

2 0 2 4

RESULTADOS
3º 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



JOÃO HOPP

DIRETOR VICE PRESIDENTE EXECUTIVO E
DIRETOR DE RELAÇÕES COM INVESTIDORES



ANSELMO SOARES

DIRETOR FINANCEIRO



DESTAQUES 3T24



3º TRIMESTRE
2024

RESULTADO OPERACIONAL

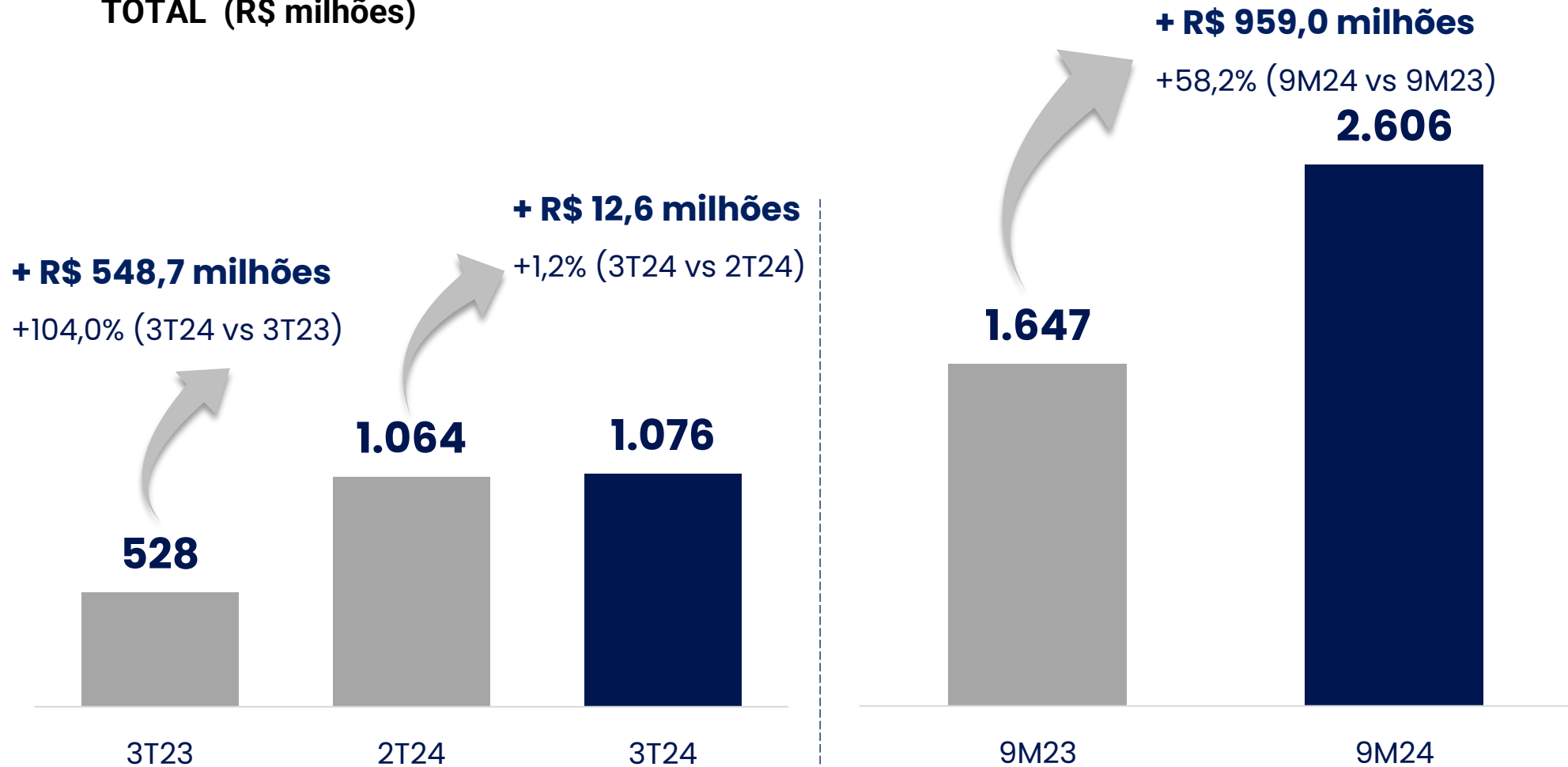
3T24

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



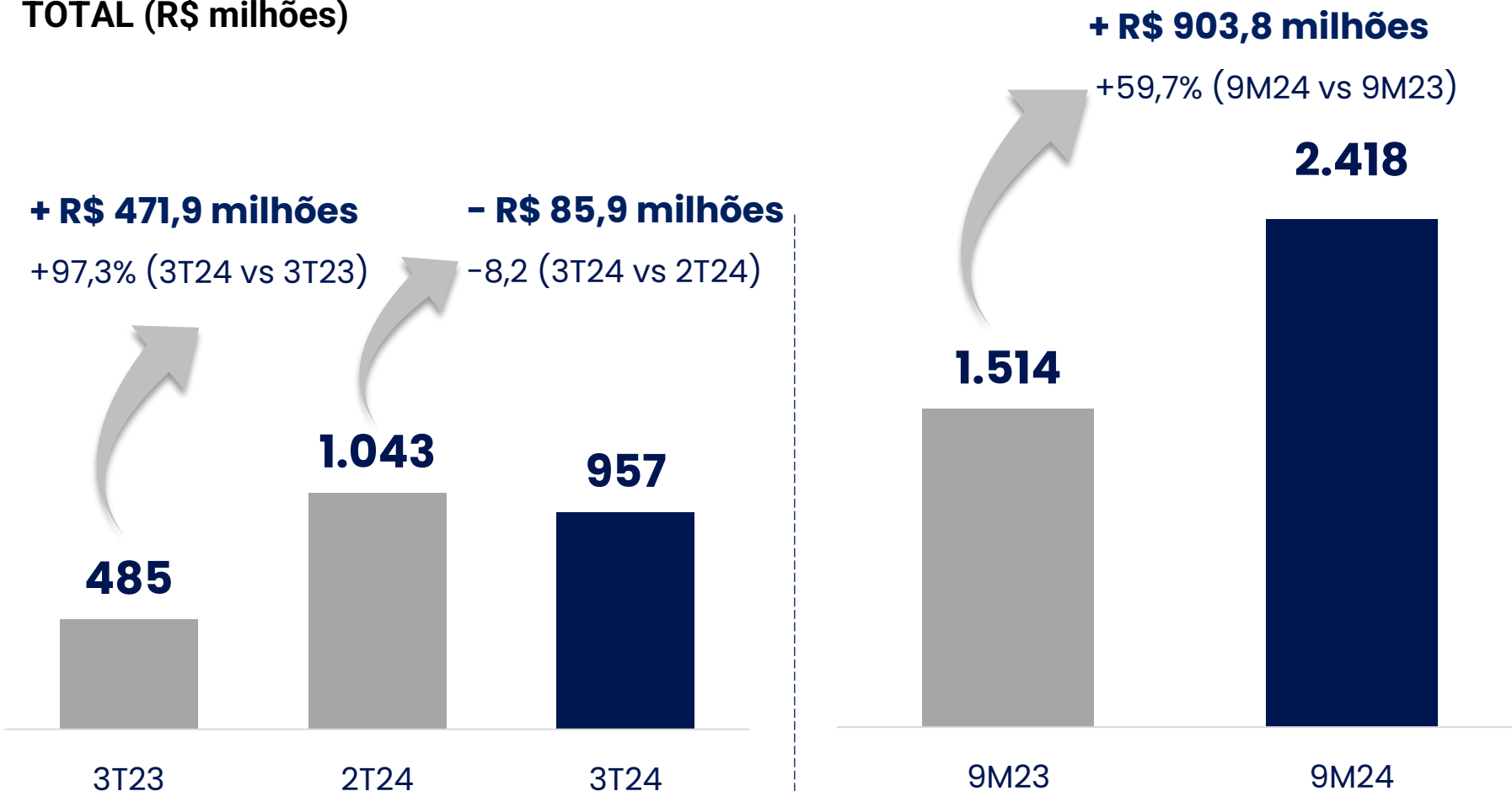
LANÇAMENTOS 100%

TOTAL (R\$ milhões)



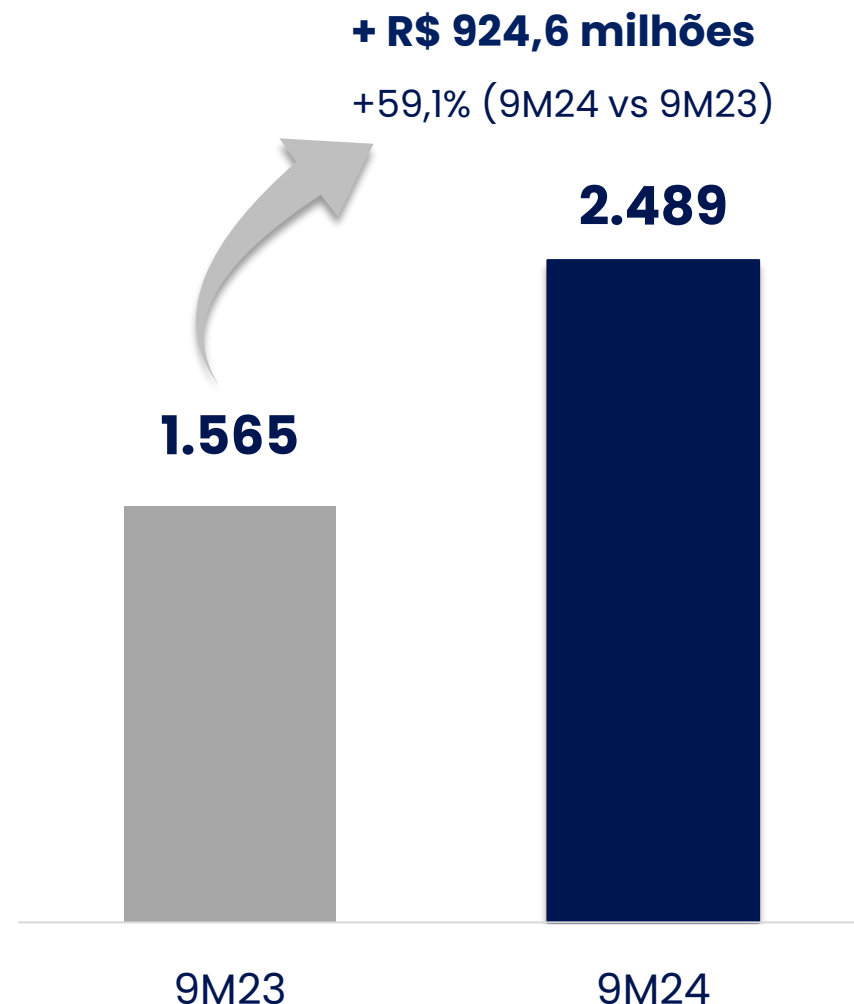
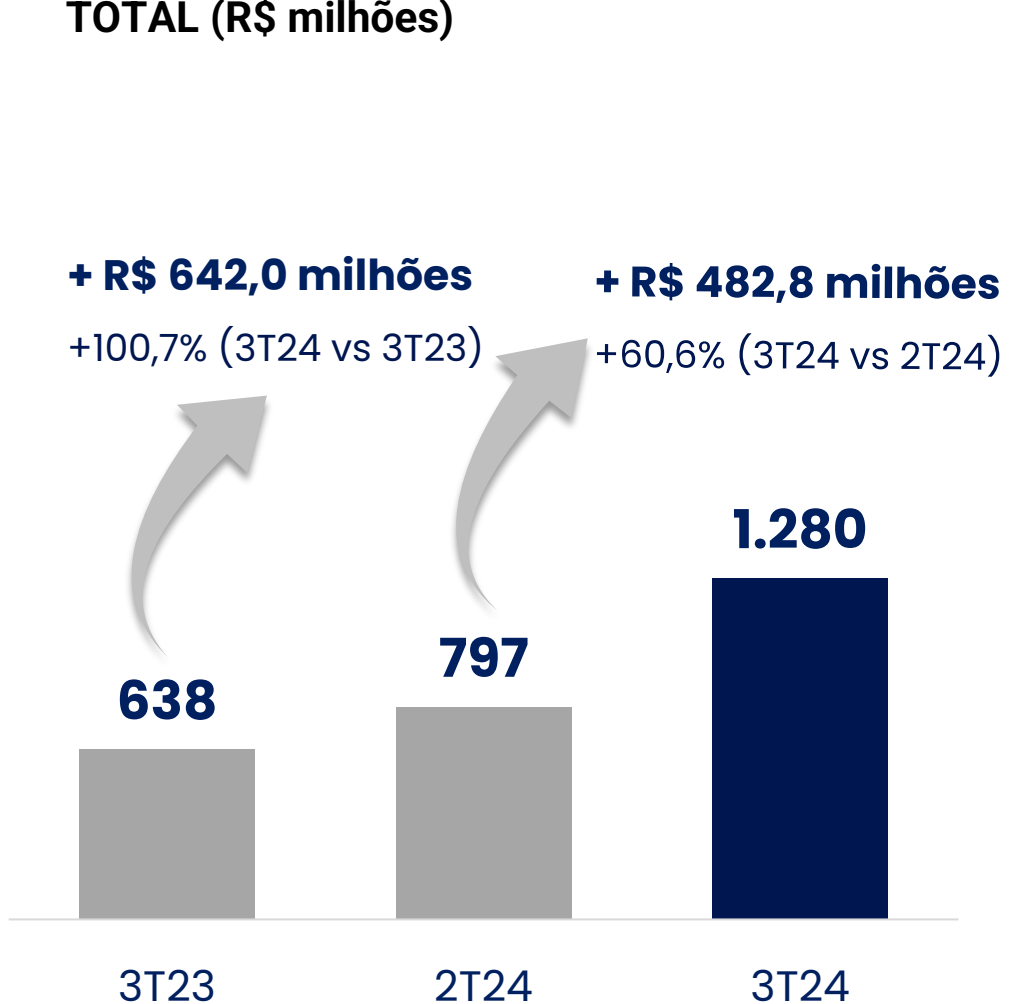
LANÇAMENTOS P&P%

TOTAL (R\$ milhões)



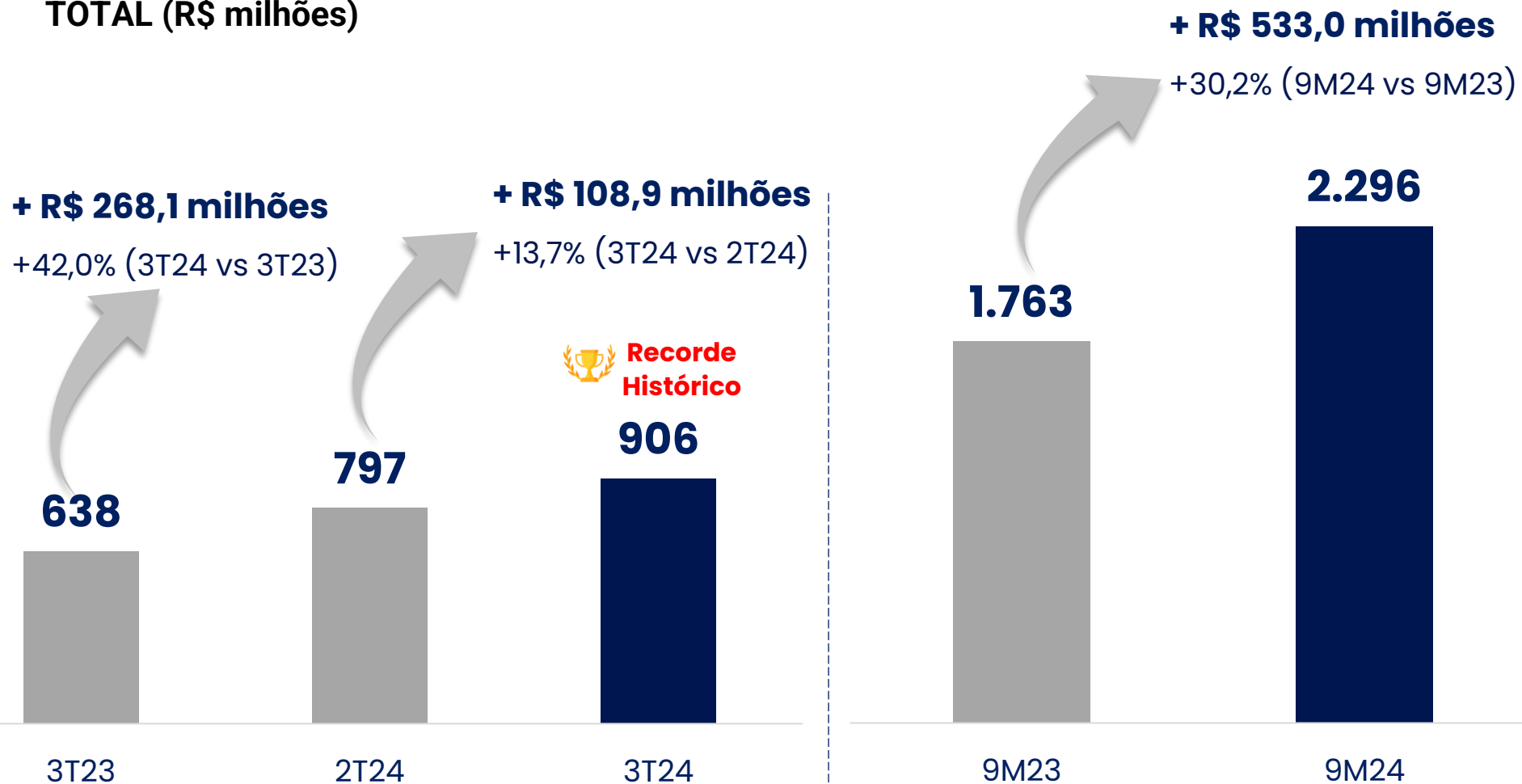
VENDAS 100%

TOTAL (R\$ milhões)



VENDAS MERCADO PRIVADO.

TOTAL (R\$ milhões)

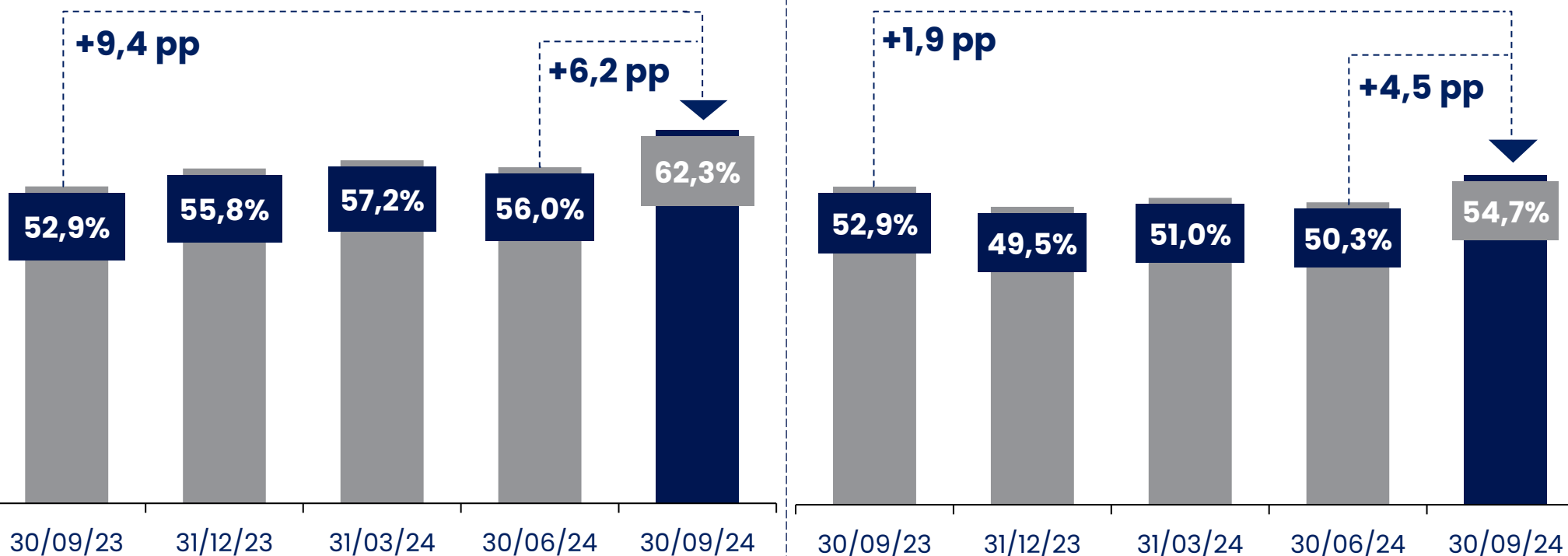


VENDAS SOBRE OFERTA (VSO).

UDM (%)

VSO TOTAL

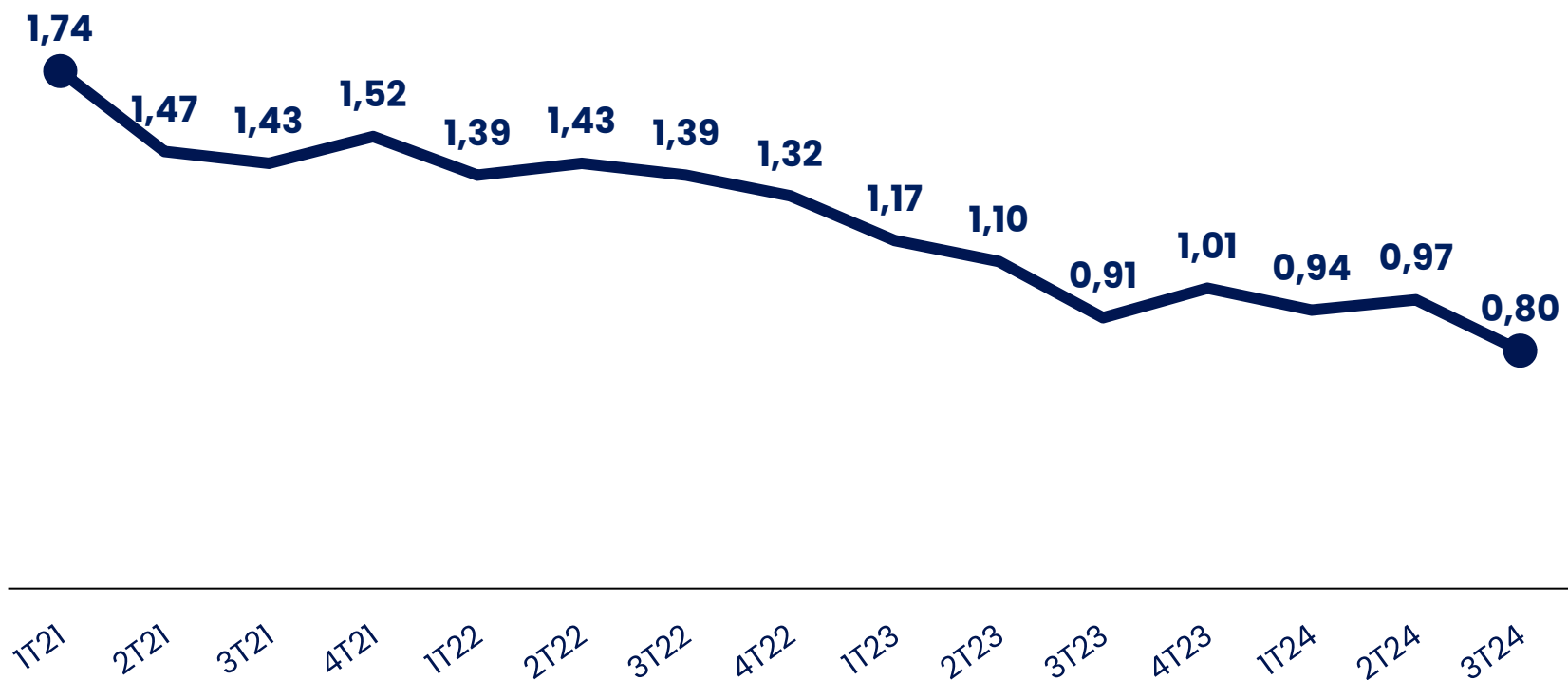
MERCADO PRIVADO



ESTOQUE / VENDAS.

ESTOQUE / VENDAS (UDM)

(Estoque e Vendas Nominais - %P&P)

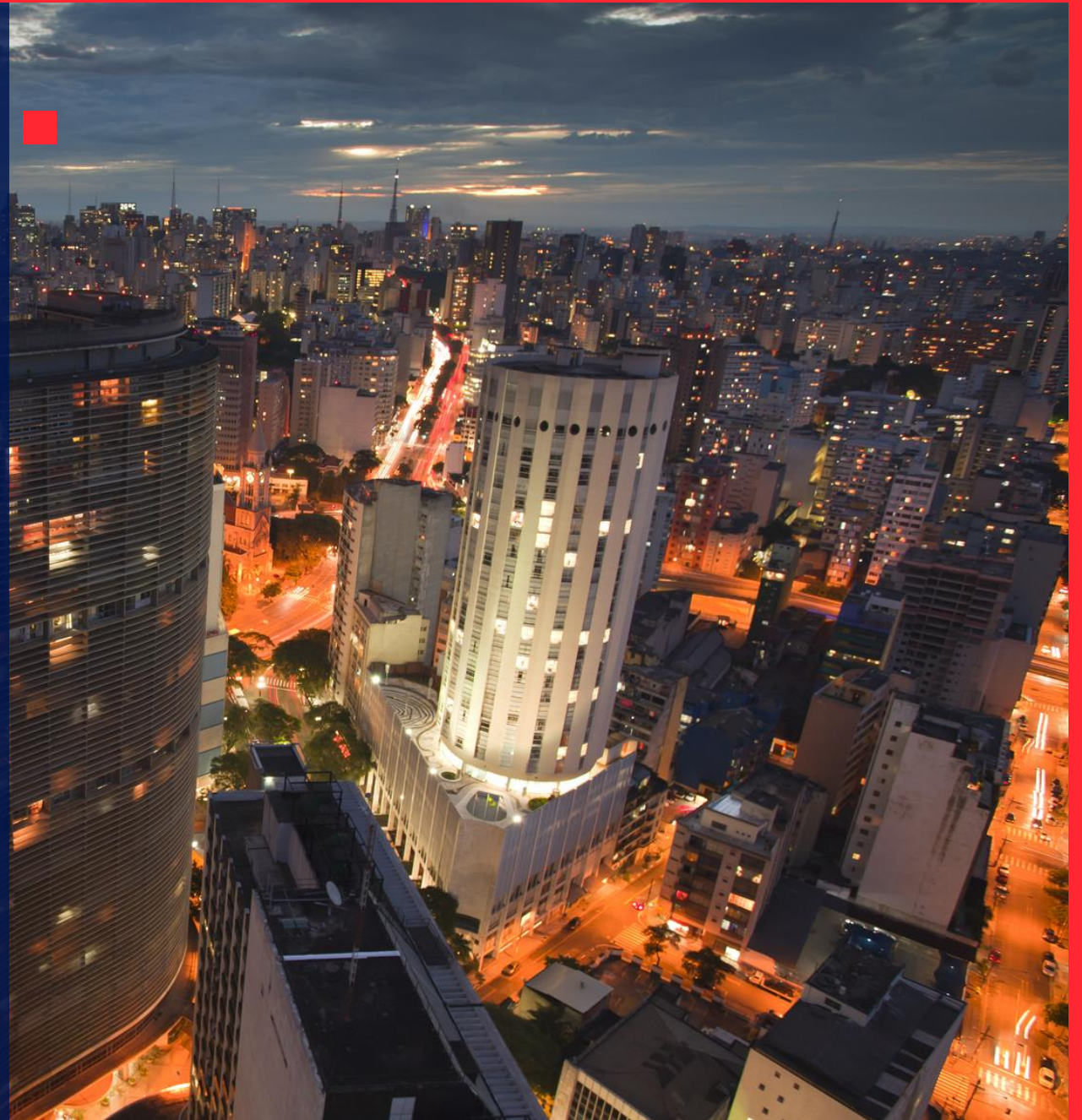


3° TRIMESTRE
2024

RESULTADO FINANCEIRO

3T24

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



RECEITA LÍQUIDA.

(R\$ MILHÕES)

+ R\$ 162,2 milhões

+29,1% (3T24 vs 3T23)

+ R\$ 21,3 milhões

+3,1% (3T24 vs 2T24)

 **Recorde Histórico**

557

698

719

3T23

2T24

3T24

1.432

1.917

9M23

9M24

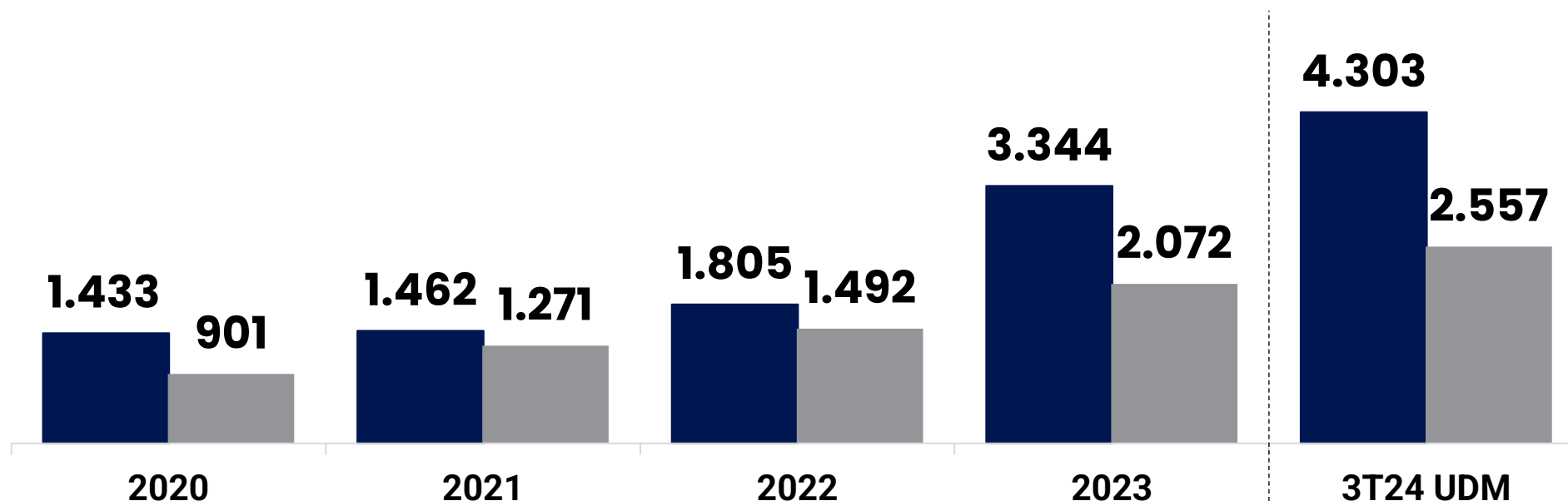
+ R\$ 484,6 milhões

+33,8% (9M24 vs 9M23)

LANÇAMENTOS E RECEITA LÍQUIDA.

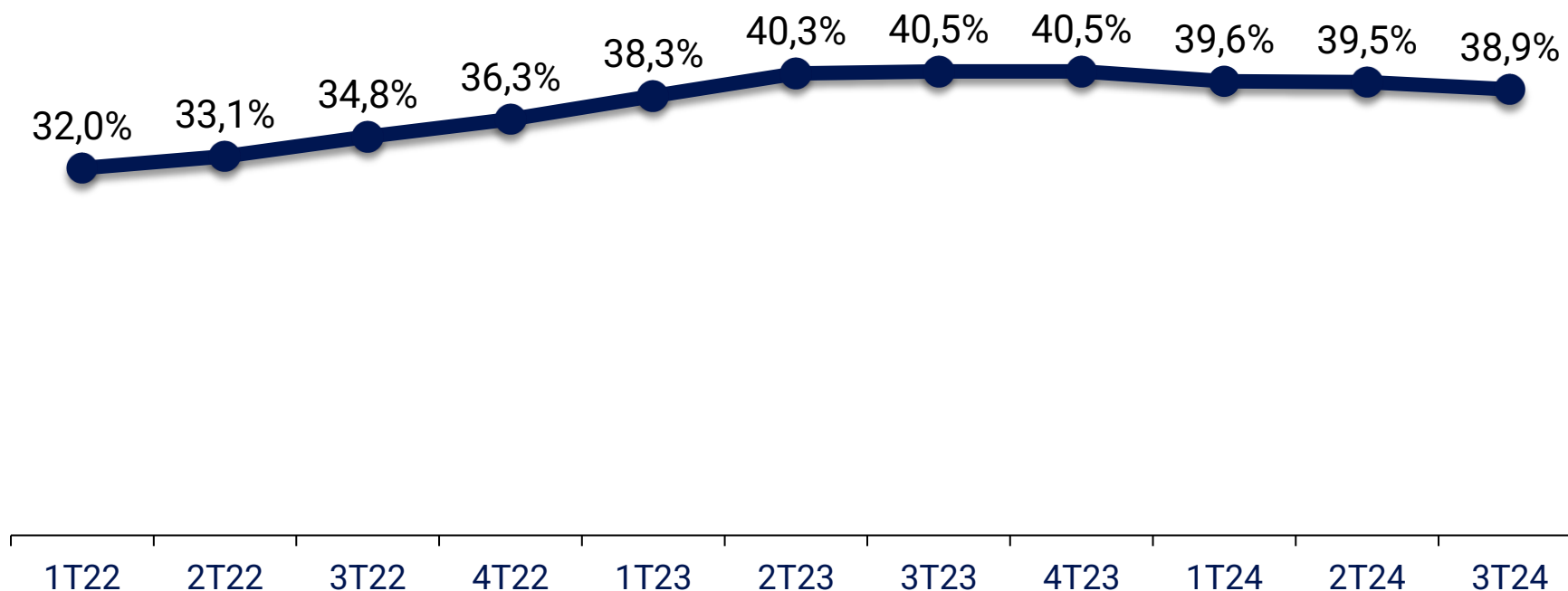
(R\$ MILHÕES)

■ Lançamentos ■ Receita Líquida



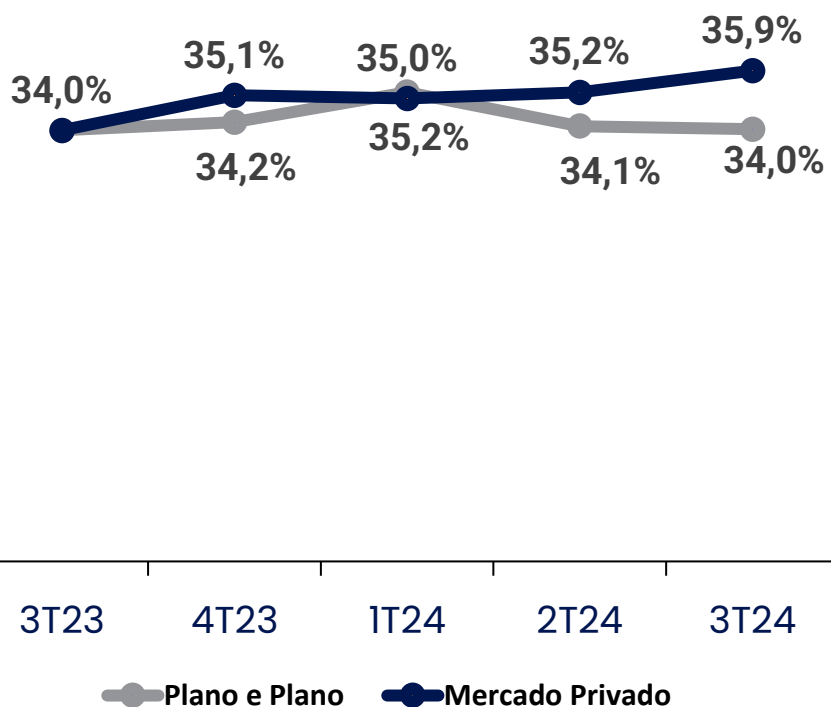
MARGEM REF.

MERCADO PRIVADO (%)

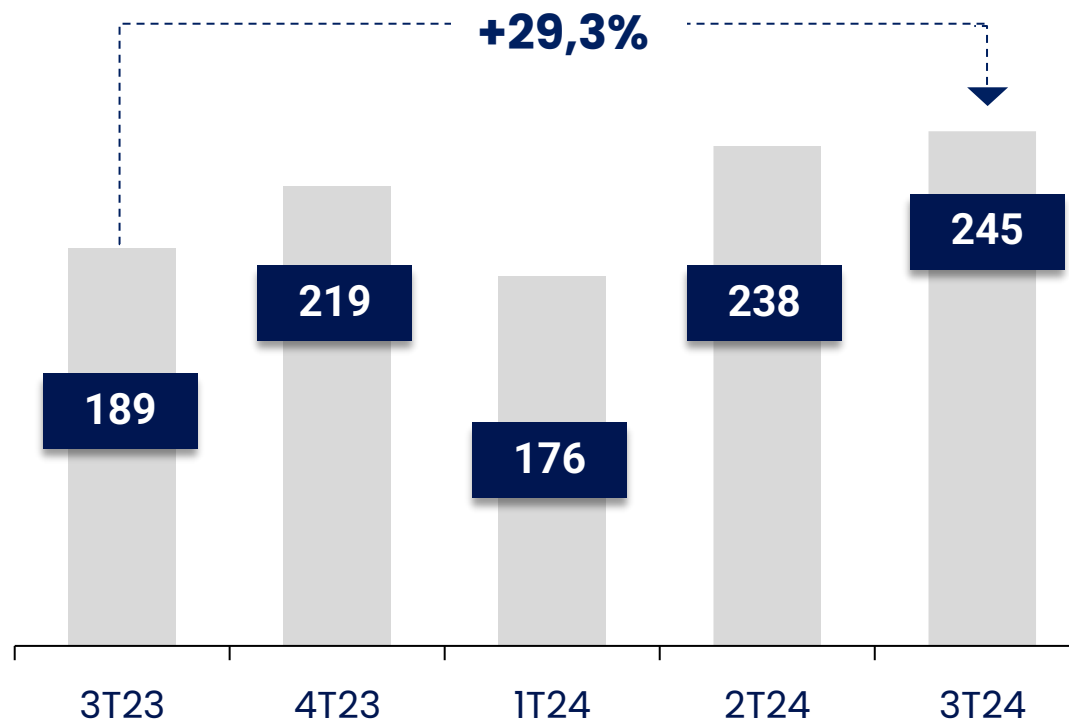


LUCRO BRUTO E MARGEM BRUTA.

MARGEM BRUTA AJUSTADA (%)

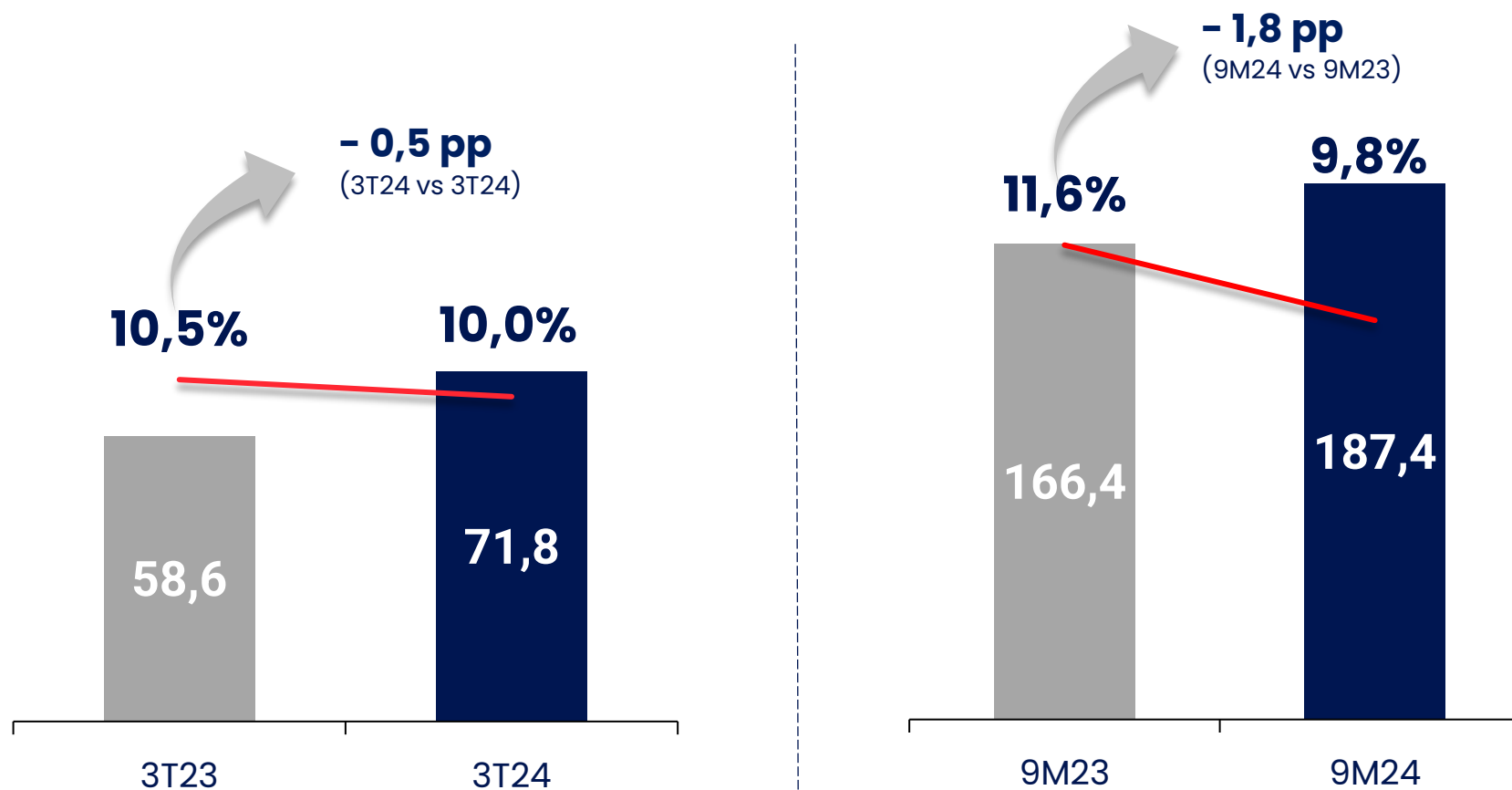


LUCRO BRUTO AJUSTADO (R\$ MILHÕES)



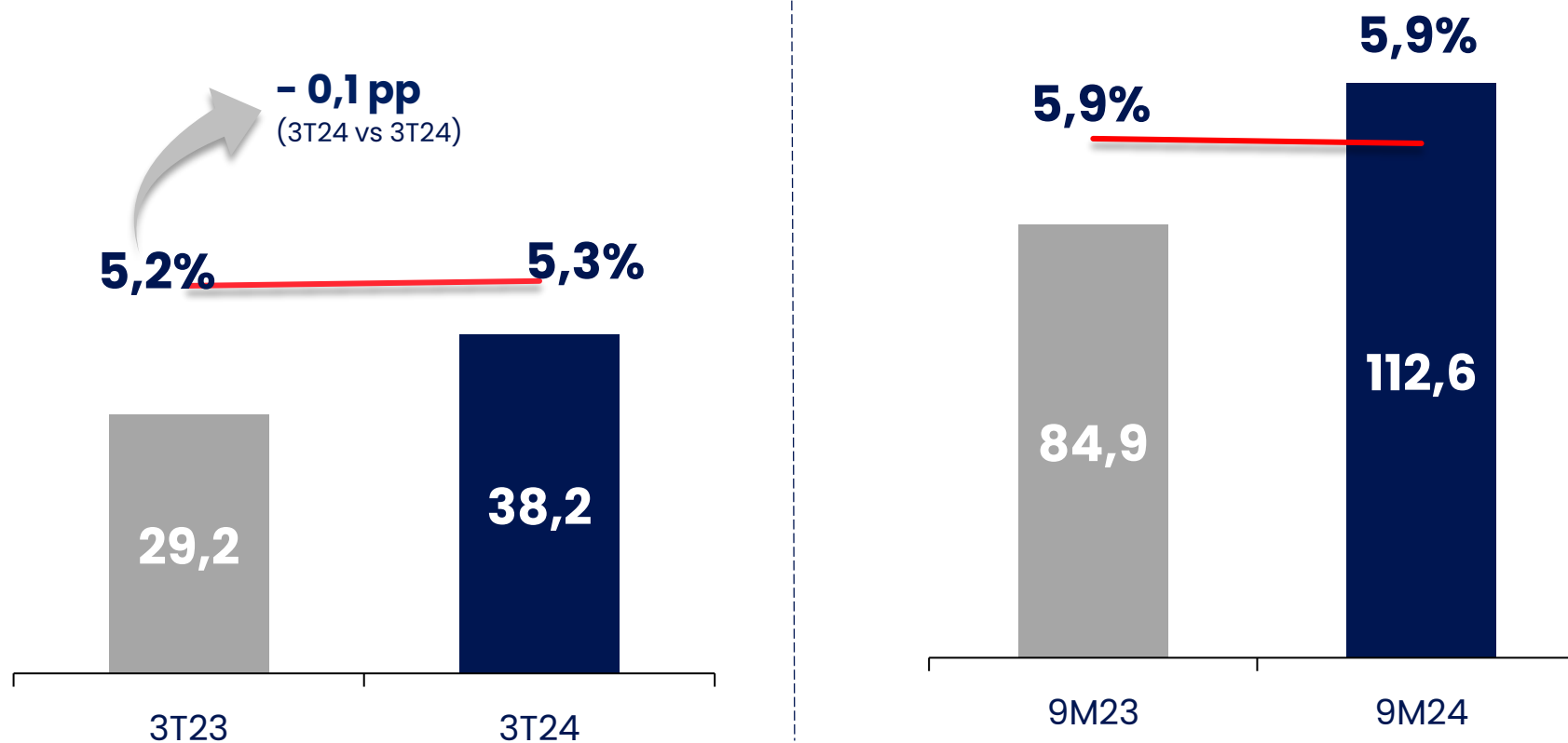
DESPESAS COMERCIAIS.

(R\$ MILHÕES E % DA RECEITA)



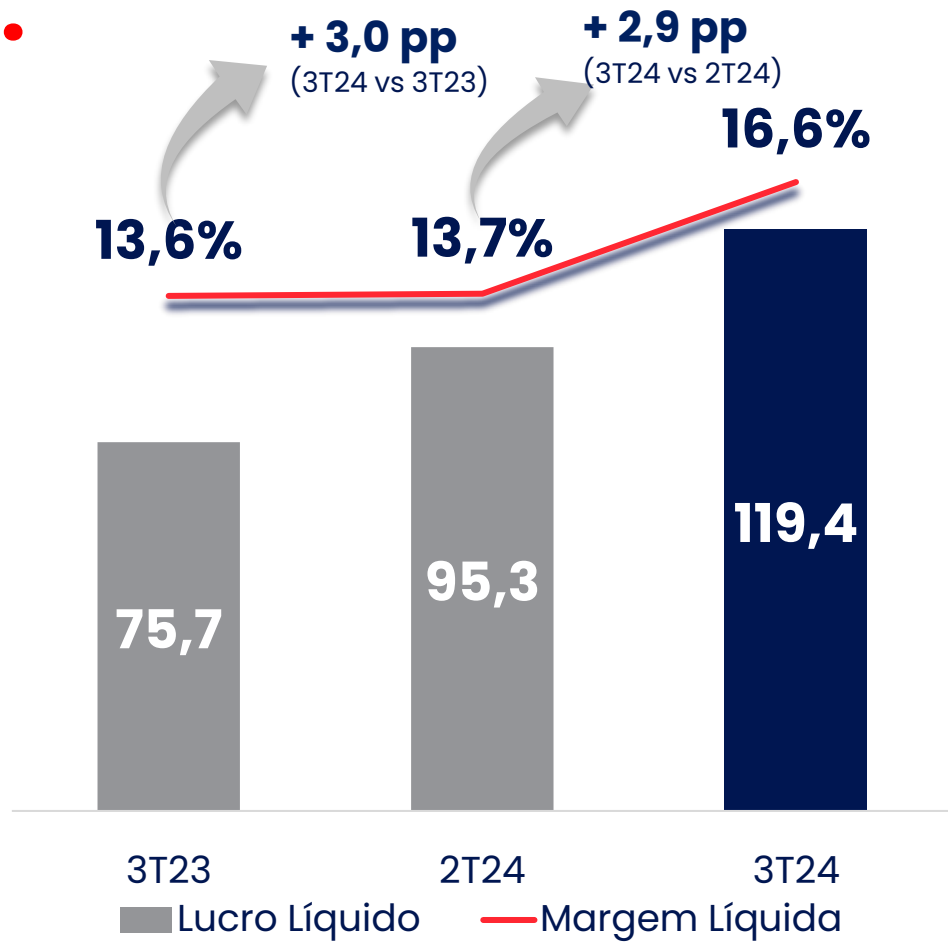
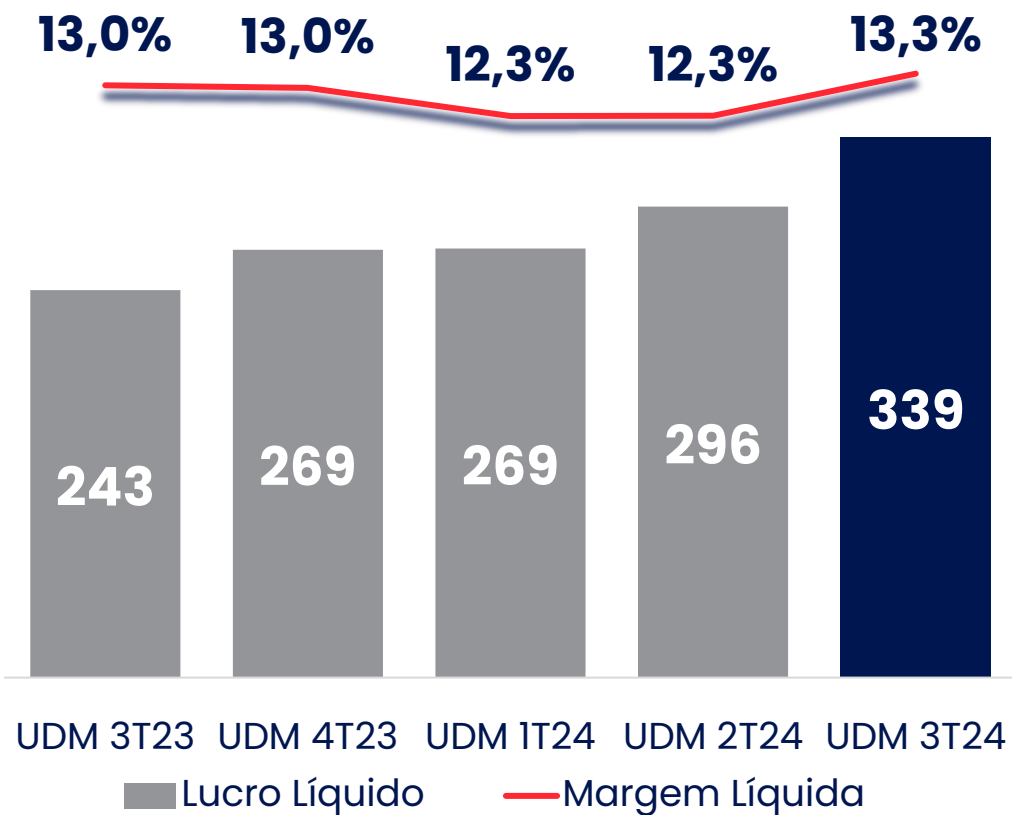
DESPESAS ADMINISTRATIVAS.

(R\$ MILHÕES E % DA RECEITA)



LUCRO LÍQUIDO & MARGEM LÍQUIDA.

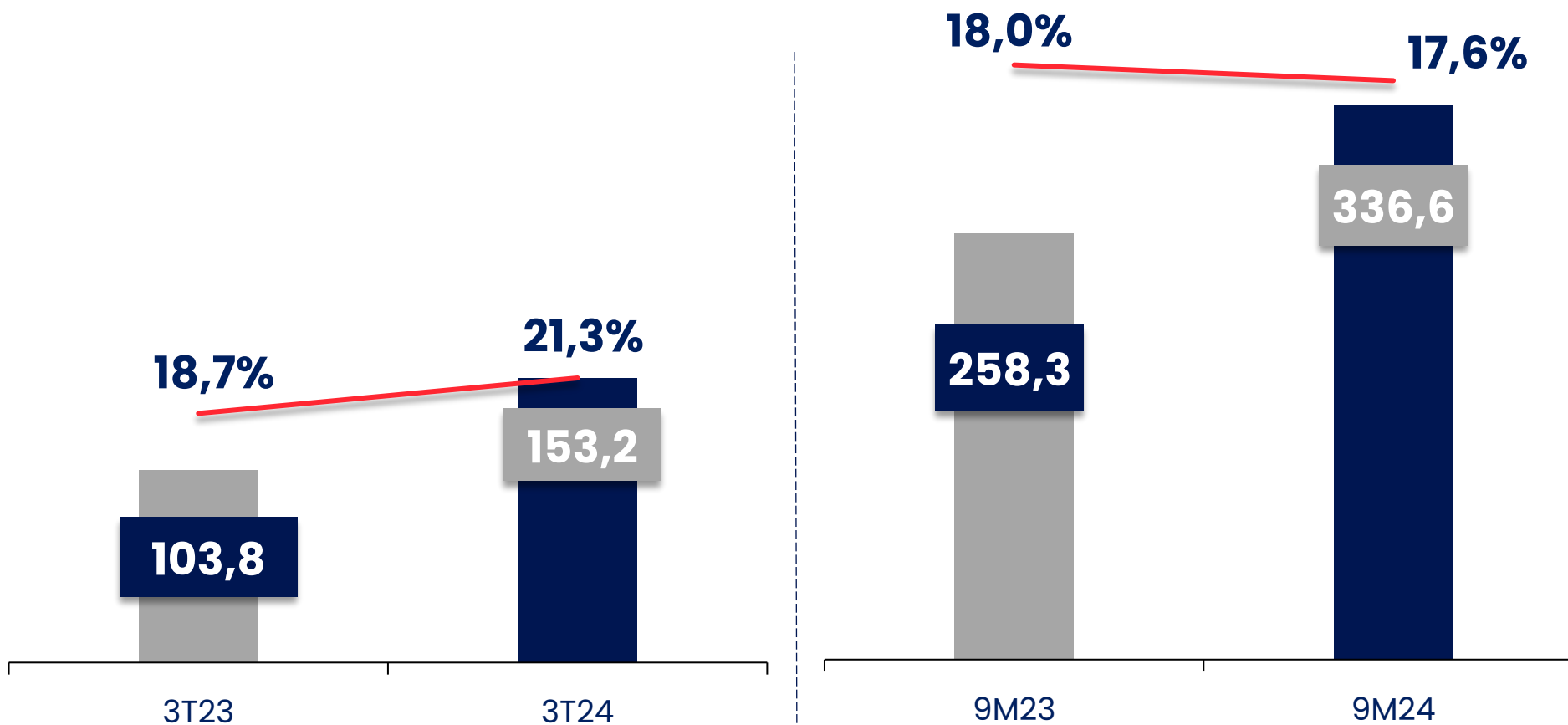
(R\$ MILHÕES E %)



EBITDA.

EBITDA E MARGEM EBITDA AJUSTADO

(R\$ MILHÕES E %)



GERAÇÃO DE CAIXA.

Geração de Caixa (R\$ milhão)	1T24	2T24	3T24	2024
Dívida Líquida (Caixa Líquido) no início do período	-37.875	87.052	-421	-37.875
Dívida Líquida (Caixa Líquido) no final do período	87.052	-421	-104.270	-104.270
Variação Dívida Líquida	124.927	-87.473	-103.849	-66.395
(+) Dividendos	-100.000	0	0	-100.000
(Geração)/Consumo de Caixa Operacional	24.927	-87.473	-103.849	-166.395

+ 16,4 milhões
(3T24 vs 2T24)

ENDIVIDAMENTO.

Dívida Líquida (R\$ mil)	30/09/2024	30/06/2024	Δ %	30/09/2023	Δ %
Circulante	1,4	103,4	-98,6%	151,3	-99,0%
Não Circulante	584,5	274,3	113,1%	316,4	84,7%
Dívida Bruta	585,9	377,6	55,2%	467,7	25,3%
Caixa e Equivalentes de Caixa	690,2	378,1	82,6%	346,2	99,4%
Dívida (Caixa) Líquida	-104,3	-0,4	24618,2%	121,5	-185,9%
Patrimônio Líquido	841,4	719,3	17,0%	597,3	40,9%
Dívida (Caixa) Líquida / Patrimônio Líquido	-12,4%	-0,1%	-12,3 pp	20,3%	-32,7 pp

Q&A

Webcast de Resultados 3T24

Equipe de RI:

ri.planoeplano.com.br

ri@planoeplano.com.br



Para interagir ao vivo:

Caso deseje fazer alguma
pergunta, por favor digite seu
nome e companhia.

PLPL3



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CONSTRUINDO RELAÇÕES DE VALOR



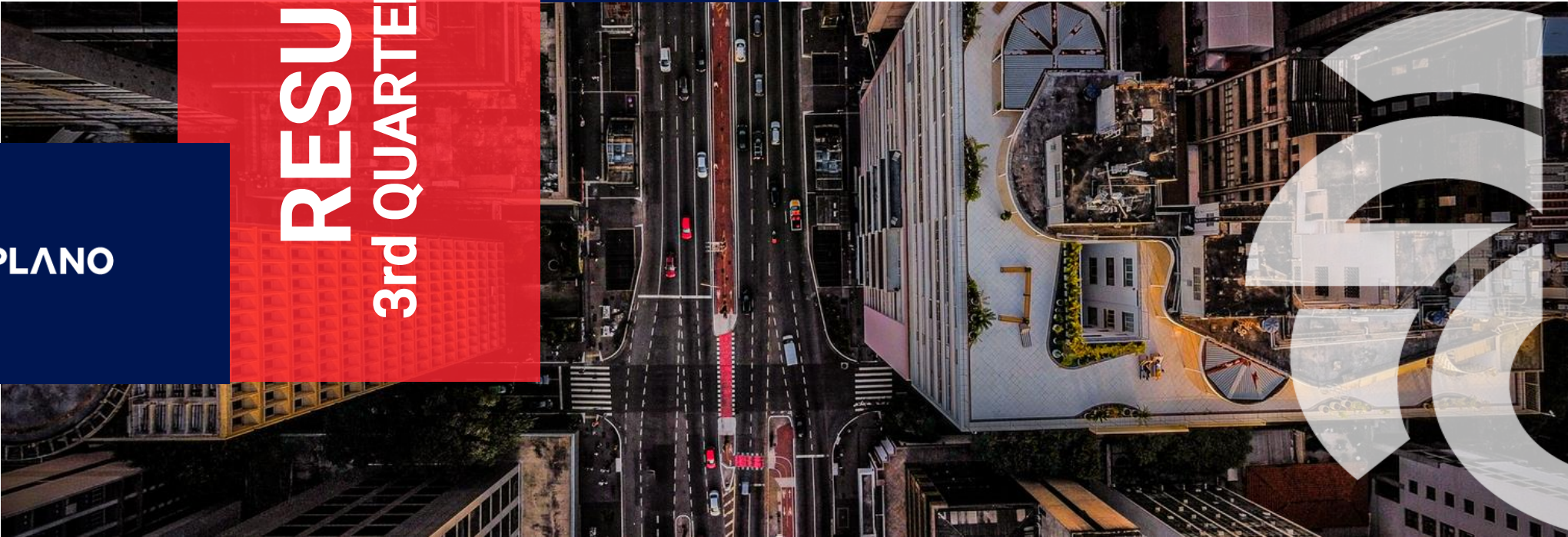
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RESULTS
3rd QUARTER

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



JOÃO HOPP

EXECUTIVE VICE-PRESIDENT DIRECTOR
CFO & IRO



ANSELMO SOARES

FINANCIAL DIRECTOR



HIGHLIGHTS 3Q24

 **BRL 718.9 million**
NET REVENUE  **Historical Record**
 29.1% above 3Q23

 **BRL 373.9 million**
PODE ENTRAR +BRL 1billion
 contracted since 2023

 **BRL 103.8 million**
CASH GENERATION
 R\$ 16.4 million above 2Q24

 **BRL 119.4 million**
NET INCOME  **Historical Record**
 57.7% above 3Q23

 **16.6%**
NET MARGIN
 3.0pp above 3Q23

 **BRL 21.8 billion**  **Historical Record**
LANDBANK
 R\$ 22.4% above 2Q24

 **BRL 905.9 million**
NET SALES  **Historical Record Private Market**
 42.0% above 3Q23

 **62.3%**
SoS TOTAL LTM
 9.4pp above 3Q23

3rd QUARTER
2024

OPERATIONAL RESULTS

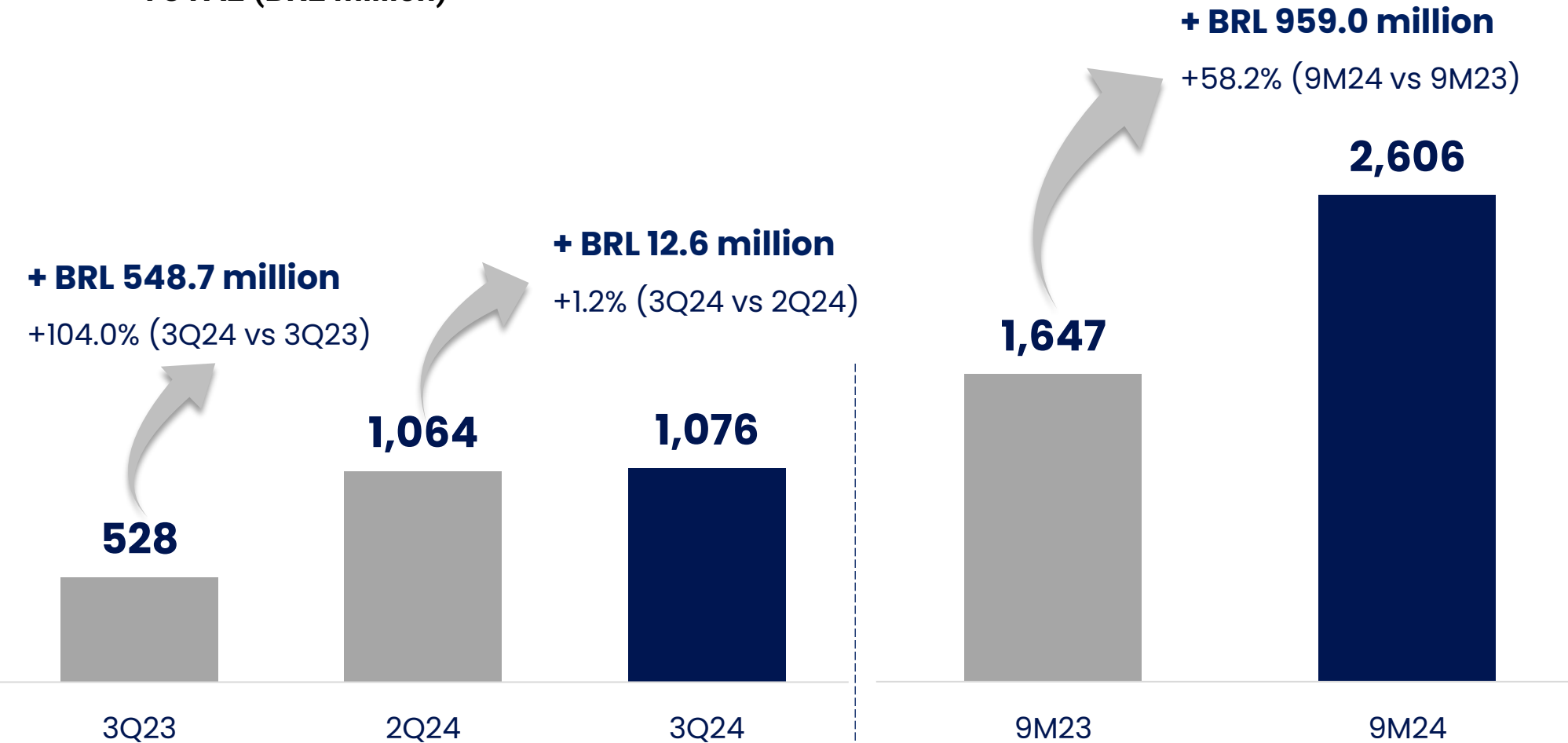
3Q24

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LAUNCHES 100%

TOTAL (BRL million)



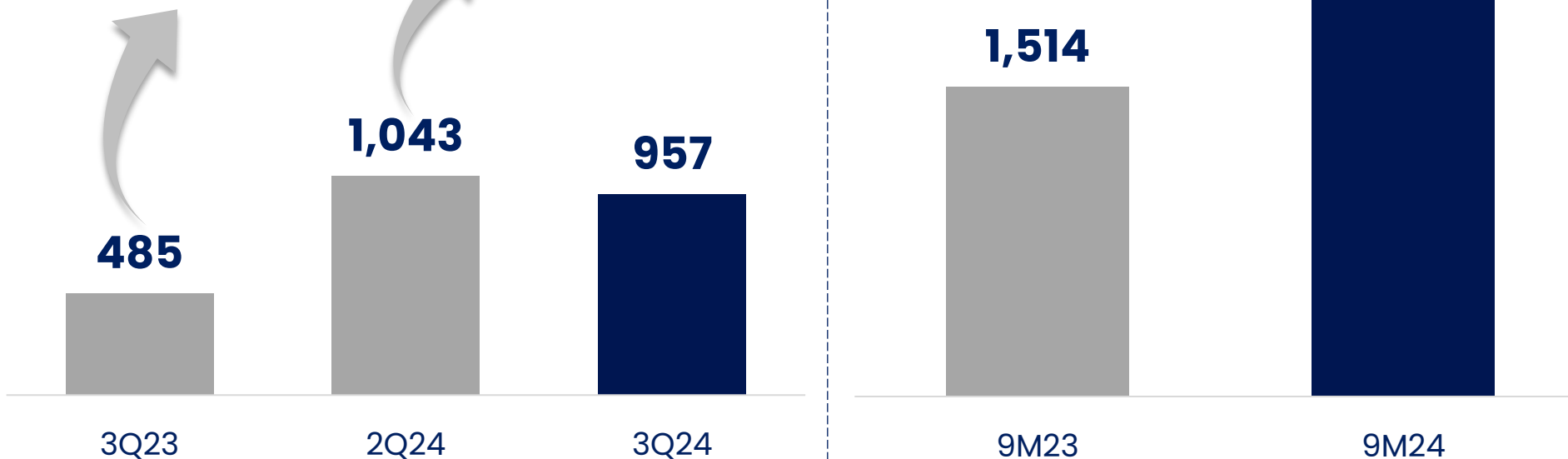
LAUNCHES P&P%

TOTAL (BRL million)

+ BRL 471.9 million
+97.3% (3Q24 vs 3Q23)

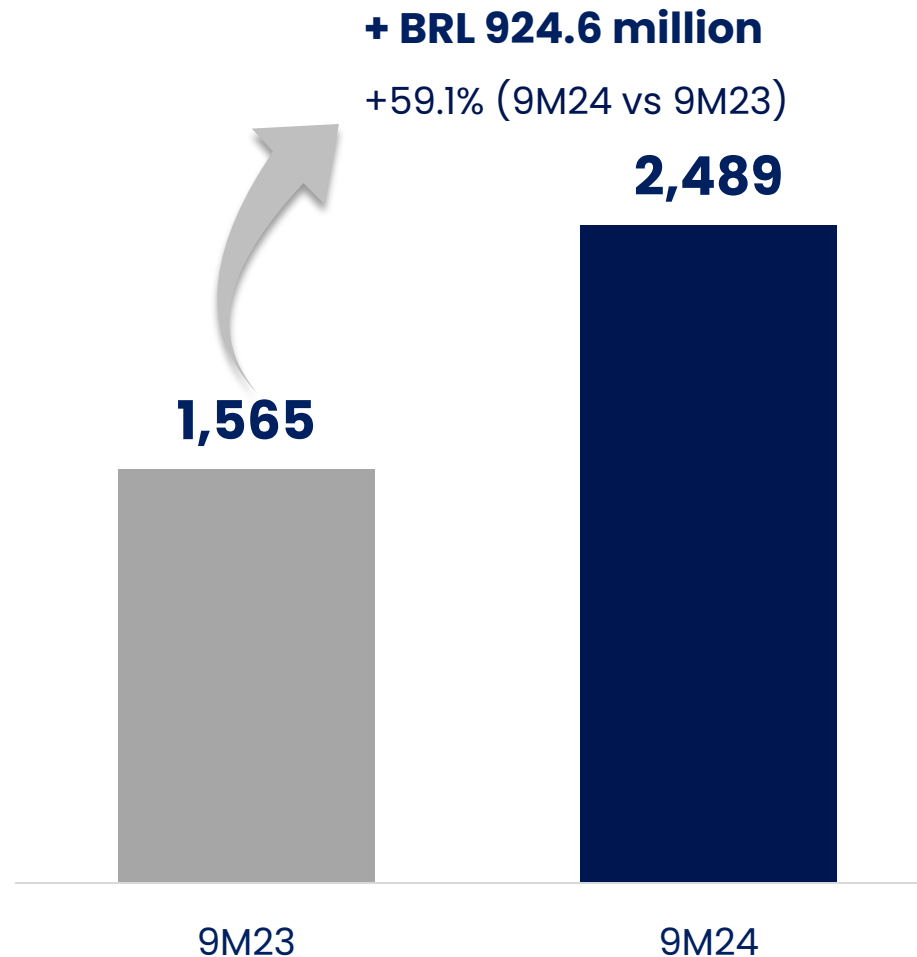
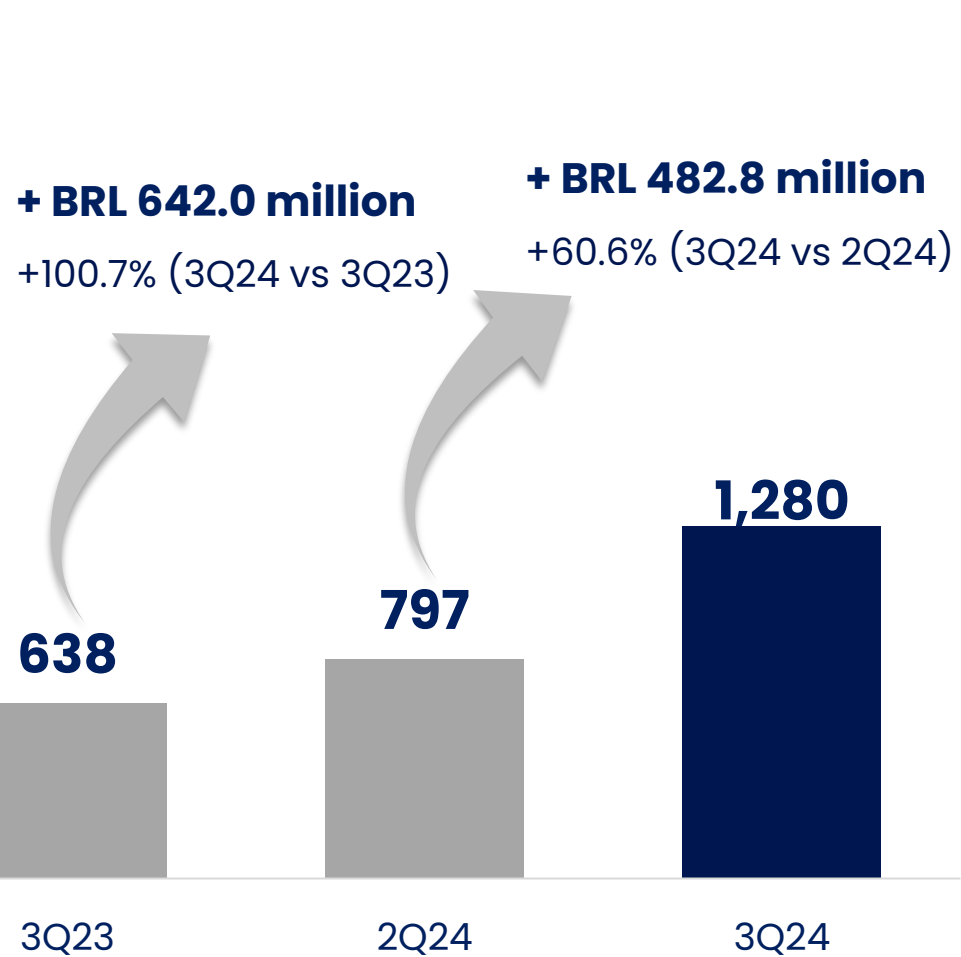
- BRL 85.9 million
-8.2 (3Q24 vs 2Q24)

+ BRL 903.8 million
+59.7% (9M24 vs 9M23)



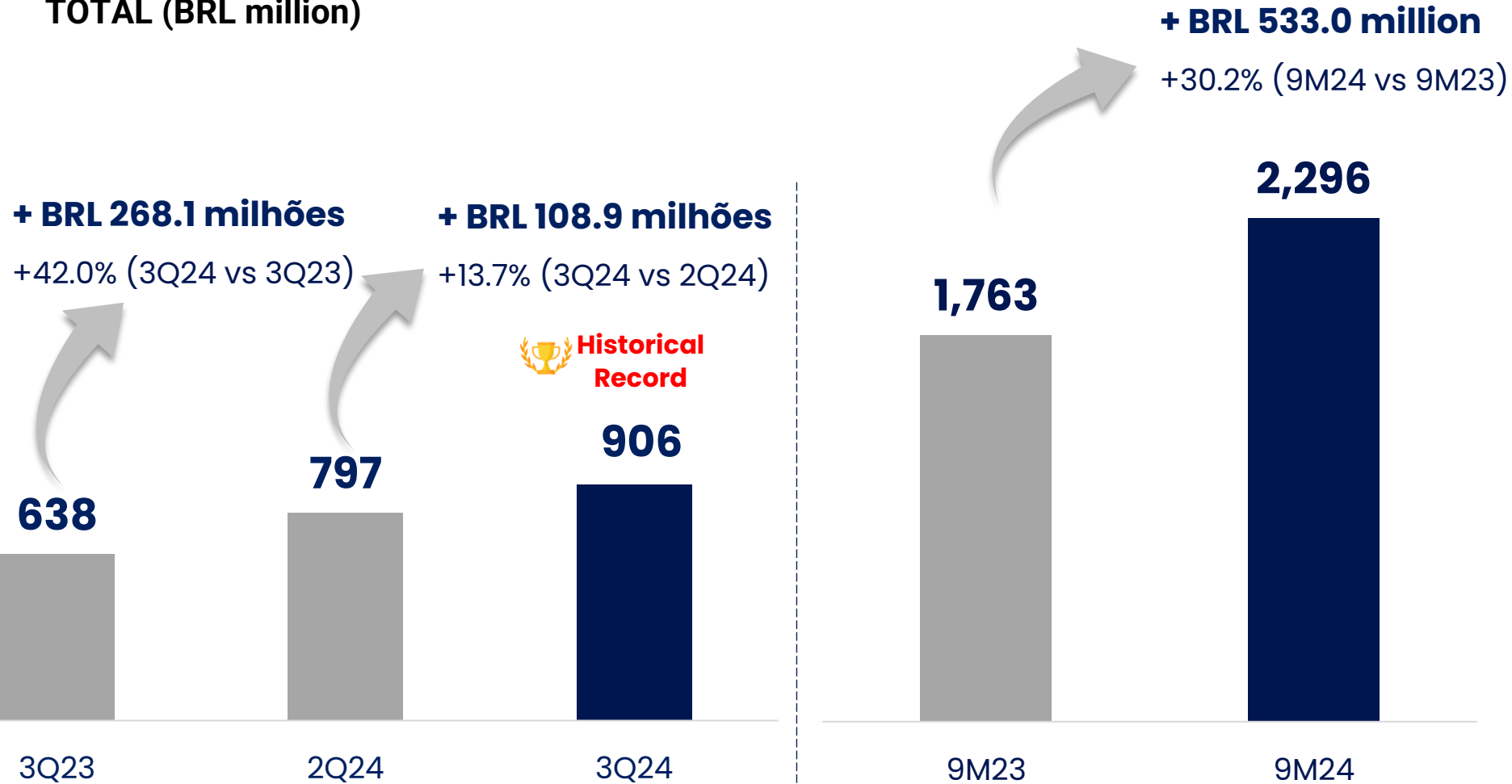
SALES 100%

TOTAL (BRL million)



SALES PRIVATE MARKET.

TOTAL (BRL million)

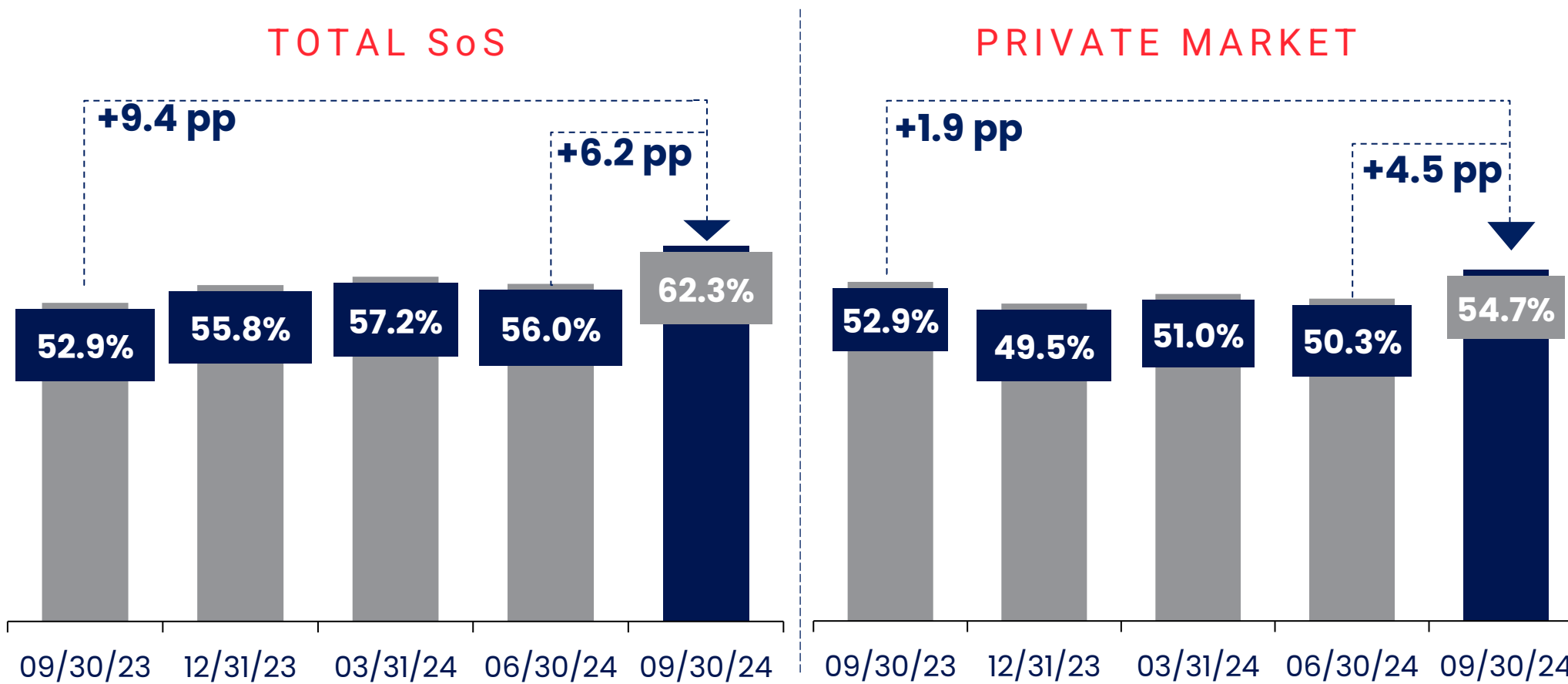


SALES OVER SUPPLY (SoS).

LTM (%)

TOTAL SoS

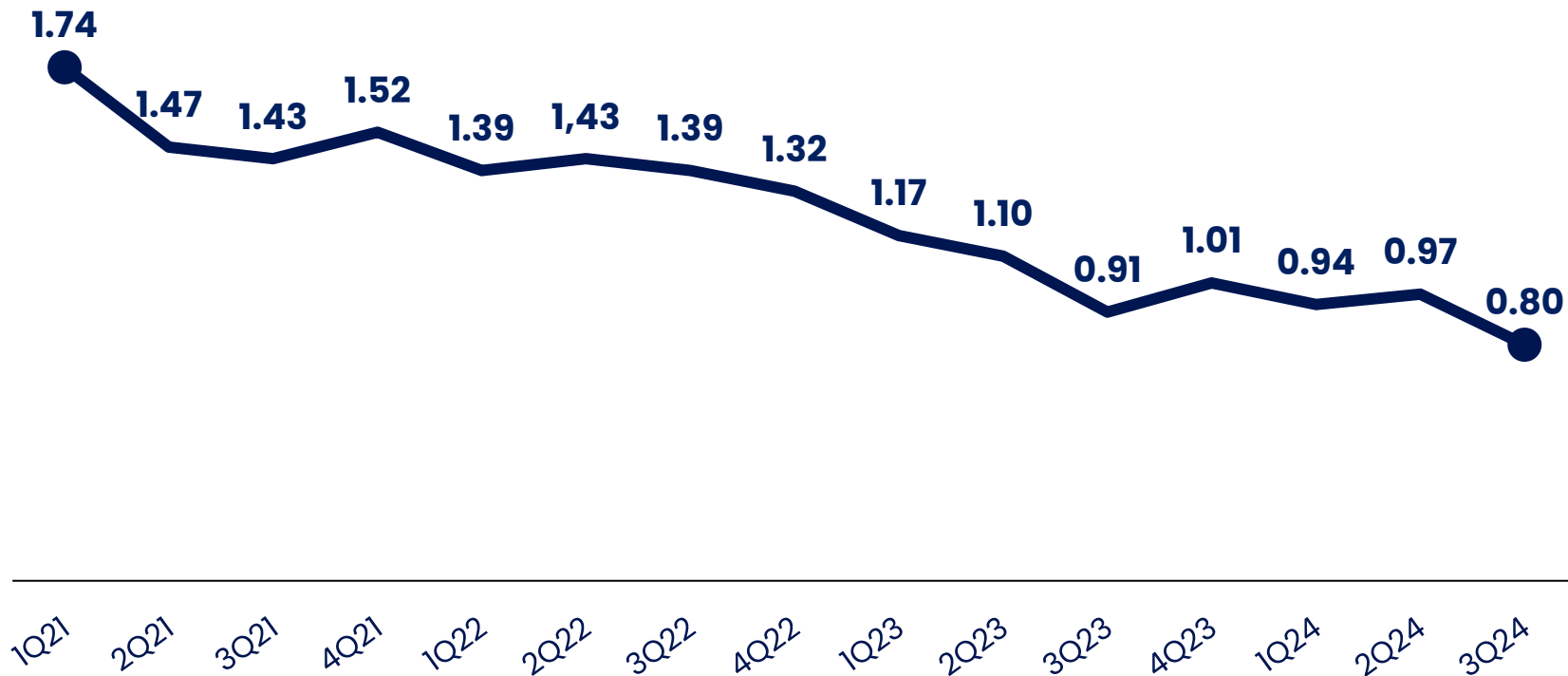
PRIVATE MARKET



INVENTORY / SALES.

INVENTORY / SALES (LTM)

(Inventory / Sales - %P&P)

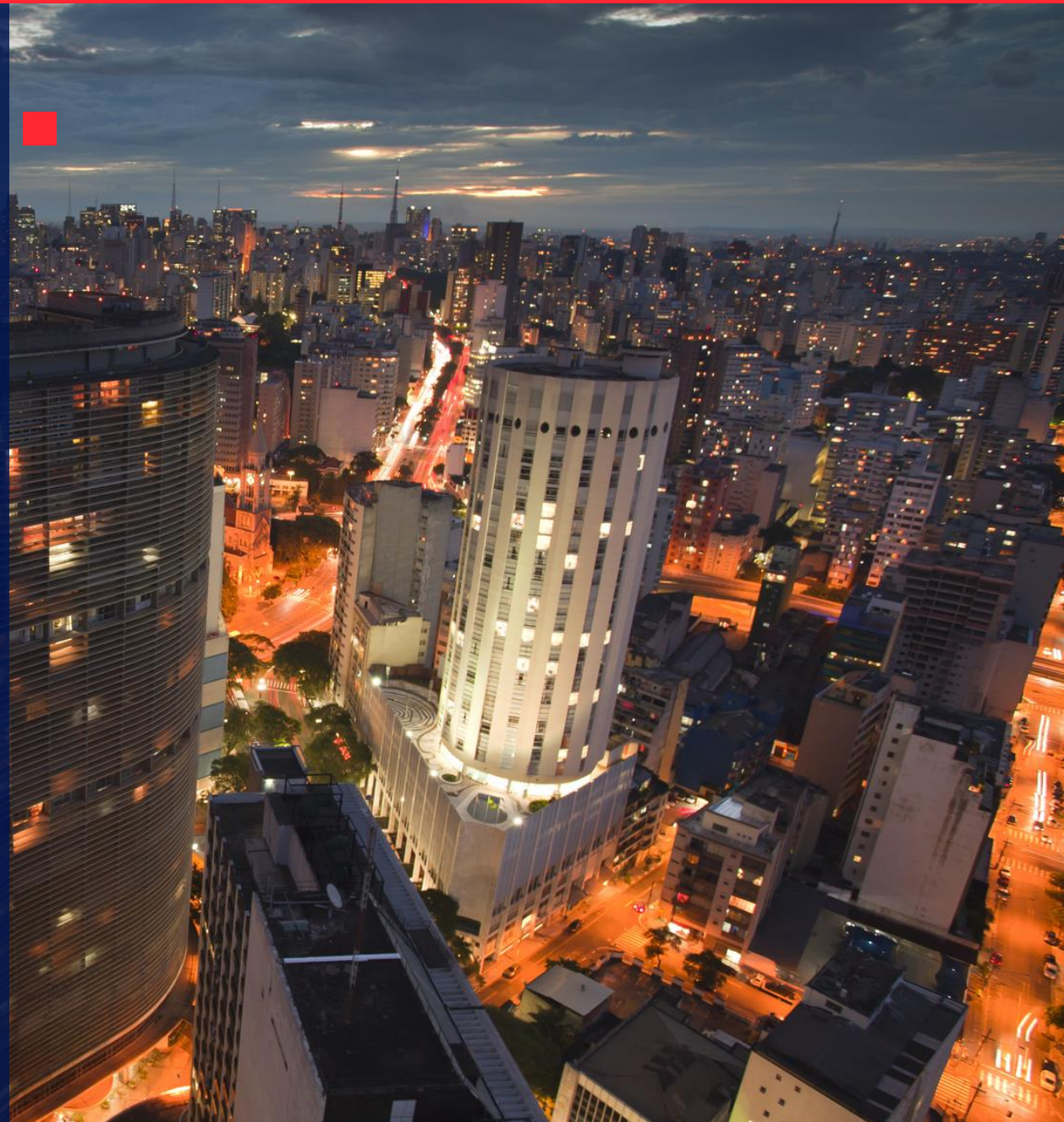


3rd QUARTER
2024

FINANCIAL RESULTS

3Q24

Listed on Novo Mercado | **PLPL3**

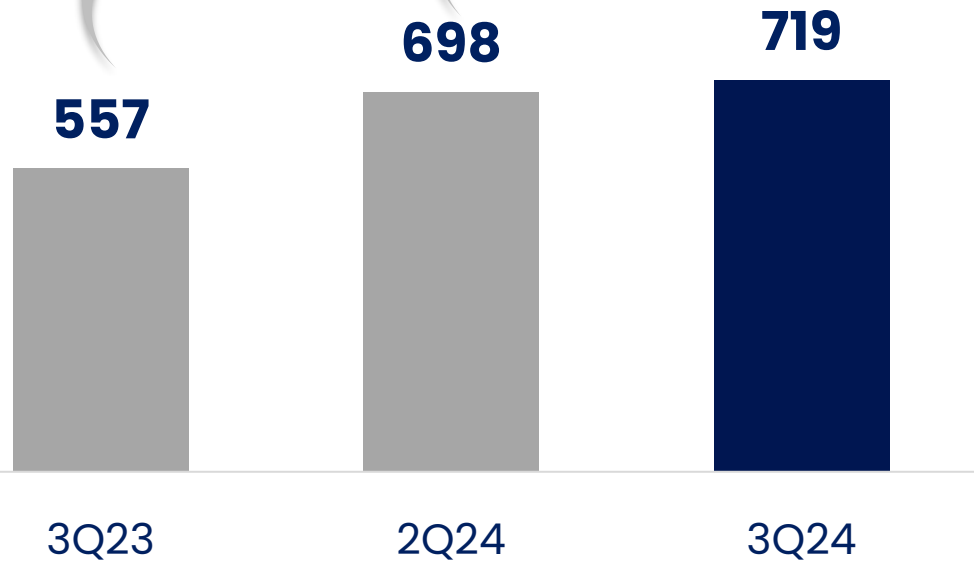


NET REVENUE.

(BRL MILLION)

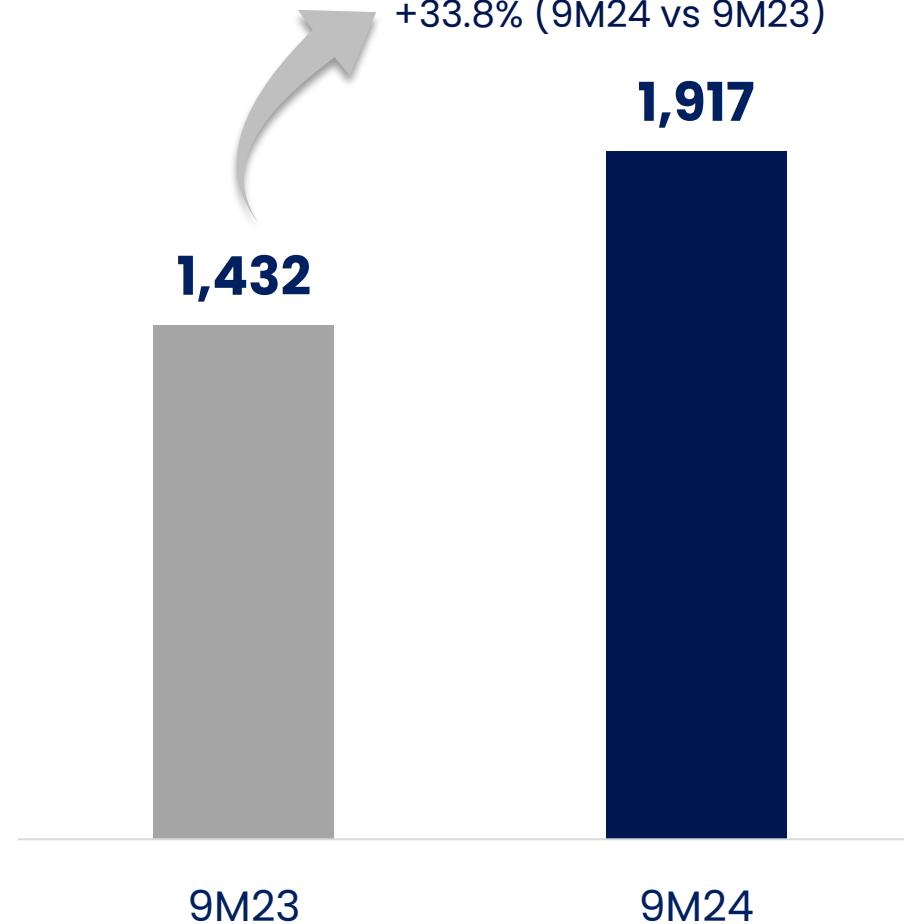
+ BRL 162.2 million
+29.1% (3Q24 vs 3Q23)

+ BRL 21.3 million
+3.1% (3Q24 vs 2Q24)



+ BRL 484.6 million

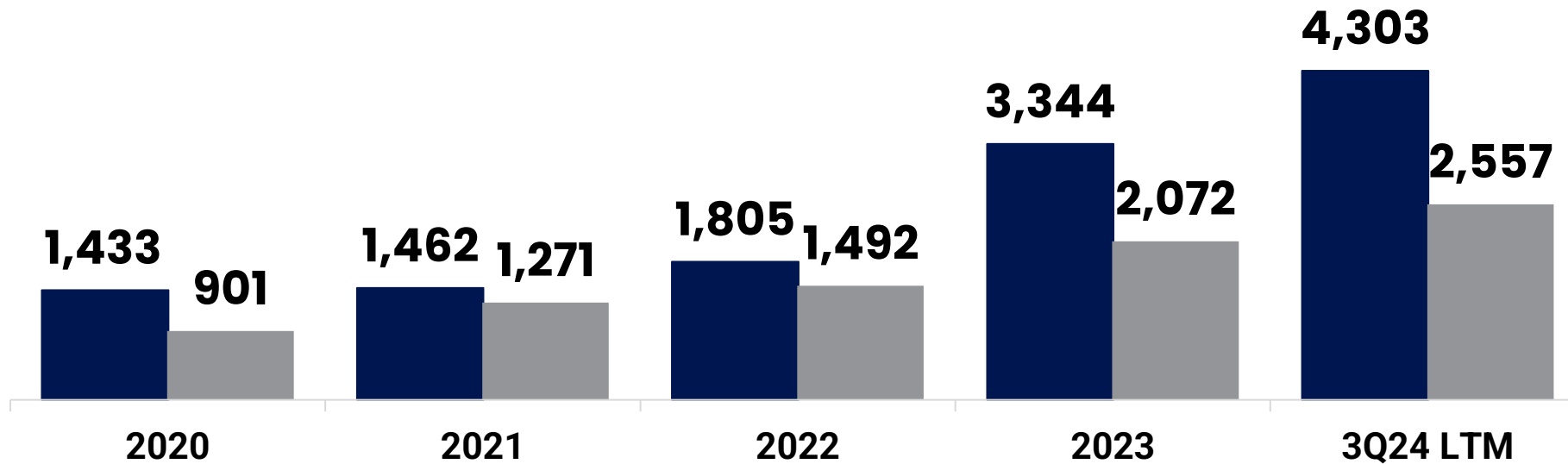
+33.8% (9M24 vs 9M23)



LAUNCHES & NET REVENUE.

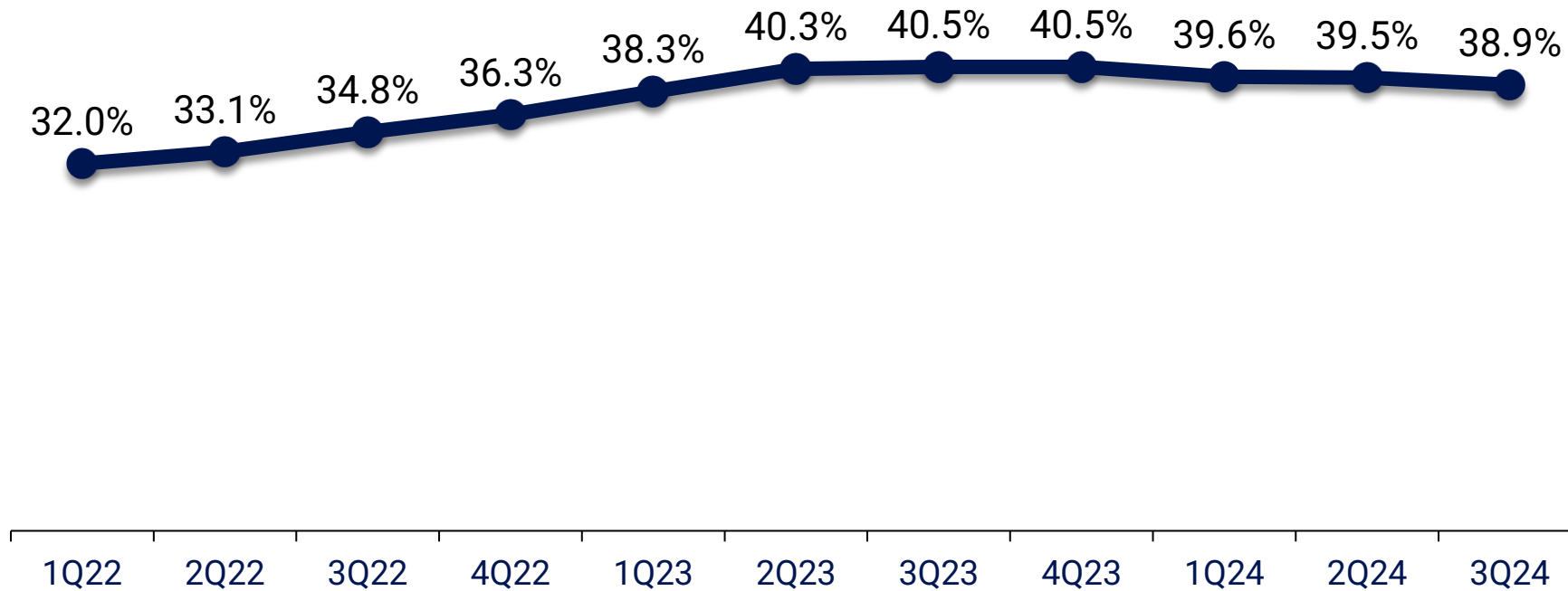
(BRL MILLION)

■ Launches ■ Net Revenue



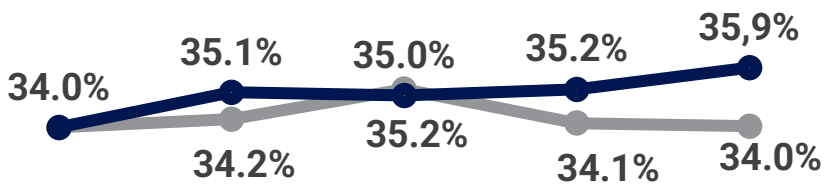
BACKLOG MARGIN.

PRIVATE MARKET (%)

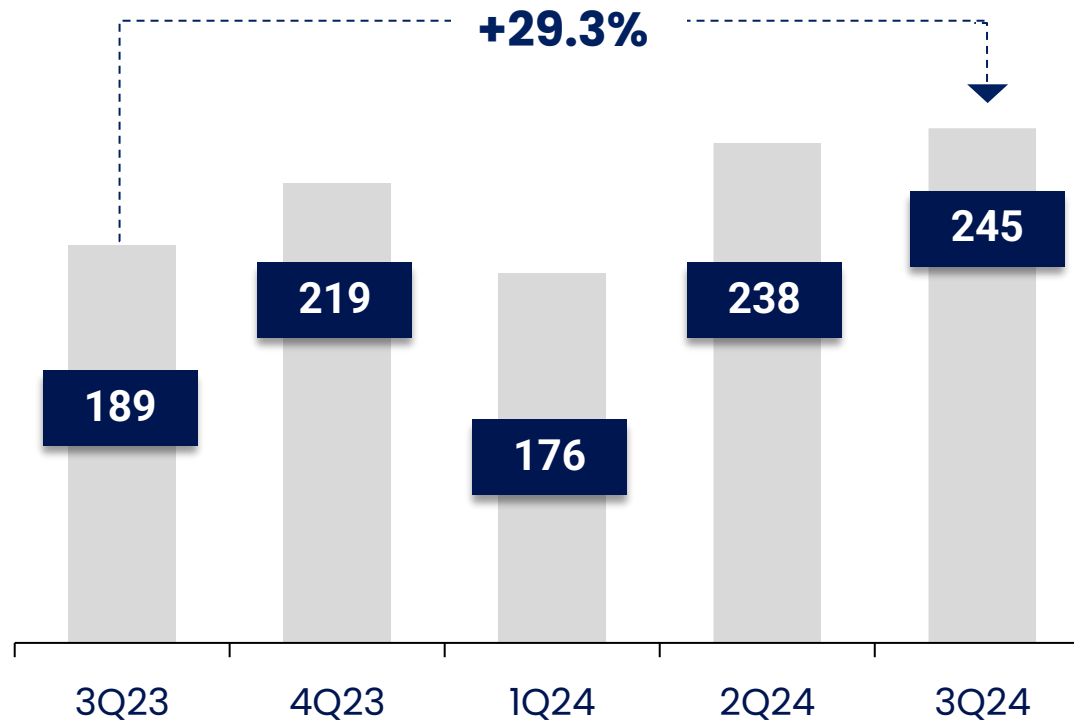


GROSS PROFIT & MARGIN.

ADJUSTED GROSS MARGIN (%)

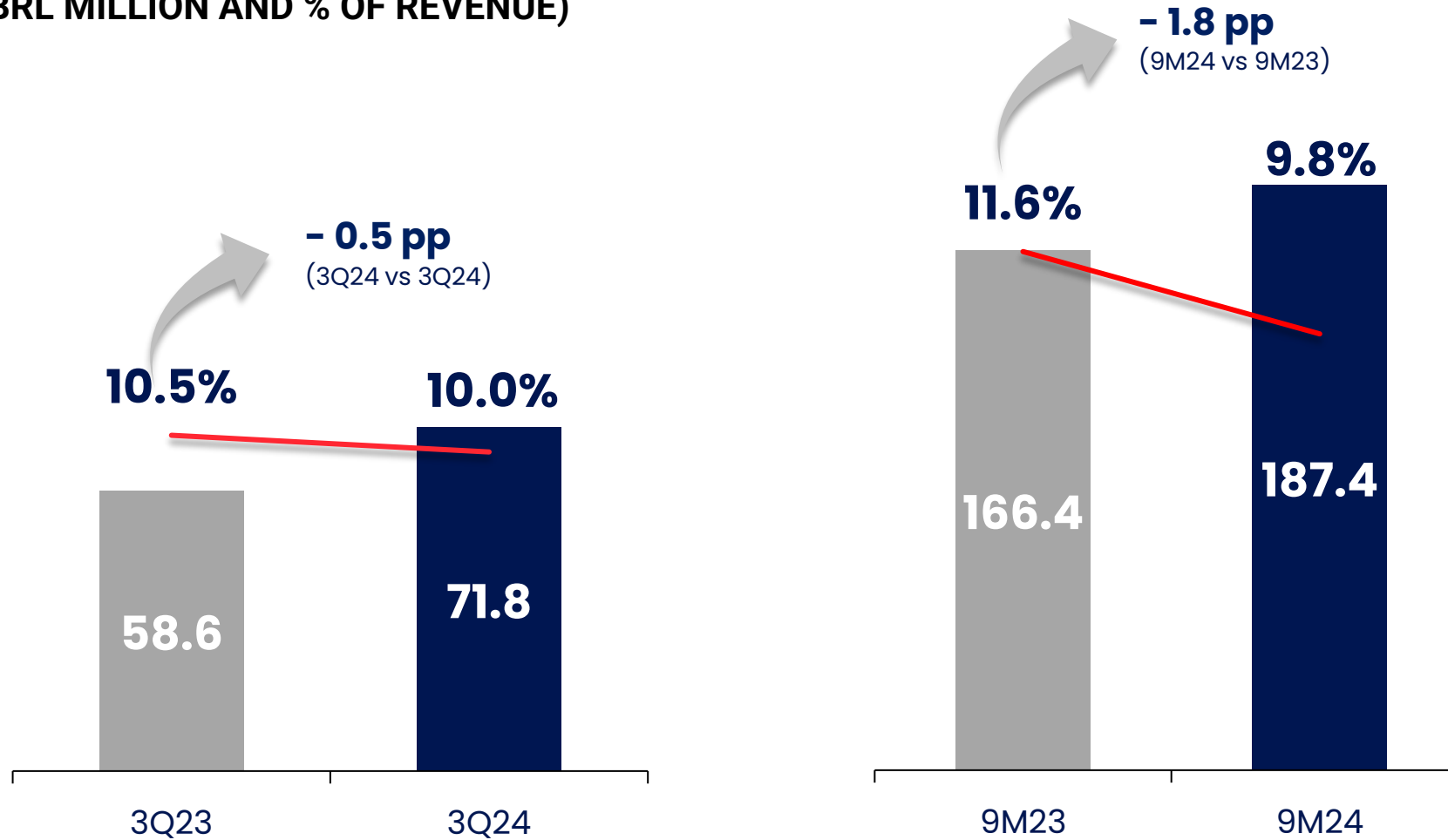


ADJUSTED GROSS PROFIT (BRL MILLION)



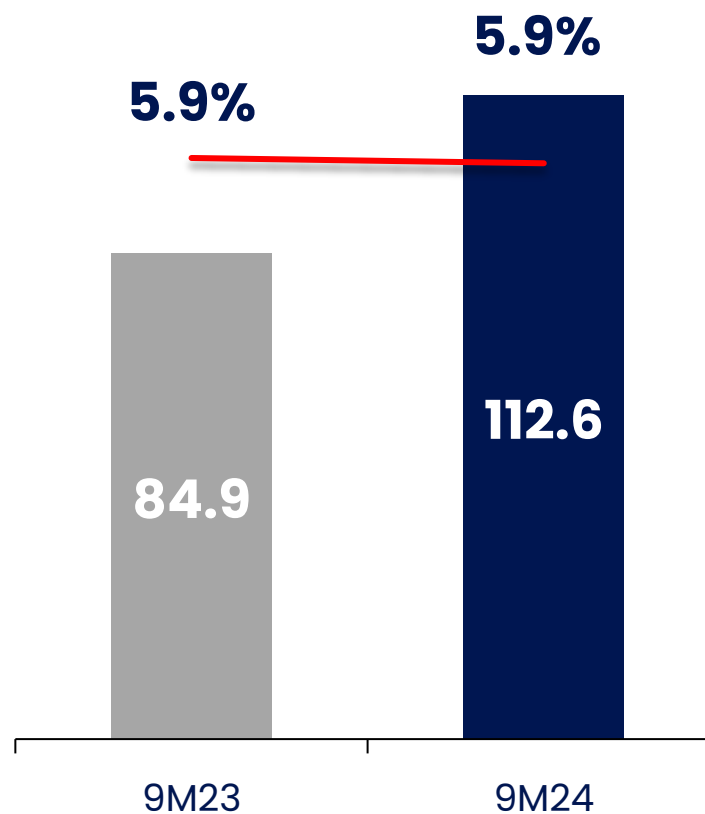
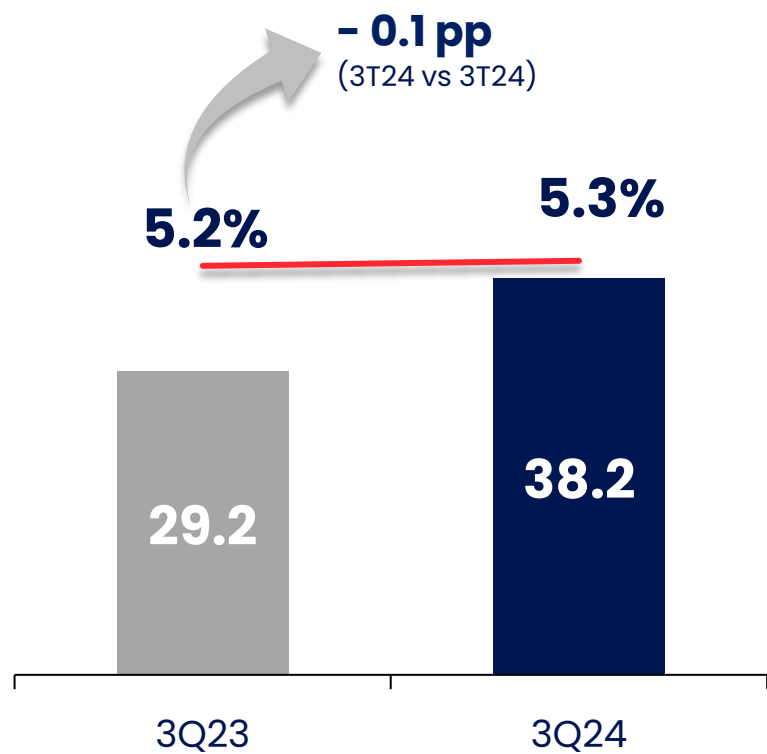
SALES EXPENSES.

(BRL MILLION AND % OF REVENUE)



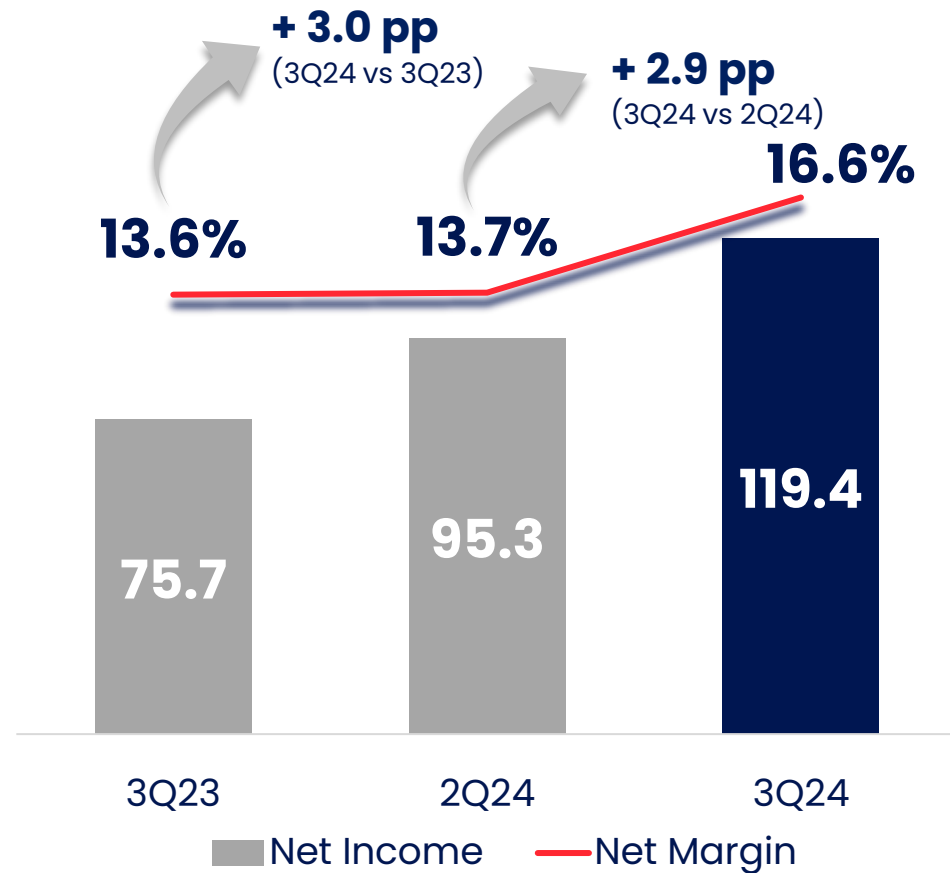
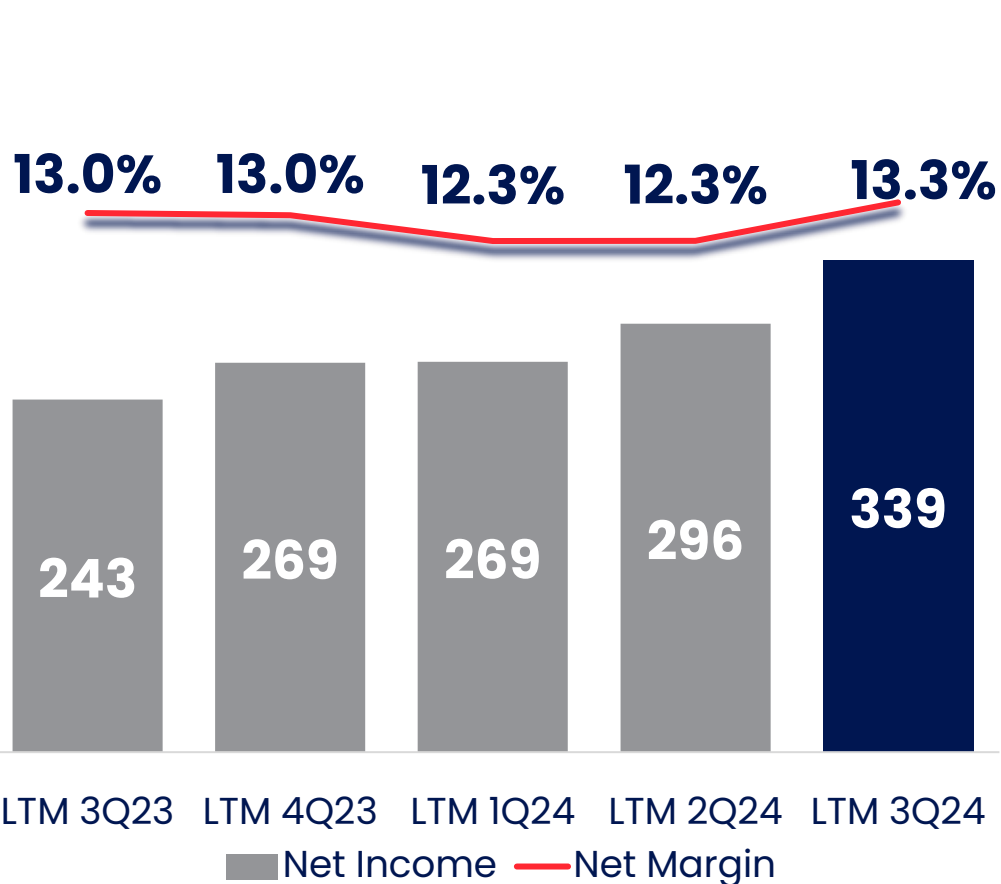
G&A EXPENSES.

(BRL MILLION AND % OF REVENUE)



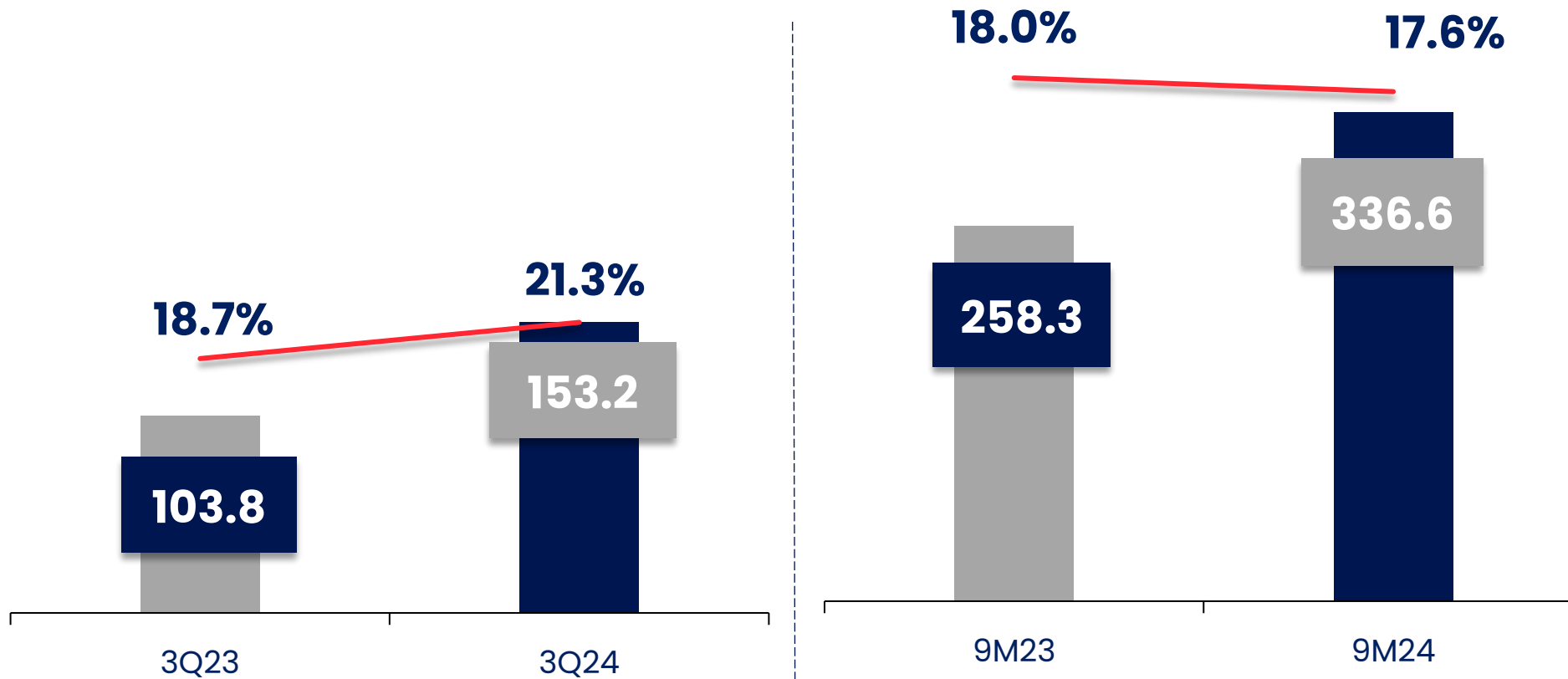
NET INCOME & MARGIN.

(BRL MILLION AND %)



EBITDA.

ADJUSTED EBITDA AND EBITDA MARGIN (BRL MILLION AND %)



CASH GENERATION.

Cash Generation (BRL million)	1Q24	2Q24	3Q24	2024
Net Debt (Net Cash) at the beginning of the period	-37,875	87,052	-421	-37,875
Net Debt (Net Cash) at the end of the period	87,052	-421	-104,270	-104,270
Net Debt Variation	124,927	-87,473	-103,849	-66,395
(+) Dividends	-100,000	0	0	-100,000
Operating Cash Consumption / (Generation)	24,927	-87,473	-103,849	-166,395

+ 16.4 million
(3Q24 vs 2Q24)

NET DEBT.

Net Debt (BRL thousands)	09/30/2024	06/30/2024	Δ %	09/30/2023	Δ %
Current	1.4	103.4	-98.6%	151.3	-99.0%
Non-Current	584.5	274.3	113.1%	316.4	84.7%
Gross Debt	585.9	377.6	55.2%	467.7	25.3%
Cash and cash equivalents	690.2	378.1	82.6%	346.2	99.4%
Net Debt	-104.3	-0.4	24618.2%	121.5	-185.9%
Equity	841.4	719.3	17.0%	597.3	40.9%
Net Debt / Equity	-12.4%	-0.1%	-12.3 pp	20.3%	-32.7 pp

Q&A

Earnings Webcast 3Q24

IR team:

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ri@planoeplano.com.br



To participate live:

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

PLPL3



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BUILDING VALUE RELATIONSHIPS

