

2T24

Teleconferência de Resultados

São Paulo, 02 de Agosto de 2024

The logo for eztec, featuring the word "eztec" in a lowercase, white, sans-serif font, centered within a white circular outline. This circle is part of a larger graphic consisting of four overlapping, rounded shapes that resemble petals or segments of a flower, all in white against a dark red background.

The simultaneous translation function into English will be available during the company's presentation. You can select the English audio on the right side at the bottom of the screen.

Listen In:

✓ Original Audio (Interpretation off)

EN English

PT Portuguese

Mute Original Audio



Interpretation

Leave

Audio Settings ^



Chat



Raise Hand



eztec



LANÇAMENTOS



Villares Parada Inglesa

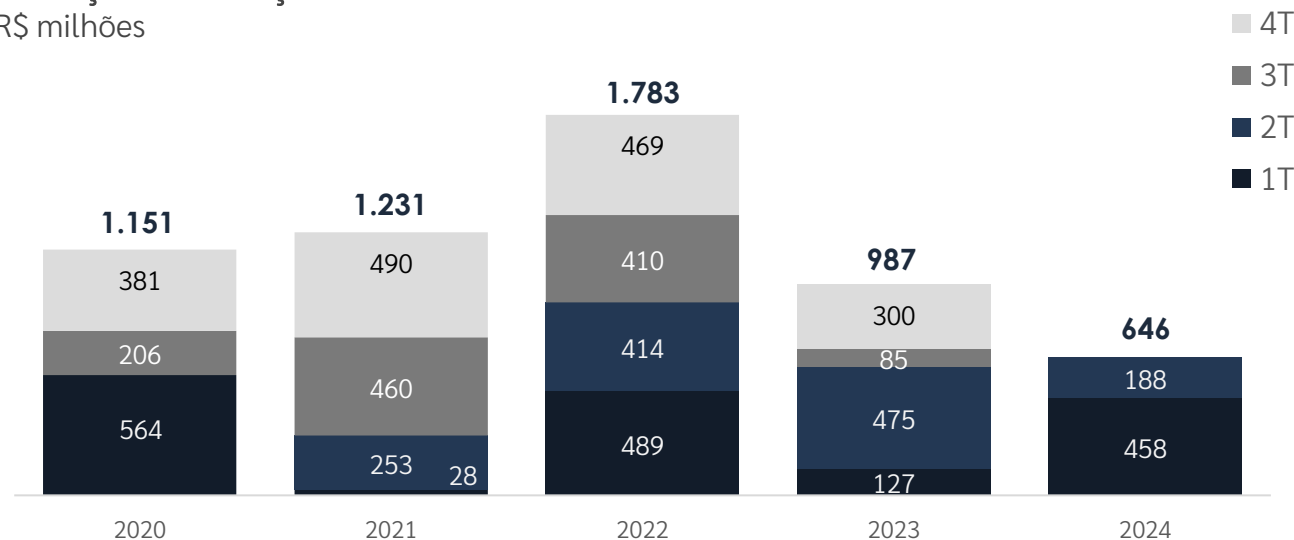
VGV % EZTEC: R\$ 137,7 mi
% Vendido: 93,2%



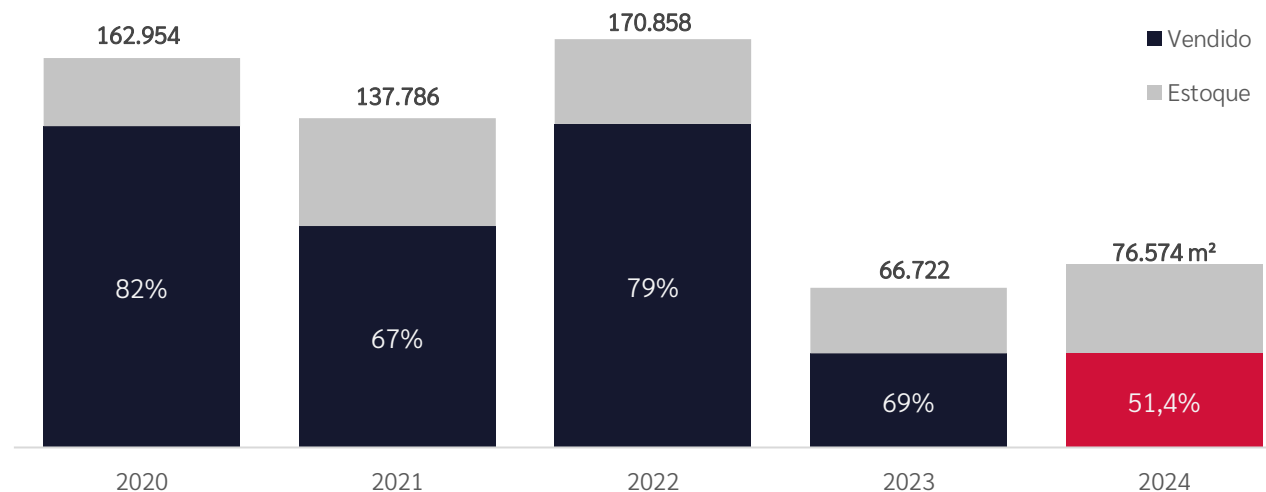
Brooklin Studios by Lindenberg

VGV % EZTEC: R\$ 50,6 mi
% Vendido: 61,8%

Evolução dos Lançamentos %EZTEC
R\$ milhões



Percentual Vendido dos lançamentos
Área privativa (m²)





PRÓXIMO LANÇAMENTO*

Lindenberg Alto das Nações

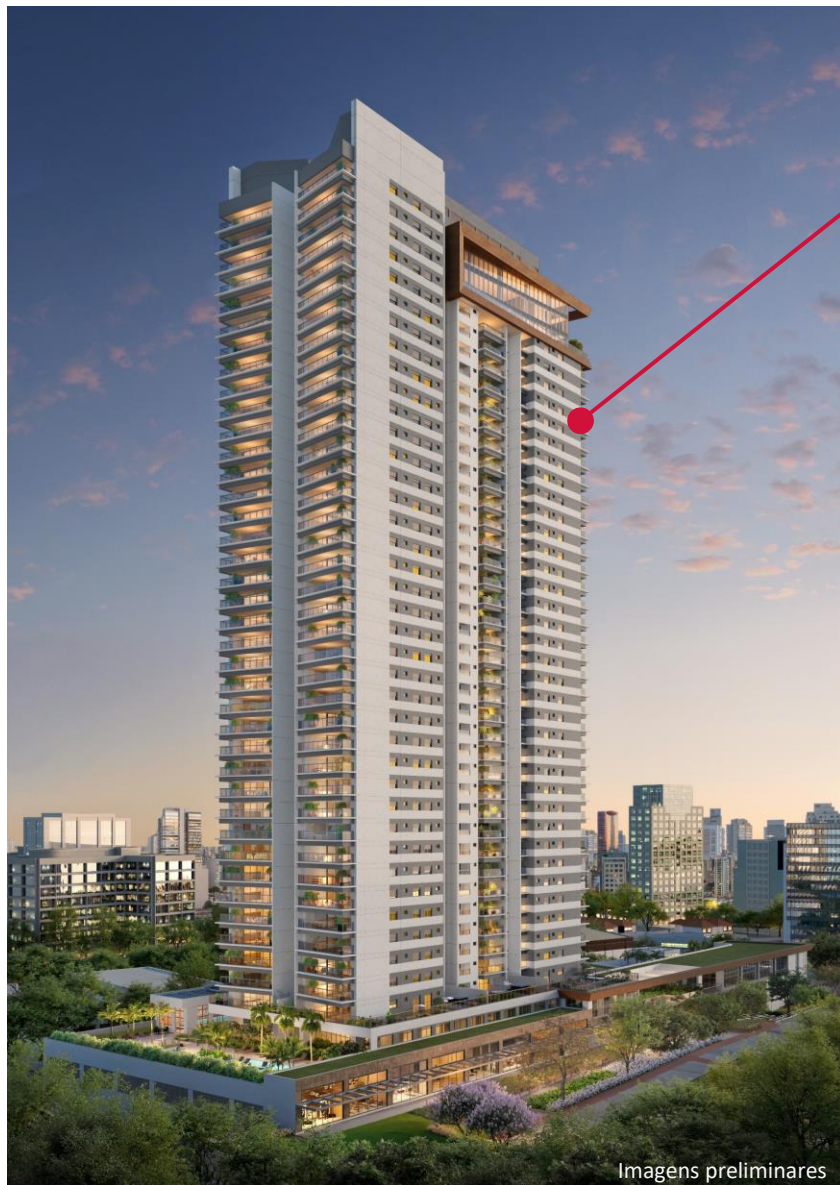
VGTV %EZTEC: R\$ 569,7 milhões

Localização: Santo Amaro - ZS

Padrão: Alto

Participação: 95% EZTEC

Unidades: 216



Imagens preliminares

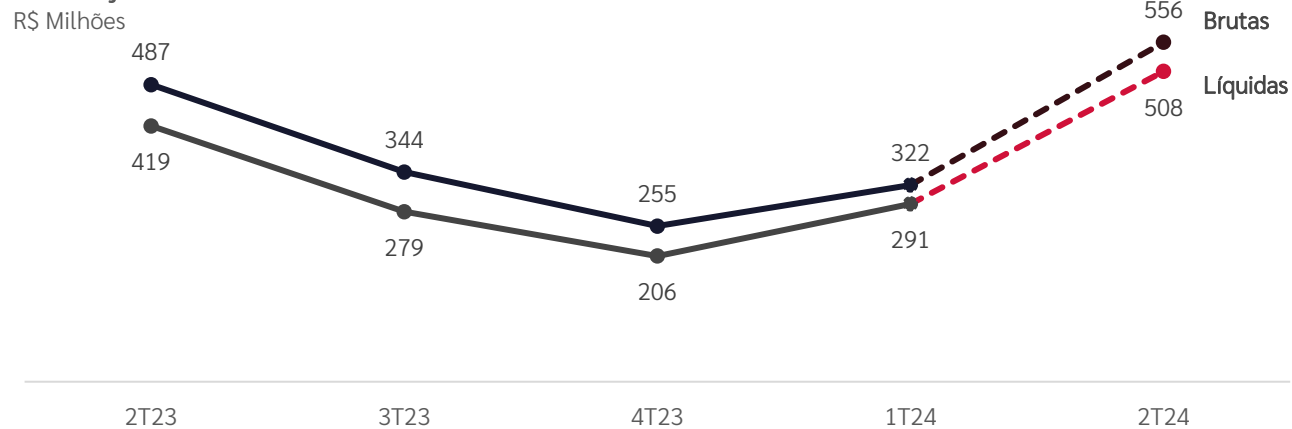


*Com base nas expectativas atuais. O valor expresso pode divergir do final

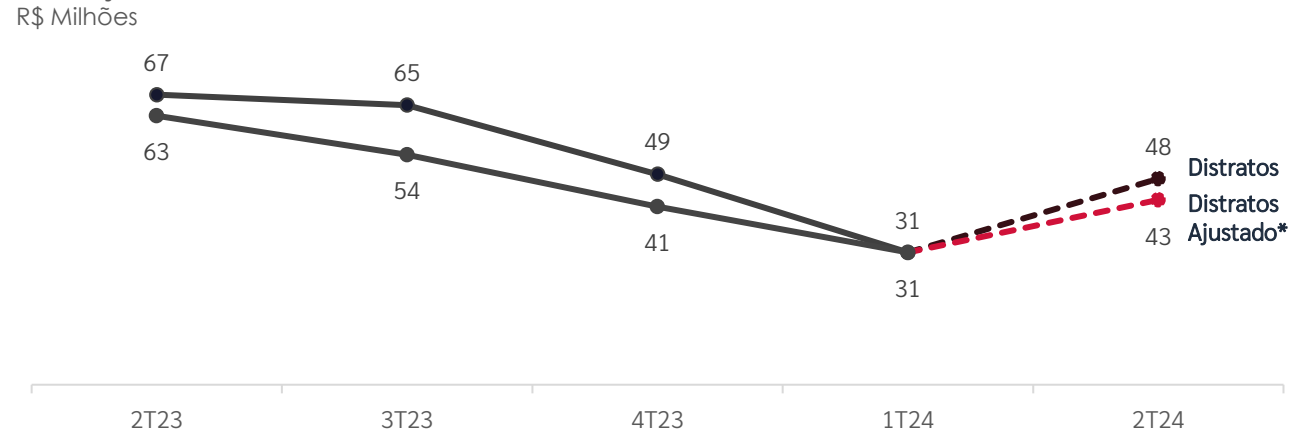


PERFORMANCE OPERACIONAL

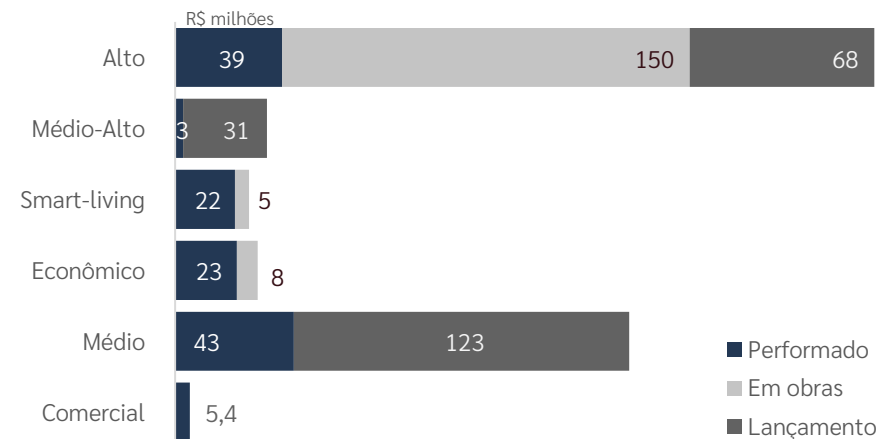
Evolução trimestral de vendas



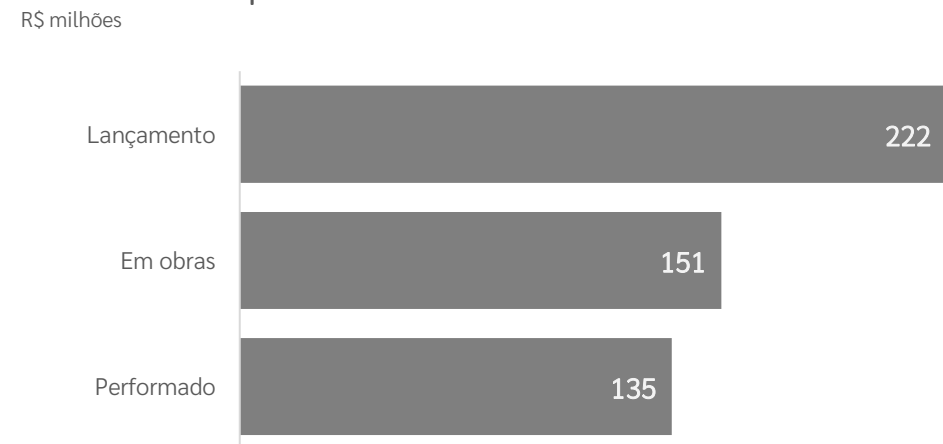
Evolução trimestral dos distratos



Perfil de vendas líquidas (2T24)



Perfil de vendas líquidas (2T24)



* Excluindo Downgrades, Upgrades e Transferências.



84% área privativa de un. vendidas

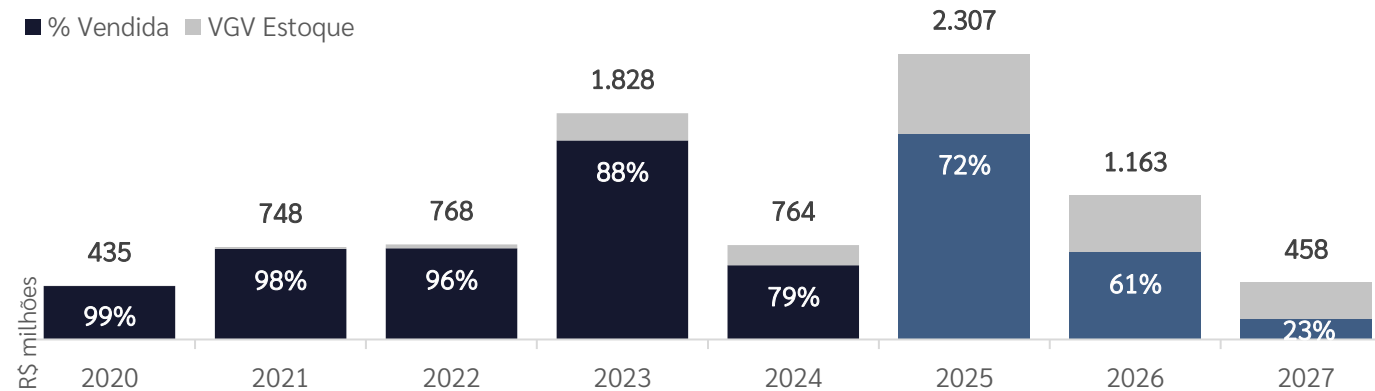
ENTREGA – Fit Casa Estação José Bonifácio

ENTREGAS

CRONOGRAMA DE ENTREGAS	%EZTEC	SPE	Resultado	Área privativa vendida (%)	VGV %EZ (R\$ MM)
2T24				81,3%	150,7
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidado	84,2%	135,1
Fit Casa Estação Oratório	100%	Santa Laura	Consolidado	50,5%	15,6
3T24 (E)				66,7%	191,9
Signature	50%	Itatiaia	Equivalência	76,8%	97,3
In Design Ipiranga	100%	Catalao	Consolidado	22,4%	66,5
ID Paraíso	50%	Itatiaia	Equivalência	90,6%	28,1
4T24 (E)				81,7%	421,6
Dream View Sky Resort	100%	Santa Laura	Consolidado	61,3%	252,7
Pin Osasco - 1ª Fase	60%	Criciuma	Equivalência	90,1%	41,3
Villa Nova Fazendinha	60%	Granja Viana I	Equivalência	99,2%	84,1
Pin Osasco - 2ª Fase	60%	Criciuma	Consolidado	85,1%	43,5
ACUMULADO ANO (E)				78,8%	764,2

Redução no volume de entregas previsto para 2024, com 80% das unidades vendidas

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



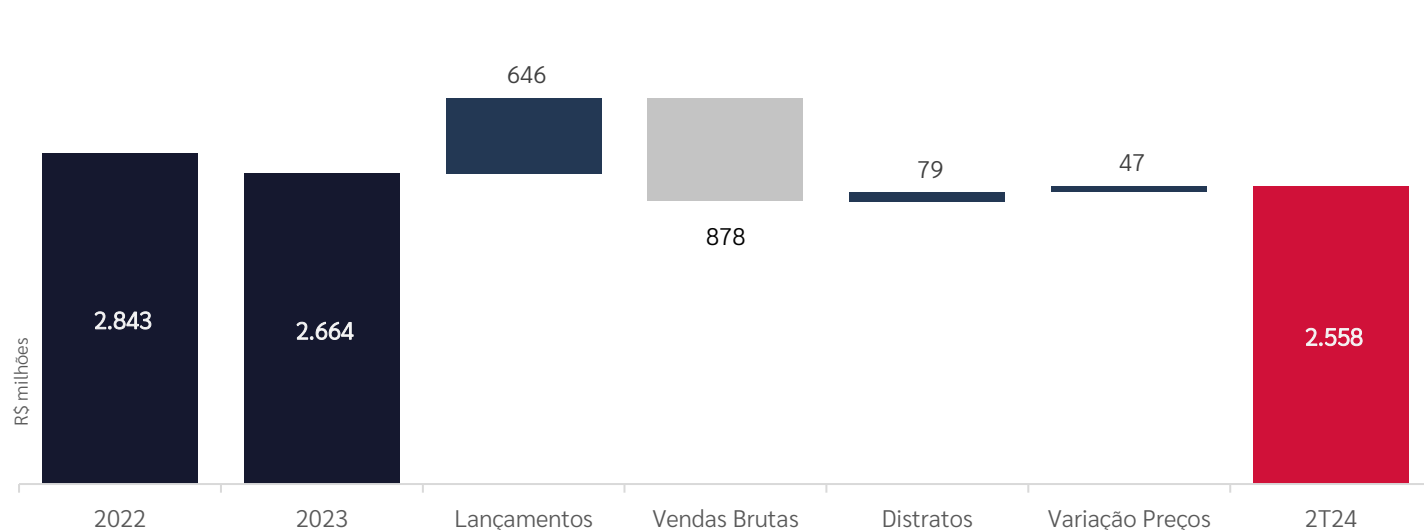


ESTOQUE

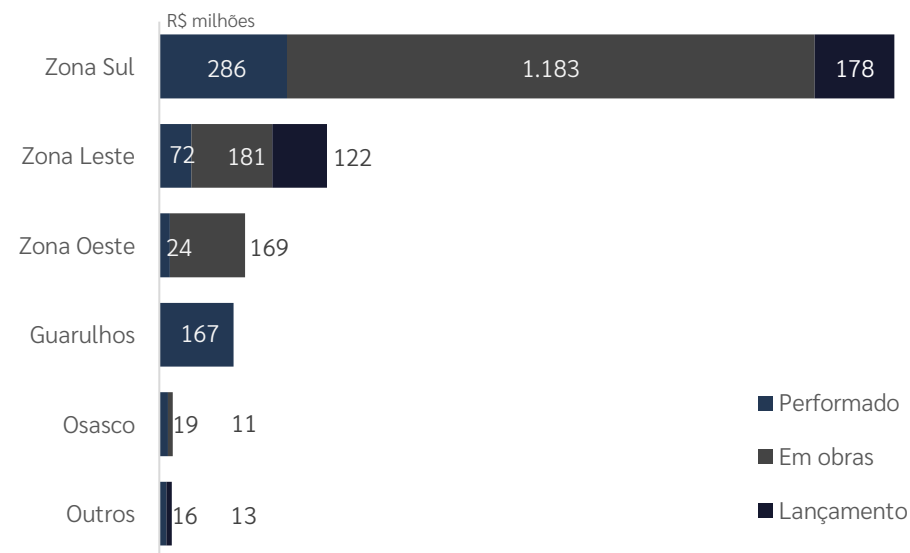
R\$ 2,9 BI

Em VGV de ESTOQUE %EZ

Com vendas superiores aos lançamentos, companhia reduz seu estoque para R\$ 2,5 bi
 Variação do Estoque Total



77% do estoque em construção está na Zona Sul
 VGV do Estoque por região - %EZTEC



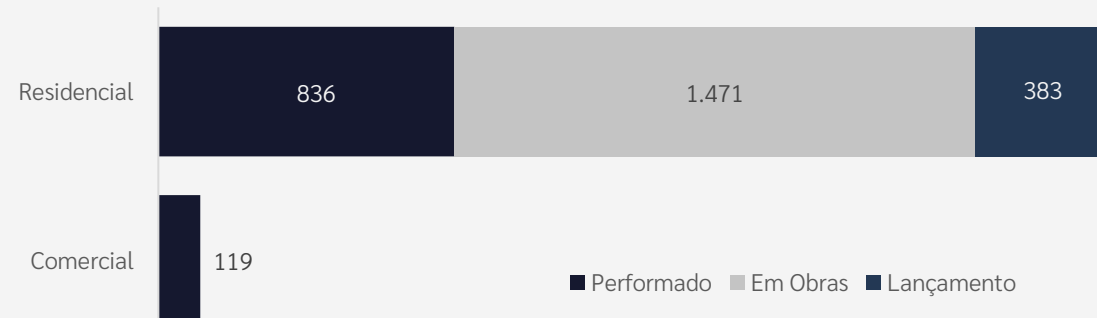
Estoque por status de obra

R\$ milhões



Estoque por status de obra

Unidades



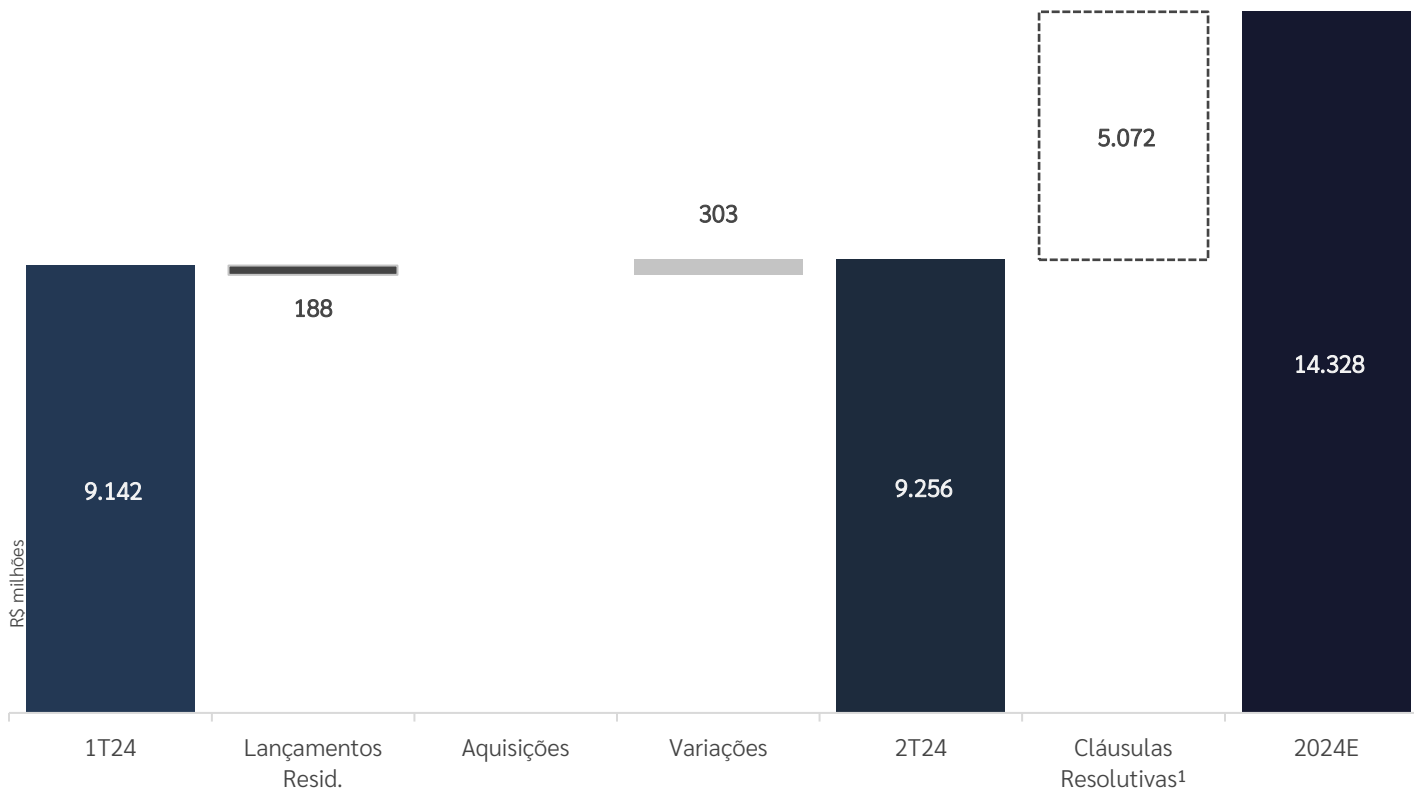


LANDBANK

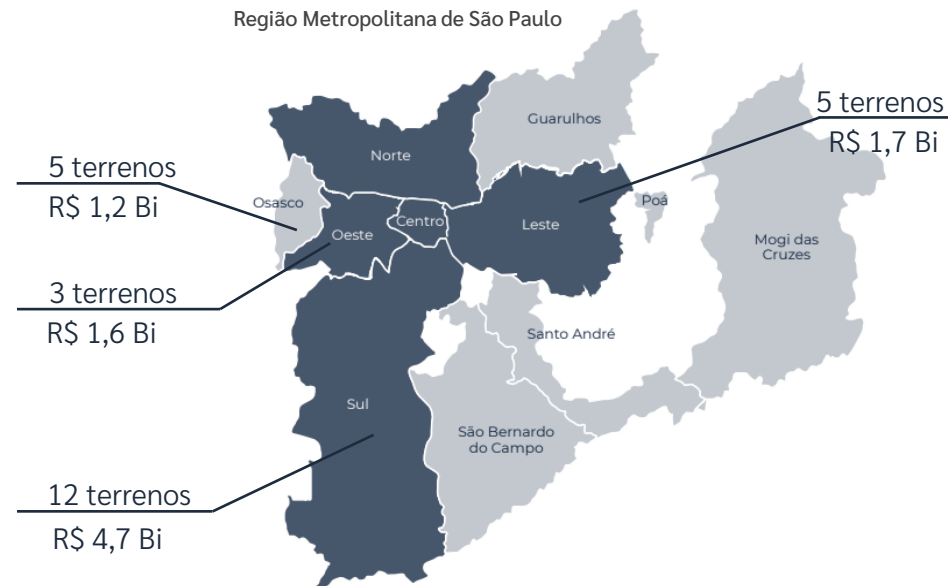
R\$ 9,3 BI

Em VGV para FUTURAS INCORPORAÇÕES %EZ

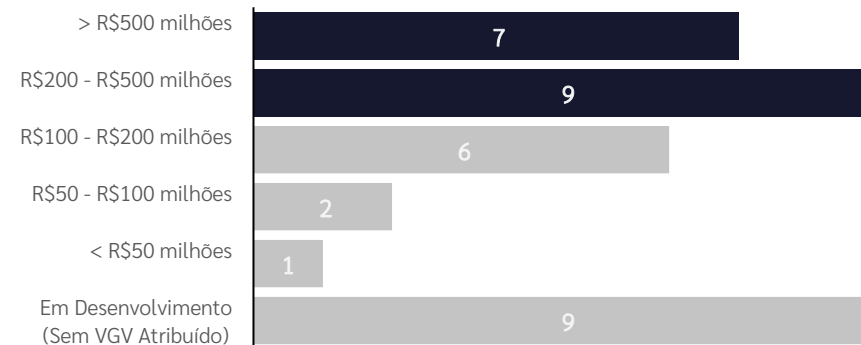
Diminuição do VGV é decorrente dos lançamentos no trimestre
Evolução do Banco de Terrenos e projeção futura



Região Metropolitana de São Paulo



64,4% dos terrenos com VGV maior que R\$ 200 mi



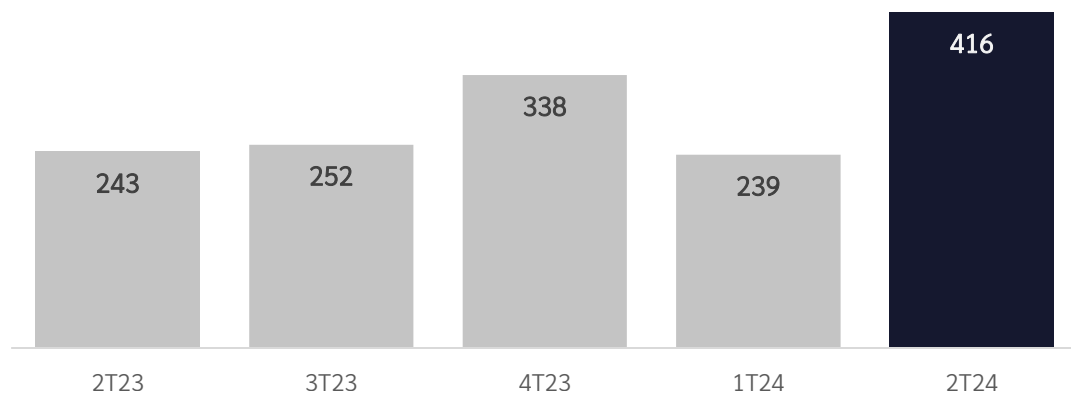
¹Terrenos comprometidos com cláusulas resolutivas expressas, vinculadas à due diligence jurídica e técnica a ser realizada pela EZTEC.



INDICADORES FINANCEIROS – 2T24

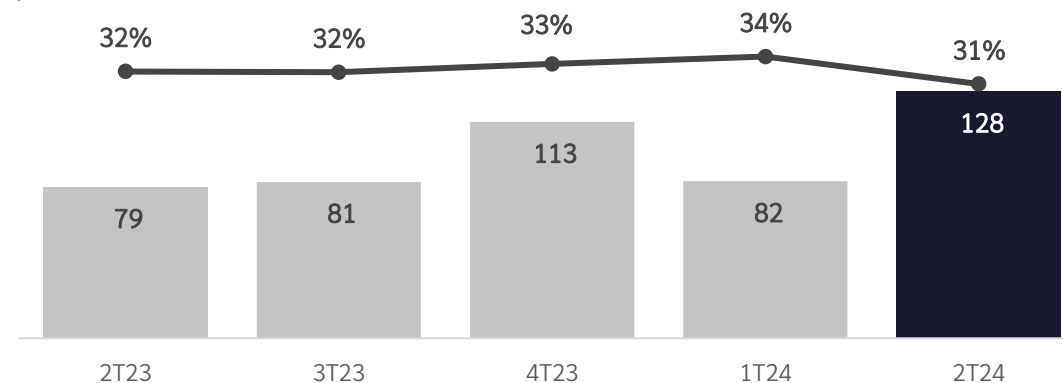
Receita Líquida

R\$ Milhões



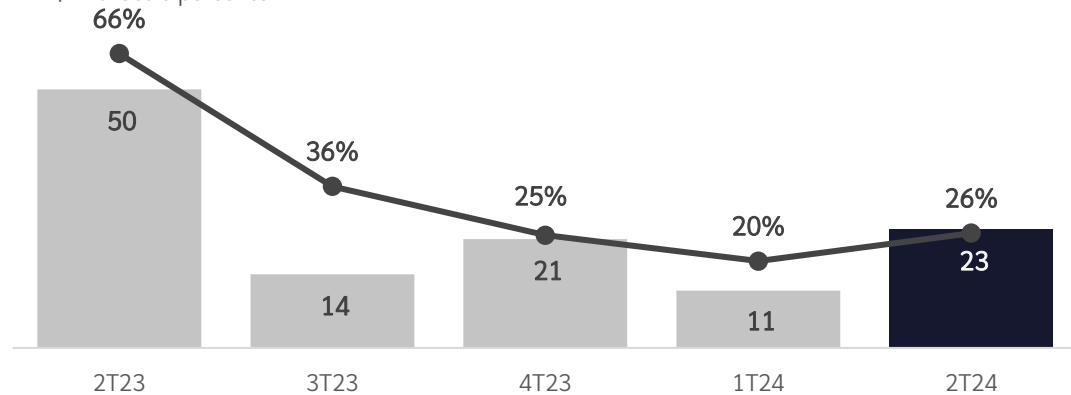
Lucro Bruto e Margem Bruta

R\$ Milhões e %



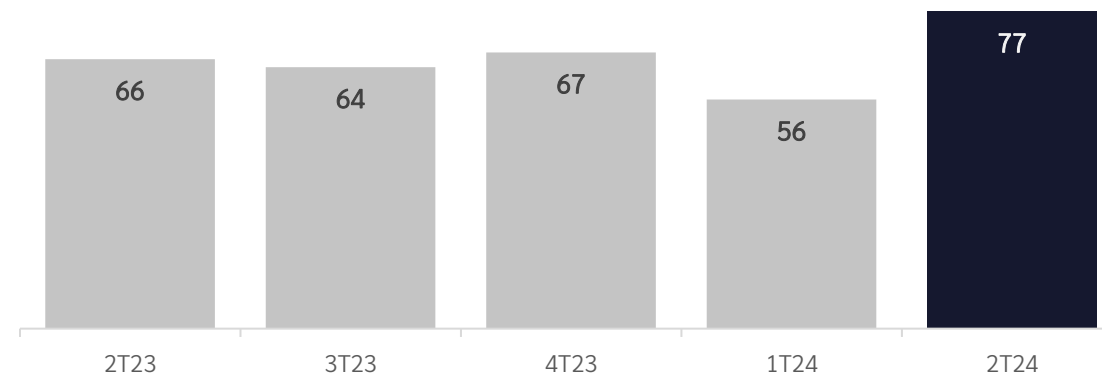
Equivalência Patrimonial & Percentual do Lucro Líquido

R\$ milhões e por cento



Despesas Comerciais e Administrativas

R\$ milhões

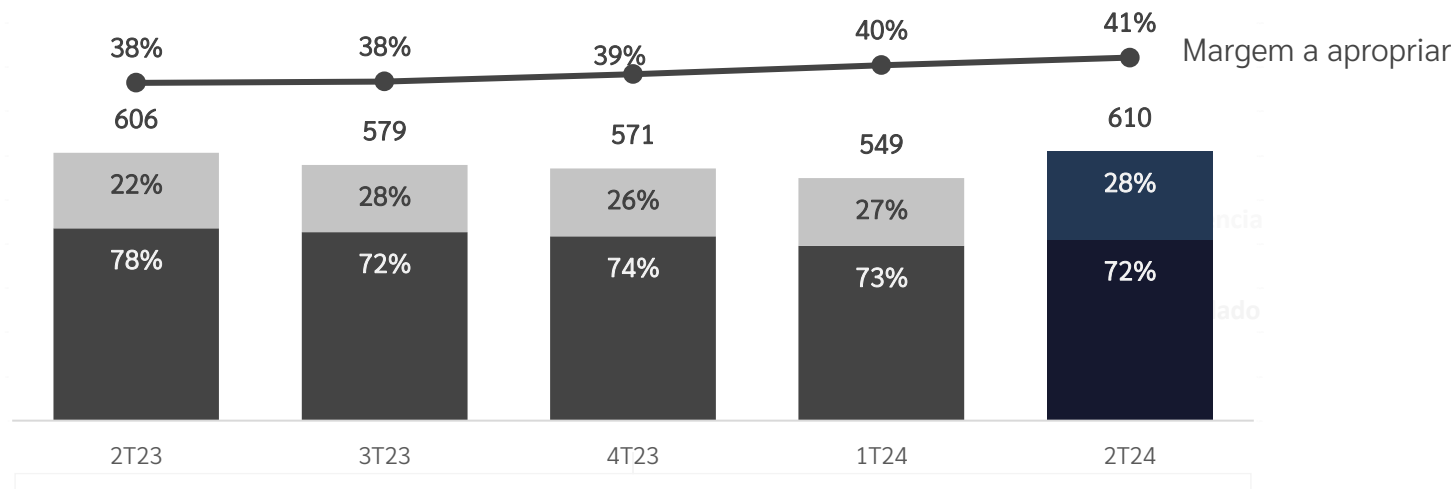




RESULTADO A APROPRIAR

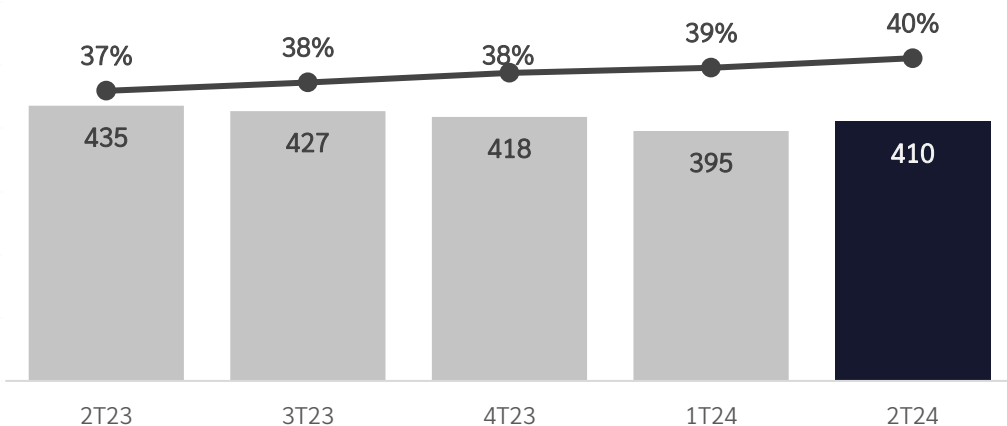
Resultado a Apropriar – Consolidado + Equivalência

R\$ milhões



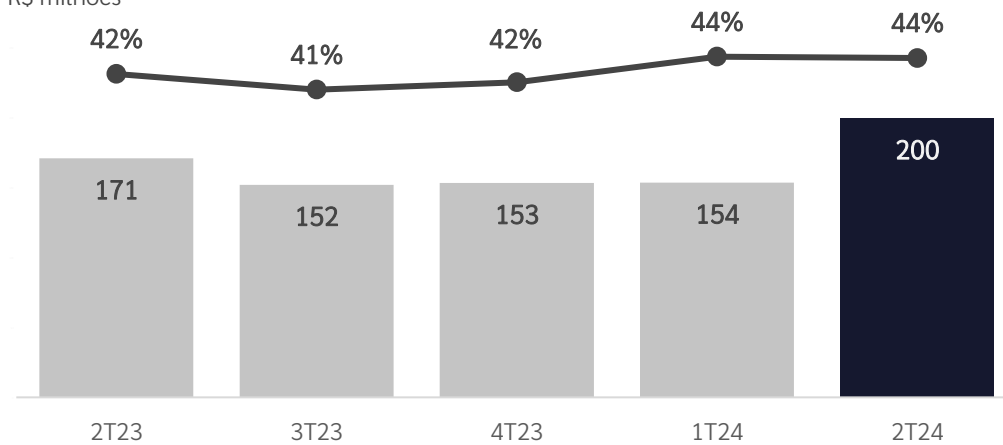
Resultado a Apropriar – Consolidado

R\$ milhões



Resultado a Apropriar – Equivalência

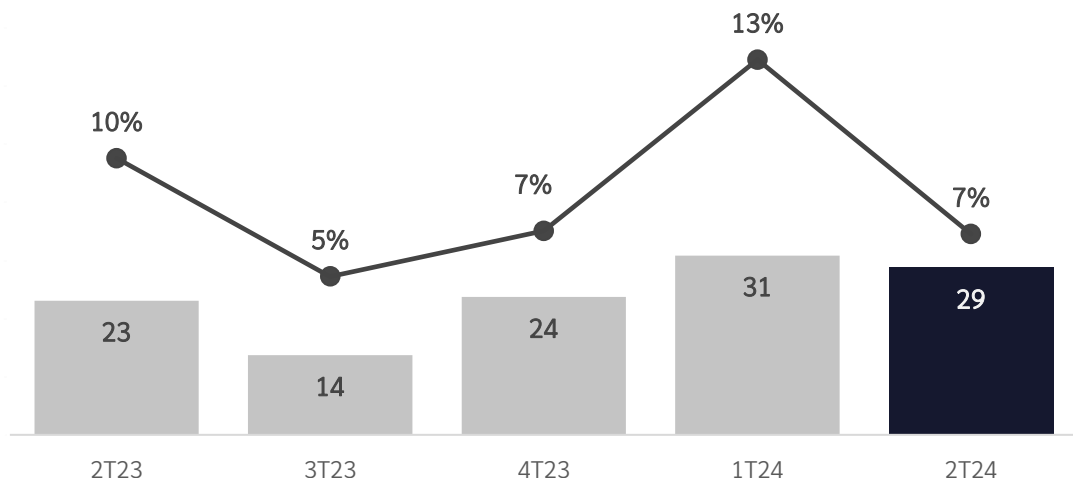
R\$ milhões





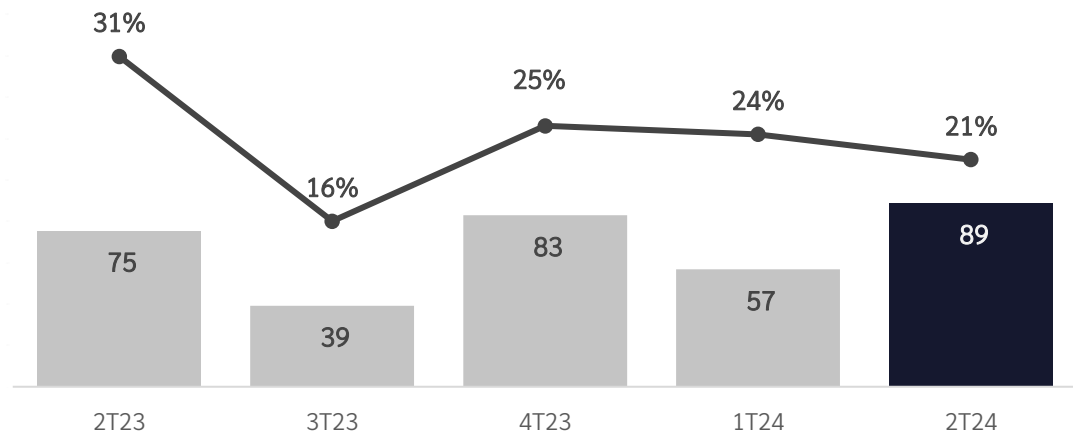
Resultado Financeiro & % da Receita – Trimestre

R\$ Milhões e %



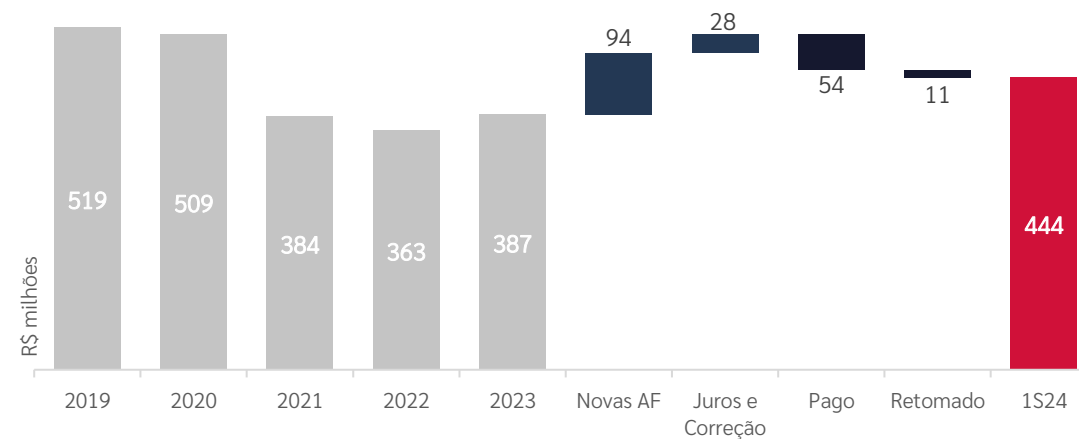
Lucro Líquido e Margem Líquida

R\$ Milhões e %



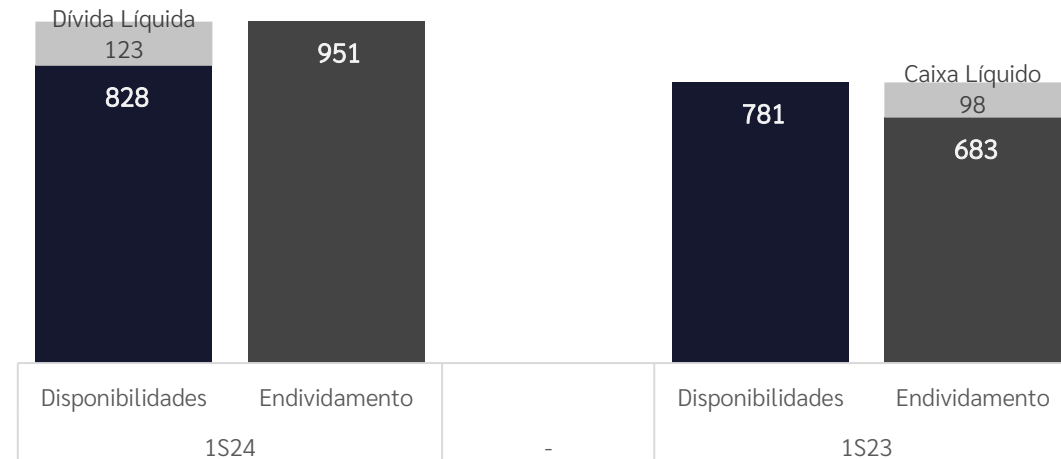
Atualmente 1.197 unidades são financiadas diretamente pela EZTEC

Evolução da carteira de Alienação Fiduciária



Comparação anual da posição de Dívida/Caixa Líquido

R\$ milhões



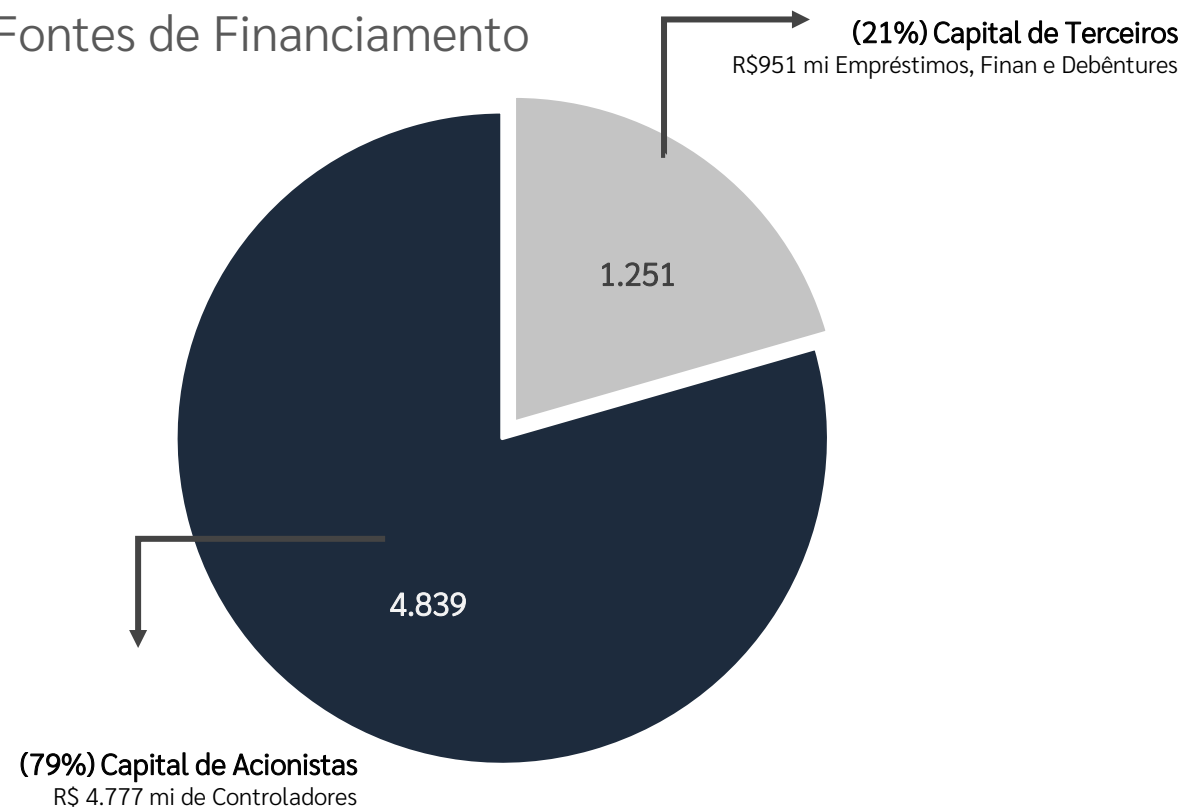


ESTRUTURA DE CAPITAL

Valor patrimonial por ação: R\$ 21,90

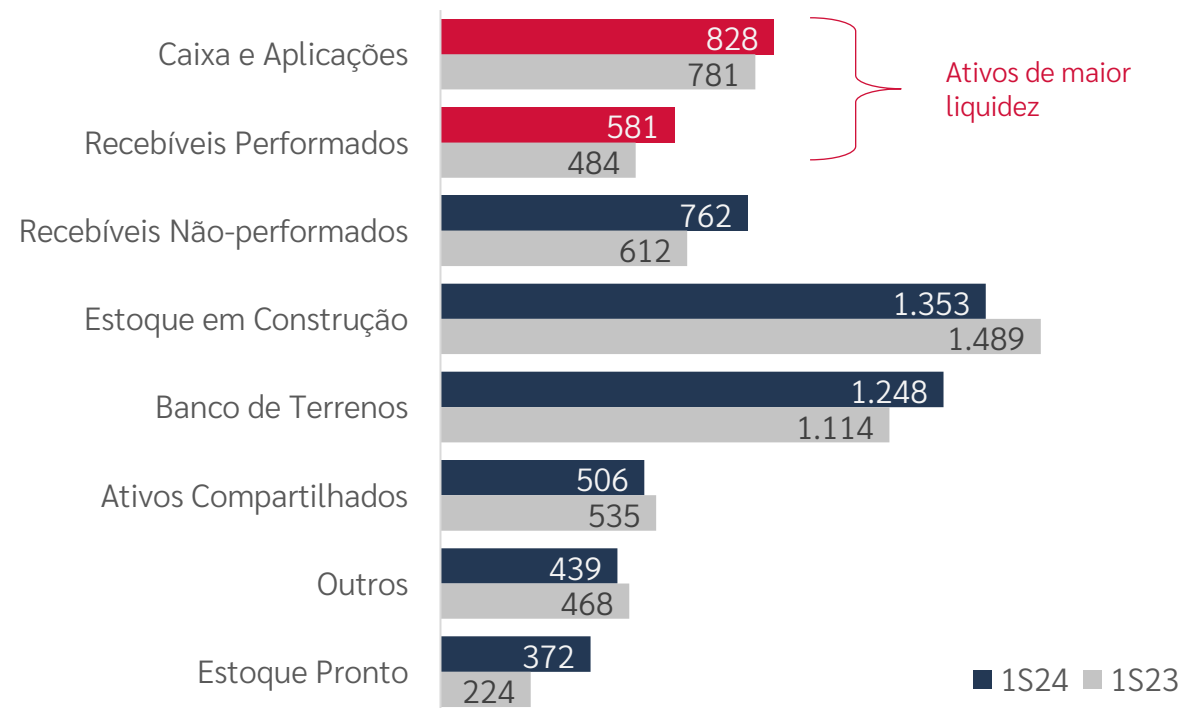
Ações ex-tesouraria*: 218.125.703

Fontes de Financiamento



Distribuição dos Ativos (R\$ 6.090 mi)

R\$ milhões





OUTROS TEMAS RELEVANTES



PAGAMENTO DE DIVIDENDOS

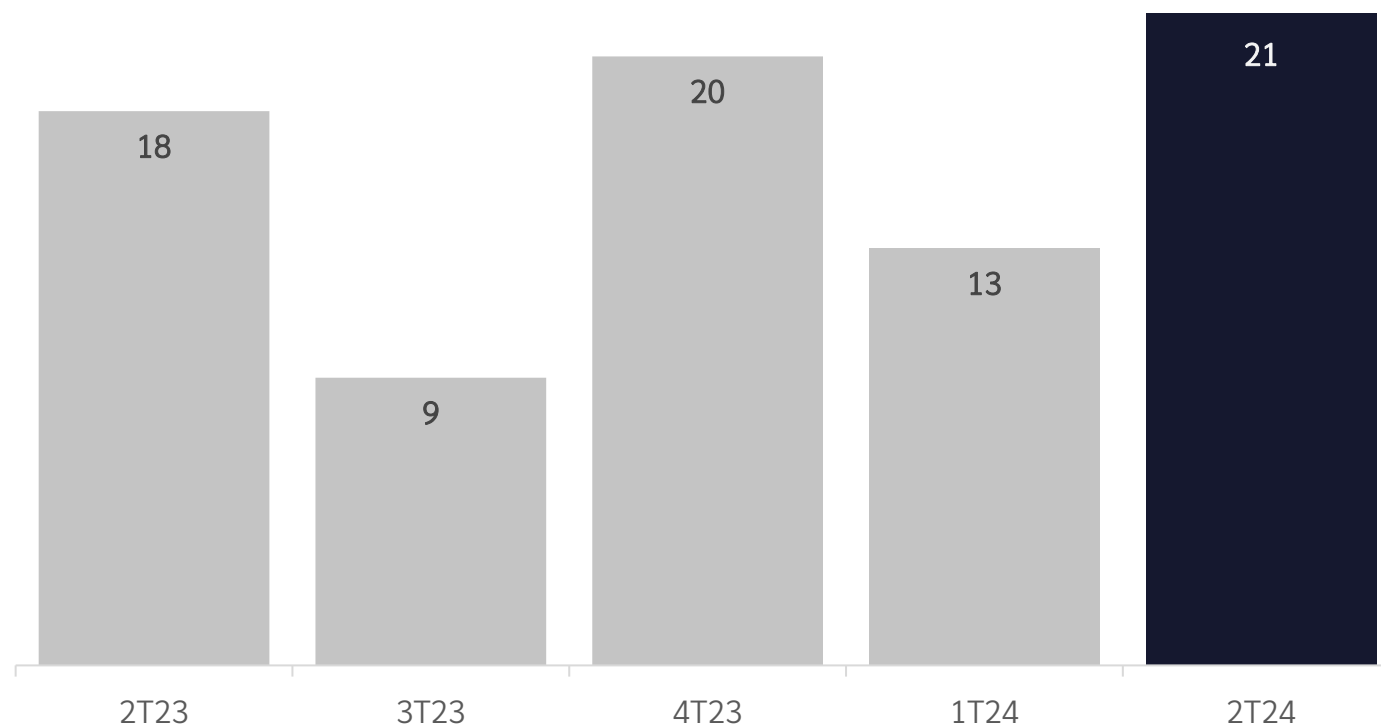
O Conselho de Administração aprovou o pagamento de dividendos trimestrais no valor de **R\$ 21.057.659,07** aproximadamente **R\$0,10** por ação

Data base: **08/08/2024**

Data ex-dividendos: **09/08/2024**

Data de Pagamento: **30/08/2024**

Histórico de Dividendos
R\$ Milhões



PERGUNTAS & RESPOSTAS

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

Desejamos um boa Teleconferência a todos

RELAÇÕES COM INVESTIDORES

A. EMÍLIO C. FUGAZZA

Diretor Financeiro e de Relações com Investidores

PEDRO TADEU T. LOURENÇO

Gerente de Relações com Investidores

CHRISTIAN DE MELO

Especialista de RI

GIOVANNA BITTENCOURT

Analista de RI

THIAGO BURGENSE

Estagiário de RI

2Q24

Webcast

São Paulo, August 02nd, 2024

The logo for eztec, featuring the word "eztec" in a lowercase, white, sans-serif font. The logo is centered within a large, stylized graphic that resembles a flower or a fan with four rounded petals, all in a light gray color against a dark red background.

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Listen In:

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EN English

PT Portuguese

Mute Original Audio

🌐 Interpretation

Leave

Audio Settings ^

Chat

Raise Hand



eztec



LAUNCHES



Villares Parada Inglesa

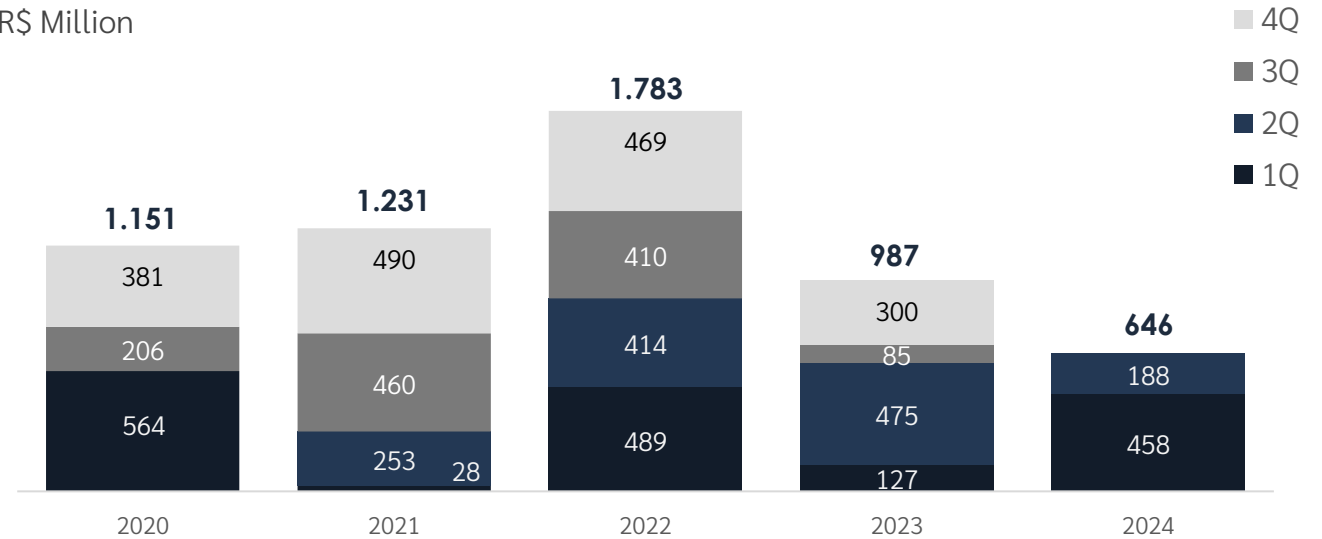
PSV % EZTEC: R\$ 137.7 mn
% Sold: 93.2%



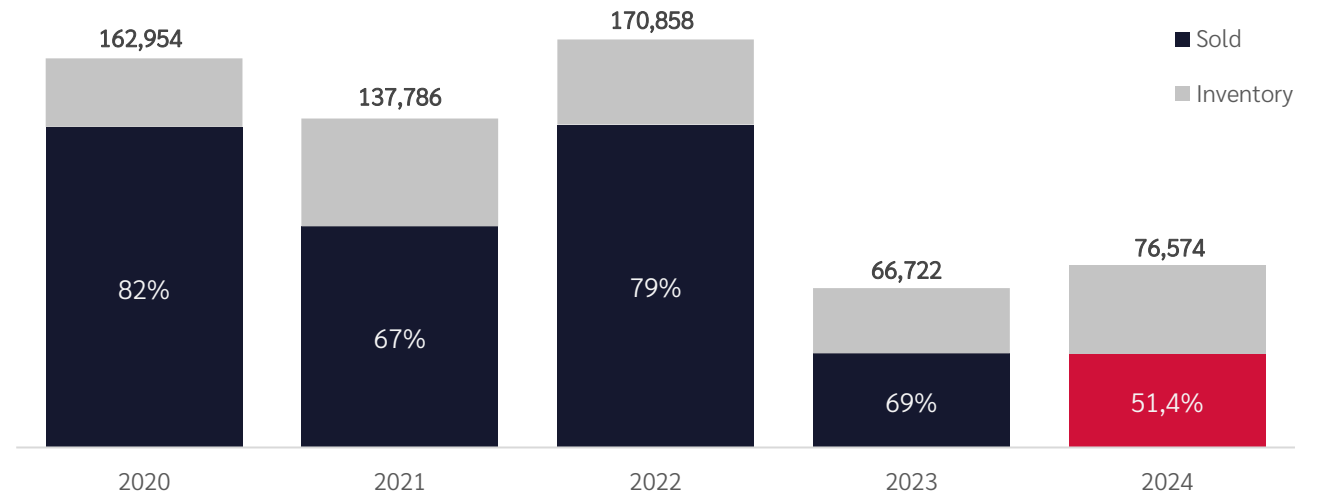
Brooklin Studios by Lindenberg

PSV % EZTEC: R\$ 50.6 mn
% Sold: 61.8%

Evolution for Launches %EZTEC
R\$ Million



% Sold from Launches
Private área (sqm)





UPCOMING LAUNCHES*

Lindenberg Alto das Nações

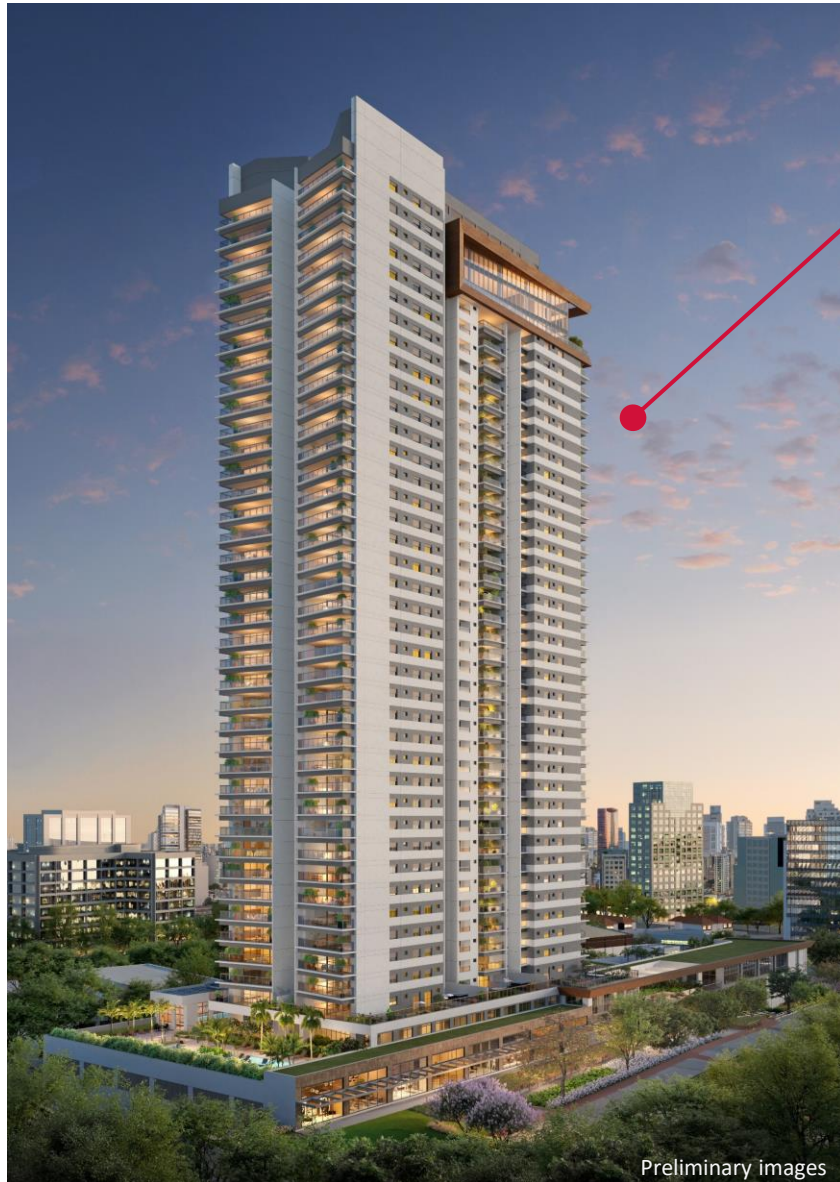
PSV %EZTEC: R\$ 569.7 millions

Location: Santo Amaro – South Zone

Standard: High-end

Stake: 95% EZTEC

Units: 216



Preliminary images

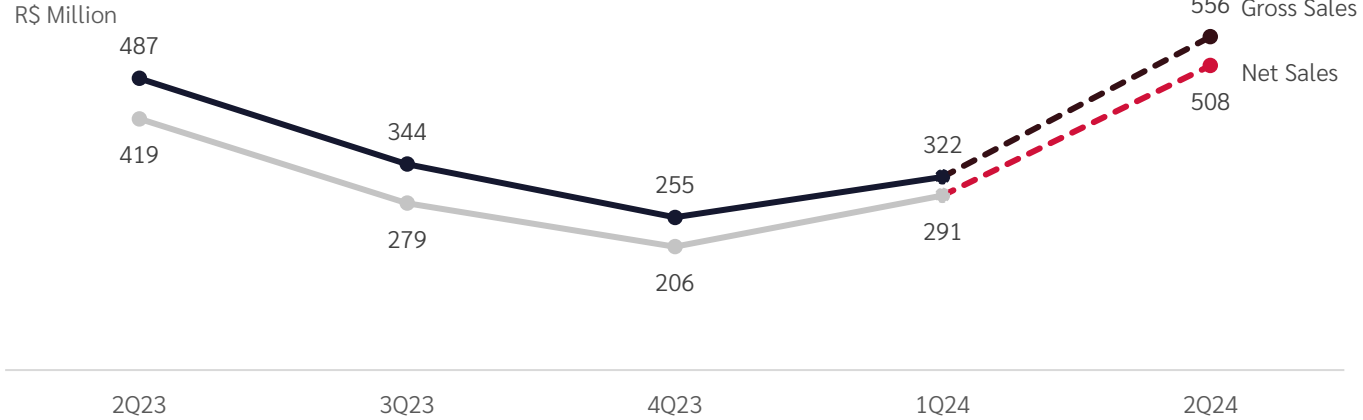


**Based on current expectations. The values expressed may differ from the final.

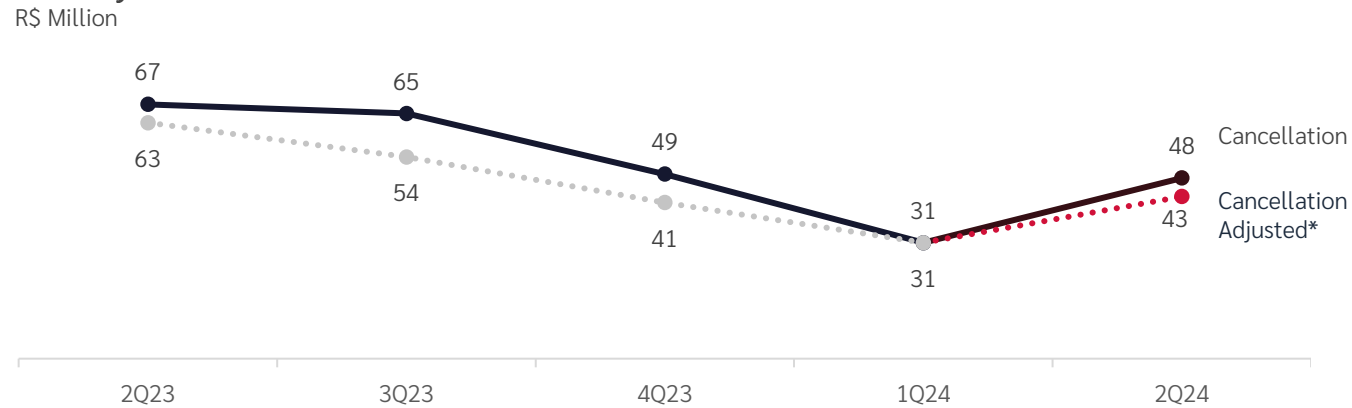


OPERATIONAL PERFORMANCE

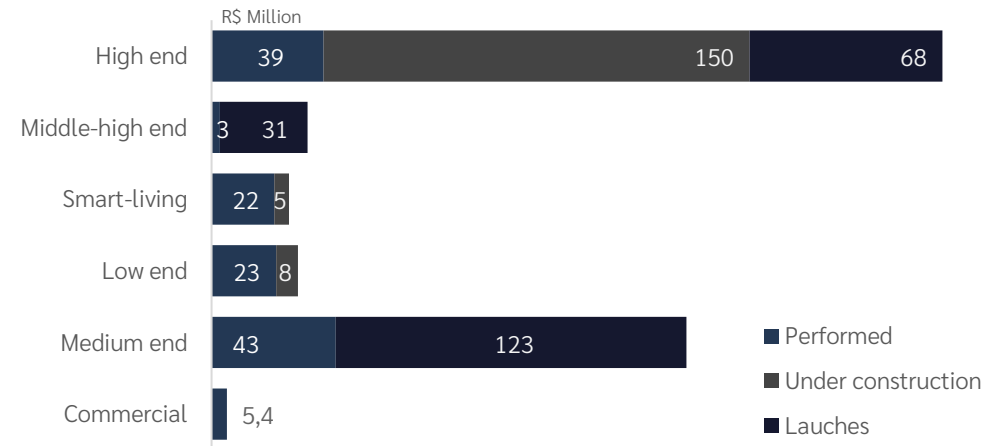
Quarterly sales evolution



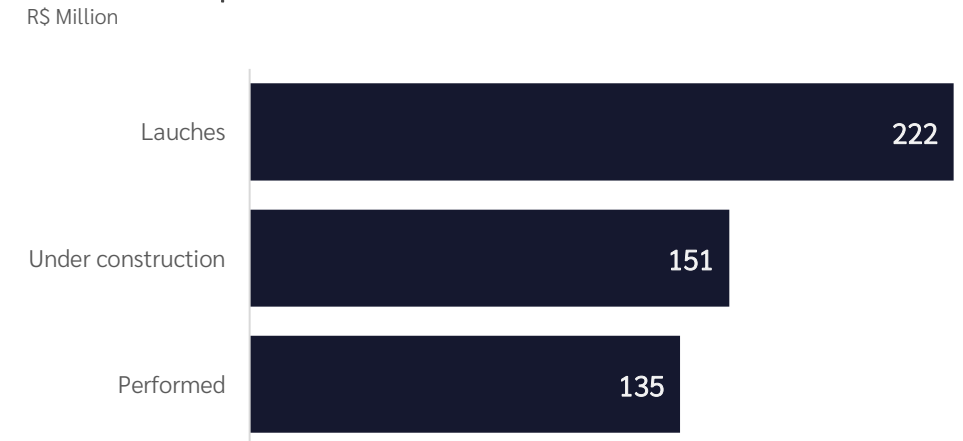
Quarterly cancellations evolution



Net sales description (2Q24)



Net sales description (2Q24)



*Excluding upgrades, downgrades and transfers.



84% private area of units sold

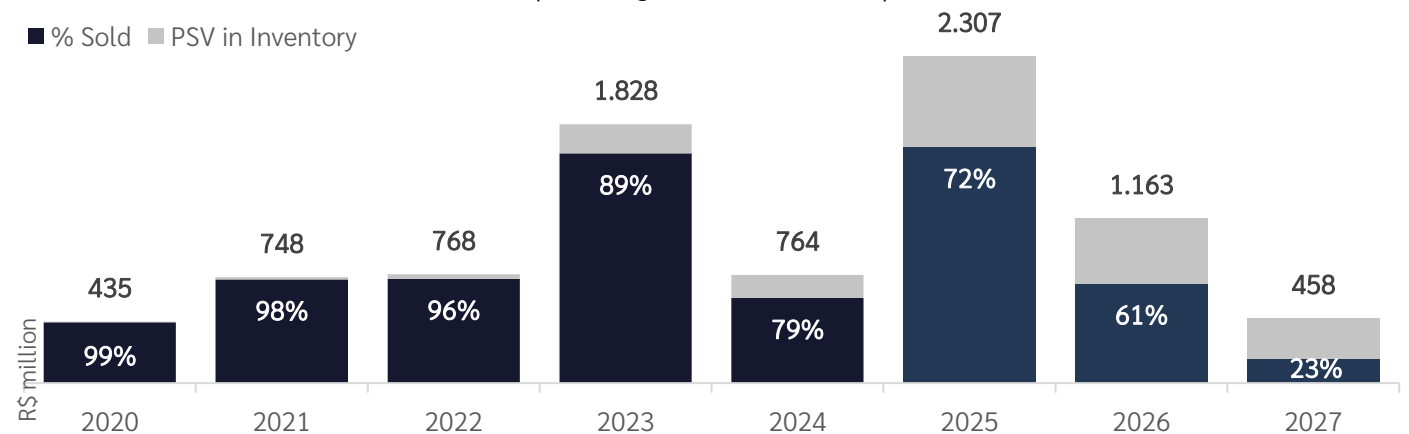
DELIVERY – Fit Casa Estação José Bonifácio

DELIVERIES

PROJECT'S INFORMATIONS	%EZTEC	SPE	Type	% Private Area Sold	PSV %EZ (R\$ MN)
2Q24				81.3%	150.7
Fit Casa Estação José Bonifácio	100%	Bartira	Consolidated	84.2%	135.1
Fit Casa Estação Oratório	100%	Santa Laura	Consolidated	50.5%	15.6
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Signature	50%	Itatiaia	Equity	76.8%	97.3
In Design Ipiranga	100%	Catalao	Consolidated	22.4%	66.5
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4Q24 (E)				81.7%	421.6
Dream View Sky Resort	100%	Santa Laura	Consolidated	61.3%	252.7
Pin Osasco - 1ª Fase	60%	Criciuma	Equity	90.1%	41.3
Villa Nova Fazendinha	60%	Granja Viana I	Equity	99.2%	84.1
Pin Osasco - 2ª Fase	60%	Criciuma	Consolidated	85.1%	43.5
YEAR-TO-DATE (E)				78.8%	764.2

Reduction in deliveries expected by 2024, with 80% of units sold

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





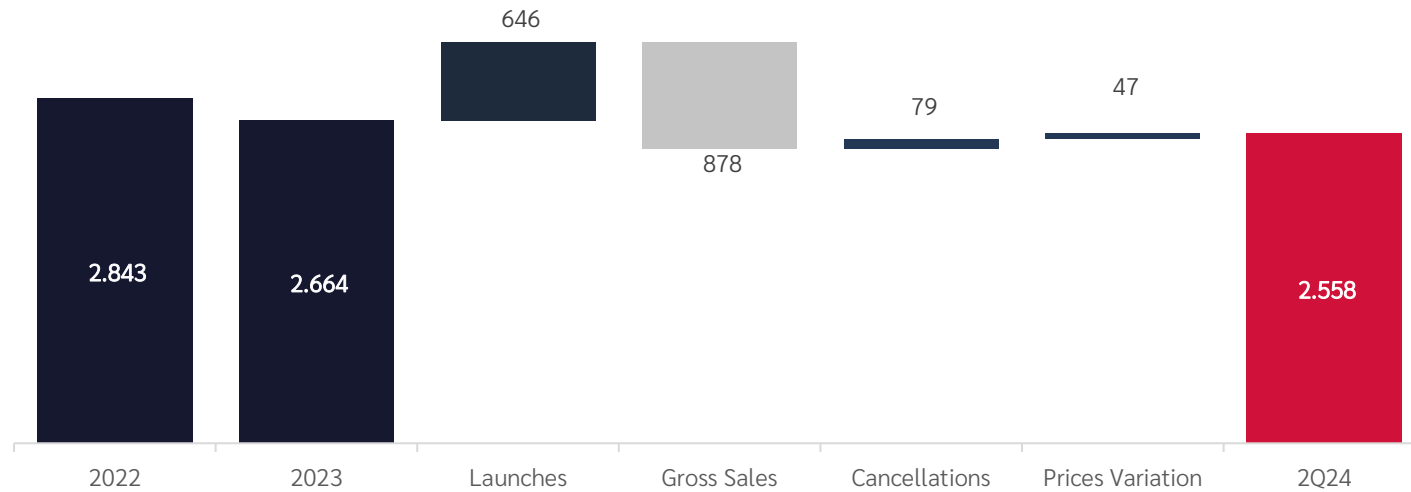
INVENTORY

R\$ 2.9 BI

In PSV of INVENTORY %EZ

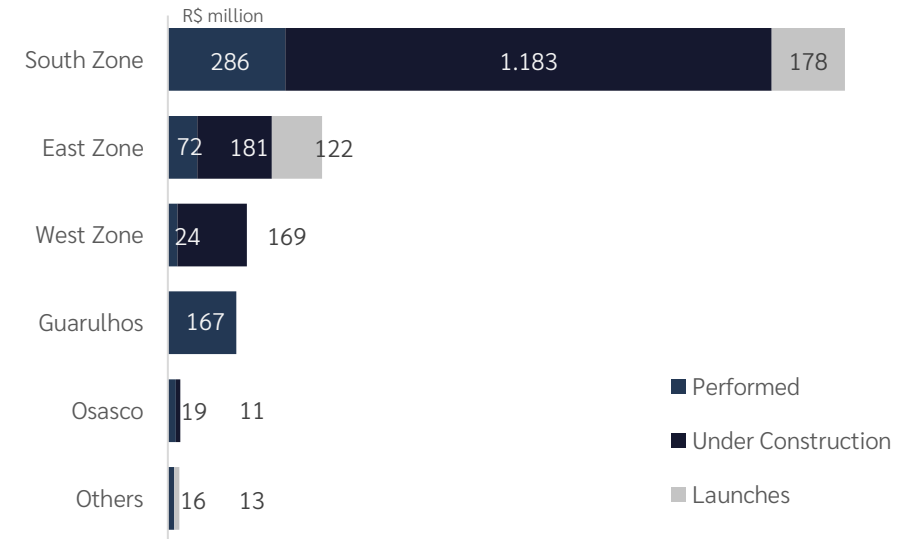
With sales higher than launches, the Company reduces inventory to R\$ 2.5 billion

Change in Total Inventory - R\$ million



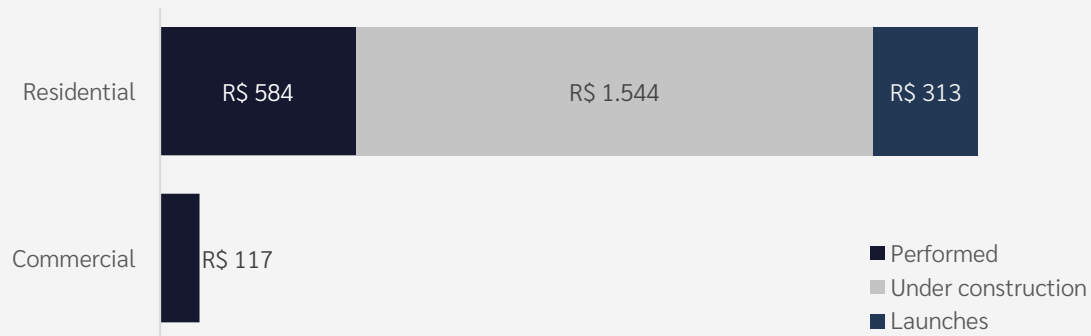
77% of the inventory under construction is in the South Zone

PSV of inventory by region - %EZTEC



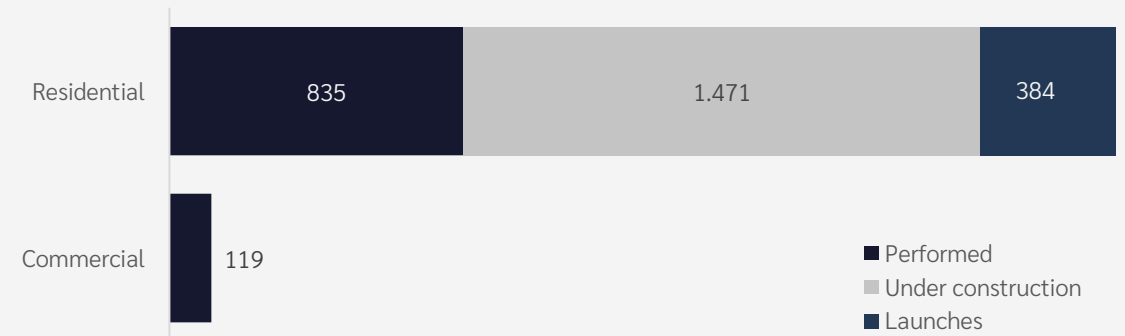
Inventory by project status

R\$ million



Inventory by project status

Units





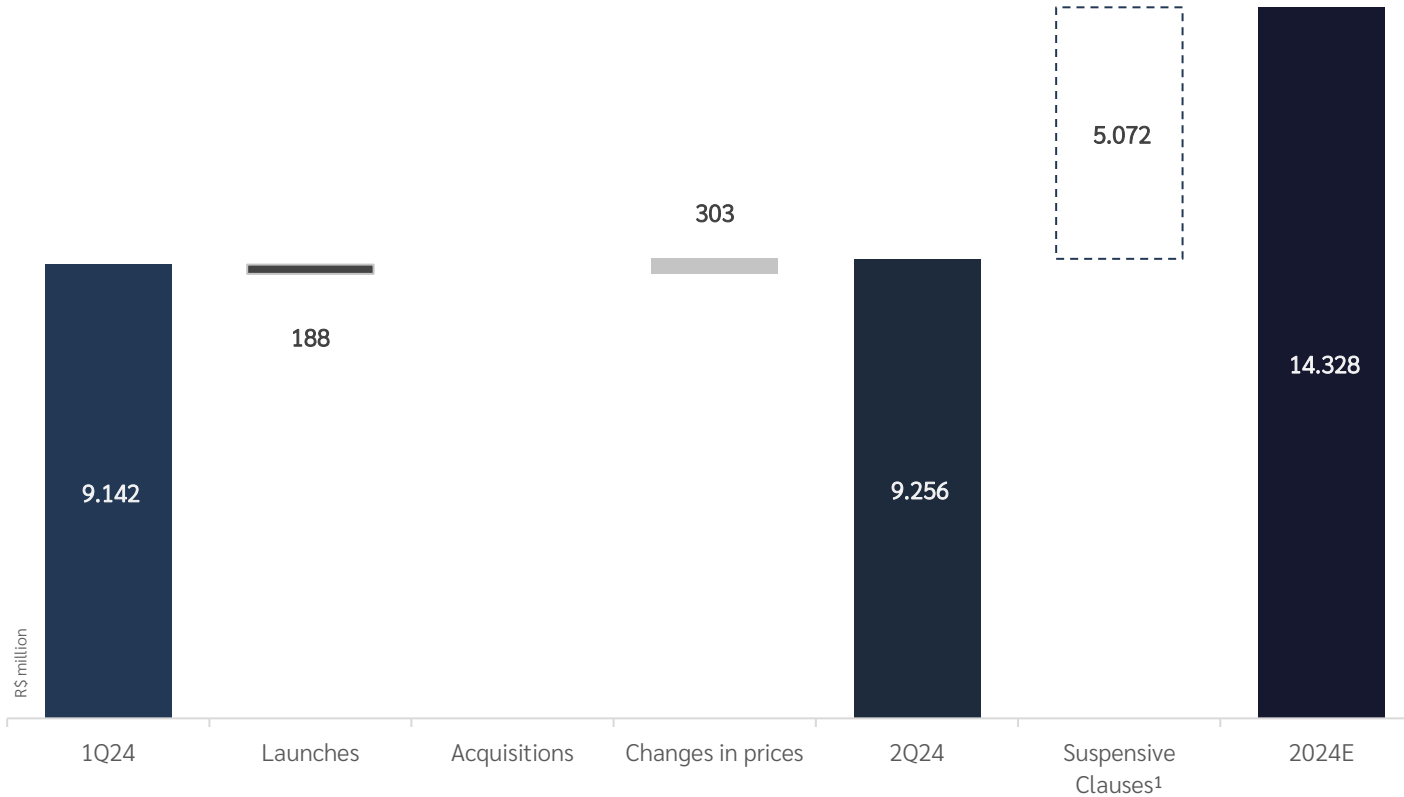
LANDBANK

R\$ 9.3 BI

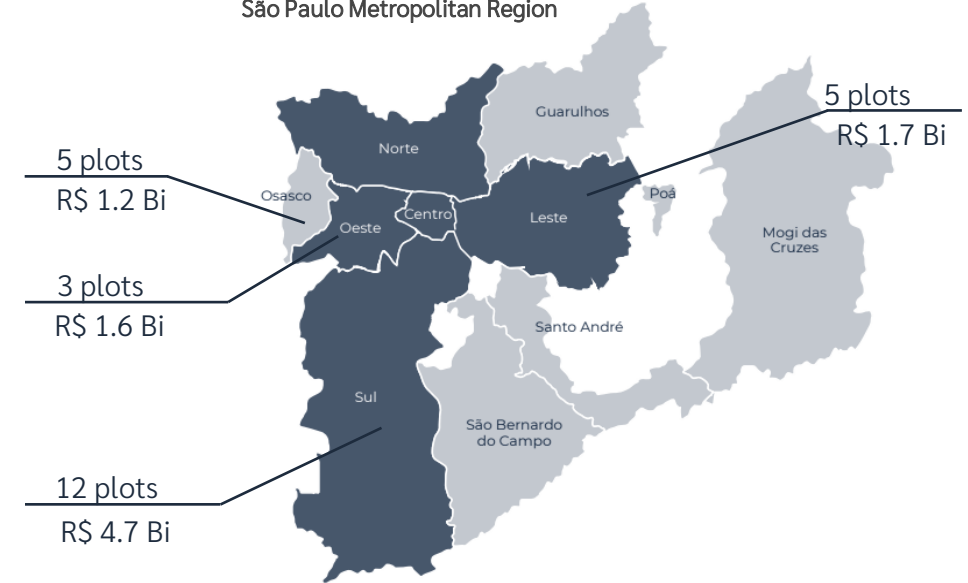
In PSV for FUTURE PROJECTS %EZ

Reduction in PSV is due to launches in the quarter

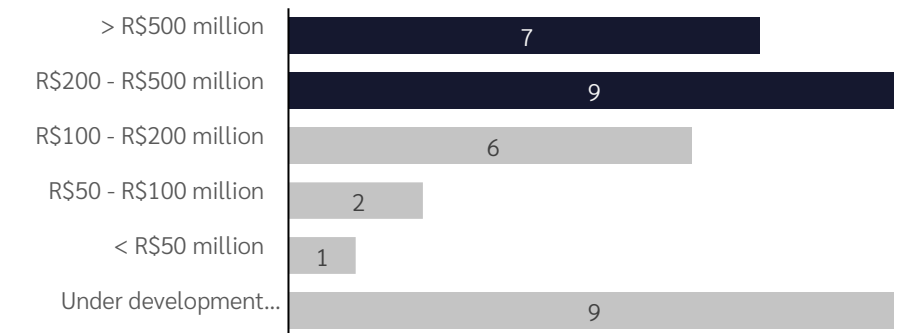
Evolution of the Landbank and future projections



São Paulo Metropolitan Region



64.4% of plots with PSV are bigger than R\$ 200 million

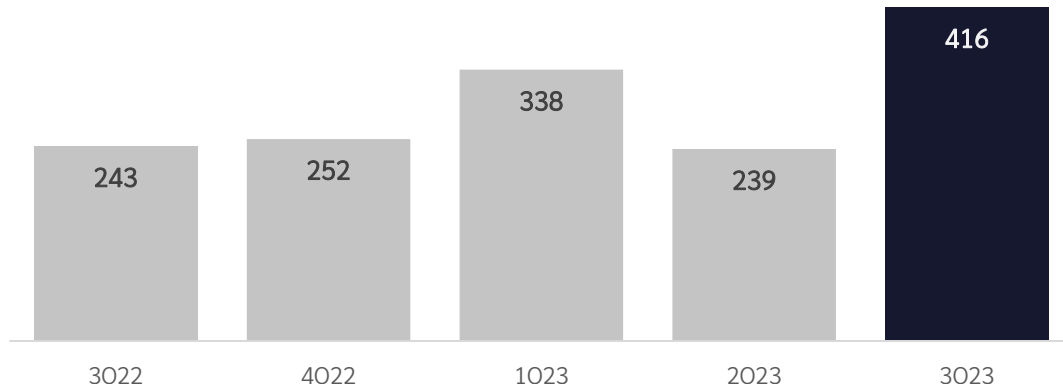


¹Land encumbered with express resolatory clauses, linked to the legal and technical due diligence to be carried out by EZTEC.

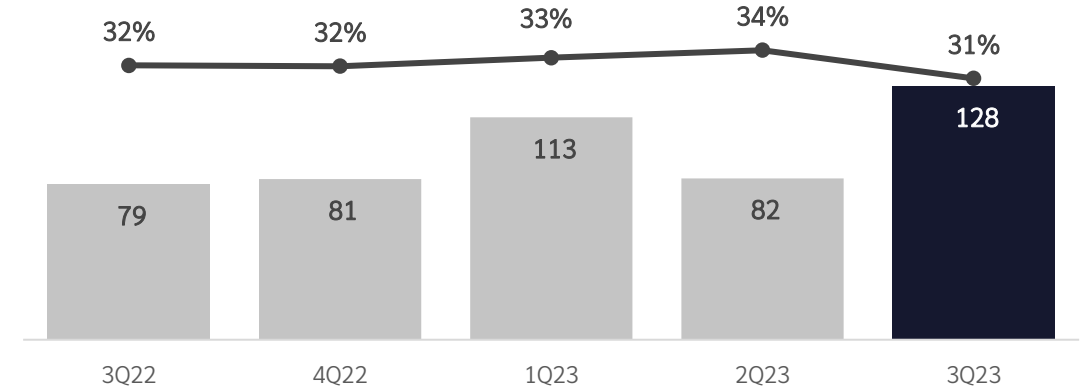


1Q24 - FINANCIAL PERFORMANCE

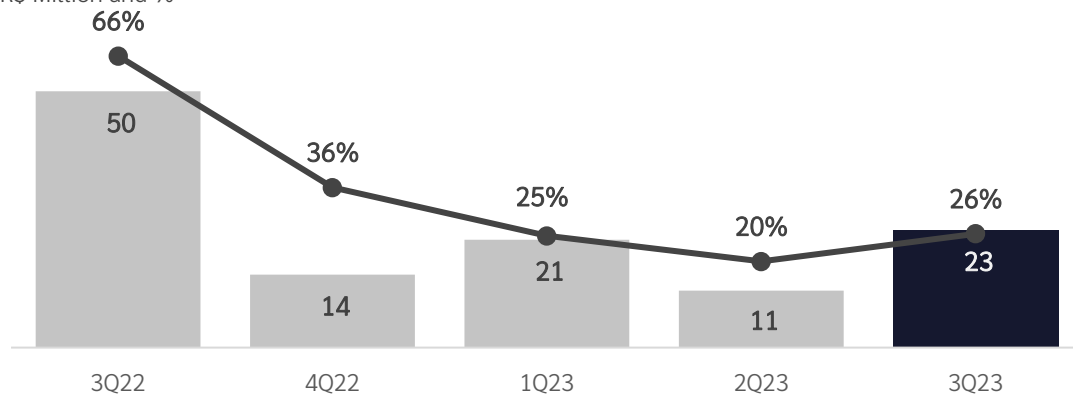
Net Revenue
R\$ Million



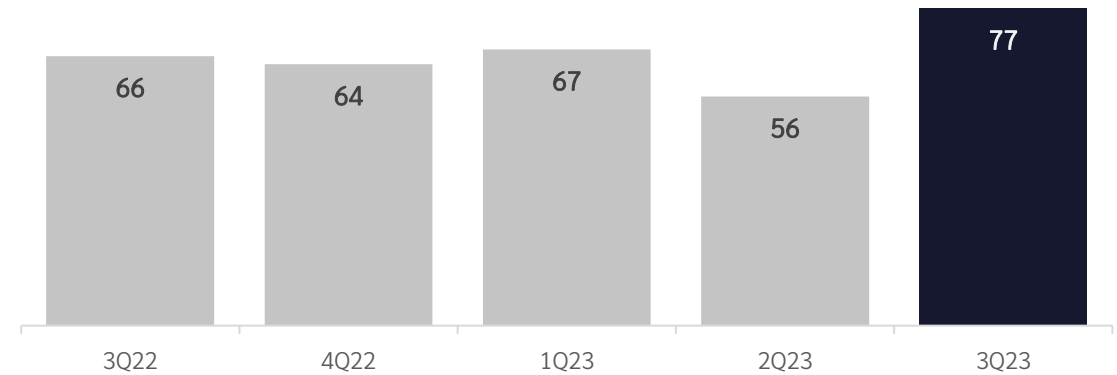
Gross Profit and Margin
R\$ Million and %



Equity Income & % of Net Profit
R\$ Million and %



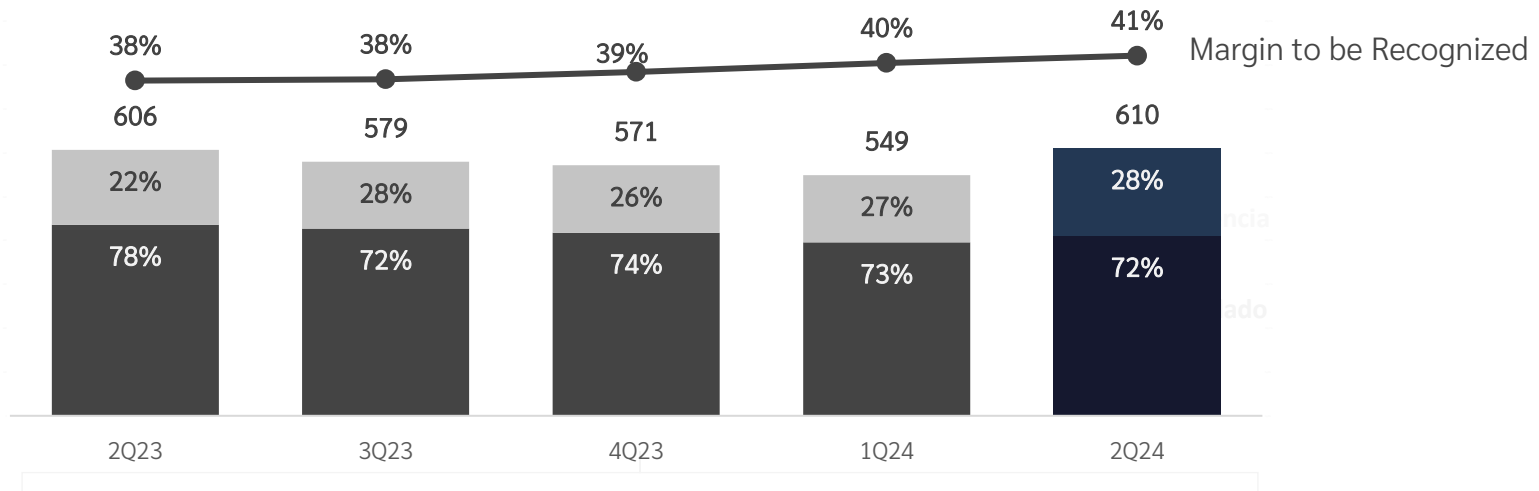
Commercial and Administrative expenses
R\$ Million



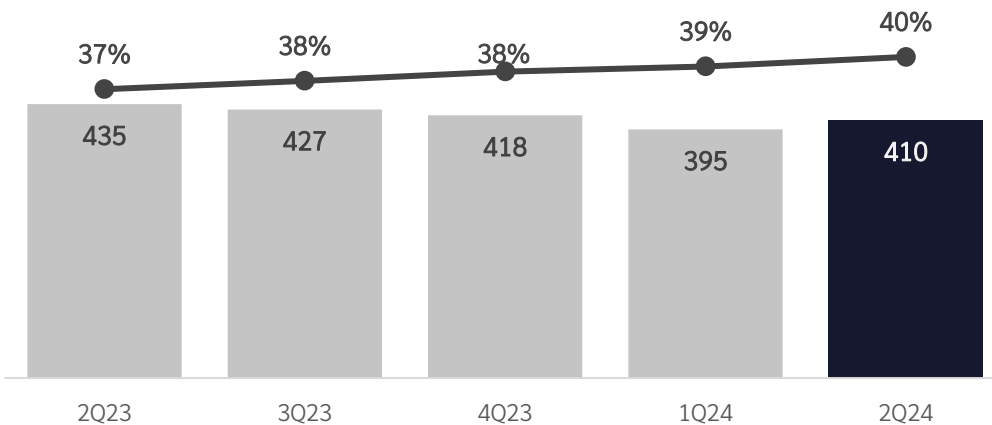


RESULT TO BE RECOGNIZED

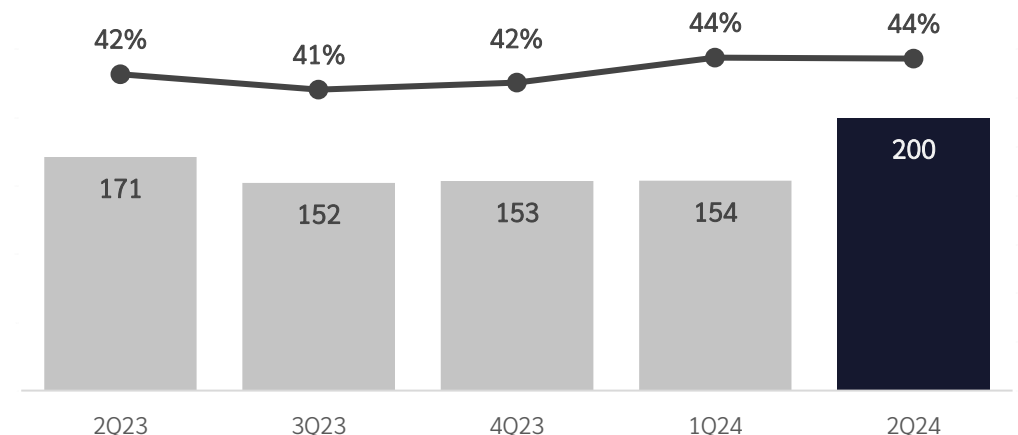
Result to be Recognized- Consolidated + Equity
R\$ Million



Result to be Recognized – Consolidated
R\$ Million



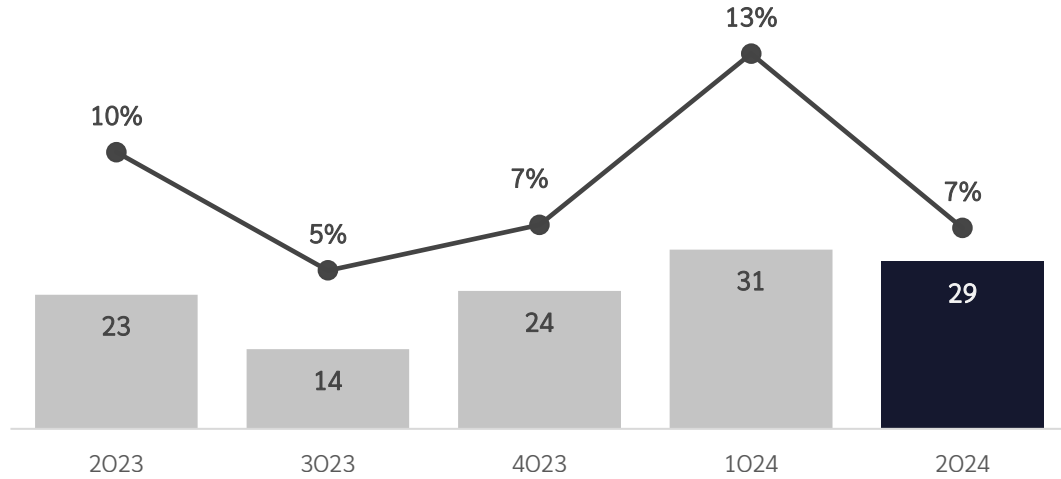
Result to be Recognized – Equity
R\$ Million





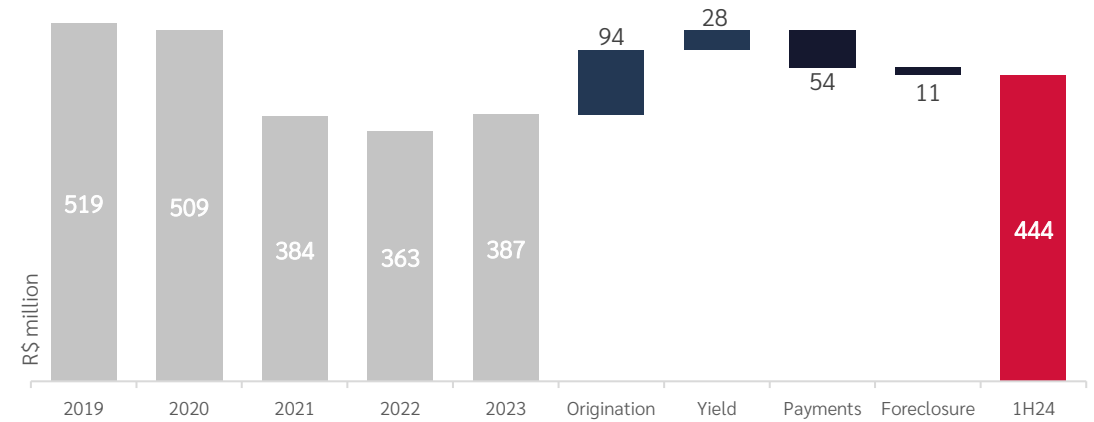
Financial Results & % of Revenue - Quarter

R\$ Million and %



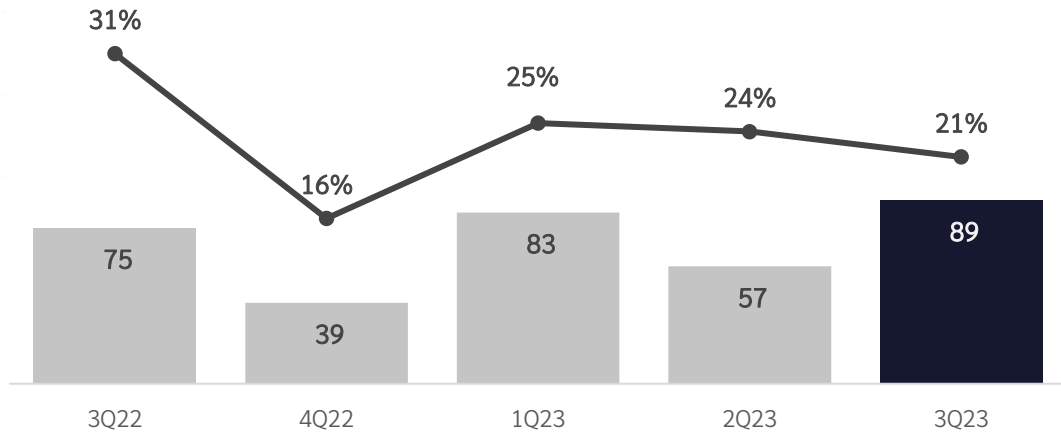
Currently, 1,197 units are directly financed by EZTEC

Evolution of the Direct Receivable Portfolio



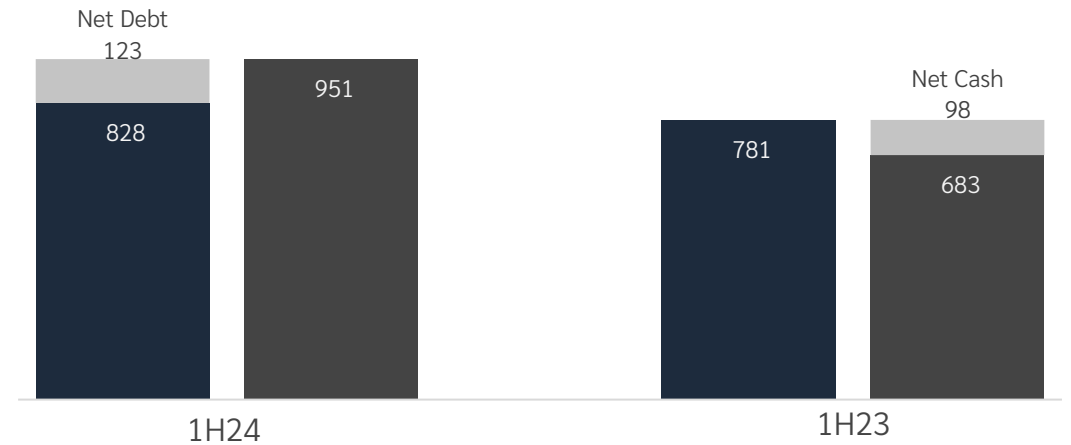
Net Profit and Margin

R\$ Million and %



Annual Comparison of Debt/Net Cash Position

R\$ Million

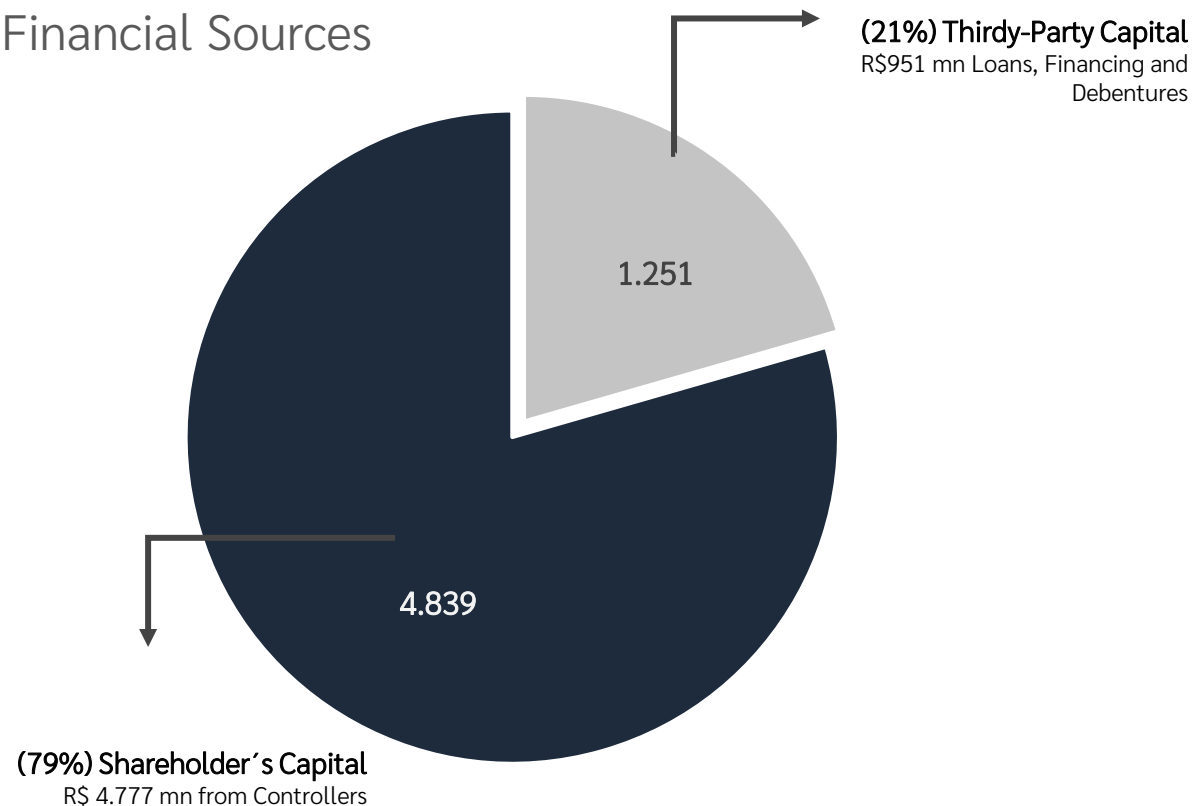




CAPITAL STRUCTURE

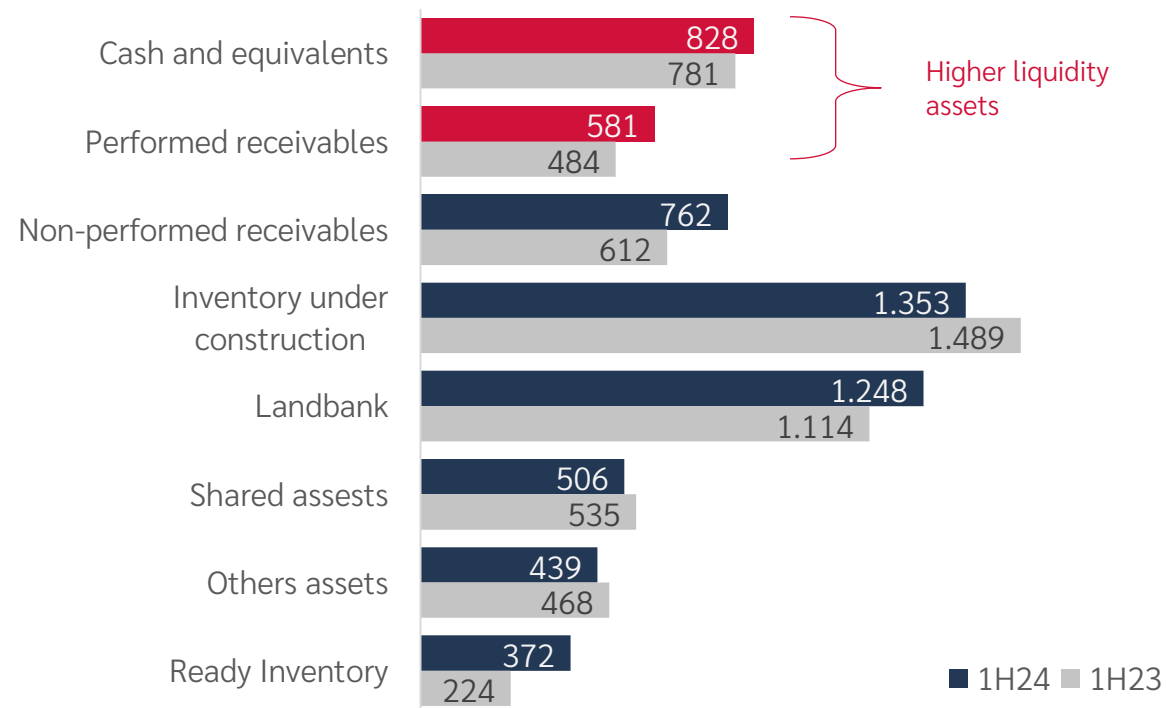
Book value per share: R\$ 21.90
 Free float shares*: 218.125.703

Financial Sources



Asset Distribution (R\$ 6.090 million)

R\$ million



*Shares on June 30, 2024



OTHER RELEVANT SUBJECTS



DIVIDEND PAYMENT

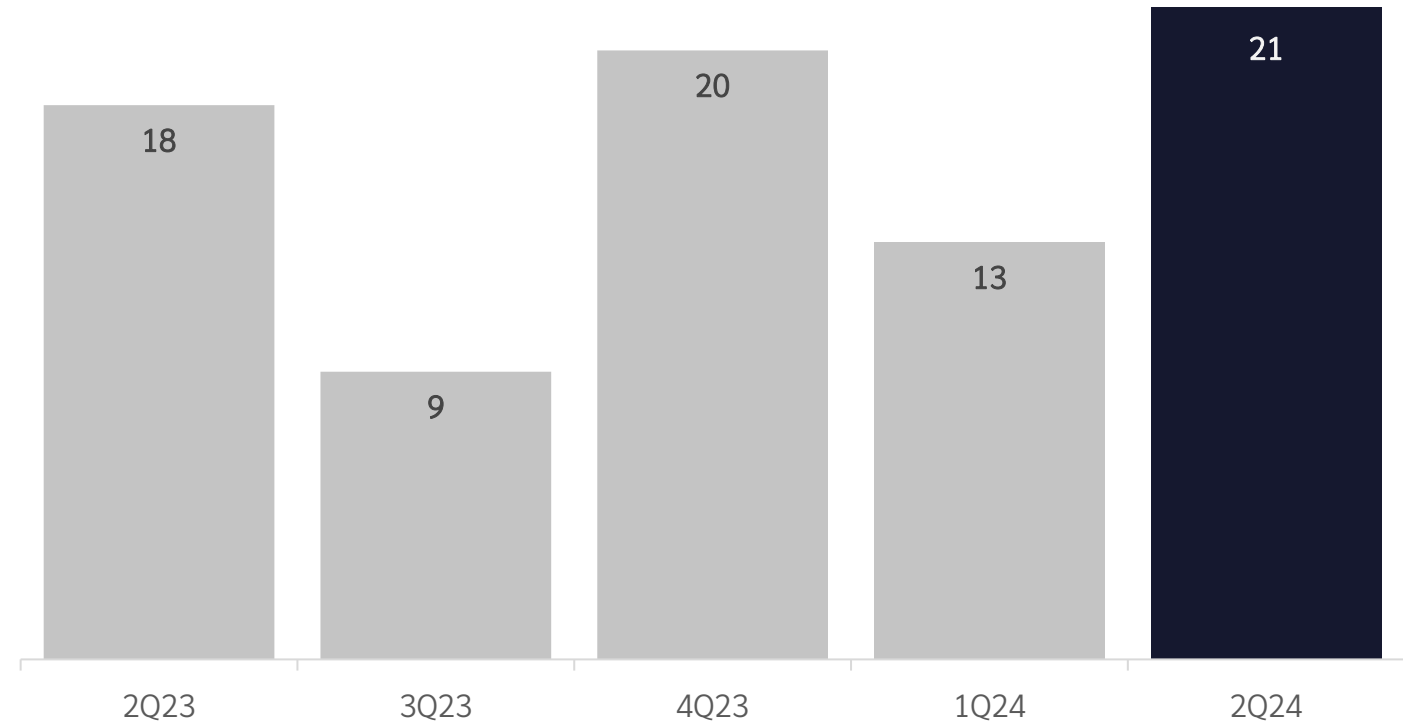
The Board of Directors approved the payment of quarterly dividends in the amount of **R\$ 21,057,659.07** approximately **R\$ 0.10** per share

Base Date: **08/08/2024**

Ex-dividends: **08/09/2024**

Payment Date: **08/30/2024**

Dividends Paid
R\$ Millions



Q&A

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/en/

We wish everyone a good Conference Call

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