

2 0 2 4

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 VICE PRESIDENTE EXECUTIVO E  
DIRETOR DE RELAÇÕES COM INVESTIDORES



**ANSELMO SOARES**

DIRETOR FINANCEIRO



# DESTAQUES 2024



**R\$2,6 bi**  **Recorde Histórico**

**RECEITA LÍQUIDA**  
25,0% acima de 2023



**R\$3,7 bi**  **Recorde Histórico**

**LANÇAMENTOS 100%**  
25,7% acima de 2023



**R\$3,3 bi**  **Recorde Histórico**

**LANÇAMENTOS %P&P  
MERCADO PRIVADO**  
39,9% acima de 2023



**R\$343,8 milhões**  **Recorde Histórico**

**LUCRO LÍQUIDO**  
28,0% acima de 2023



**R\$3,4 bi**  **Recorde Histórico**

**VENDAS LÍQUIDAS 100%**  
+10,0% acima de 2023



**R\$3,0 bi**  **Recorde Histórico**

**VENDAS LÍQUIDAS 100%**  
**MERCADO PRIVADO**  
+26,2% acima de 2023



**13,3%**

**MARGEM LÍQUIDA**  
0,3pp acima de 2023



**R\$27,6 bi**  **Recorde Histórico**

**LANDBANK 100%**  
+ 131,6% acima VS 4T23



**R\$1,1 bi**

**PODE ENTRAR R\$ 1,1 bilhão**  
contratados entre 2023 e 2024



**R\$247,9 milhões**

**GERAÇÃO DE CAIXA OPERACIONAL**

4º TRIMESTRE  
2024

# RESULTADO OPERACIONAL

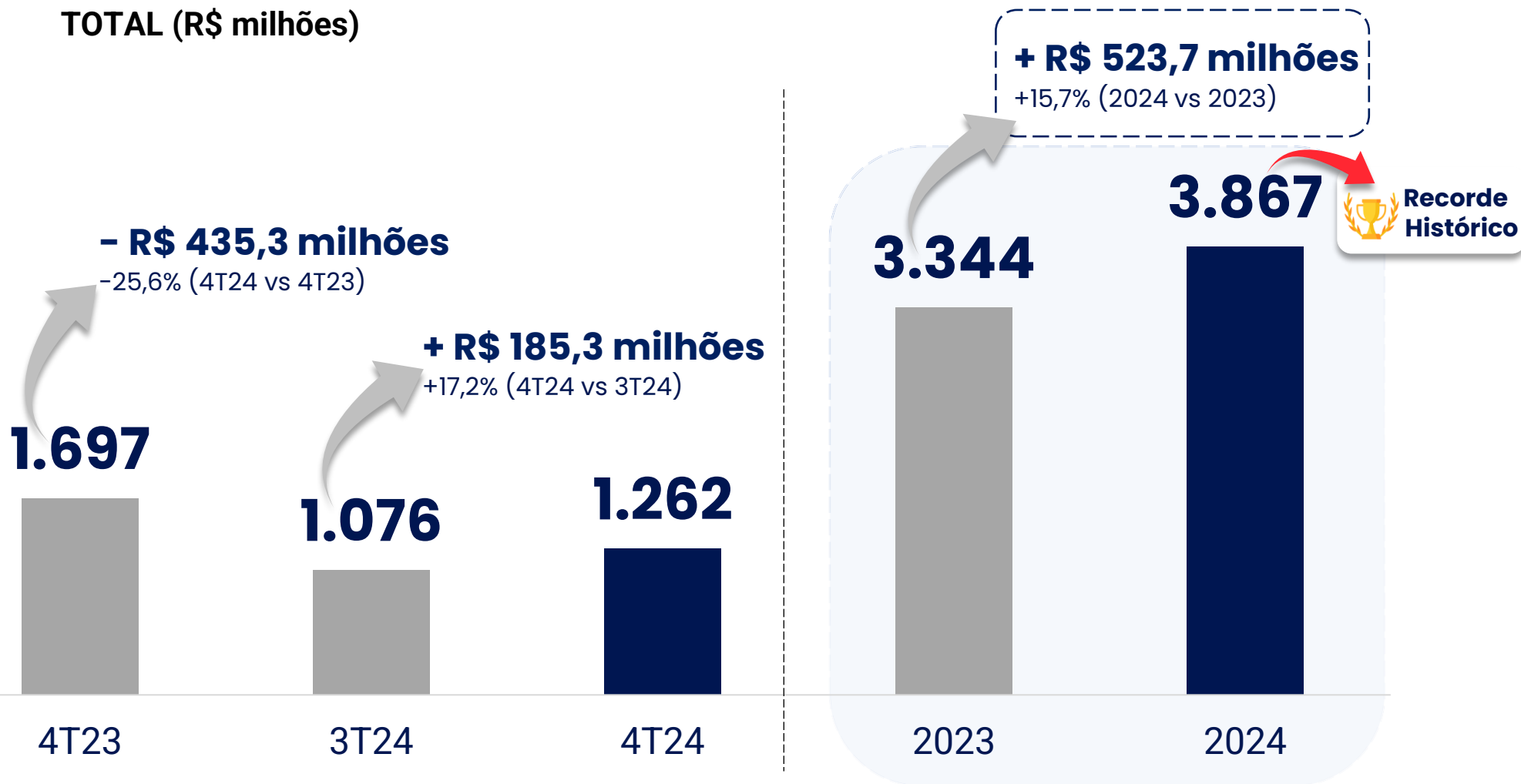
## 4T24

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



# LANÇAMENTOS 100%

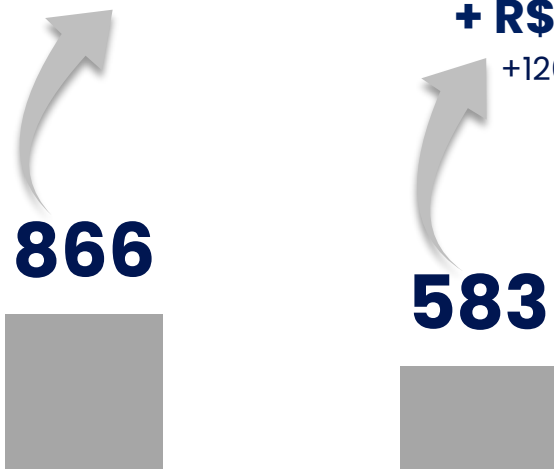
TOTAL (R\$ milhões)



# LANÇAMENTOS % P&P MERCADO PRIVADO

TOTAL (R\$ milhões)

+ R\$ 420,8 milhões  
+48,6% (4T24 vs 4T23)



+ R\$ 703,6 milhões  
+120,7% (4T24 vs 3T24)

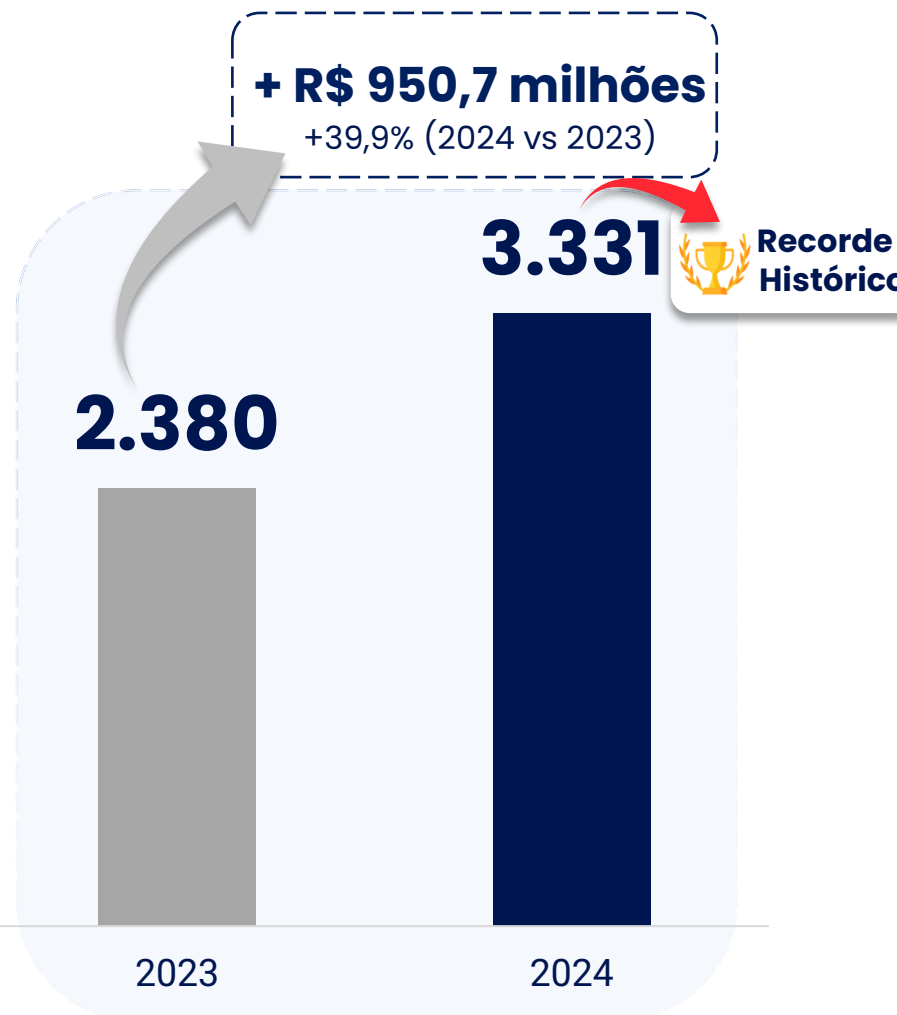
1.287

4T23

3T24

4T24

+ R\$ 950,7 milhões  
+39,9% (2024 vs 2023)



2.380

3.331

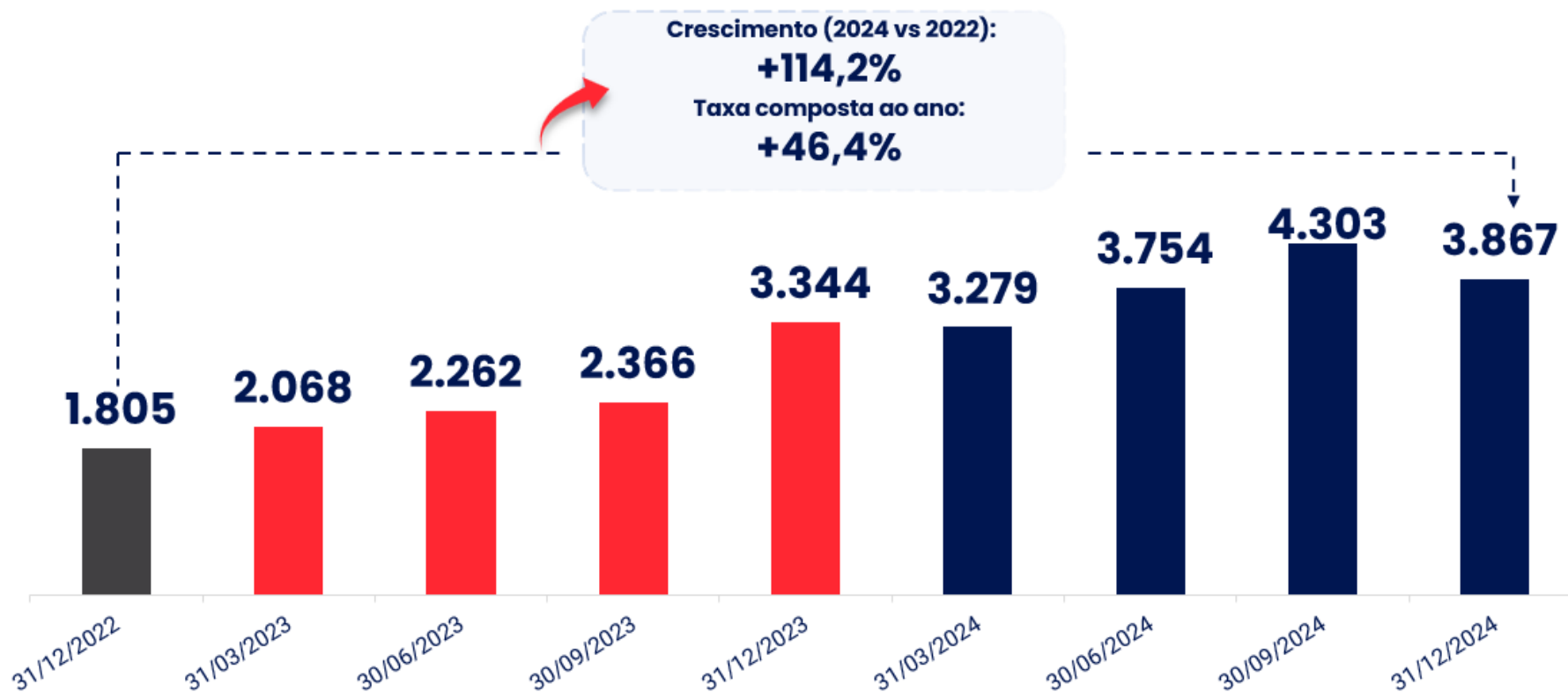
Recorde Histórico

2023

2024

# HISTÓRICO DE LANÇAMENTOS UDM.

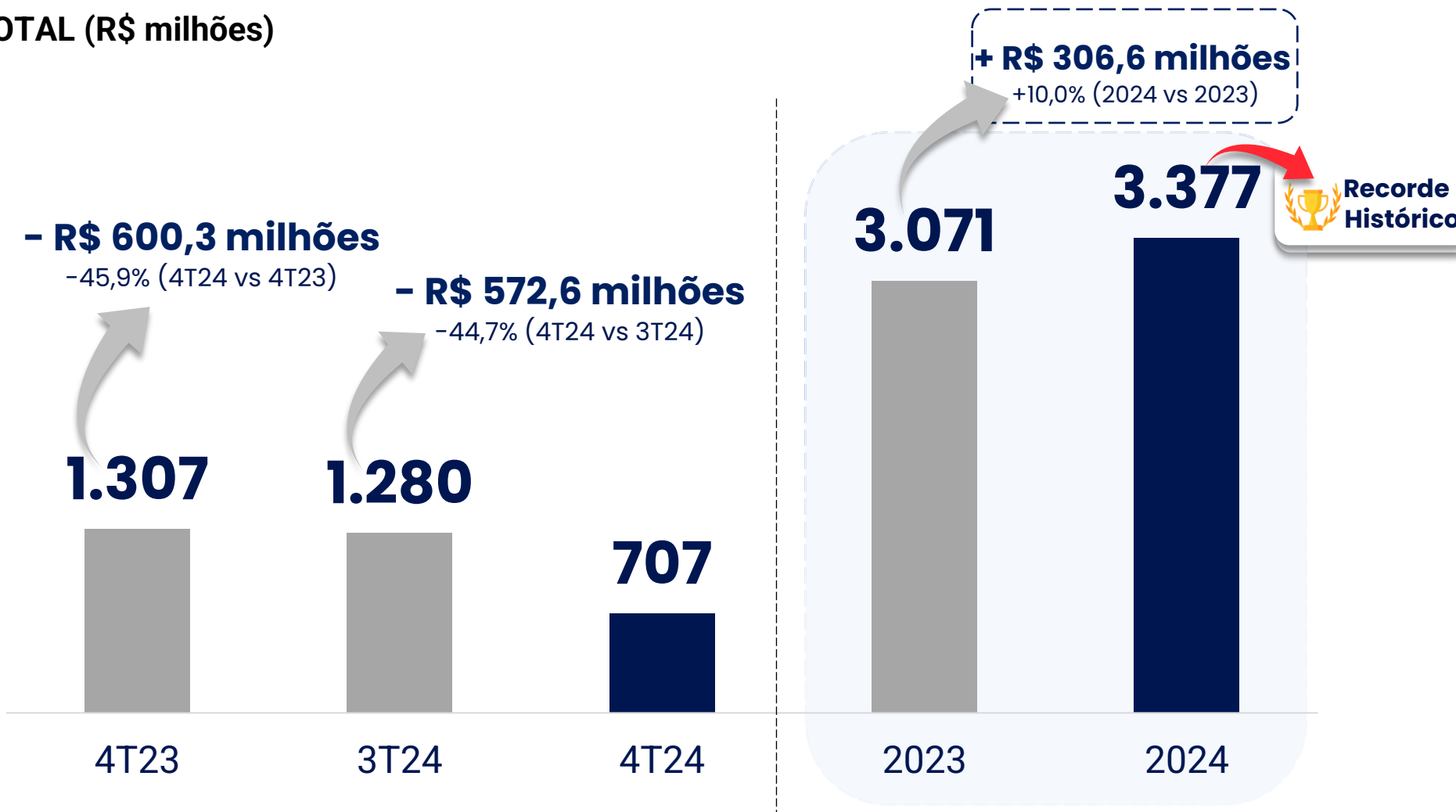
Números incluem o Pode Entrar - TOTAL (R\$ milhões)





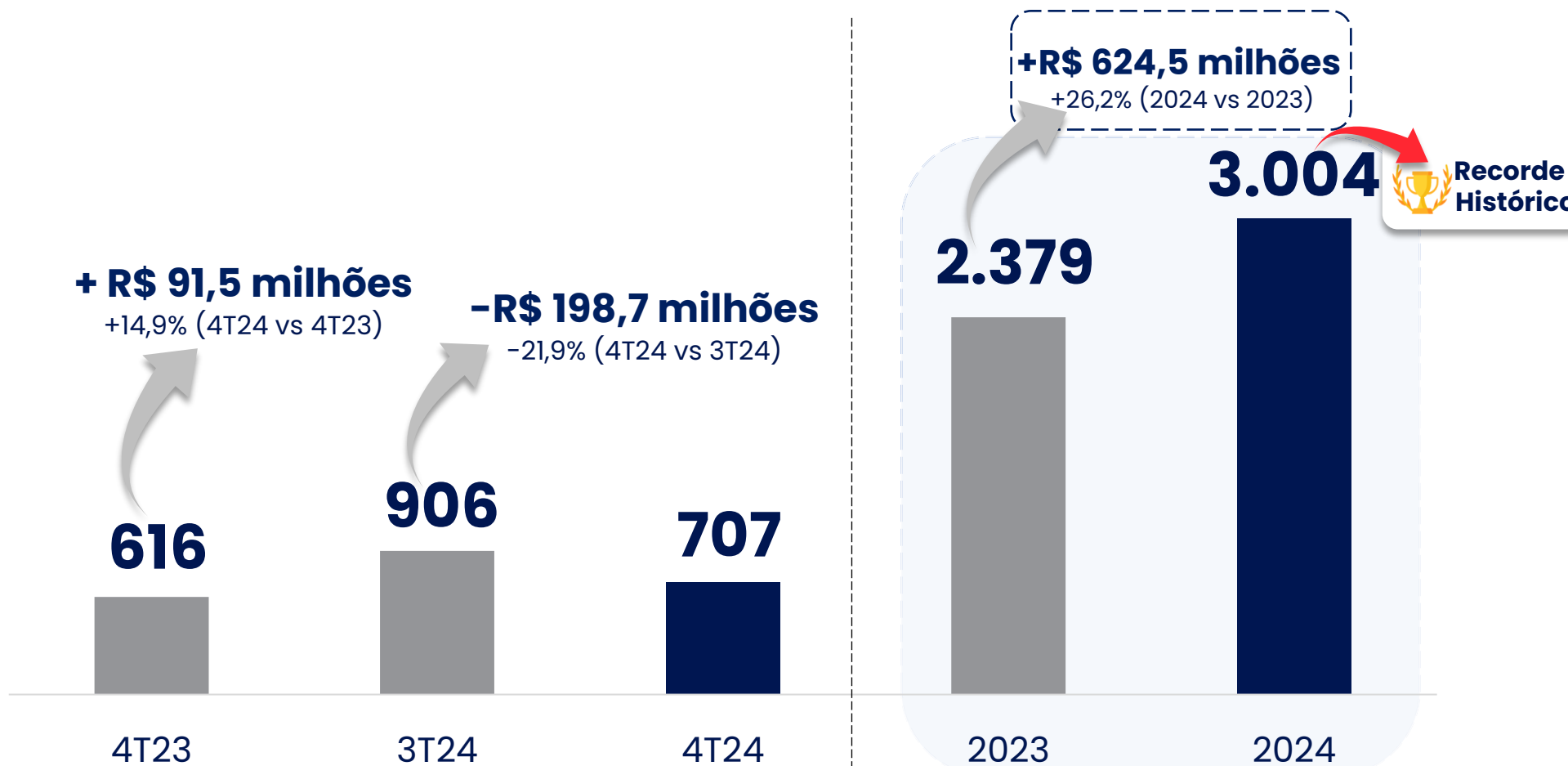
# VENDAS 100%

TOTAL (R\$ milhões)



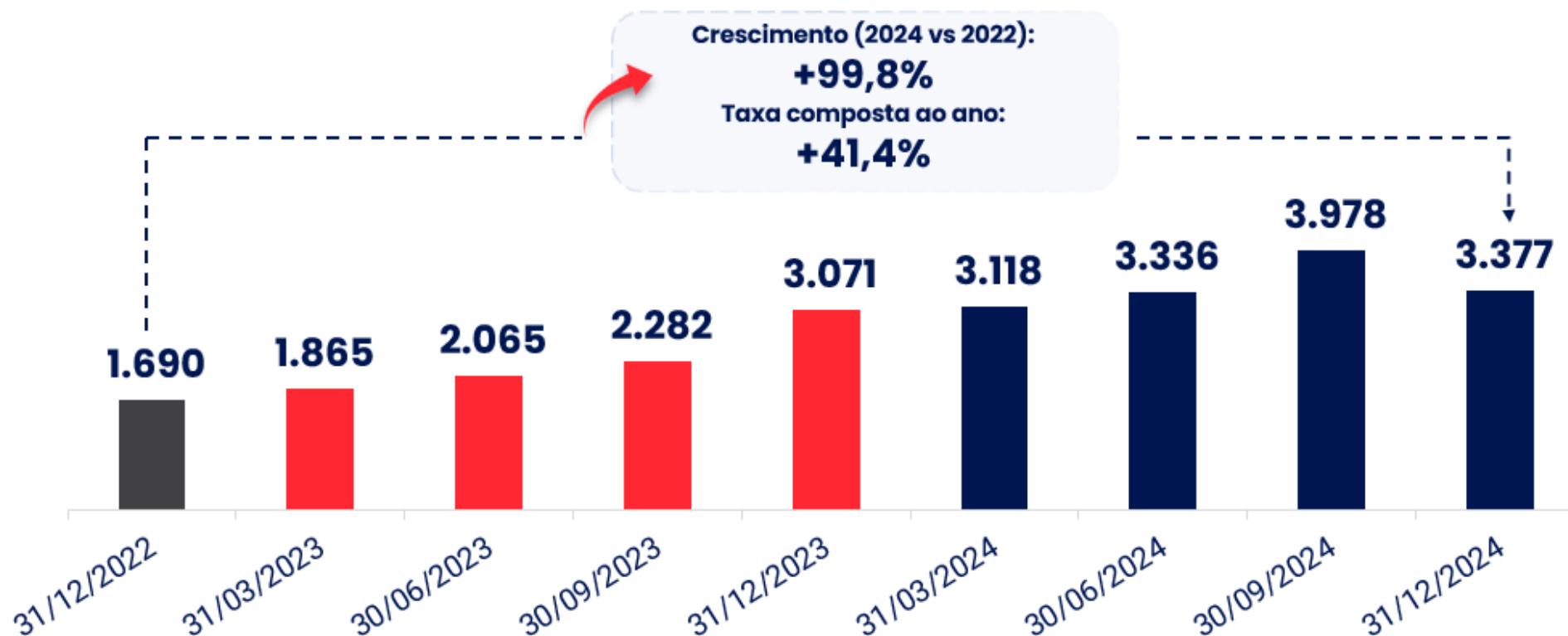
# VENDAS MERCADO PRIVADO.

TOTAL (R\$ milhões)



# HISTÓRICO DE VENDAS UDM.

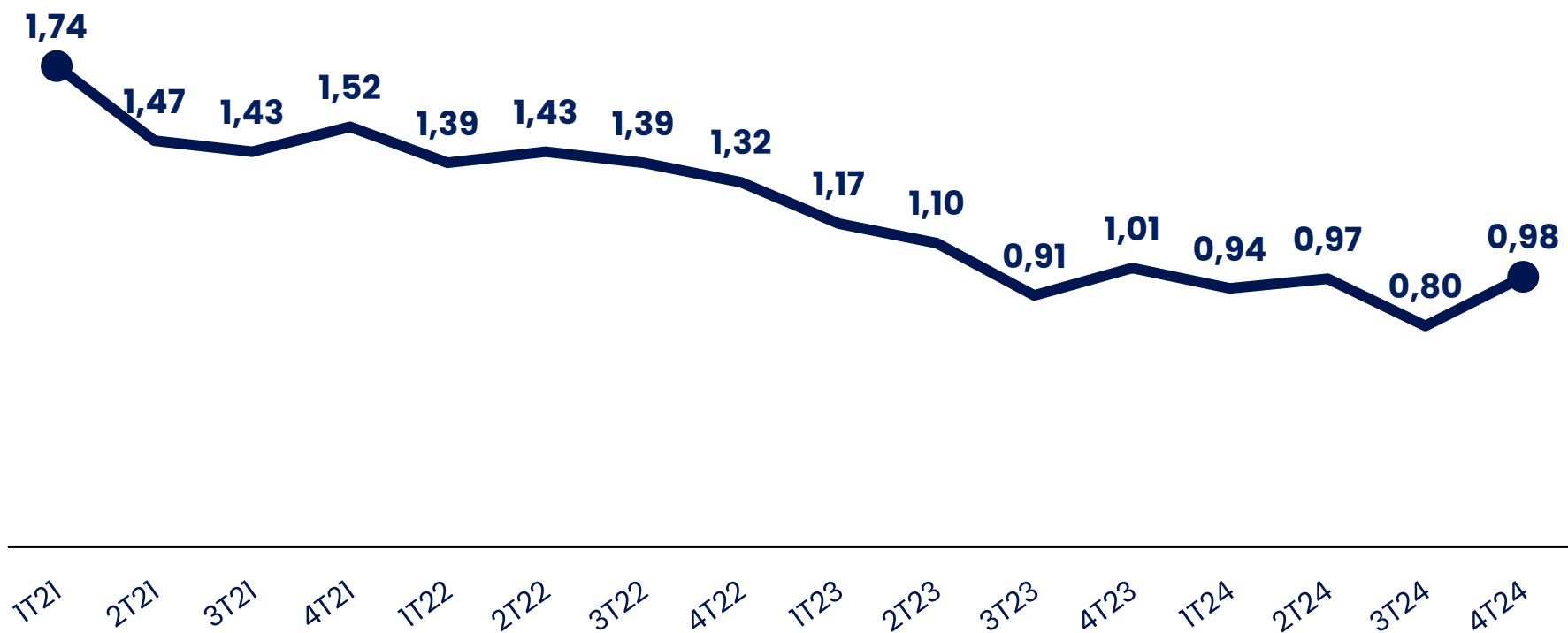
Números incluem o Pode Entrar - TOTAL (R\$ milhões)



# ESTOQUE / VENDAS.

## ESTOQUE / VENDAS (UDM)

(Estoque e Vendas Nominais - %P&P)

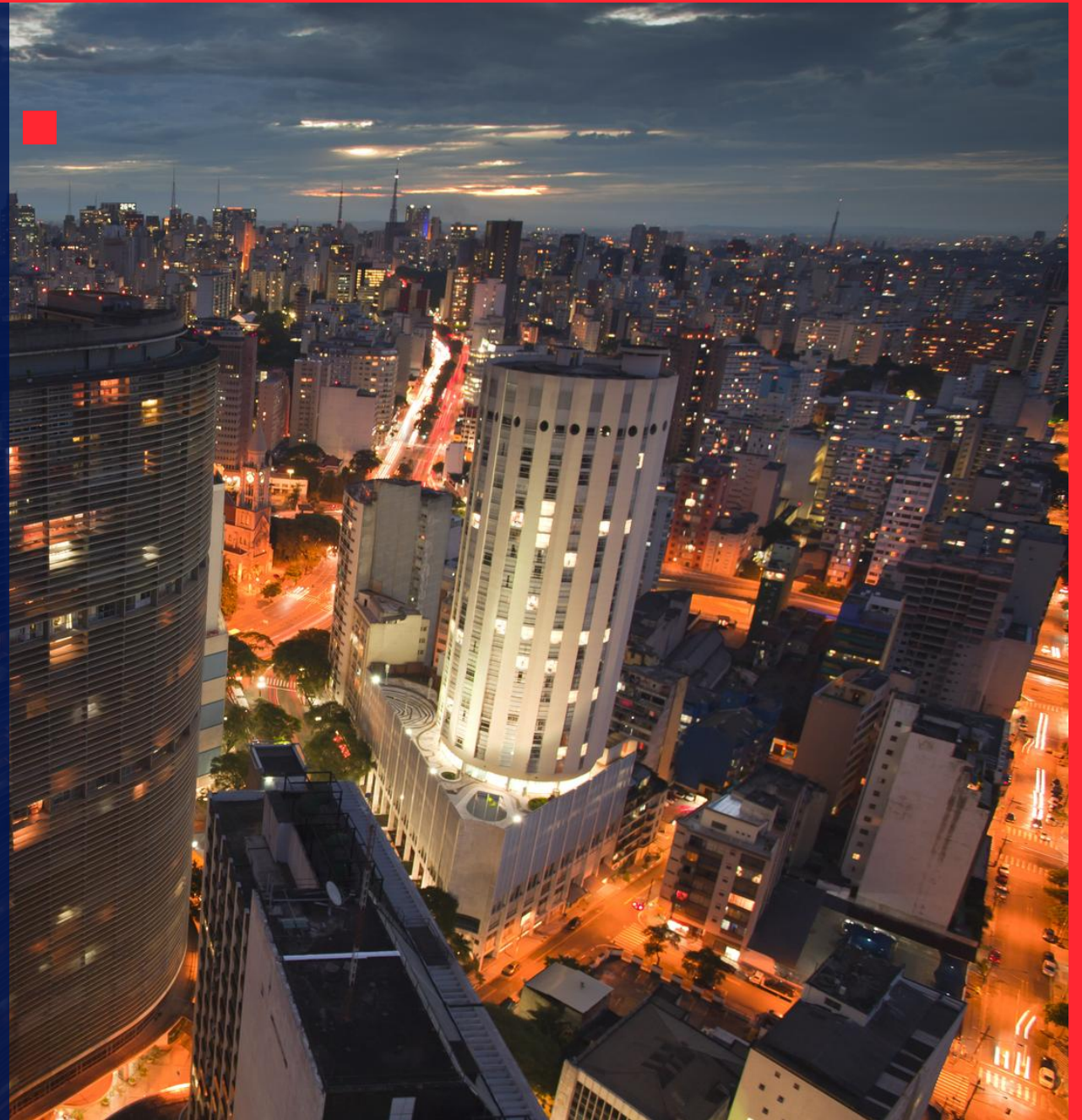


4° TRIMESTRE  
2 0 2 4

# RESULTADO FINANCEIRO

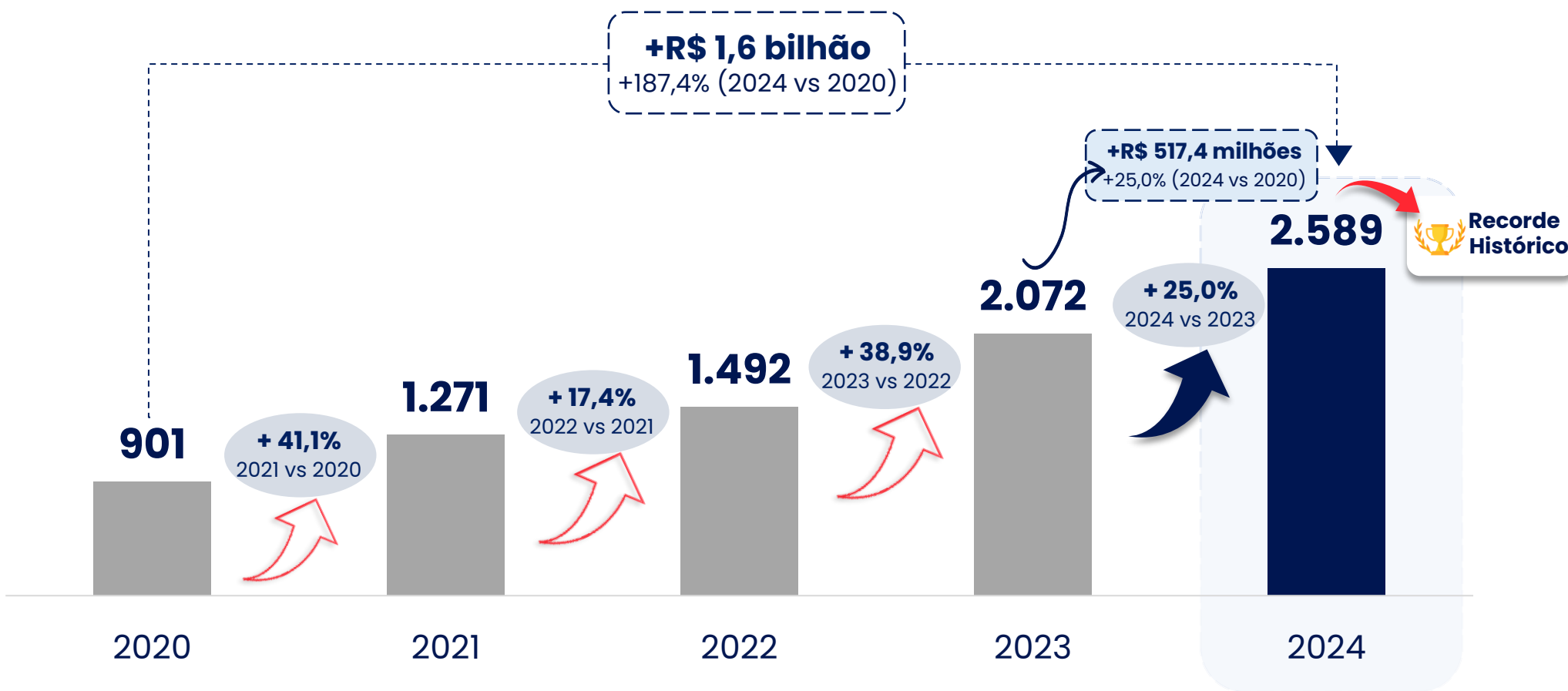
## 4T24

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



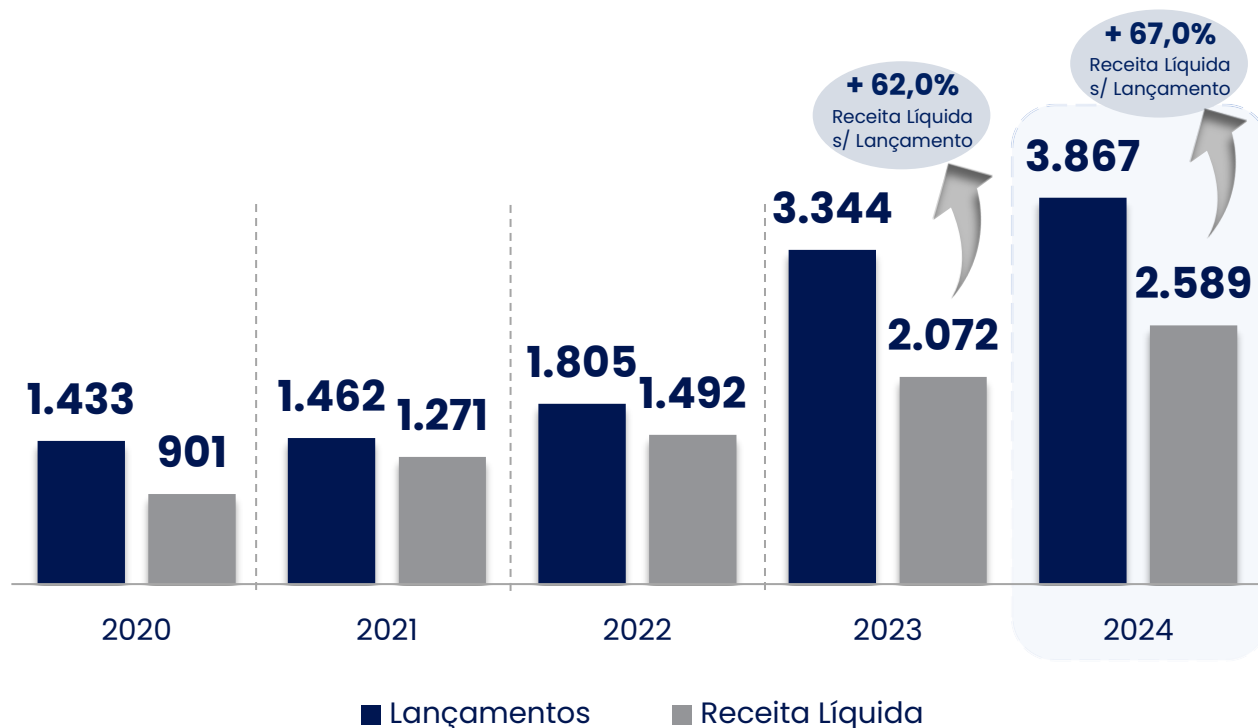
# EVOLUÇÃO DA RECEITA LÍQUIDA.

(R\$ MILHÕES)

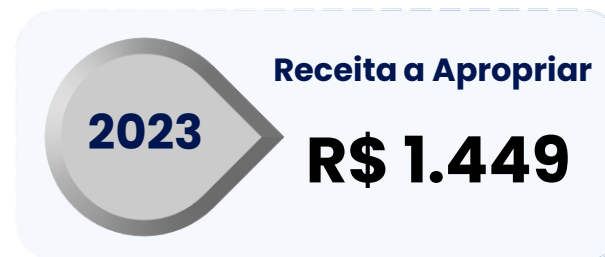


# LANÇAMENTOS E RECEITA LÍQUIDA.

(R\$ MILHÕES)

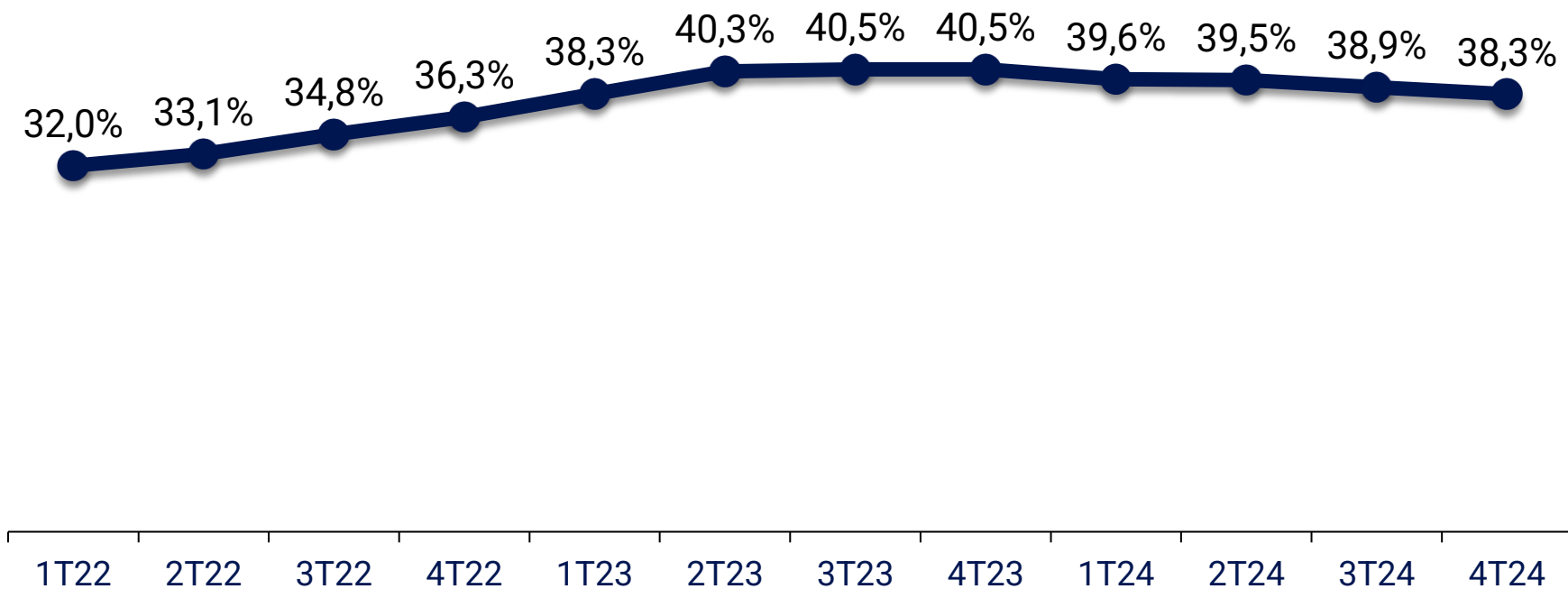


**Aumento de 54%  
da Receita a Apropriar  
2024 vs 2023**



# MARGEM REF.

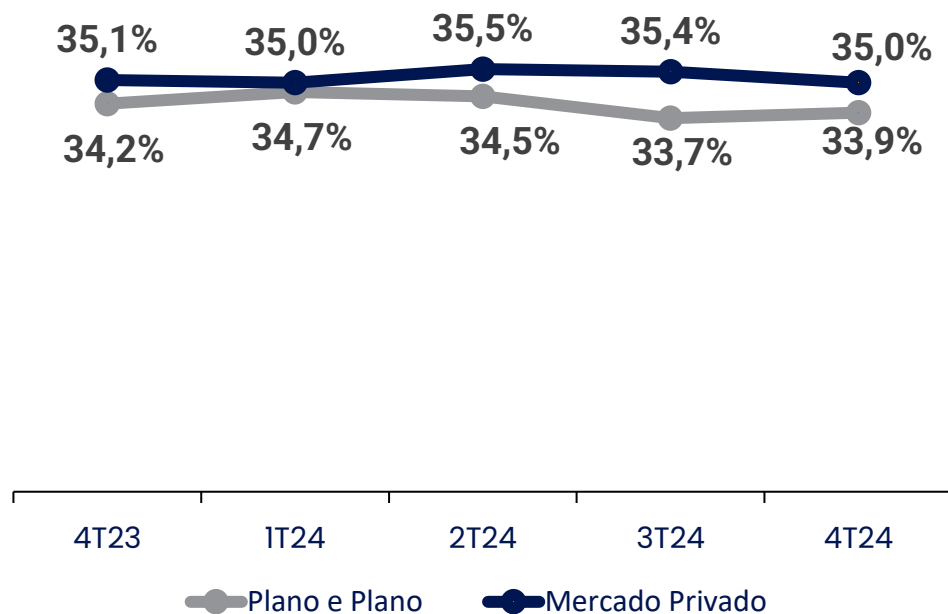
MERCADO PRIVADO (%)



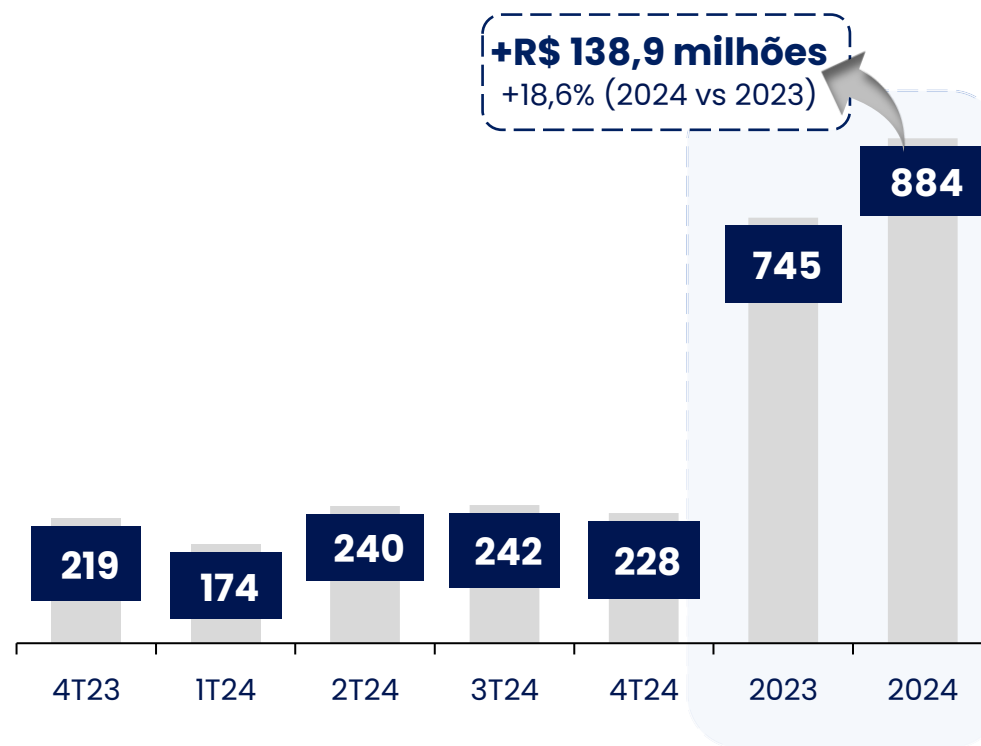


# LUCRO BRUTO E MARGEM BRUTA.

## MARGEM BRUTA AJUSTADA (%)

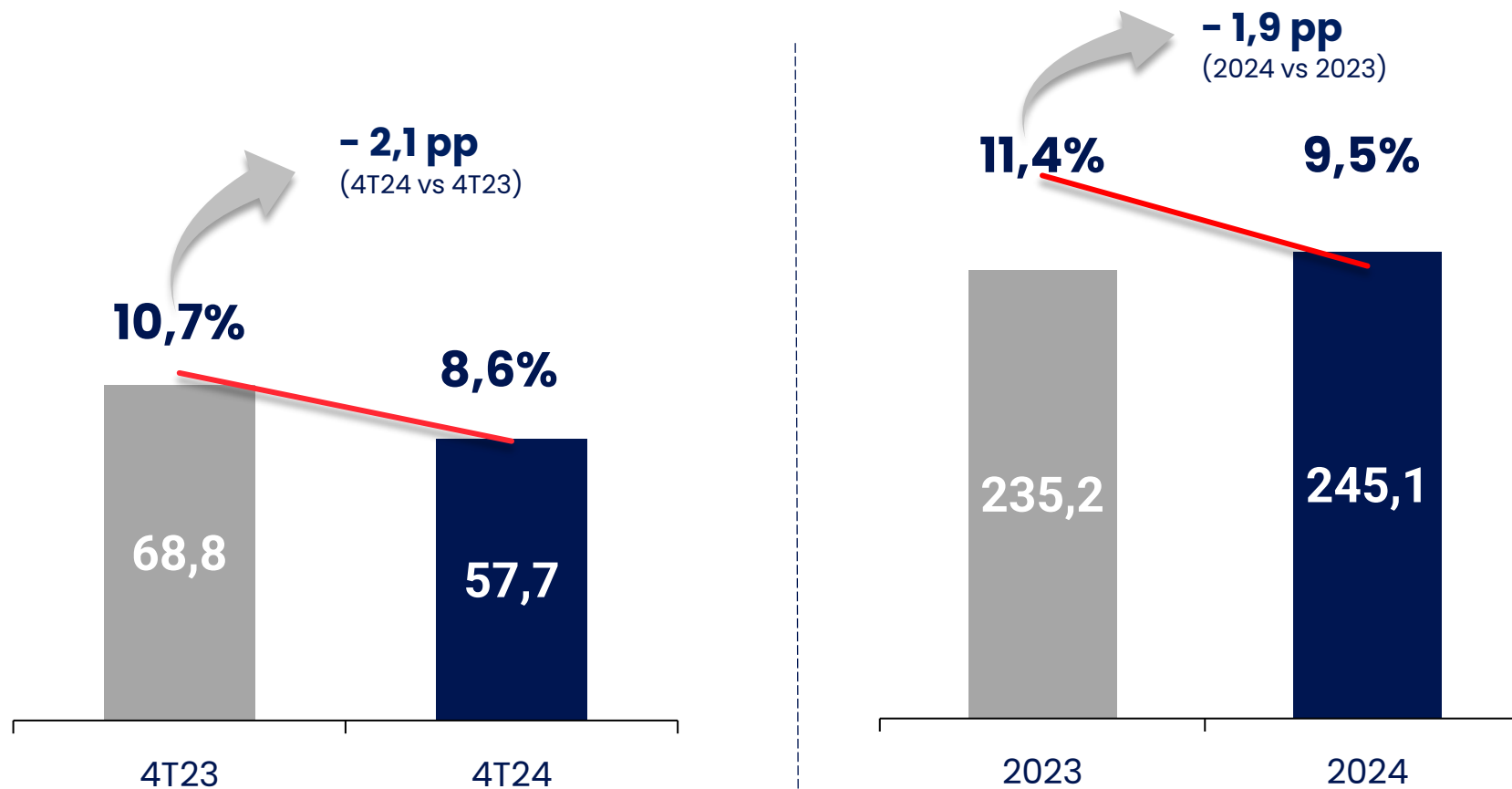


## LUCRO BRUTO AJUSTADO (R\$ MILHÕES)



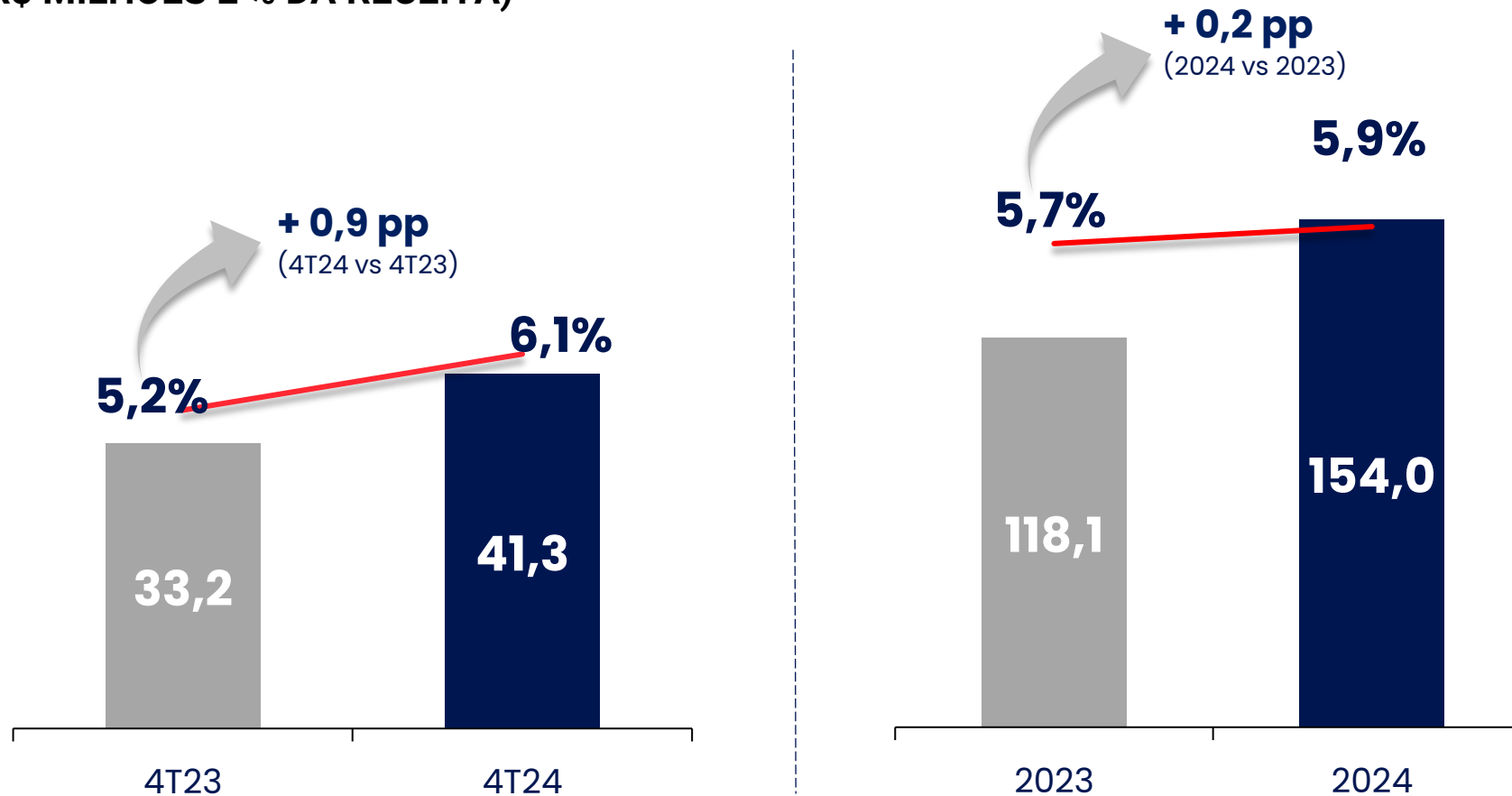
# DESPESAS COMERCIAIS.

(R\$ MILHÕES E % DA RECEITA)



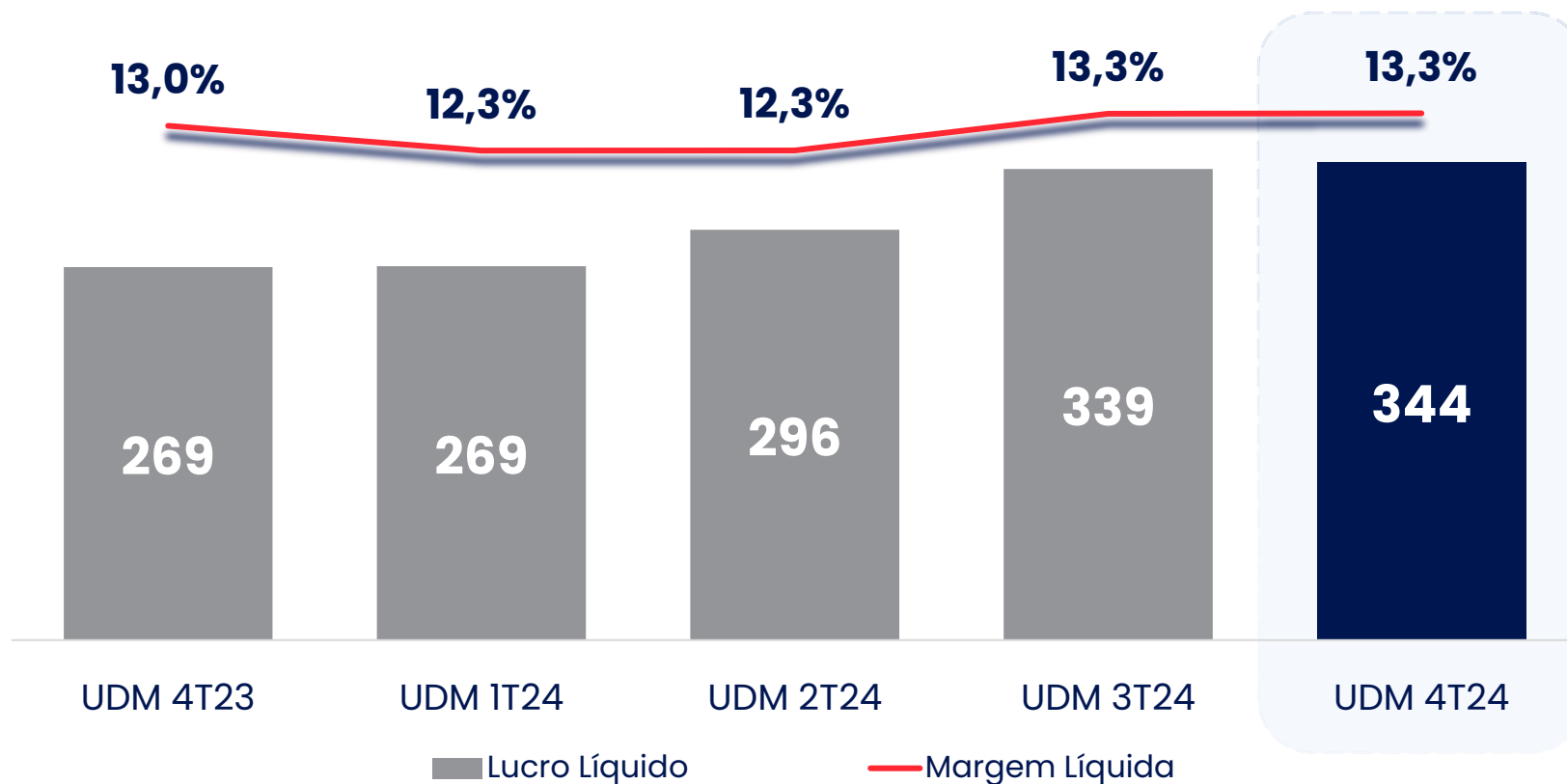
# DESPESAS ADMINISTRATIVAS.

(R\$ MILHÕES E % DA RECEITA)



# LUCRO LÍQUIDO & MARGEM LÍQUIDA.

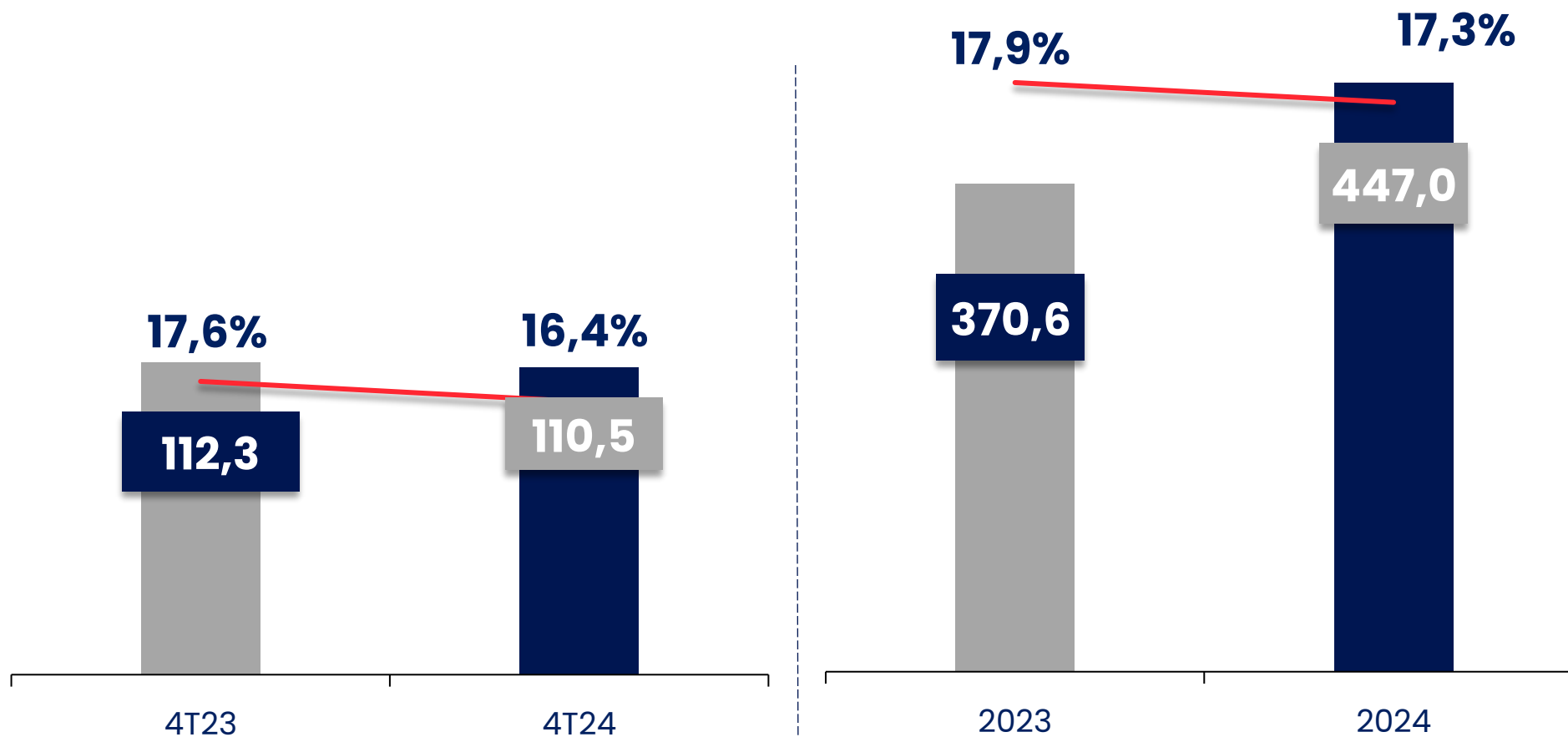
(R\$ MILHÕES E %)



# EBITDA.

## EBITDA E MARGEM EBITDA AJUSTADO

(R\$ MILHÕES E %)



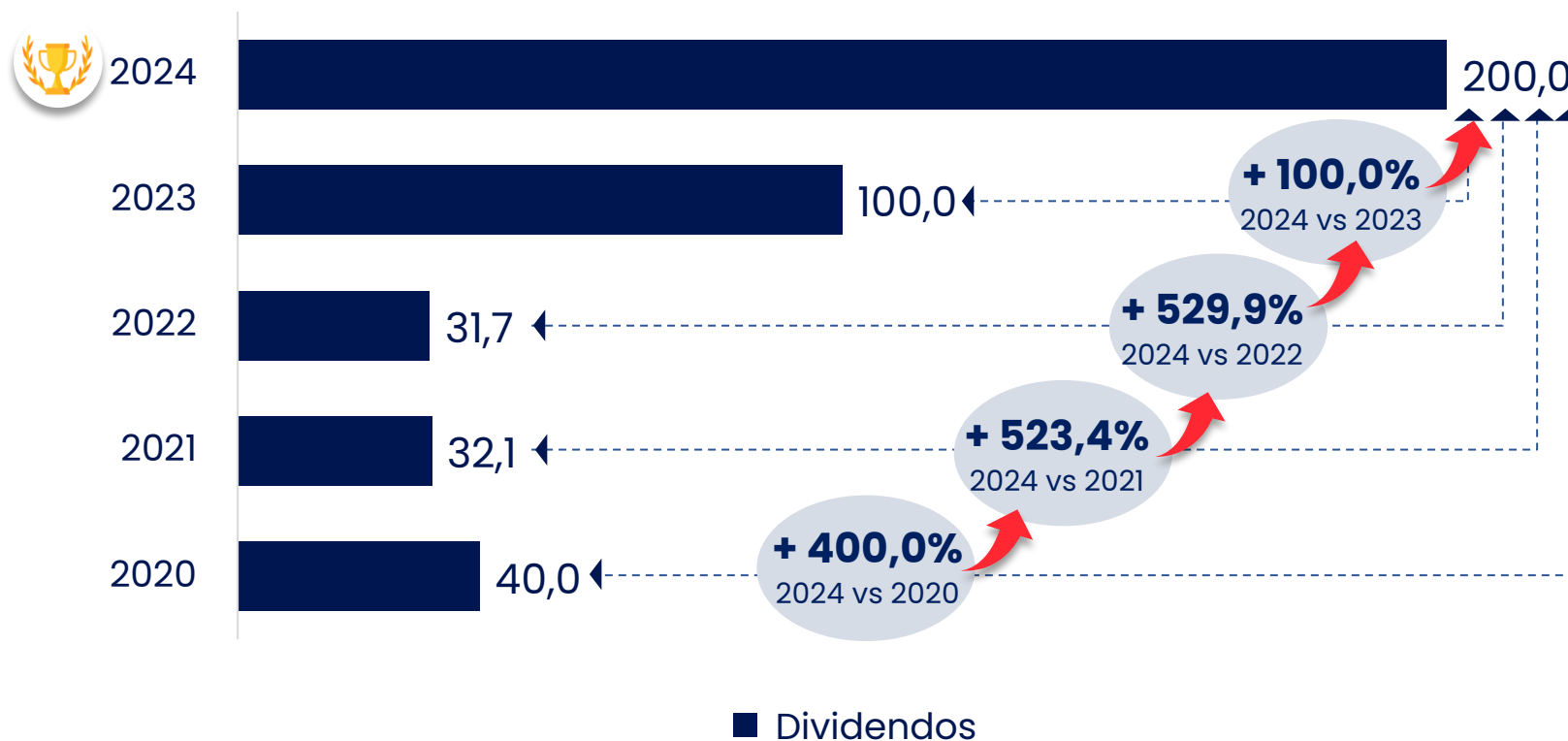
# GERAÇÃO DE CAIXA.

Geração de Caixa (R\$ milhão)	1T24	2T24	3T24	4T24	2024
Dívida Líquida (Caixa Líquido) no início do período	-37,9	87,1	-0,4	-104,3	-37,9
Dívida Líquida (Caixa Líquido) no final do período	87,1	-0,4	-104,3	-185,7	-185,7
<b>Variação Dívida Líquida</b>	<b>124,9</b>	<b>-87,5</b>	<b>-103,9</b>	<b>-81,4</b>	<b>-147,9</b>
(+) Dividendos	-100,0	0,0	0,0	0,0	-100,0
<b>(Geração)/Consumo de Caixa Operacional</b>	<b>24,9</b>	<b>-87,5</b>	<b>-103,9</b>	<b>-81,4</b>	<b>-247,9</b>

# ENDIVIDAMENTO.

Dívida Líquida (R\$ mil)	31/12/2024	31/12/2023	Δ %
Dívida Total	588,8	387,5	51,9%
(+/-) Ajuste a Valor justo (Instrumentos Financeiros)	26,9	0,0	0,0%
<b>Dívida Bruta</b>	<b>615,7</b>	<b>387,5</b>	<b>58,9%</b>
Caixa e Equivalentes de Caixa	801,5	425,4	88,4%
<b>Dívida (Caixa) Líquida</b>	<b>-185,7</b>	<b>-37,9</b>	<b>390,4%</b>
Patrimônio Líquido	915,6	646,1	41,7%
<b>Dívida (Caixa) Líquida / Patrimônio Líquido</b>	<b>-20,3%</b>	<b>-5,9%</b>	<b>-14,4 pp</b>
Grau de Alavancagem [DL / (DL + PL)]	-25,4%	-6,2%	-19,2 pp

# REMUNERAÇÃO AOS ACIONISTAS.





# Q&A

## Webcast de Resultados 4T24

Equipe de RI:

[ri.planoepiano.com.br](http://ri.planoepiano.com.br)

[ri@planoepiano.com.br](mailto:ri@planoepiano.com.br)



### Para interagir ao vivo:

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

**PLPL3**



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



# CONSTRUINDO RELAÇÕES DE VALOR



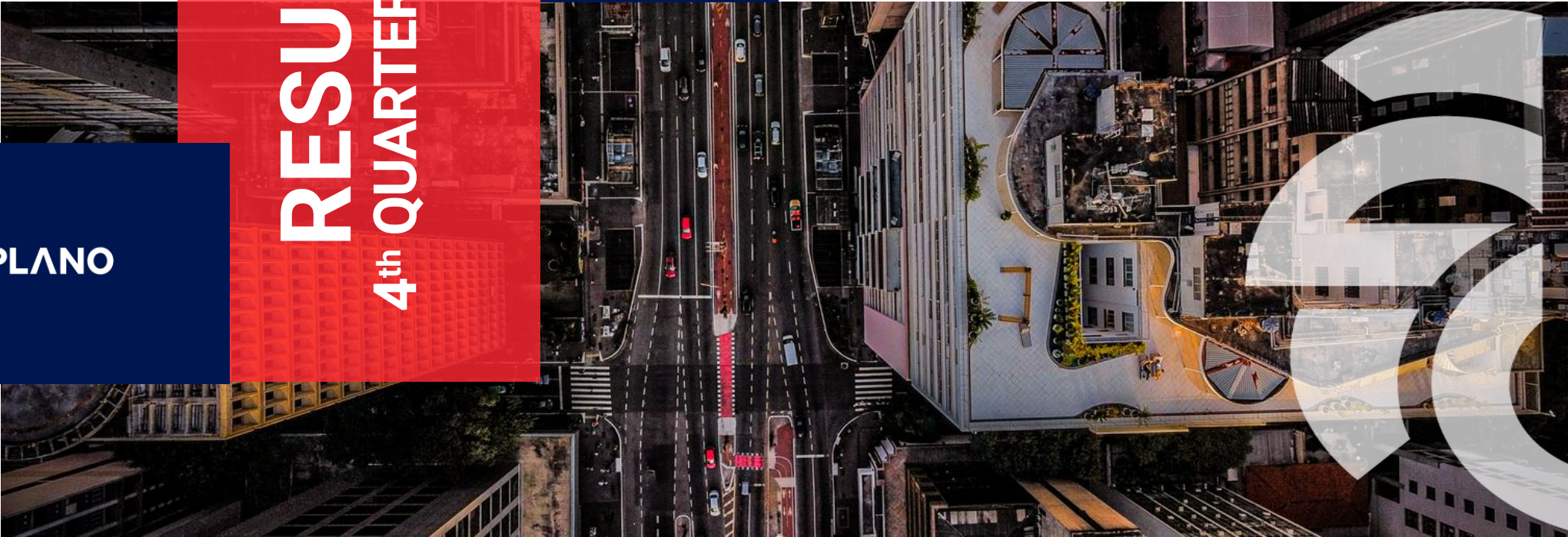
2 0 2 4

RESULTS  
4<sup>th</sup> 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**  
CEO



**RODRIGO LUNA**  
VICE-PRESIDENT



**JOÃO HOPP**  
EXECUTIVE VICE-PRESIDENT DIRECTOR  
CFO & IRO



**ANSELMO SOARES**  
FINANCIAL DIRECTOR



# HIGHLIGHTS



**BRL 2.6 bn**  Historical Record

NET REVENUE  
25.0% above 2023



**BRL 3.7 bn**  Historical Record

LAUNCHES %P&P  
25.7% above 2023



**BRL 3.3 bn**  Historical Record

LAUNCHES %P&P  
PRIVATE MARKET  
39.9% above 2023



**BRL 343.8 million**  Historical Record

NET INCOME  
28.0% above 2023



**BRL 3.4 bn**  Historical Record

NET SALES 100%  
+10.0% above 2023



**BRL 3.0 bn**  Historical Record

NET SALES 100%  
PRIVATE MARKET  
+26.2% above 2023



**13.3%**

NET MARGIN  
0.3pp above 2023



**BRL 27.6 bn**  Historical Record

LANDBANK 100%  
+131.6% above VS 4Q23



**BRL 1.1 bn**

Over BRL 1.1 billion in contracted  
PSV between 2023 and 2024



**BRL 247.9 million**

OPERATING CASH GENERATION

4th QUARTER  
2 0 2 4

# OPERATIONAL RESULTS

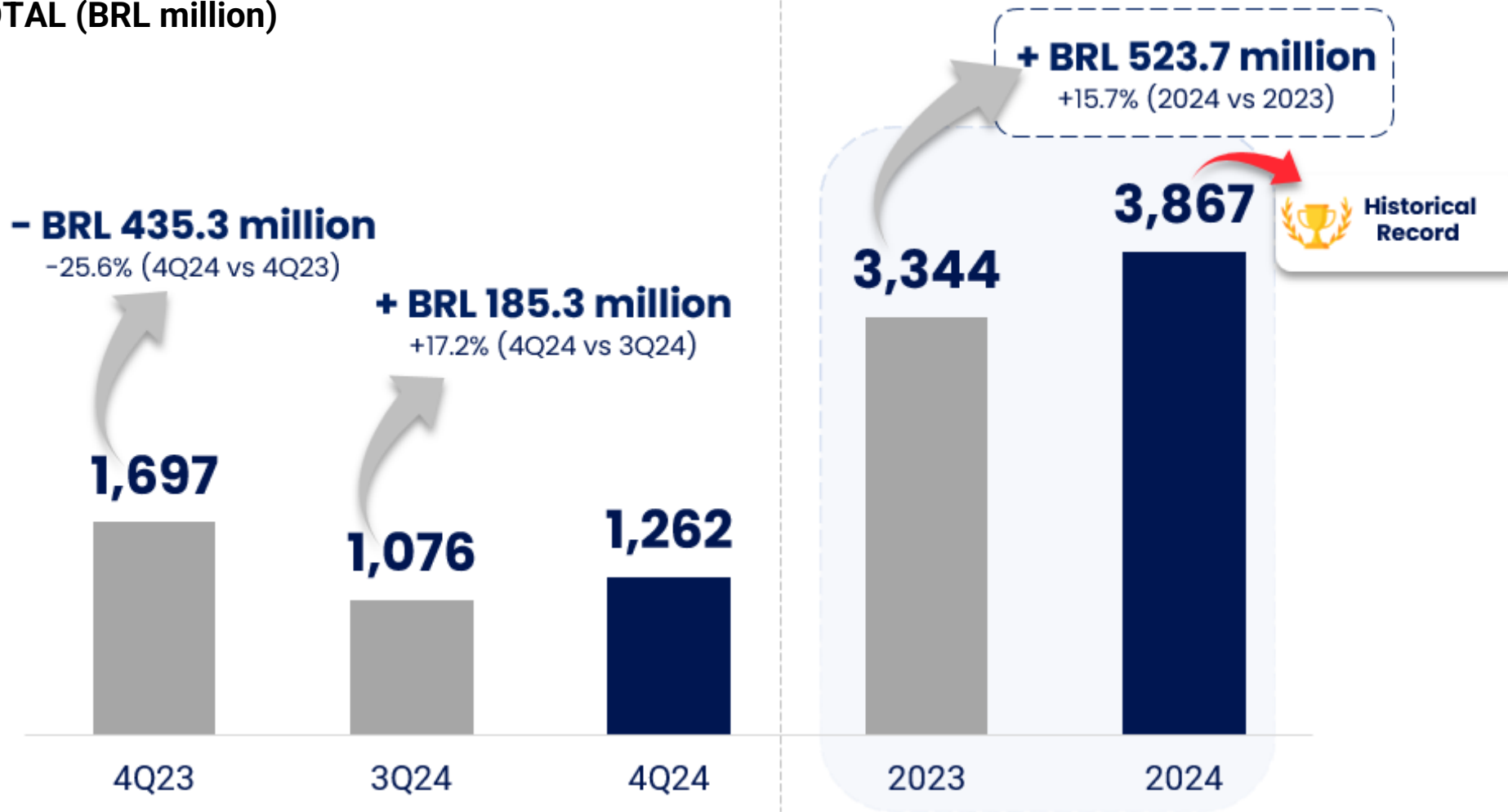
## 4Q24

Listed on Novo Mercado | **PLPL3**



# LAUNCHES 100%

TOTAL (BRL million)





# LAUNCHES %P&P PRIVATE MARKET

TOTAL (BRL million)

**+ BRL 420.8 million**  
+48.6% (4Q24 vs 4Q23)

866

**+ BRL 703.6 million**  
+120.7% (4Q24 vs 3Q24)

583

1,287

Historical Record

4Q23

3Q24

4Q24

**+ BRL 950.7 million**  
+39.9% (2024 vs 2023)

2,380

3,331

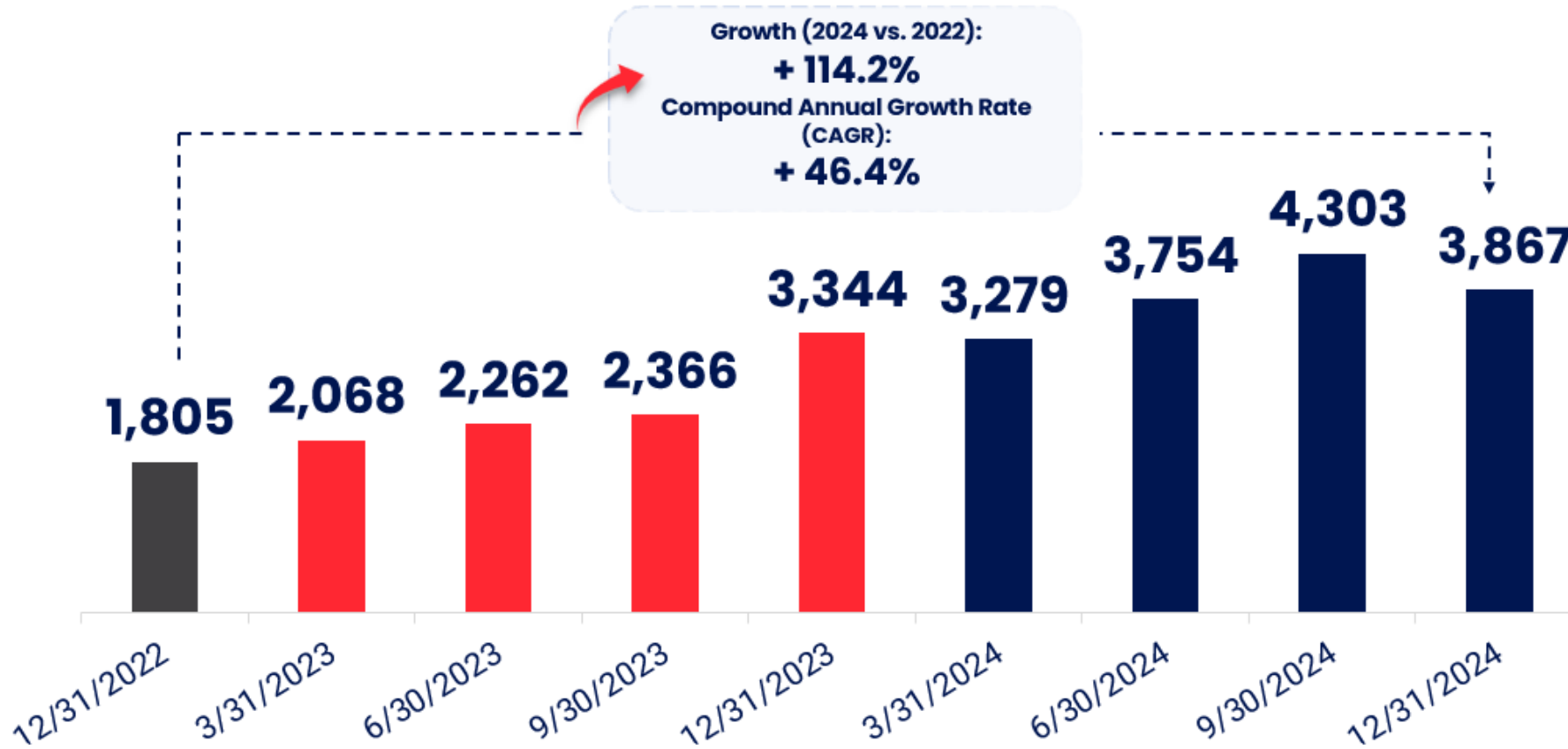
Historical Record

2023

2024

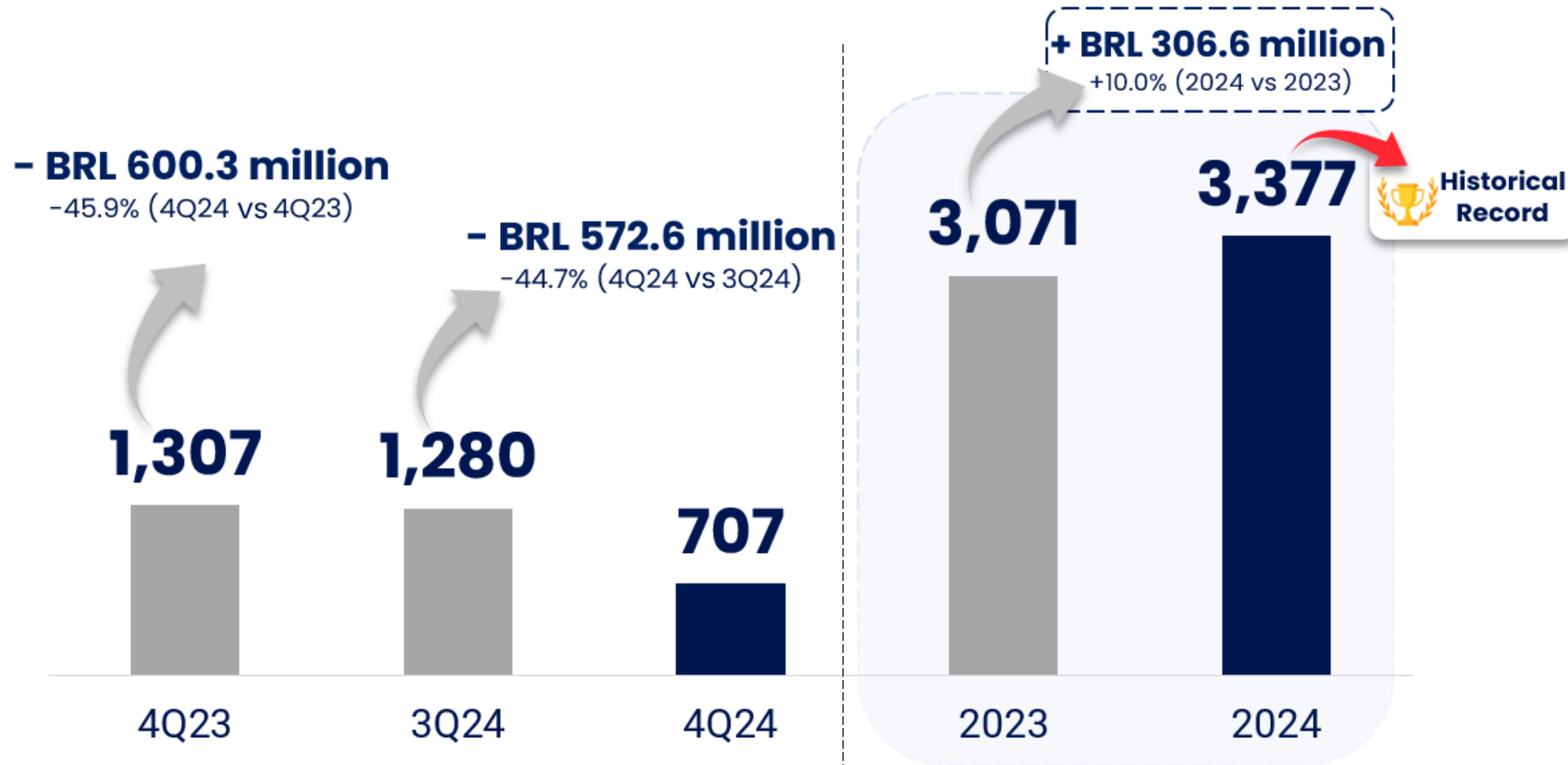
# LTM LAUNCHES TRACK.

Numbers include Póde Entrar - TOTAL (R\$ million)



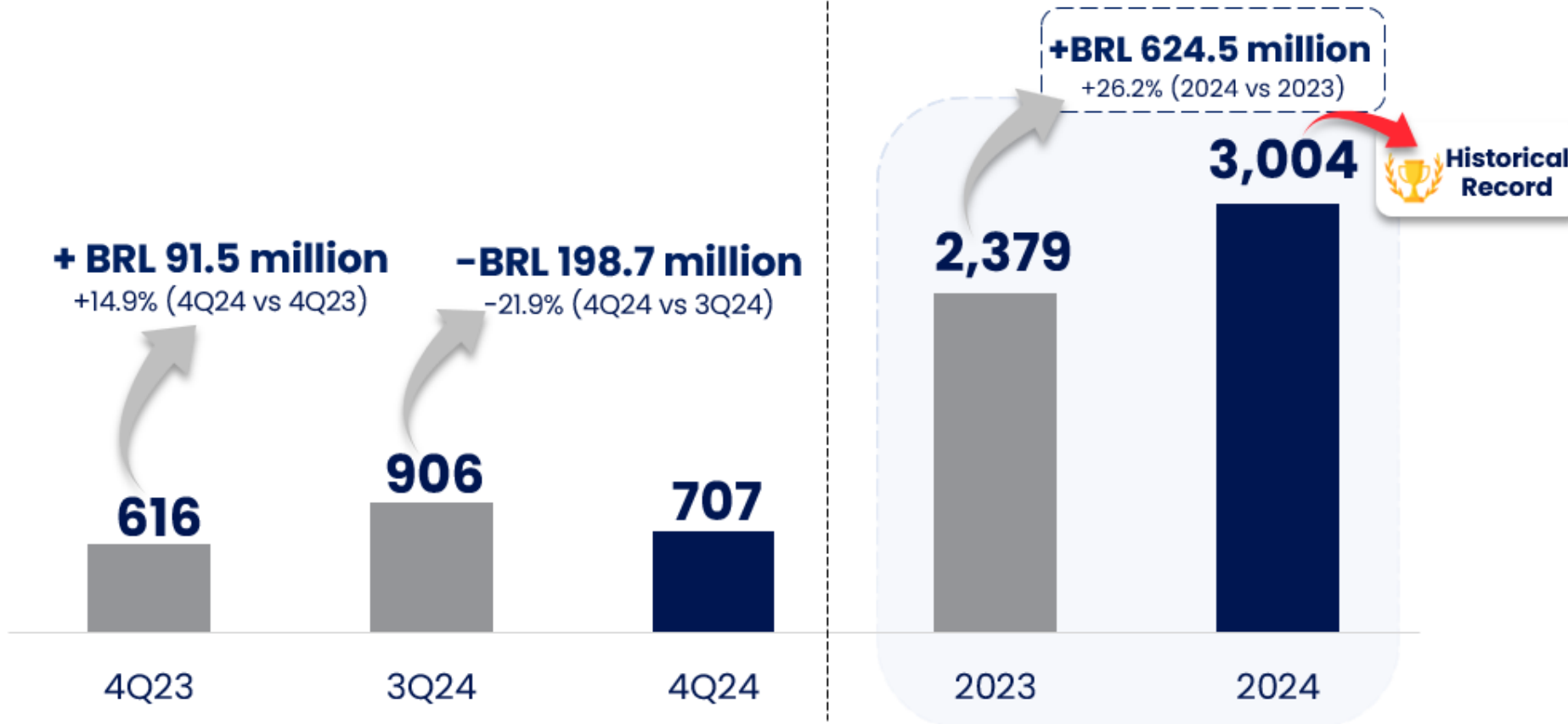
# SALES 100%

TOTAL (BRL million)



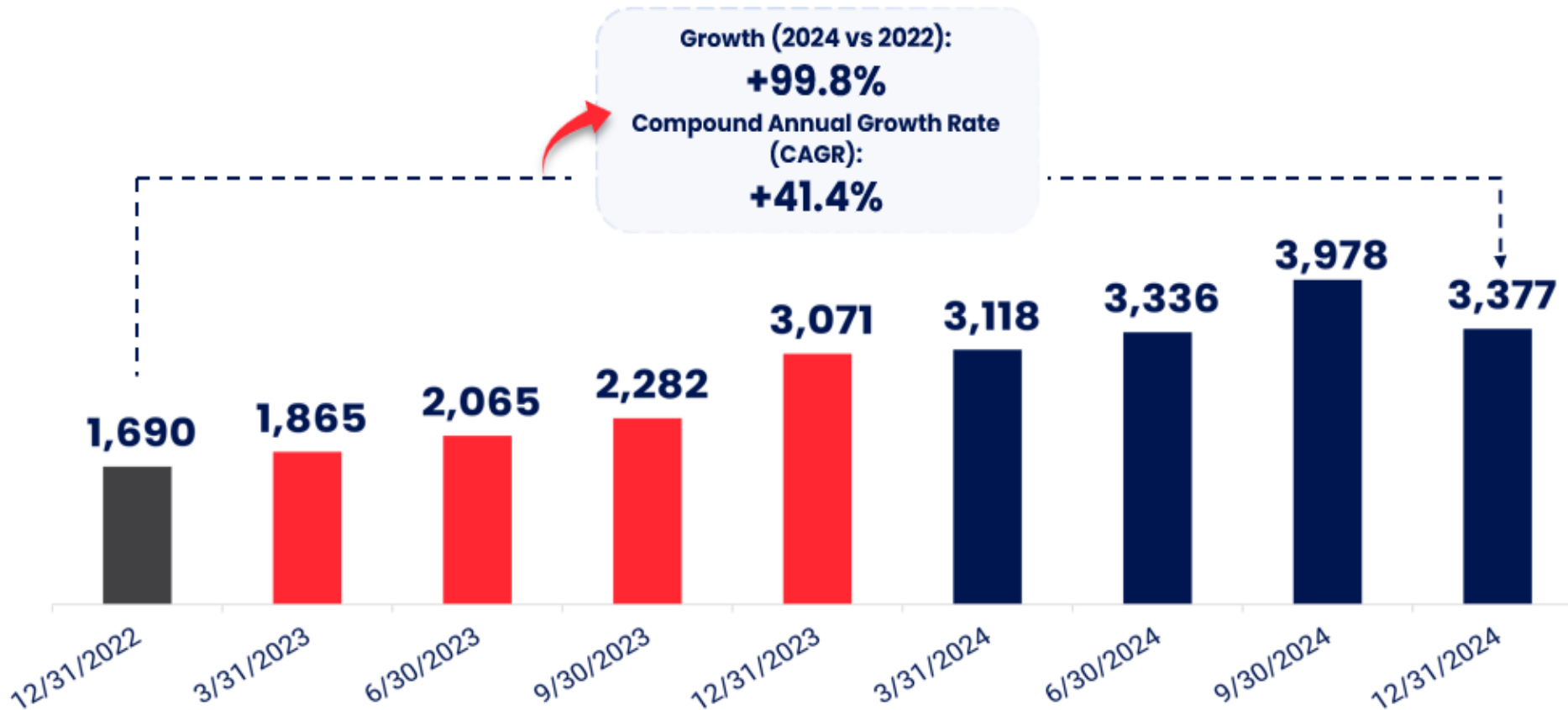
# SALES PRIVATE MARKET.

TOTAL (BRL million)



# LTM SALES TRACK RECORD.

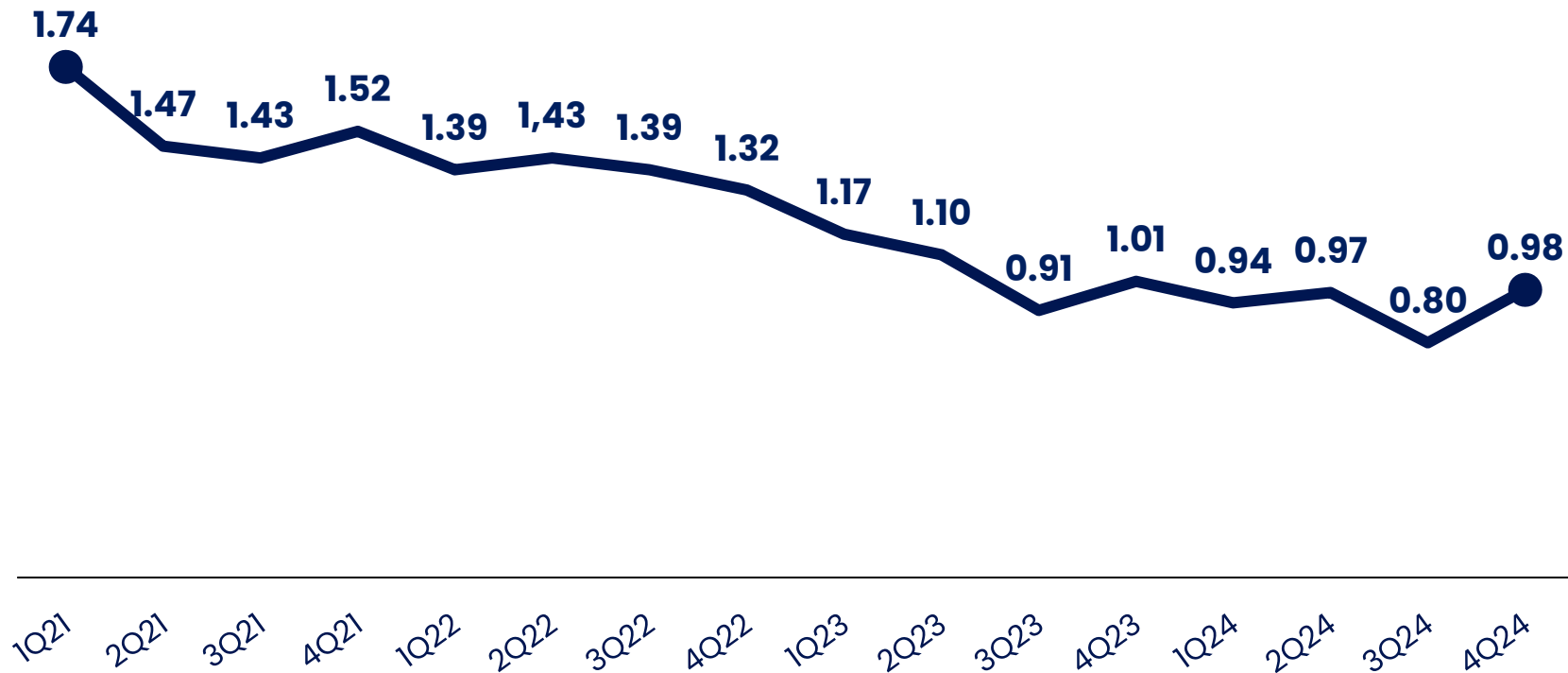
Numbers include Pode Entrar - TOTAL (R\$ million)



# INVENTORY / SALES.

## INVENTORY / SALES (LTM)

(Inventory / Sales - %P&P)

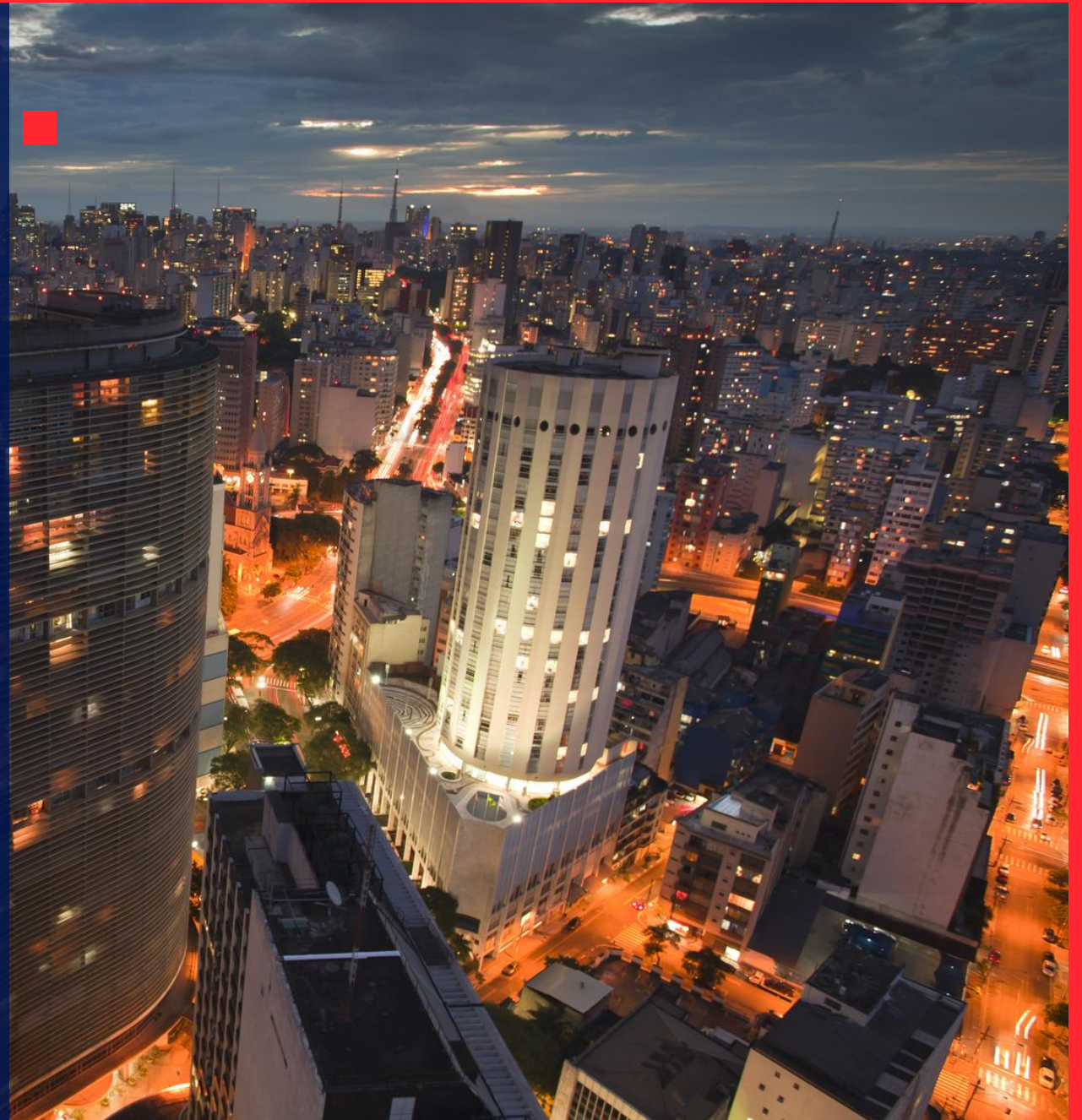


4th QUARTER  
2 0 2 4

# FINANCIAL RESULTS

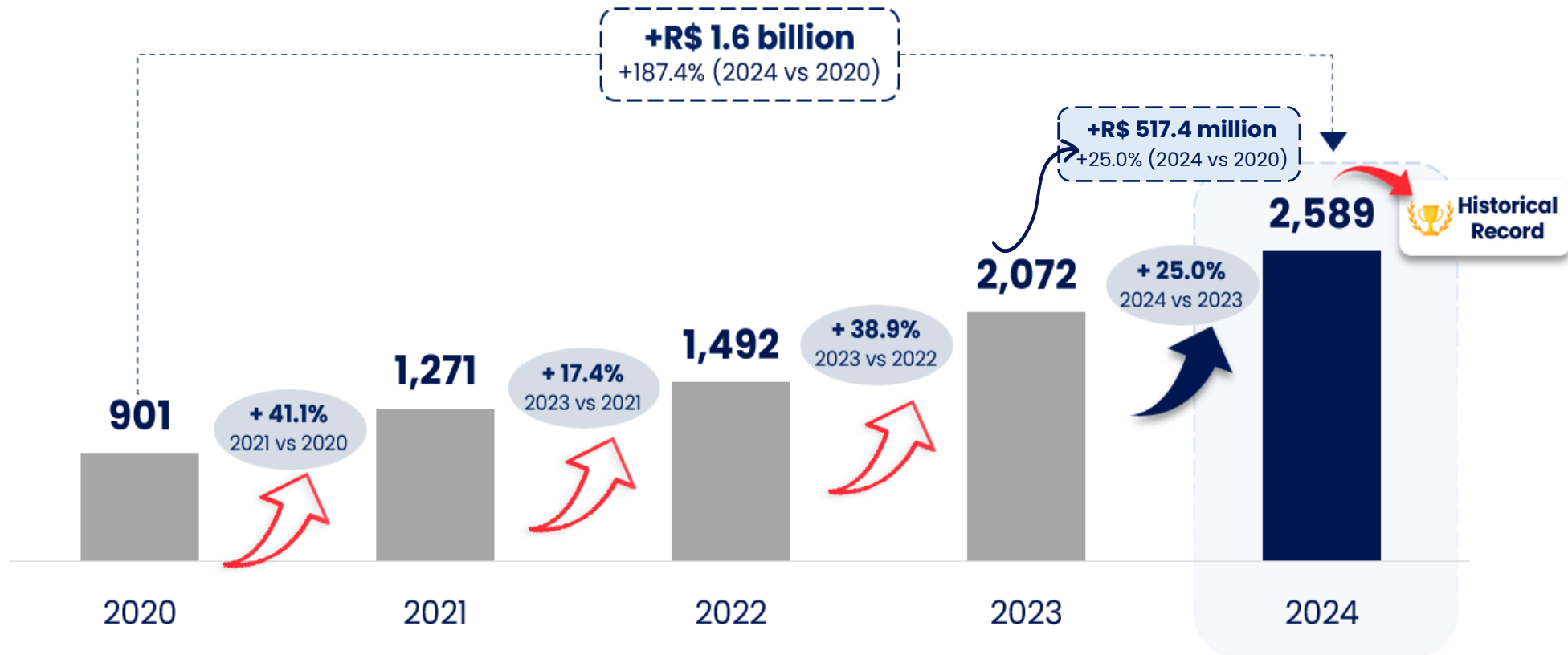
## 4Q24

Listed on Novo Mercado | **PLPL3**



# EVOLUTION OF NET REVENUE.

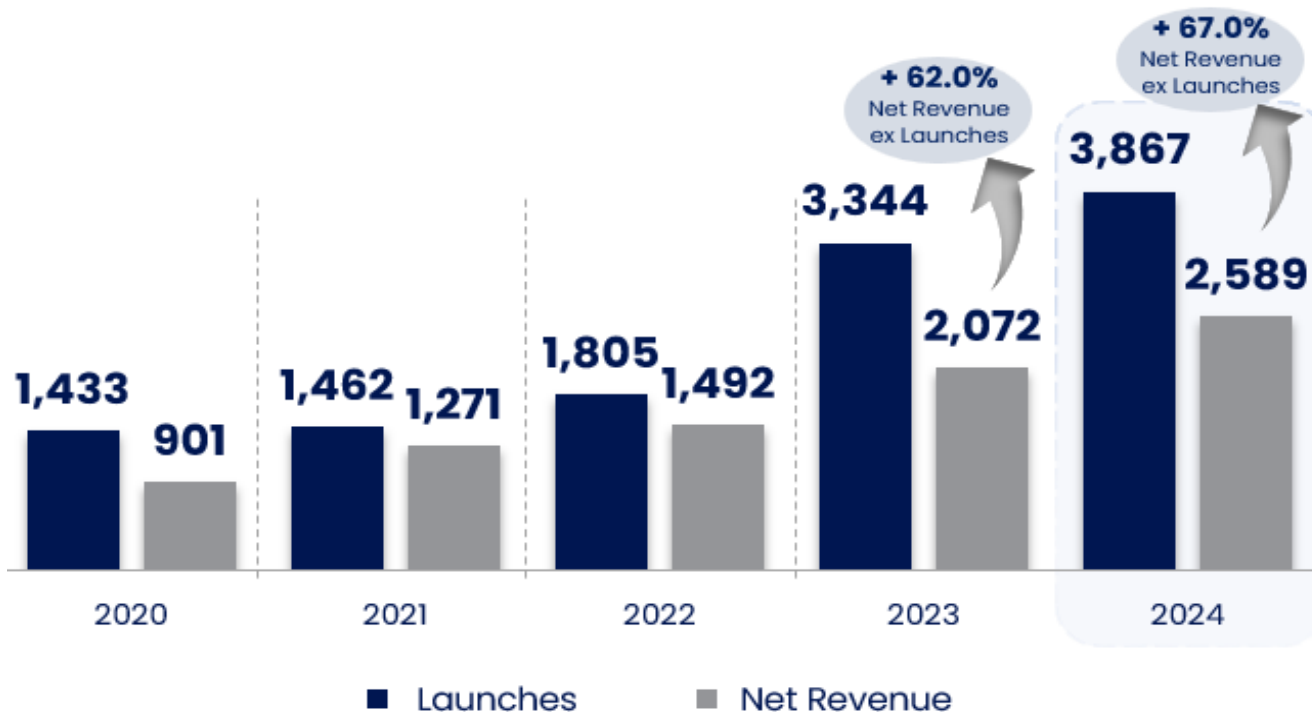
(BRL MILLION)





# LAUNCHES & NET REVENUE.

(BRL MILLION)



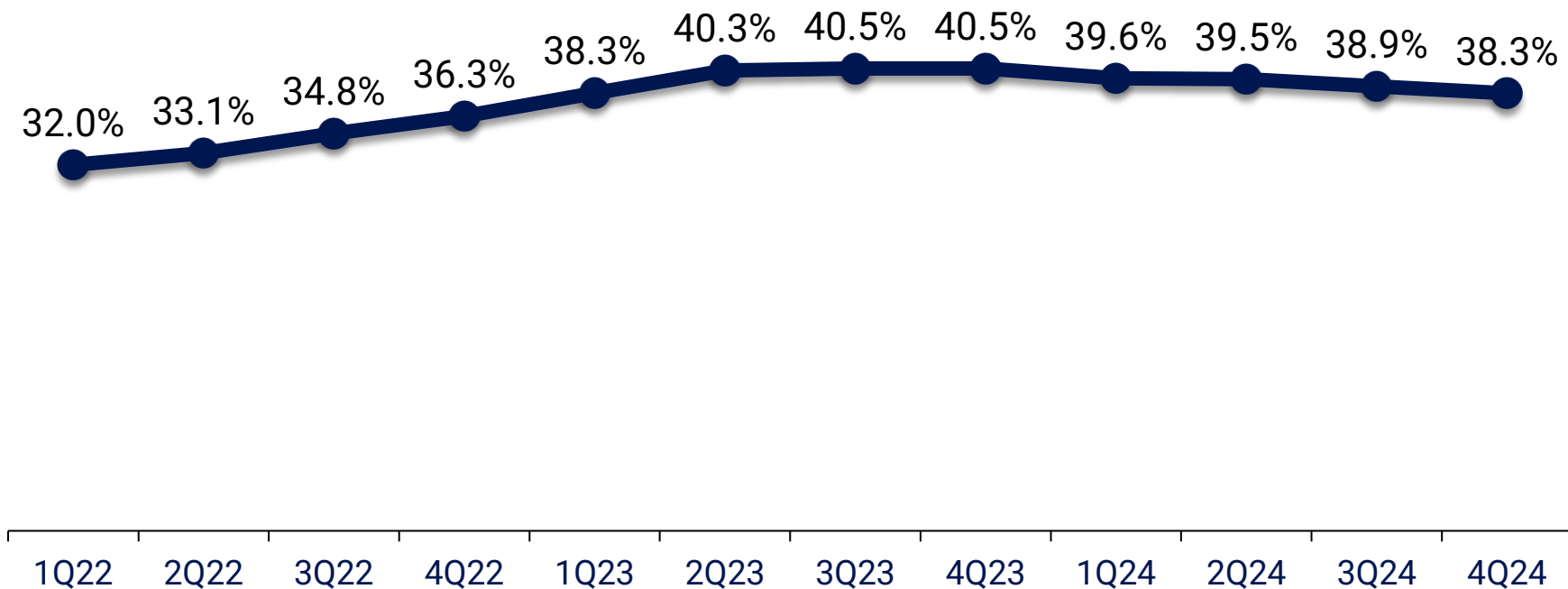
**54% Increase in Revenue to be Appropriated in 2024 vs 2023**

Revenue to be Appropriated  
**2024** **BRL 2,254**

Revenue to be Appropriated  
**2023** **BRL 1,449**

# BACKLOG MARGIN.

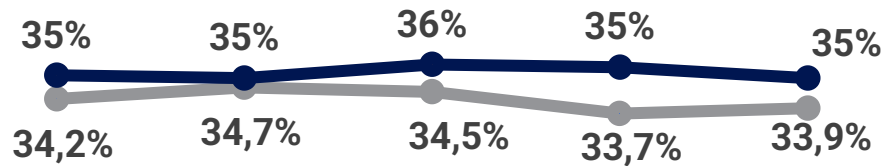
PRIVATE MARKET (%)



# GROSS PROFIT & MARGIN.

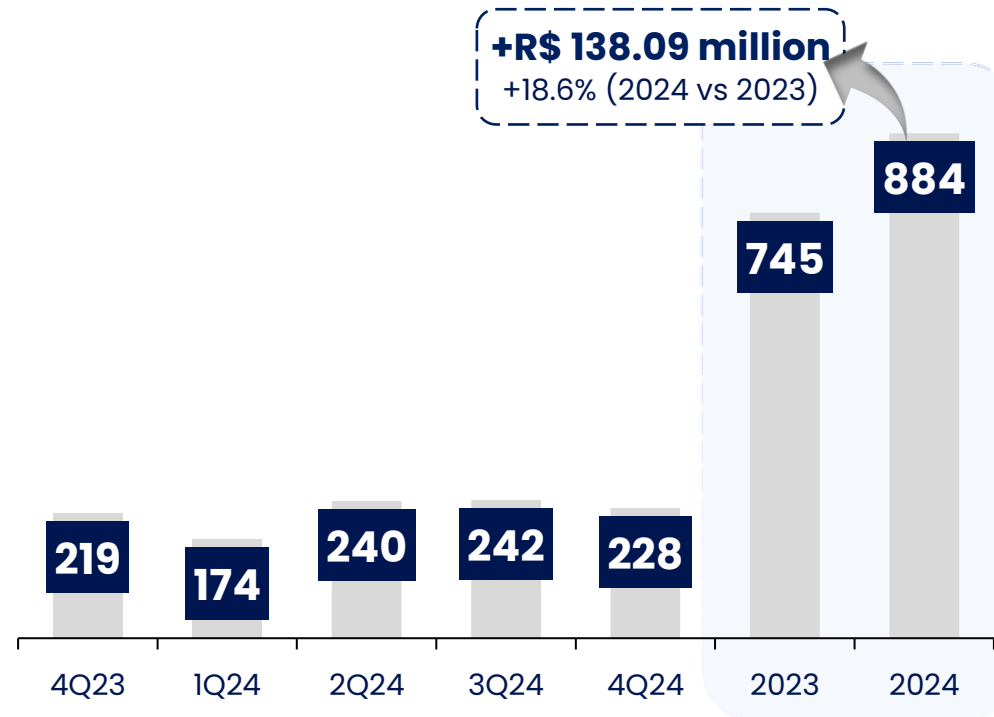
## ADJUSTED GROSS MARGIN

(%)



## ADJUSTED GROSS PROFIT

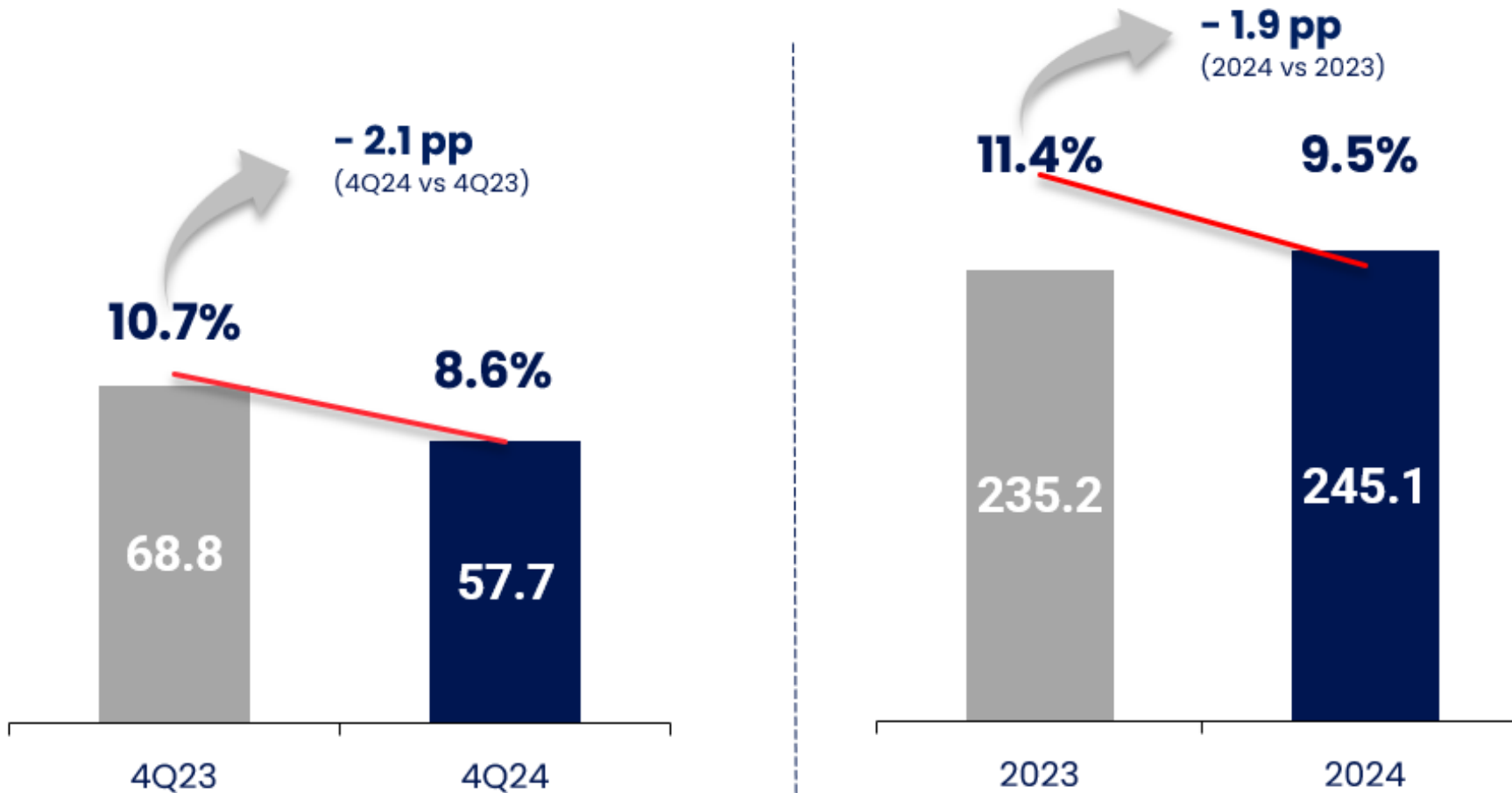
(BRL MILLION)



● Plano e Plano    ● Private Market

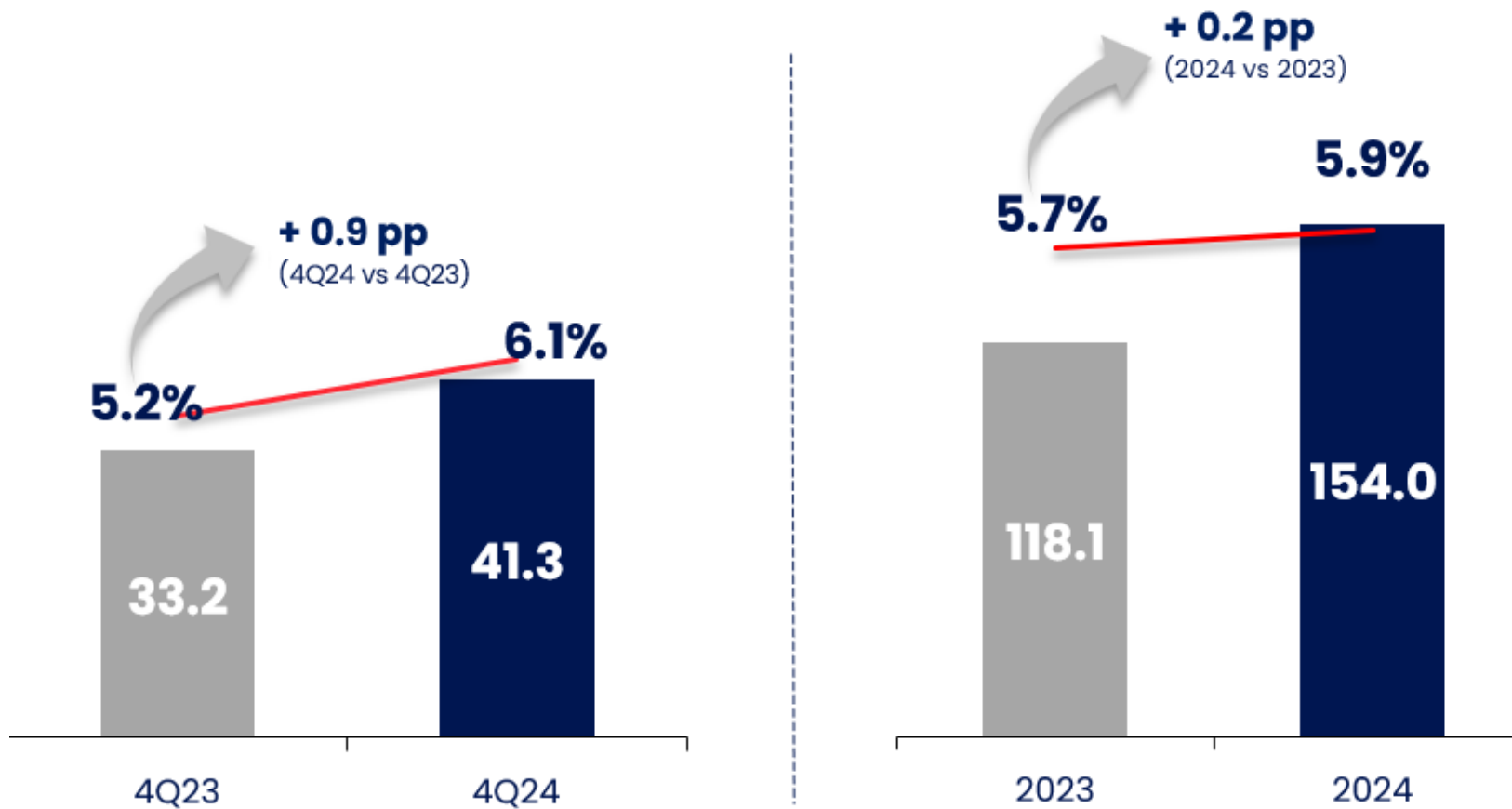
# SALES EXPENSES.

(BRL MILLION AND % OF REVENUE)



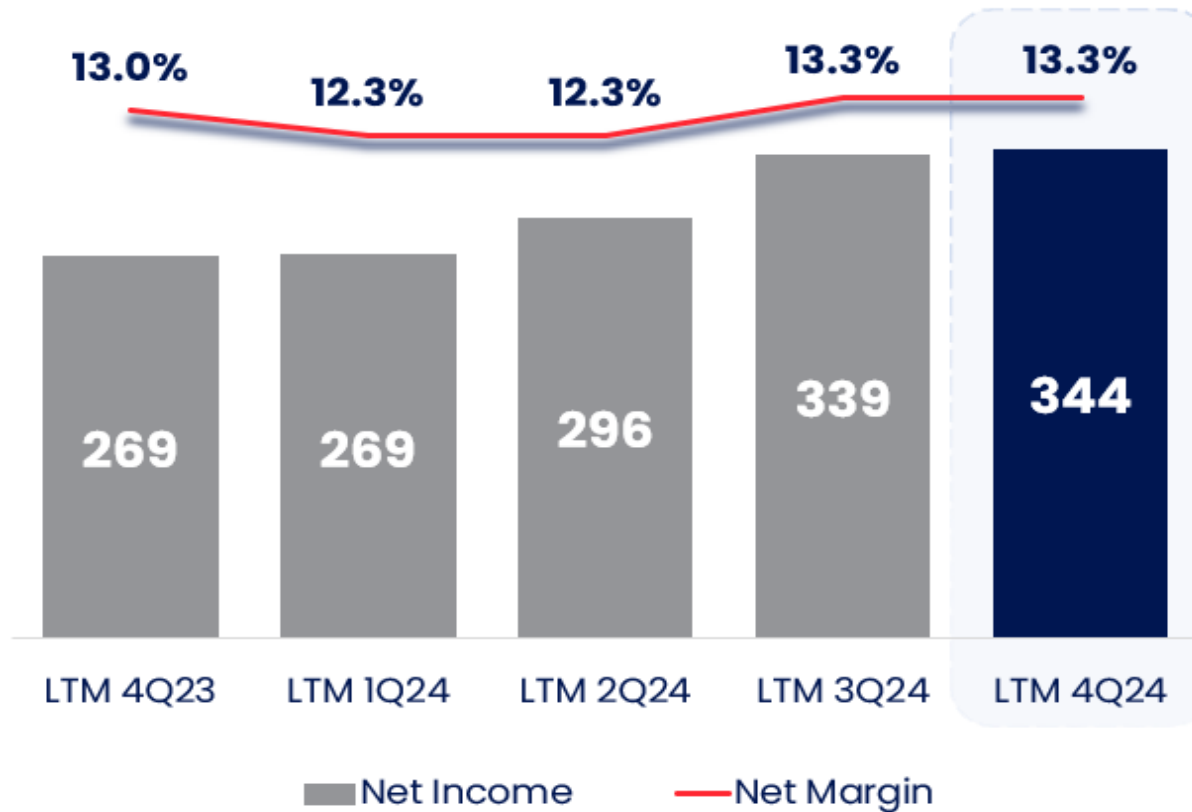
# G&A EXPENSES.

(BRL MILLION AND % OF REVENUE)



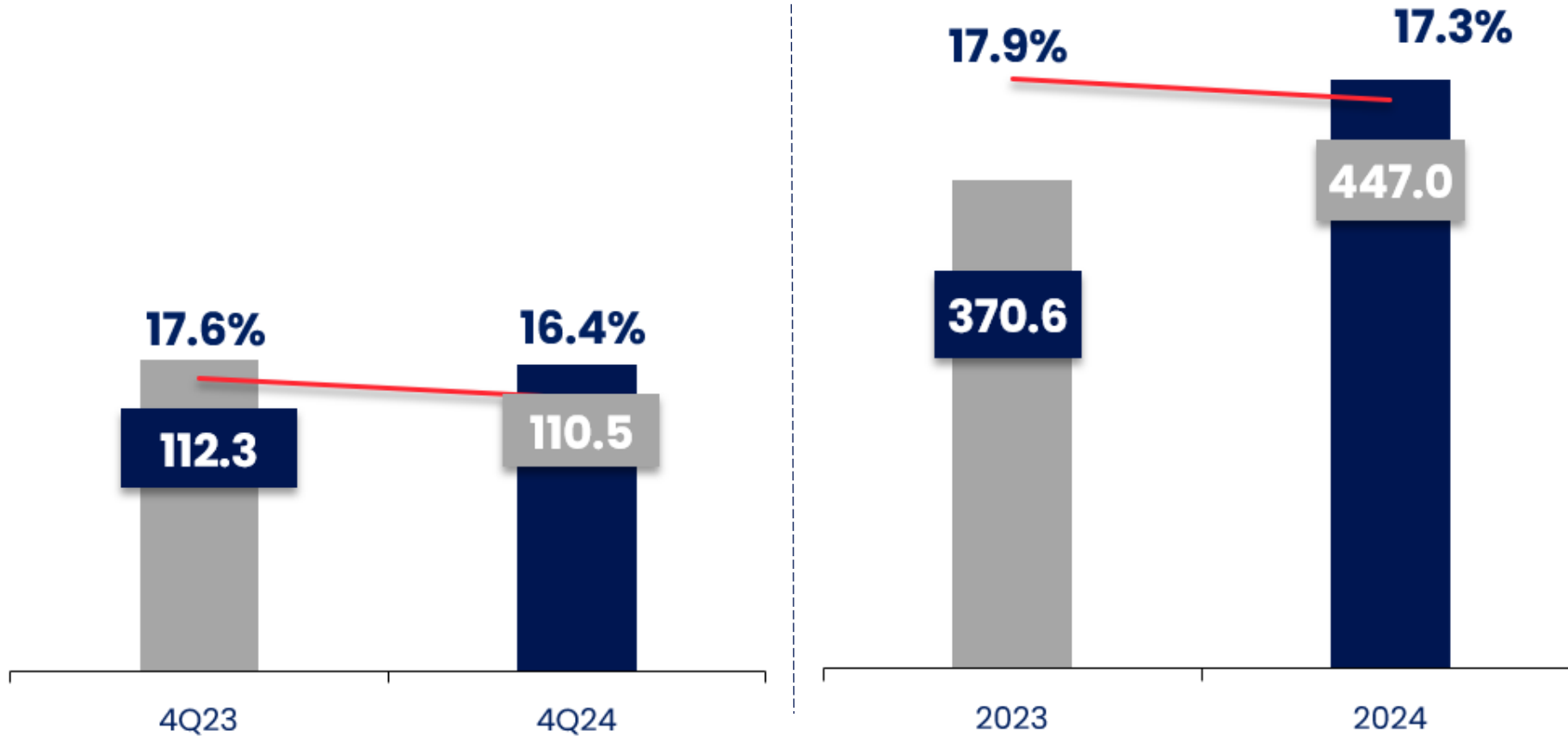
# NET INCOME & MARGIN.

(BRL MILLION AND %)



# EBITDA.

## ADJUSTED EBITDA AND EBITDA MARGIN (BRL MILLION AND %)



# CASH GENERATION.

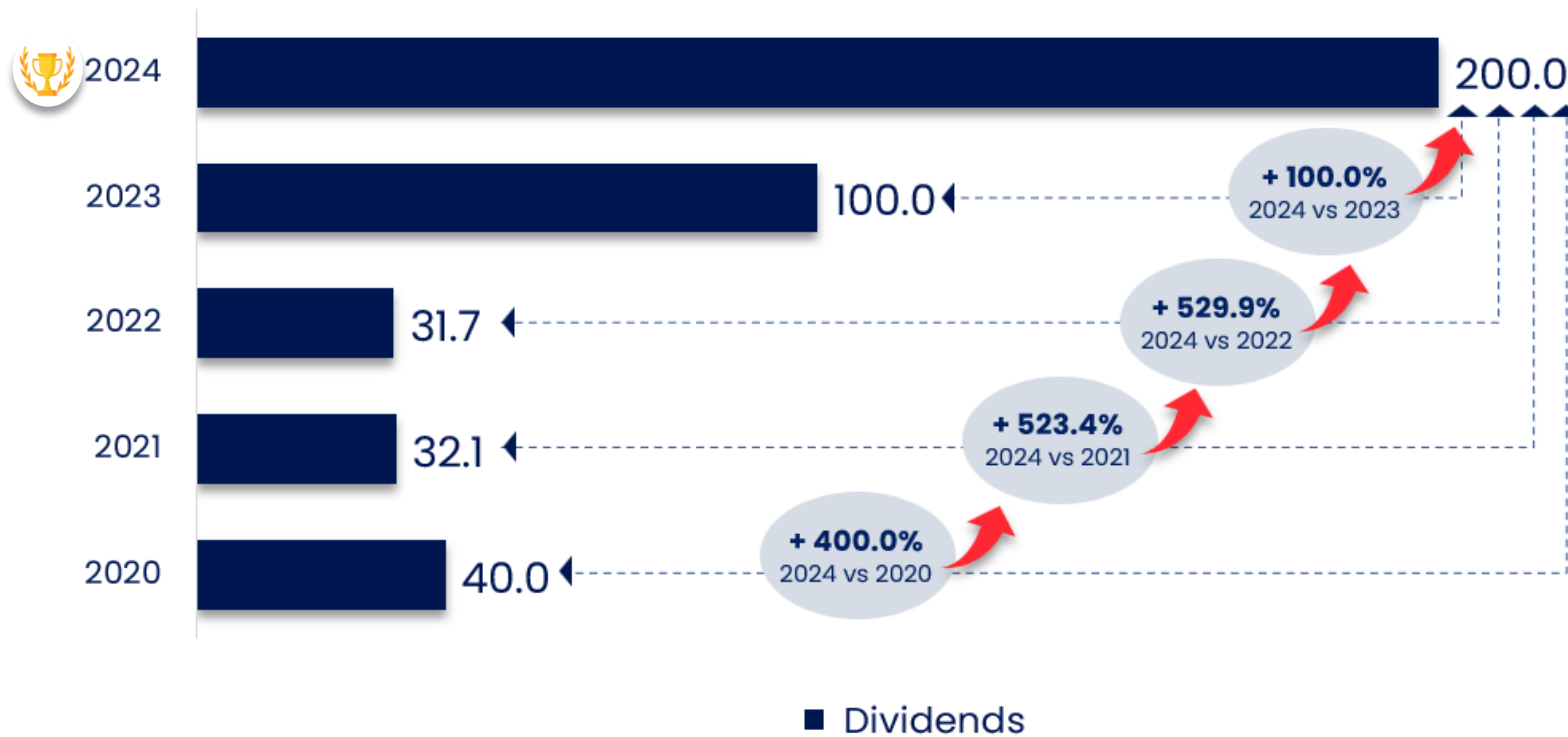
Cash Generation (BRL million)	1Q24	2Q24	3Q24	4Q24	2024
Net Debt (Net Cash) at the beginning of the period	-37.9	87.1	-0.4	-104.3	-37.9
Net Debt (Net Cash) at the end of the period	87.1	-0.4	-104.3	-185.7	-185.7
<b>Net Debt Variation</b>	<b>124.9</b>	<b>-87.5</b>	<b>-103.9</b>	<b>-81.4</b>	<b>-147.9</b>
(+) Dividends	-100.0	0.0	0.0	0.0	-100.0
<b>Operating Cash Consumption / (Generation)</b>	<b>24.9</b>	<b>-87.5</b>	<b>-103.9</b>	<b>-81.4</b>	<b>-247.9</b>



# NET DEBT.

Net Debt (BRL thousands)	12/31/2024	12/31/2023	Δ %
Total Debt	588.8	387.5	51.9%
(+/-) Fair Value Adjustment (Financial Instruments)	26.9	0.0	0.0%
<b>Gross Debt</b>	<b>615.7</b>	<b>387.5</b>	<b>58.9%</b>
Cash and Cash Equivalents	801.5	425.4	88.4%
<b>Net Debt</b>	<b>-185.7</b>	<b>-37.9</b>	<b>390.4%</b>
Equity 100%	915.6	646.1	41.7%
<b>Net Debt / Equity</b>	<b>-20.3%</b>	<b>-5.9%</b>	<b>-14.4 pp</b>
Leverage Ratio [ND / (ND + E)]	-25.4%	-6.2%	-19.2 pp

# REMUNERATION TO SHAREHOLDERS



# Q&A

## Earnings Webcast 4Q24

IR team:

[ri.planoeplano.com.br](https://ri.planoeplano.com.br)

[ri@planoeplano.com.br](mailto:ri@planoeplano.com.br)



### To participate live:

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

**PLPL3**



Listed on B3 Novo Mercado | **PLPL3**



# BUILDING VALUE RELATIONSHIPS

