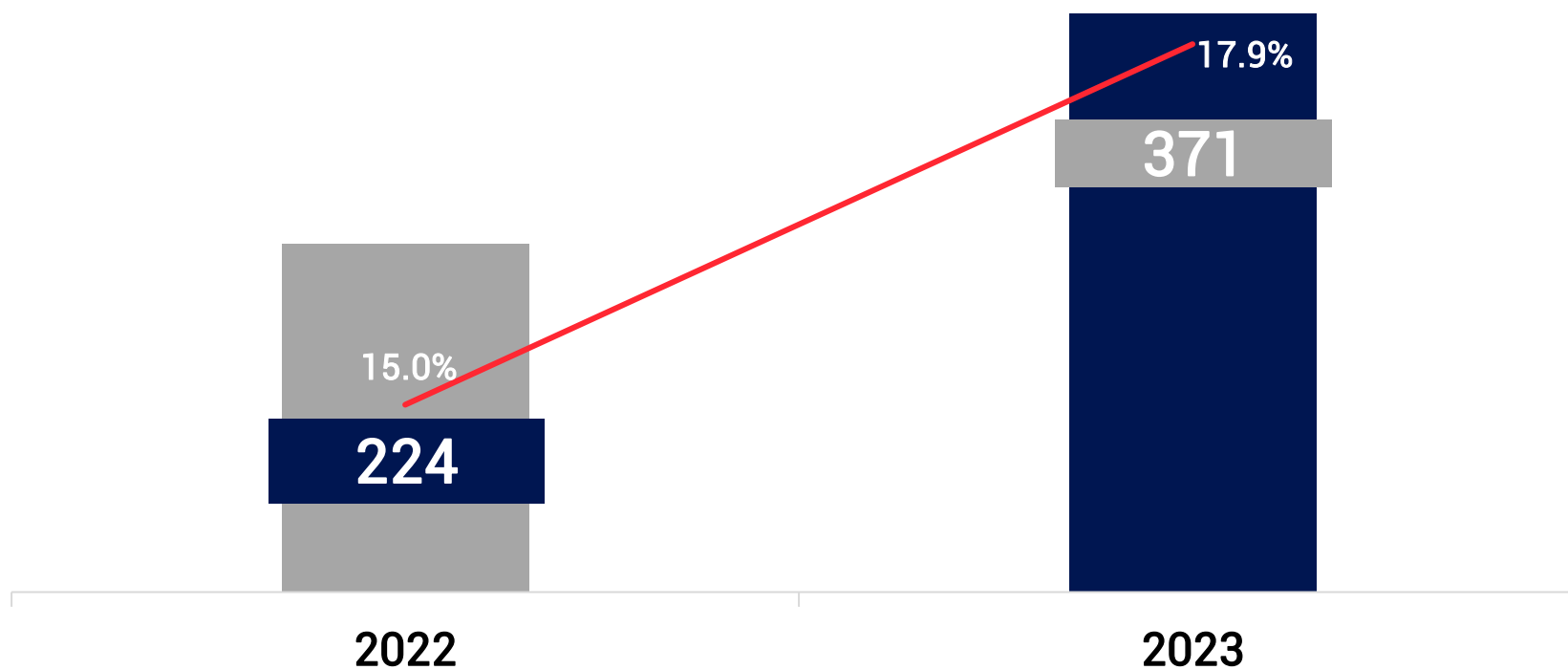




EBITDA.

ADJ EBITDA & ADJ EBITDA MARGIN

(BRL MILLION & %)



CASH GENERATION.

Cash Generation (in BRL thousand)	1Q23	2Q23	3Q23	4Q23	2023	2022	2023 x 2022
Net Debt at the beginning of the period	192,775	227,689	225,513	118,877	192,775	114,599	68.2%
Net Debt at the end of the period	227,689	225,513	118,877	(37,875)	(37,875)	192,775	-119.6%
Net Debt Variation	(34,914)	2,176	106,636	156,752	230,650	(78,176)	-395.0%
(+) Dividends	0	31,749	0	0	31,749	32,083	-1.0%
Cash Generation / (Consumption)	(34,914)	33,925	106,636	156,752	262,399	9,563	2,643.9%

NET DEBT.

Net Debt (BRL thousands)	12/31/2023	12/31/2022	Var. %
Gross Debt	387,535	532,806	-27.3%
Cash and cash equivalents	425,410	340,031	25.1%
Net Debt	(37,875)	192,775	-119.6%
Equity	617,147	408,982	50.9%
Net Debt / Equity	-6.1%	47.1%	-53.3 pp

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BUILDING VALUE RELATIONSHIPS

