

RELAÇÕES COM INVESTIDORES

RESULTADOS 1º TRIMESTRE 2025



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 2025

LANÇAMENTOS 100% 1T25

**R\$ 1,2 Bilhões****+153%**
vs 1T24

LANÇAMENTOS 100% 1T25 (UDM)

**R\$ 4,6 Bilhões****+40%**
1T25 UDM vs 1T24 UDM

LANDBANK 100%

**R\$ 31,2 Bilhões****+13%**
acima do 4T24

VENDA LÍQUIDA 100% 1T25

**R\$ 855,3 Milhões****+44%**
vs 1T24

VENDA LÍQUIDA 100% 1T25 (UDM)

**R\$ 3,6 Bilhões****+17%**
1T25 UDM vs 1T24 UDM

RECEITA LÍQUIDA 100%

**R\$ 608,3 Milhões****+22%**
acima do 1T24

LUCRO LÍQUIDO 100%

**R\$ 80,8 Milhões****+62,7%**
acima do 1T24

MARGEM LÍQUIDA 100%

**13,3%****+3,4 pp**
acima do 1T24

ROE

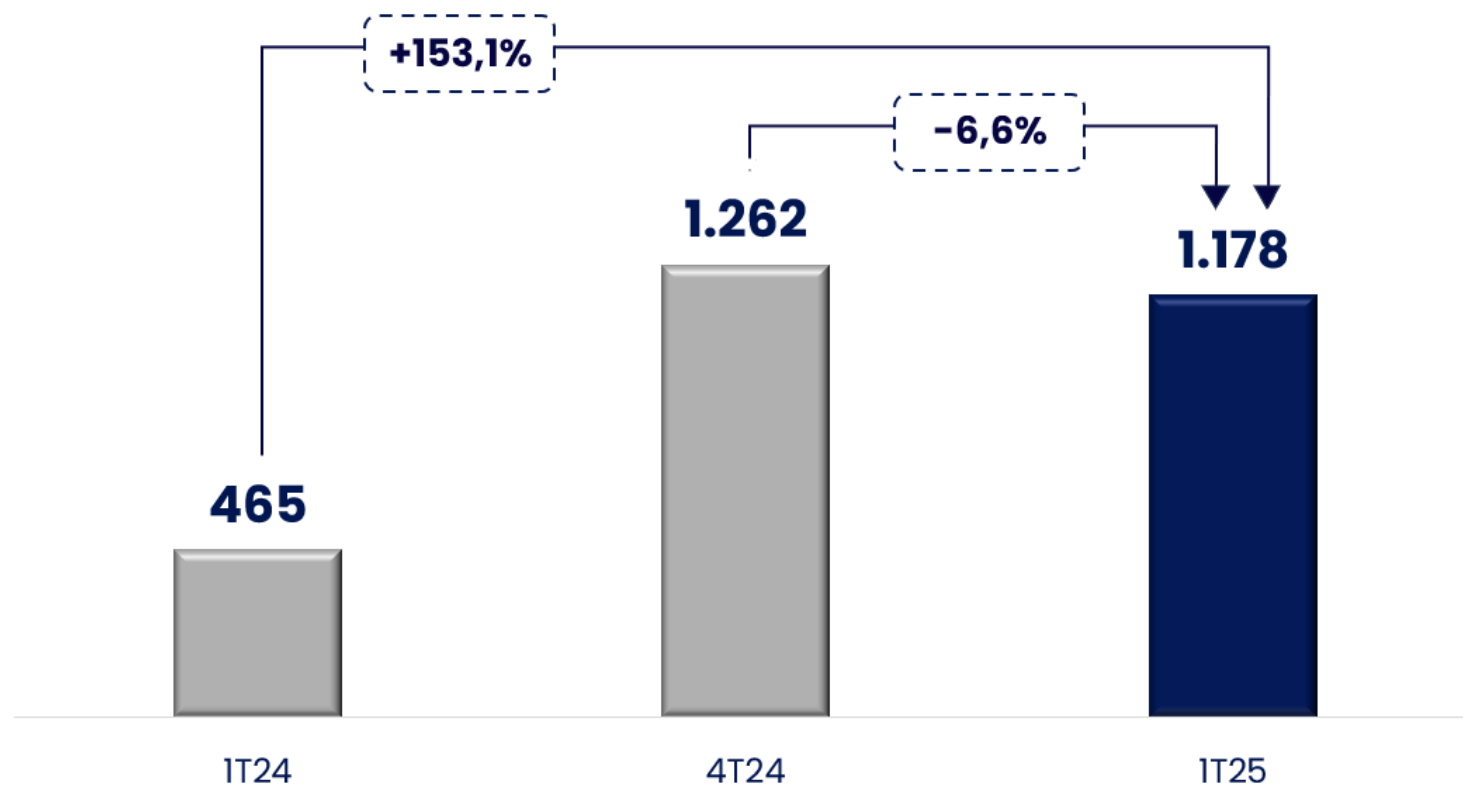
**51,8%****+1,7 pp**
acima do 1T24



RESULTADO OPERACIONAL 1T25

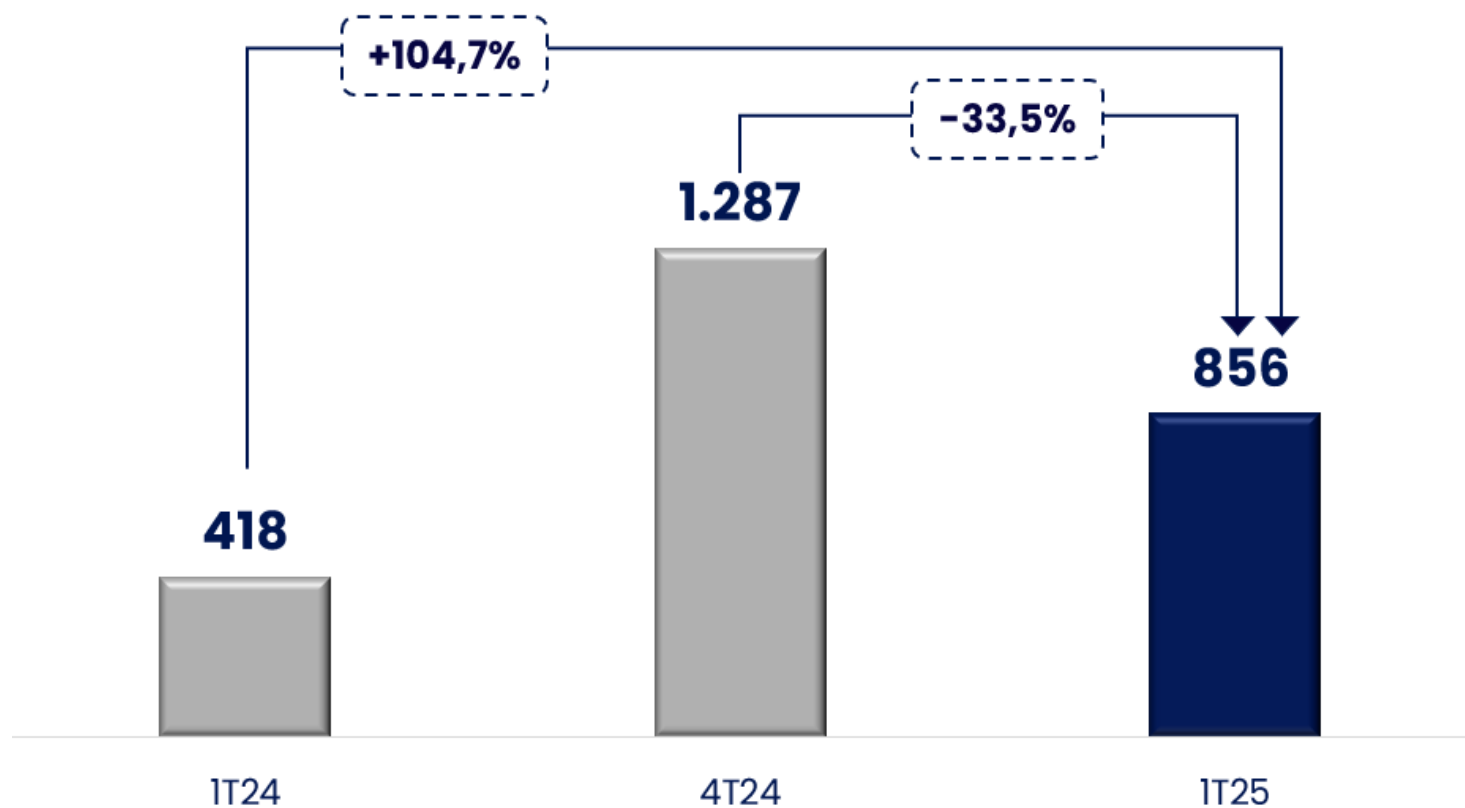
LANÇAMENTOS 100%

TOTAL (R\$ milhões)



LANÇAMENTOS %P&P

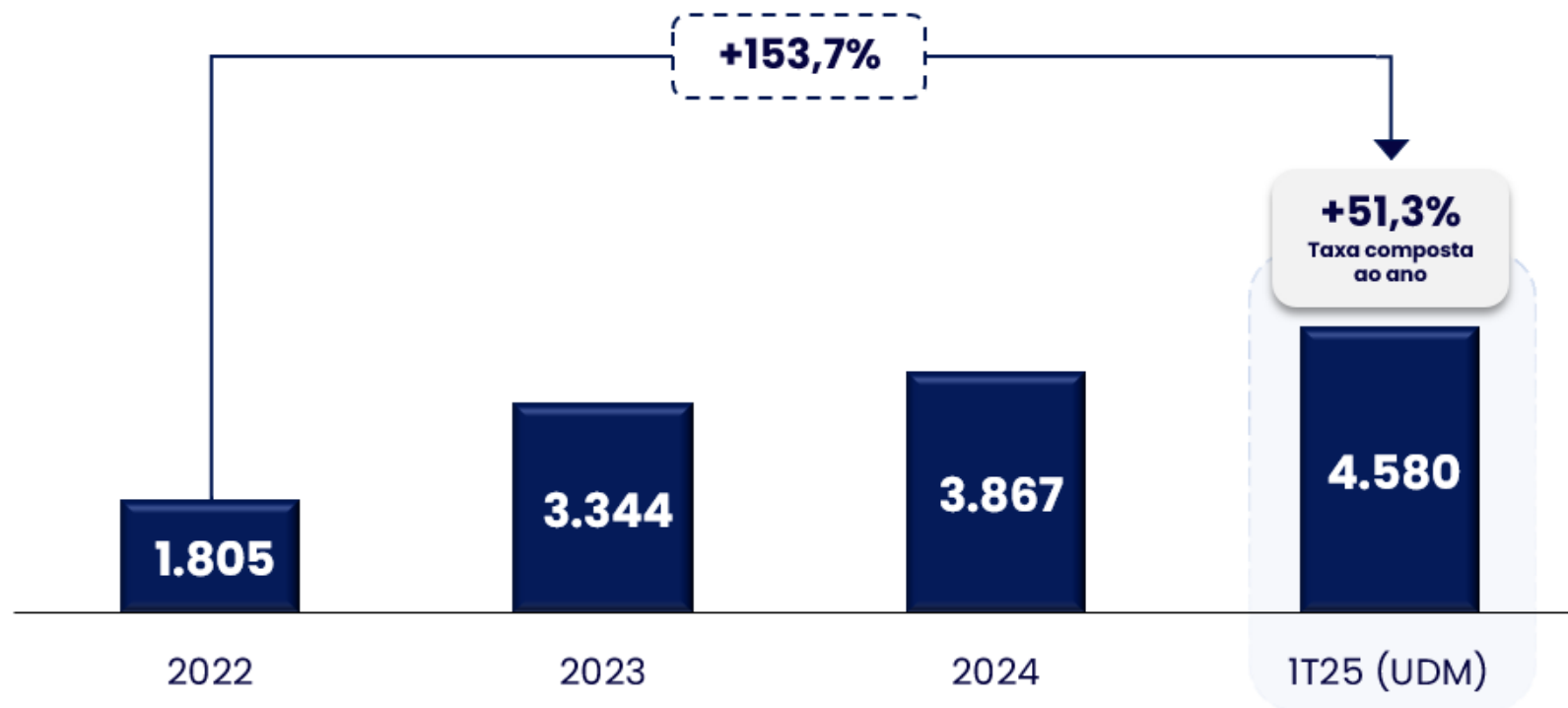
TOTAL (R\$ milhões)



HISTÓRICO DE LANÇAMENTOS

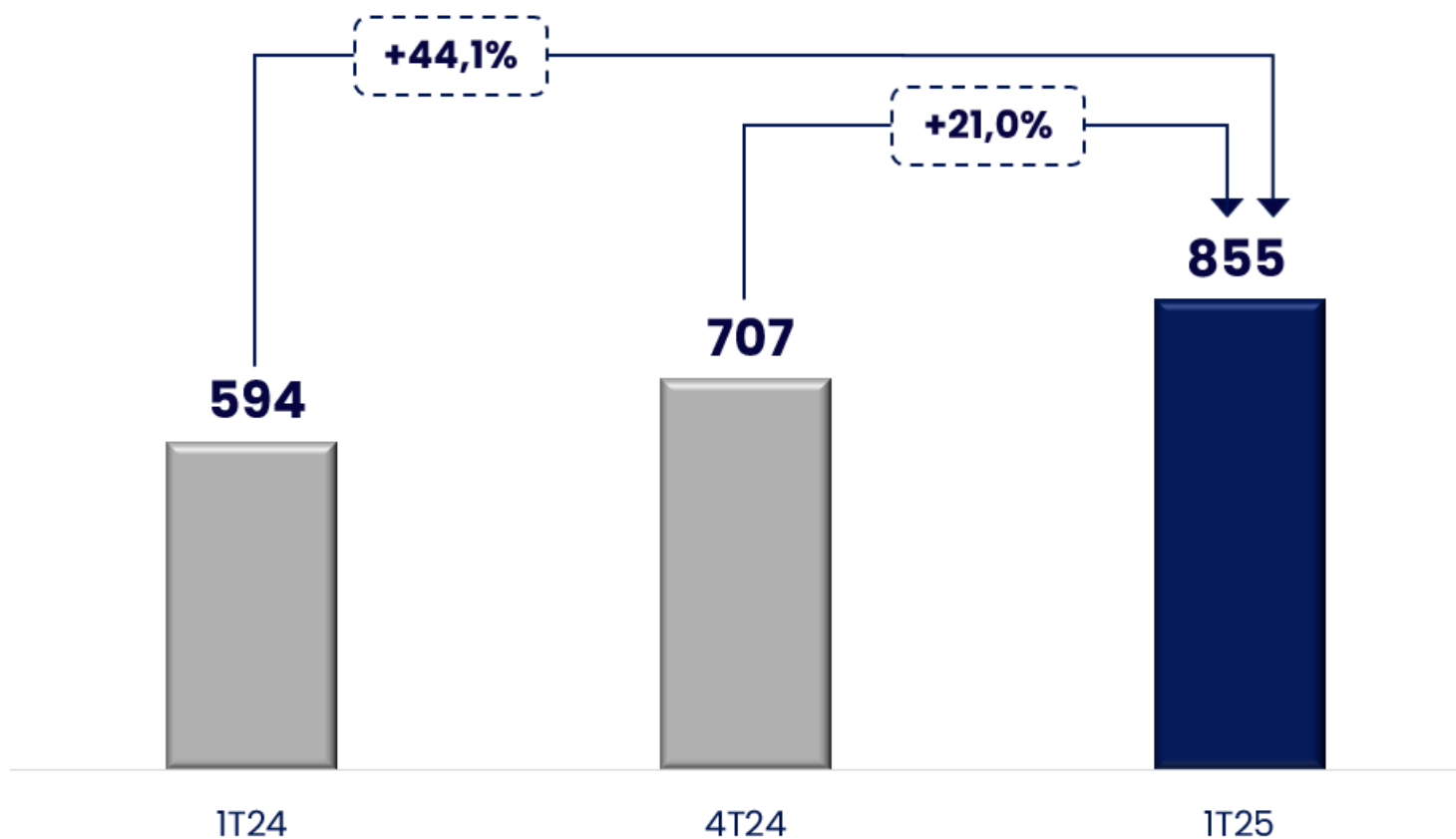
100% – UDM

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



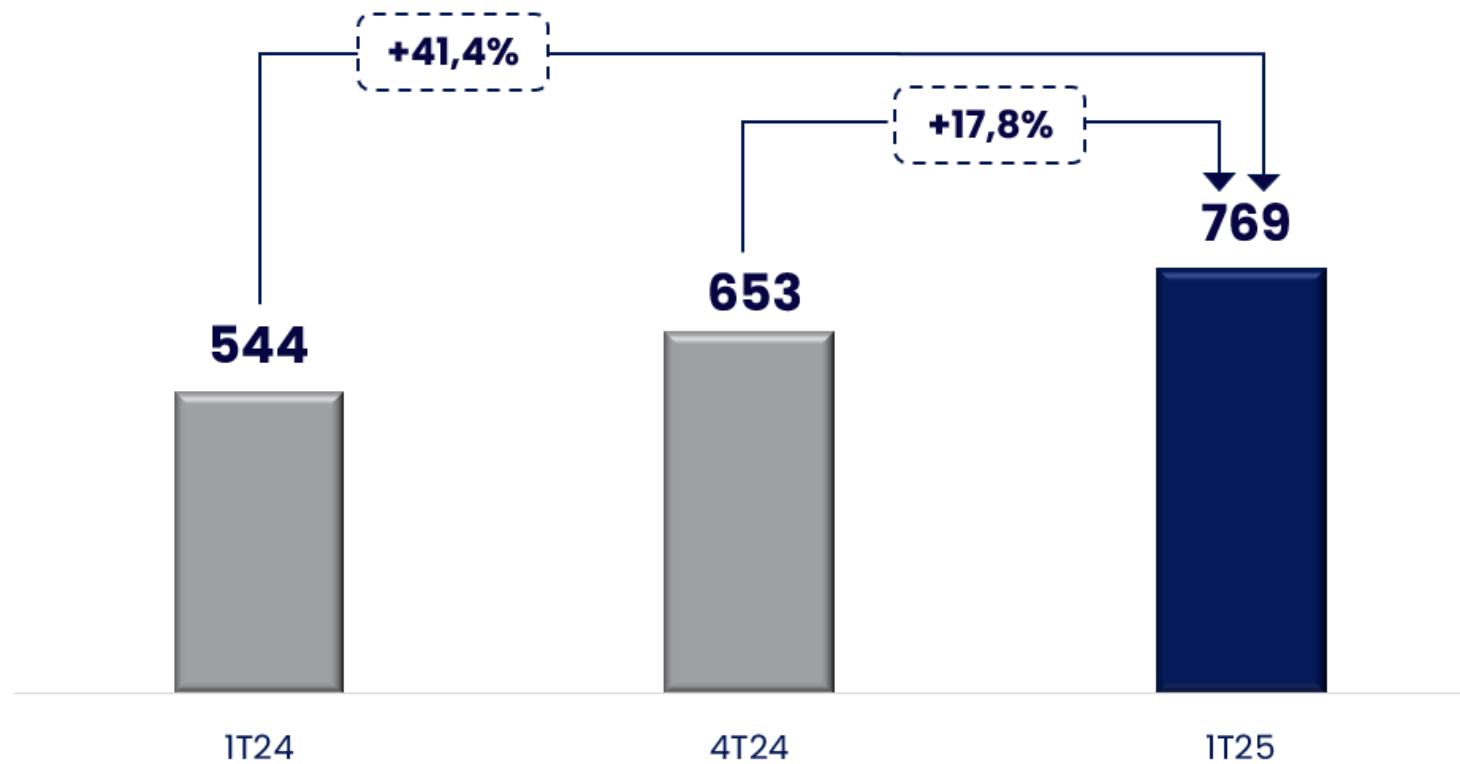
VENDAS 100%

TOTAL (R\$ milhões)



VENDAS LÍQUIDAS %P&P

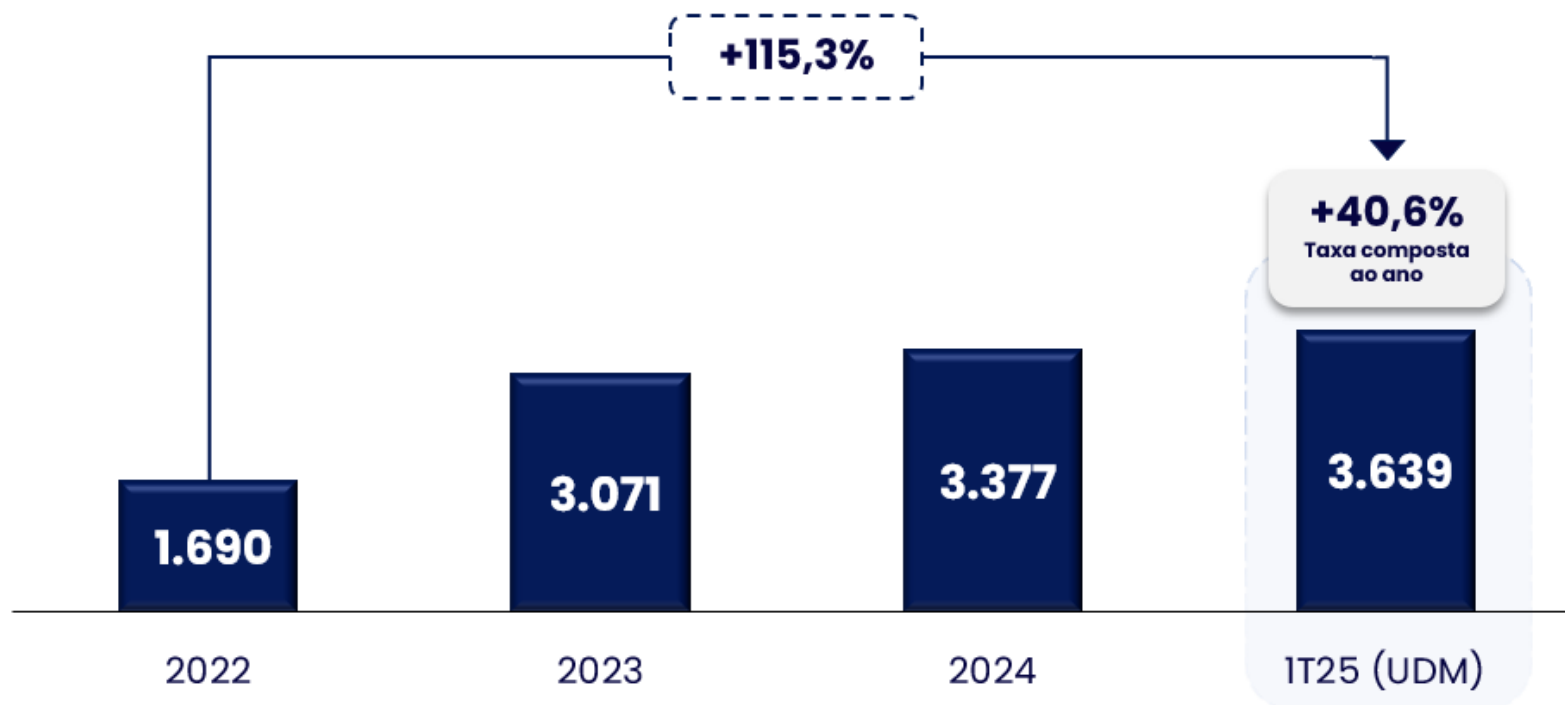
TOTAL (R\$ milhões)



HISTÓRICO DE VENDAS

100% – UDM

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

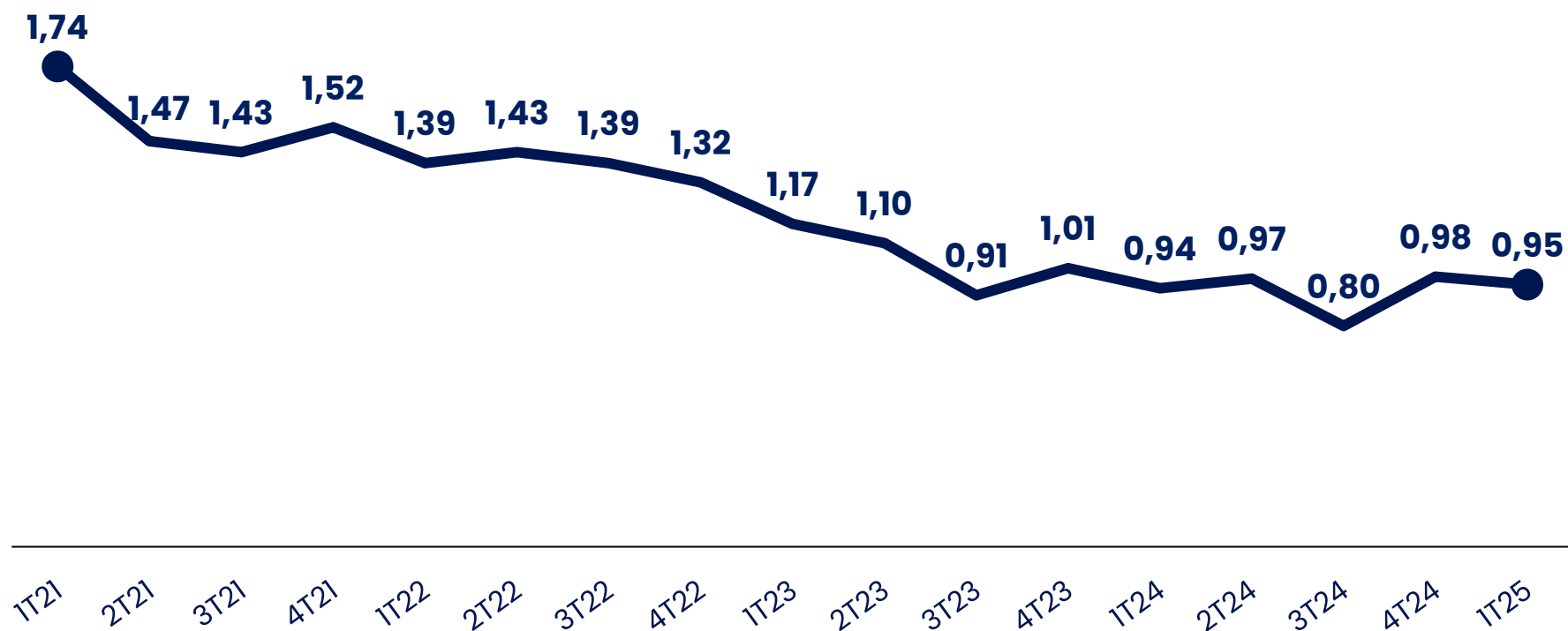




ESTOQUE / VENDAS

ESTOQUE / VENDAS (UDM)

(Estoque e Vendas Nominais - %P&P)



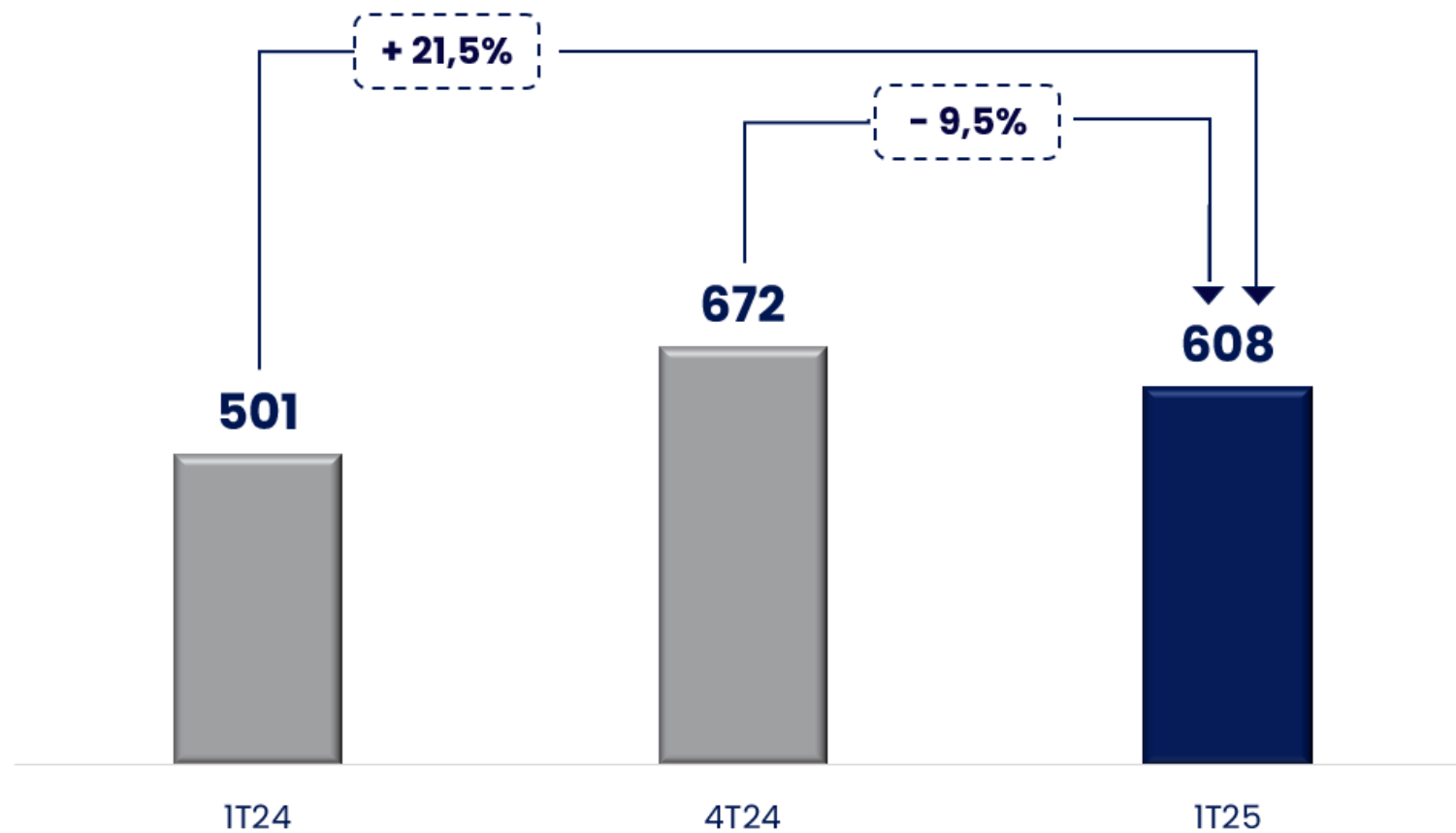


RESULTADO FINANCEIRO 1T25



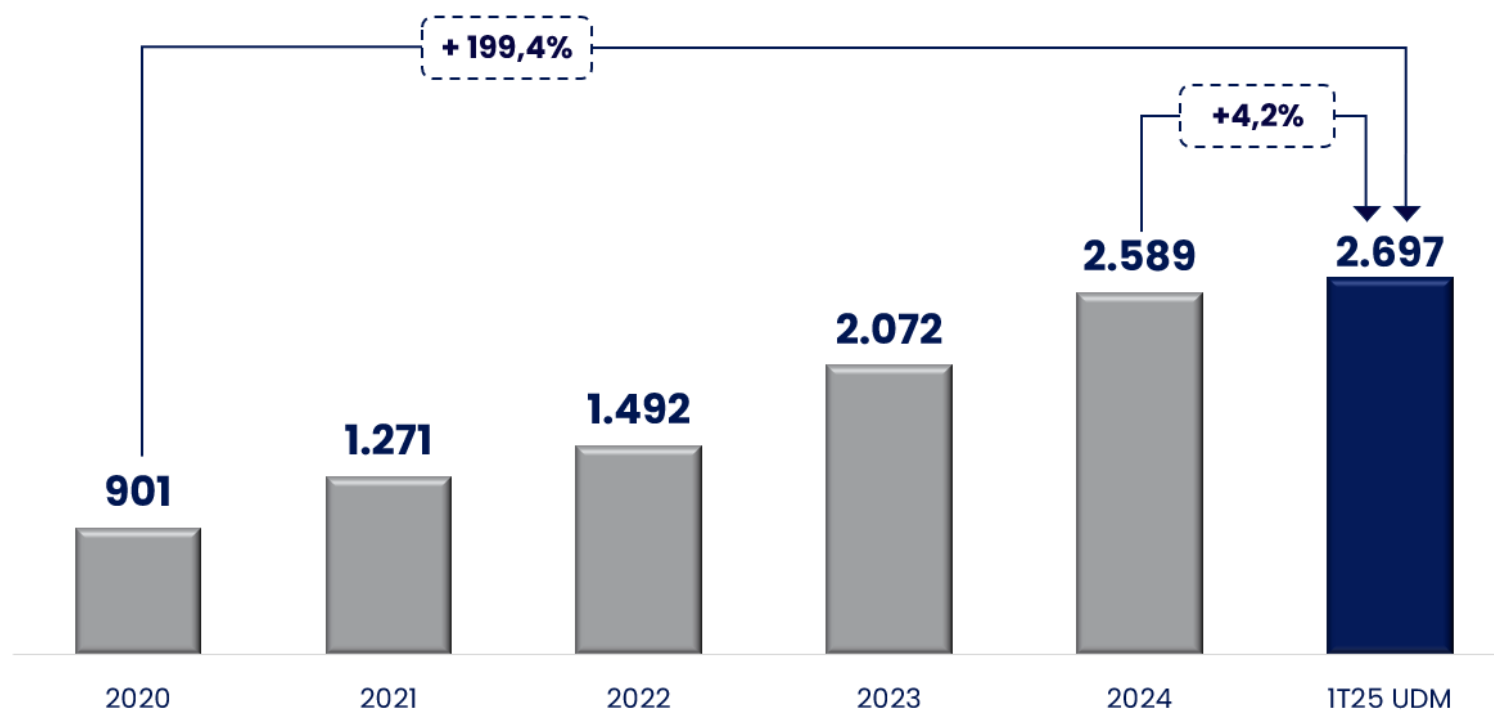
RECEITA LÍQUIDA

(R\$ MILHÕES)



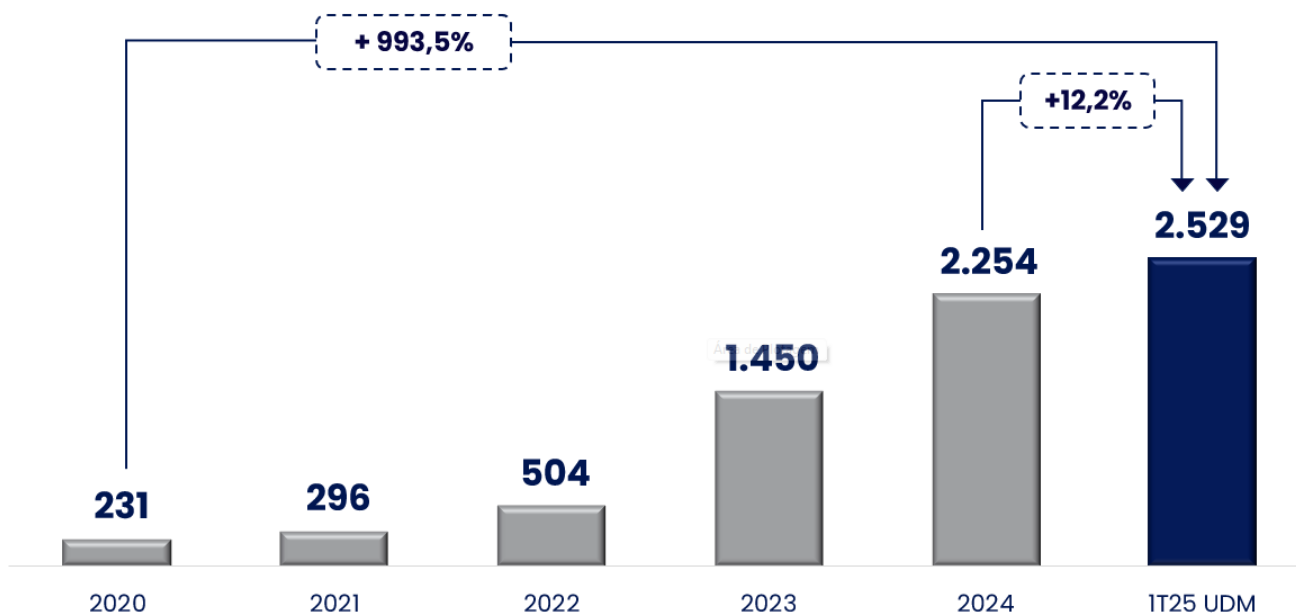
EVOLUÇÃO DA RECEITA LÍQUIDA – UDM

(R\$ MILHÕES)



EVOLUÇÃO DA RECEITA REF

(R\$ MILHÕES)



**Aumento de + 993,5%
da Receita a Apropriar**
1T25 (UDM) vs 2020



Receita a Apropriar

R\$ 2.529

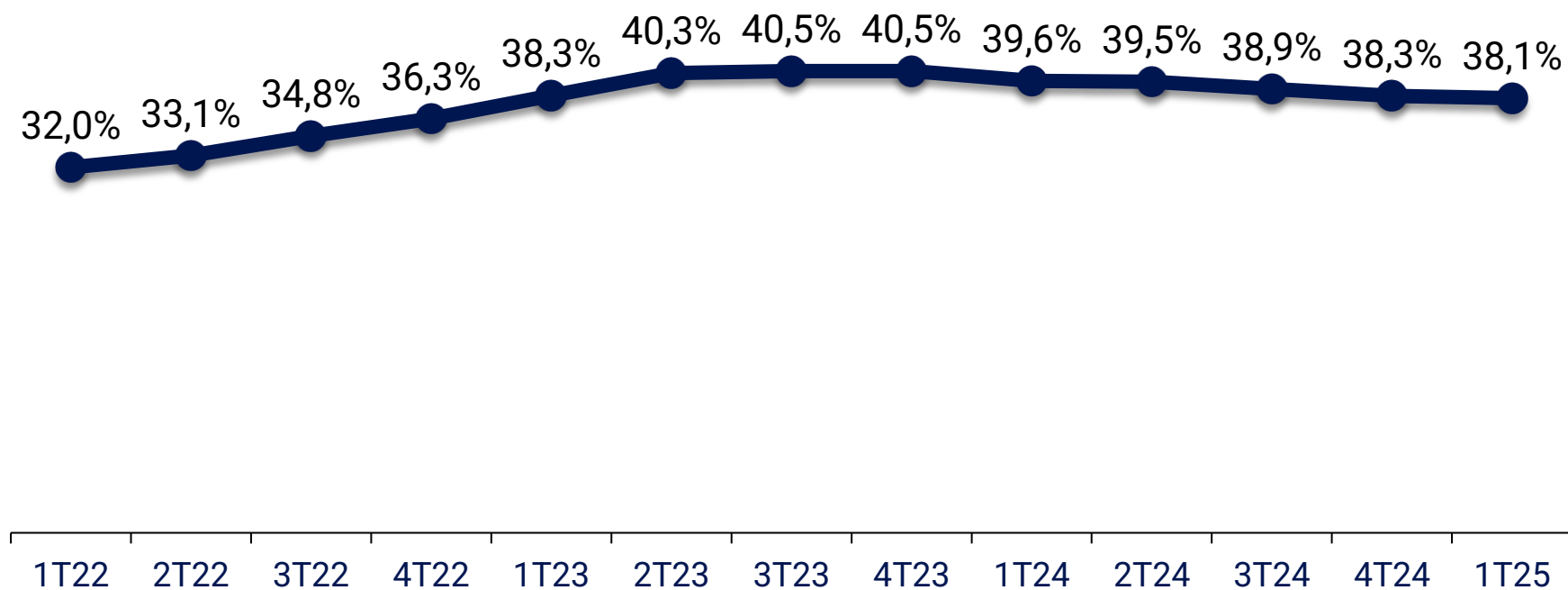


Receita a Apropriar

R\$ 231

MARGEM REF

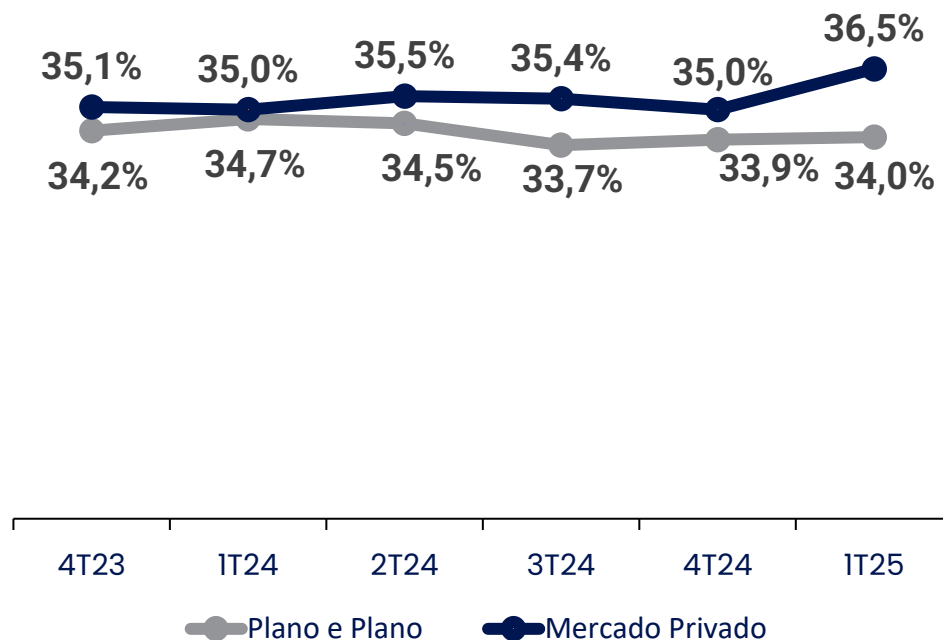
MERCADO PRIVADO (%)



LUCRO BRUTO E MARGEM BRUTA

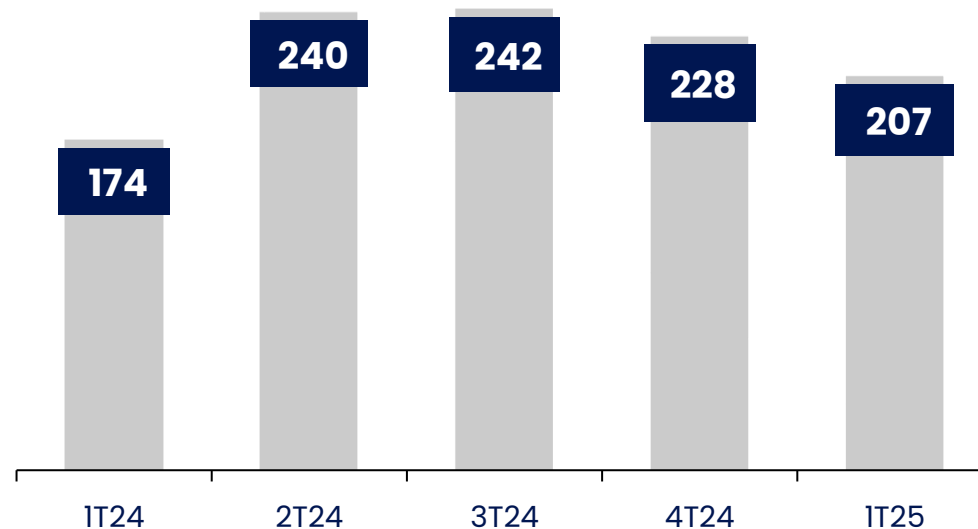
MARGEM BRUTA AJUSTADA

(%)



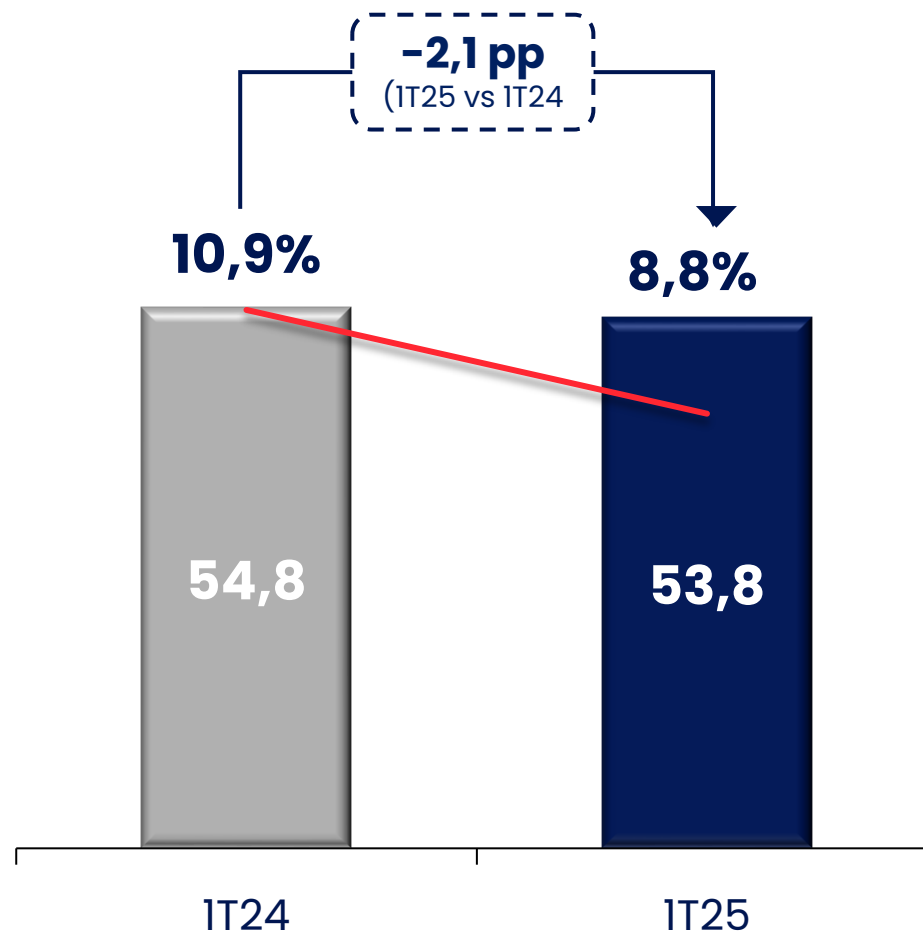
LUCRO BRUTO AJUSTADO

(R\$ MILHÕES)



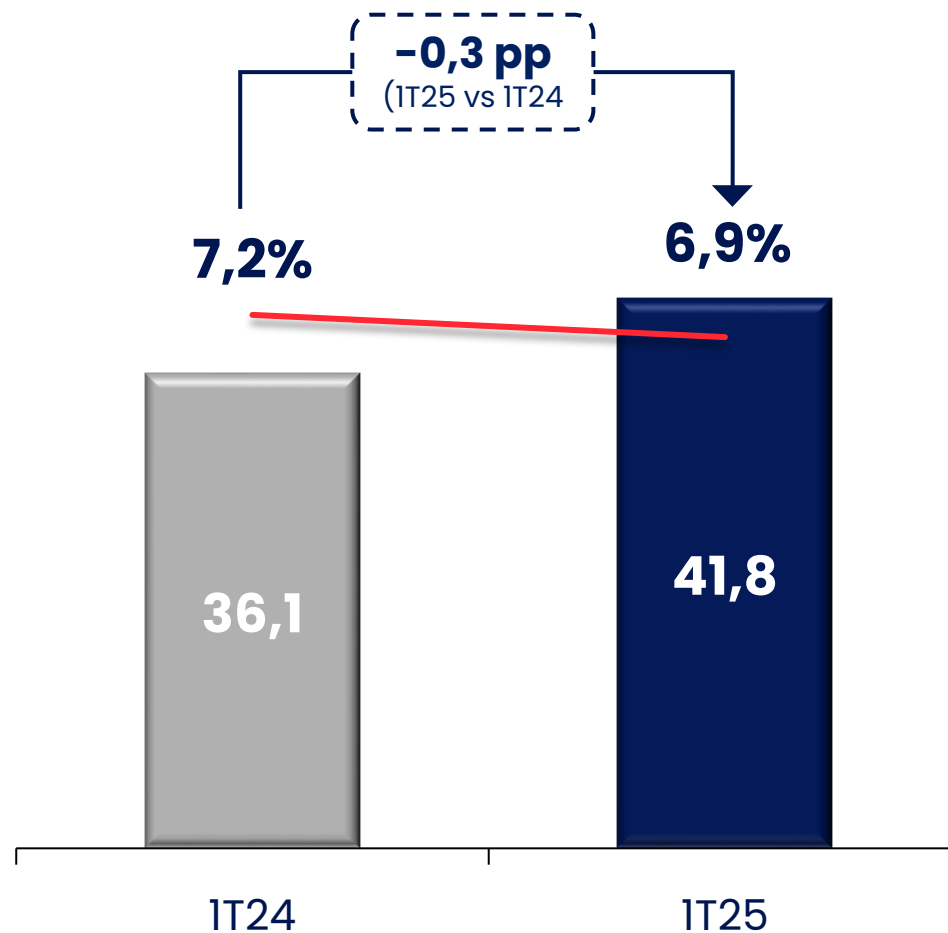
DESPESAS COMERCIAIS

(R\$ MILHÕES E % DA RECEITA)



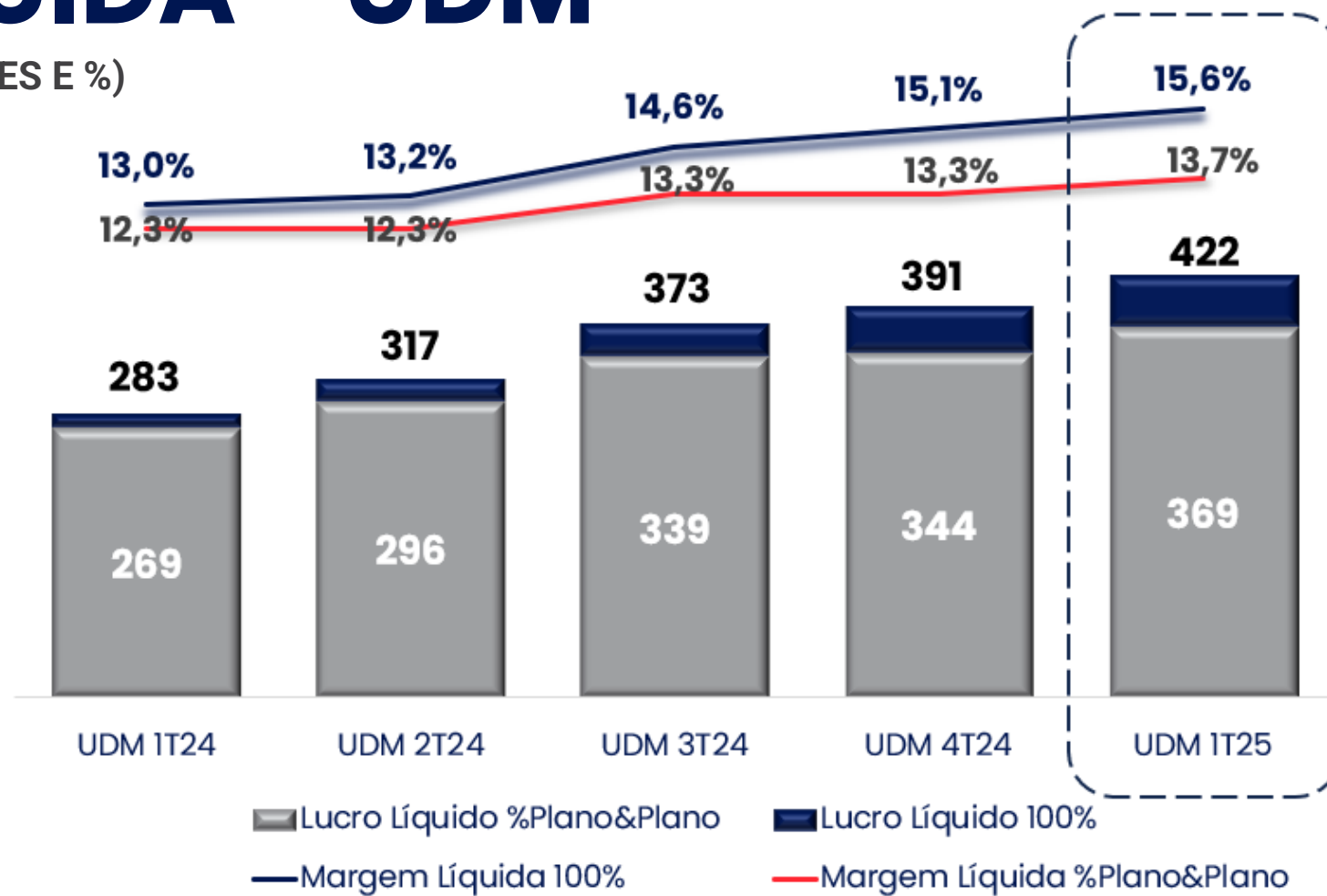
DESPESAS ADMINISTRATIVAS

(R\$ MILHÕES E % DA RECEITA)



LUCRO LÍQUIDO & MARGEM LÍQUIDA – UDM

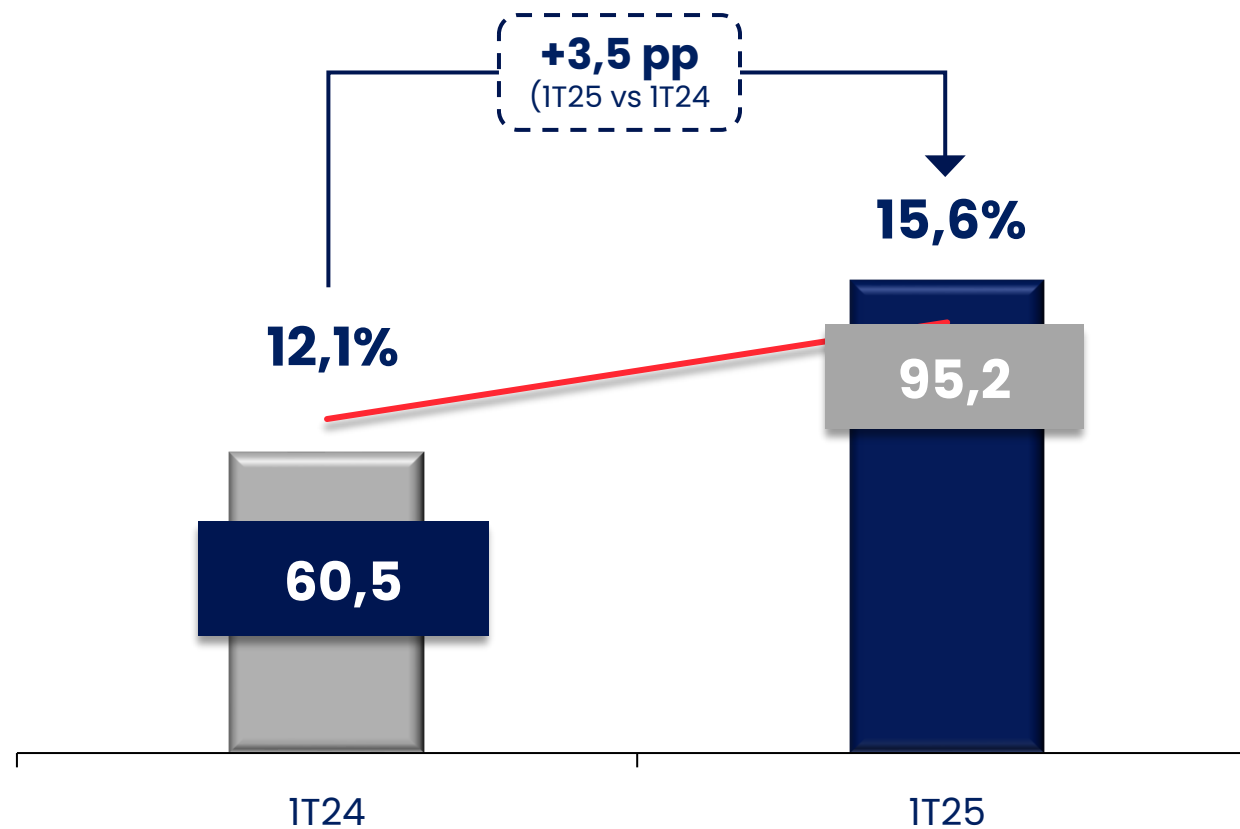
(R\$ MILHÕES E %)



EBITDA

EBITDA E MARGEM EBITDA AJUSTADO

(R\$ MILHÕES E %)



GERAÇÃO DE CAIXA

Geração de Caixa (R\$ milhão)	1T25
Dívida Líquida (Caixa Líquido) no início do período	-185,7
Dívida Líquida (Caixa Líquido) no final do período	156,9
Variação Dívida Líquida	342,7
(+) Dividendos	-200,0
(Geração)/Consumo de Caixa Operacional	142,7



ENDIVIDAMENTO

Dívida Líquida (R\$ mil)z	31/03/2025	31/12/2024	Δ %	31/03/2024	Δ %
Dívida Total	598,3	588,8	1,6%	369,8	61,8%
(+/-) Ajuste a Valor justo (Instrumentos Financeiros)	23,4	26,9	-13,1%	0,0	0,0%
Dívida Bruta	621,7	615,7	1,0%	369,8	68,1%
Caixa e Equivalentes de Caixa	464,8	801,5	-42,0%	282,8	64,4%
Dívida (Caixa) Líquida	156,9	-185,7	-184,5%	87,1	80,3%
Patrimônio Líquido + Minoritários	856,1	915,6	-5,5%	652,8	32,5%
Dívida (Caixa) Líquida / Patrimônio Líquido	18,1%	-20,3%	38,4 pp	13,3%	4,8 pp
Grau de Alavancagem [DL / (DL + PL)]	15,4%	-25,4%	40,8 pp	11,8%	3,6 pp

Q&A

Webcast de Resultados 1T25

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Para interagir ao vivo:

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

PLPL3





PLANO & PLANO

Construindo relações de valor

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

[B]³ ISE B3 IDIVERSA B3 ICON B3 IBRA B3 IMOB B3 SMLL B3 IGCT B3 INDX B3 ITAG B3 IGPTW B3

INVESTOR RELATIONS

RESULTS 1ST QUARTER 2025



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 1Q25

LAUNCHES 100% 1Q25



BRL 1.2 billion

+153%
vs 1Q24

LAUNCHES 100% 1Q25 (LTM)



BRL 4.6 billion

+40%
1Q25 LTM vs 1Q24 LTM

LANDBANK 100%



BRL 31.2 billion

+13%
Above 4Q24

NET SALES 100% 1Q25



BRL 855.3 million

+44%
vs 1Q24

NET SALES 100% 1Q25 (LTM)



BRL 3.6 billion

+17%
1Q25 LTM vs 1Q24 LTM

NET REVENUE 100%

BRL 608.3 Million

+22%
vs 1Q24

NET INCOME 100%

BRL 80.8 Million

+63%
vs 1Q24

NET MARGIN 100%

13.3%

+3.4%
vs 1Q24

ROE

51.8%

+1.7 pp
vs 1Q24

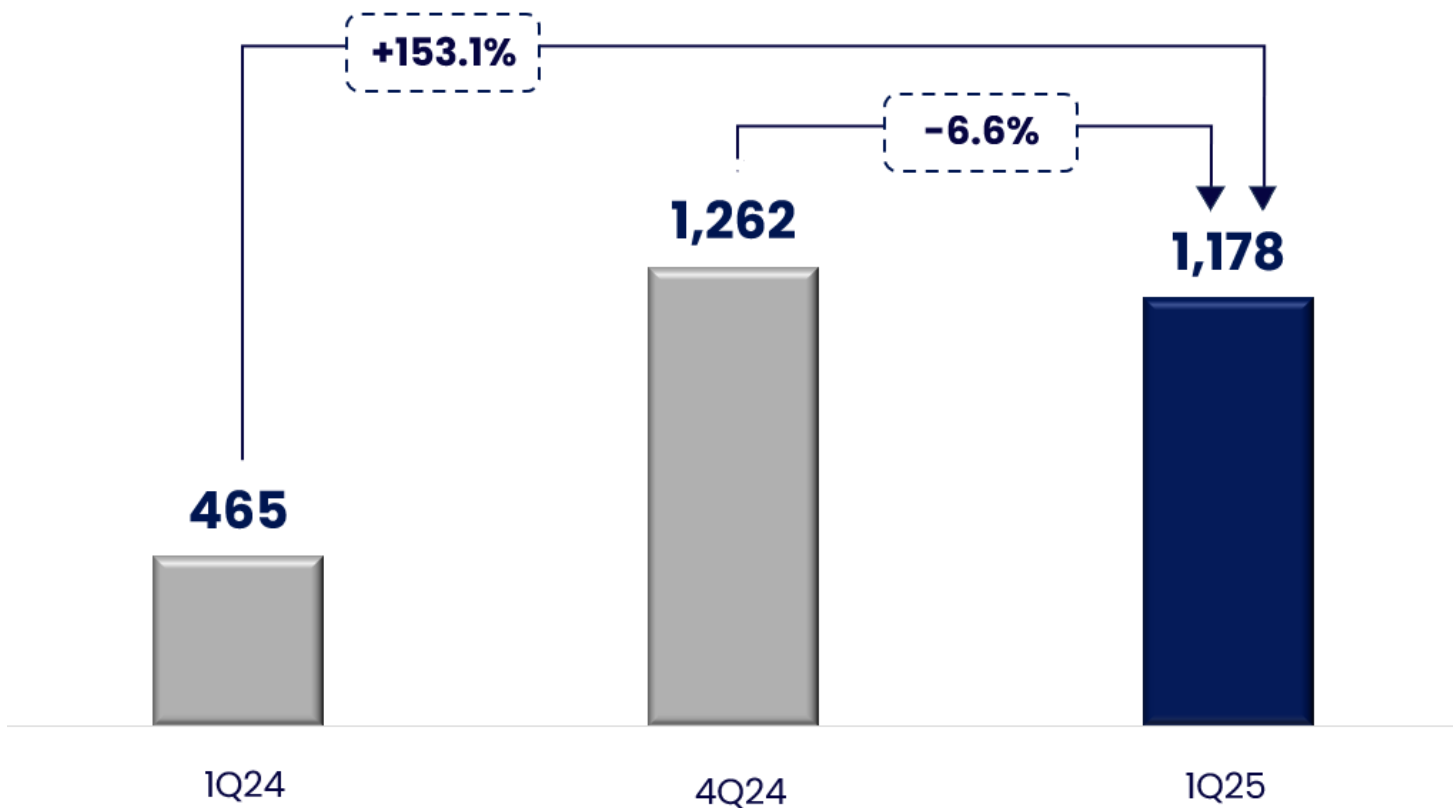


OPERATIONAL RESULTS

1Q25

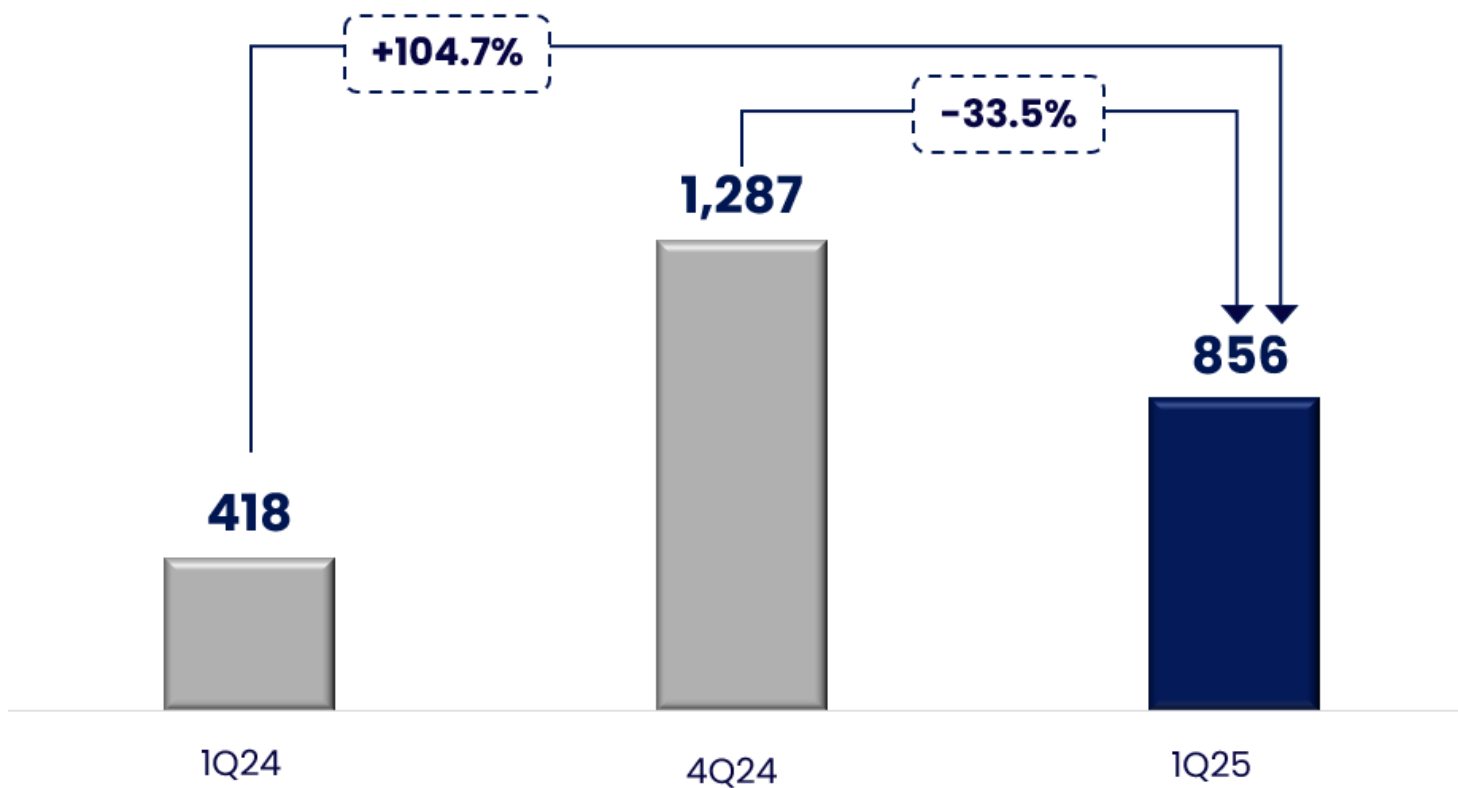
LAUNCHES 100%

TOTAL (BRL million)



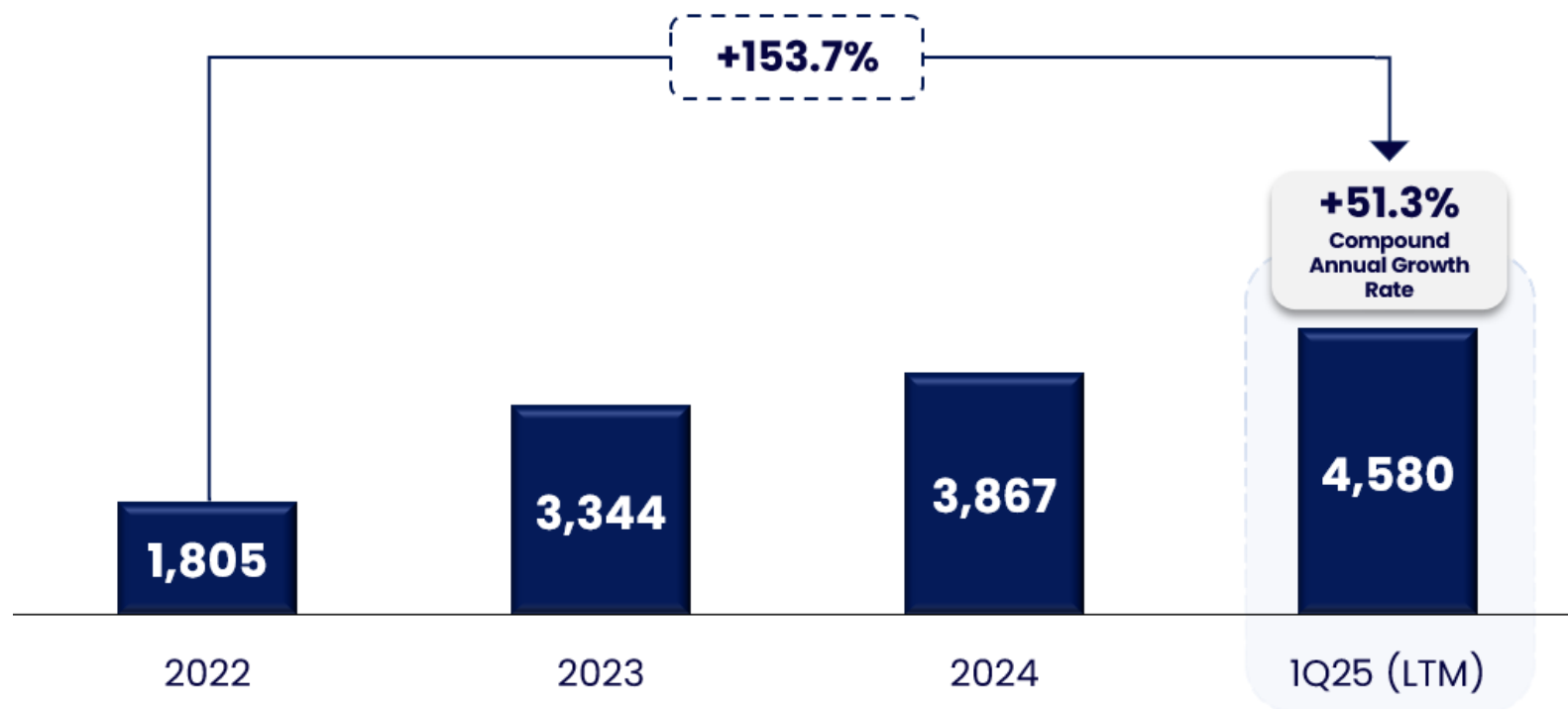
LAUNCHES % P&P

TOTAL (BRL million)



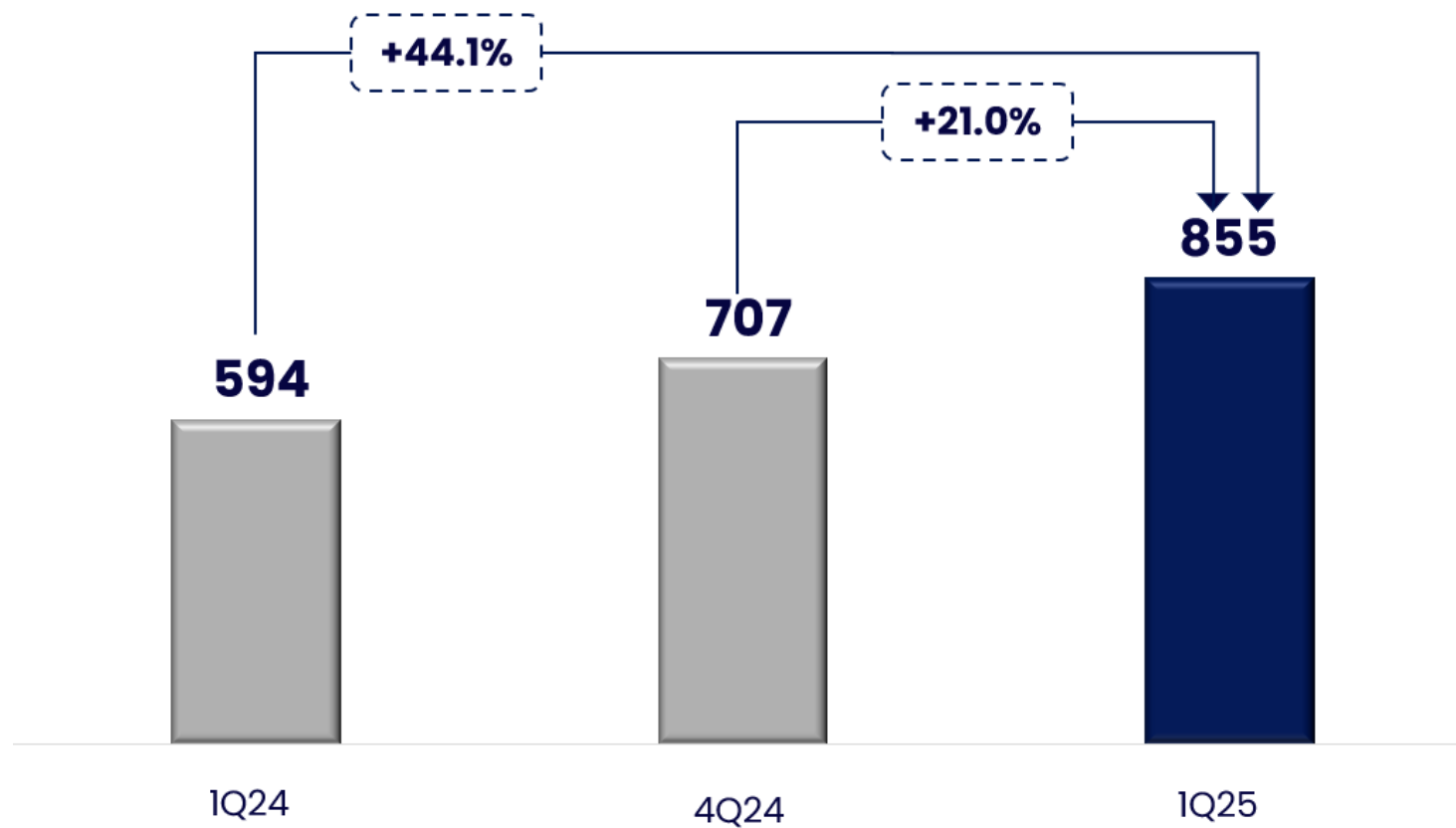
LTM LAUNCHES TRACK.

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



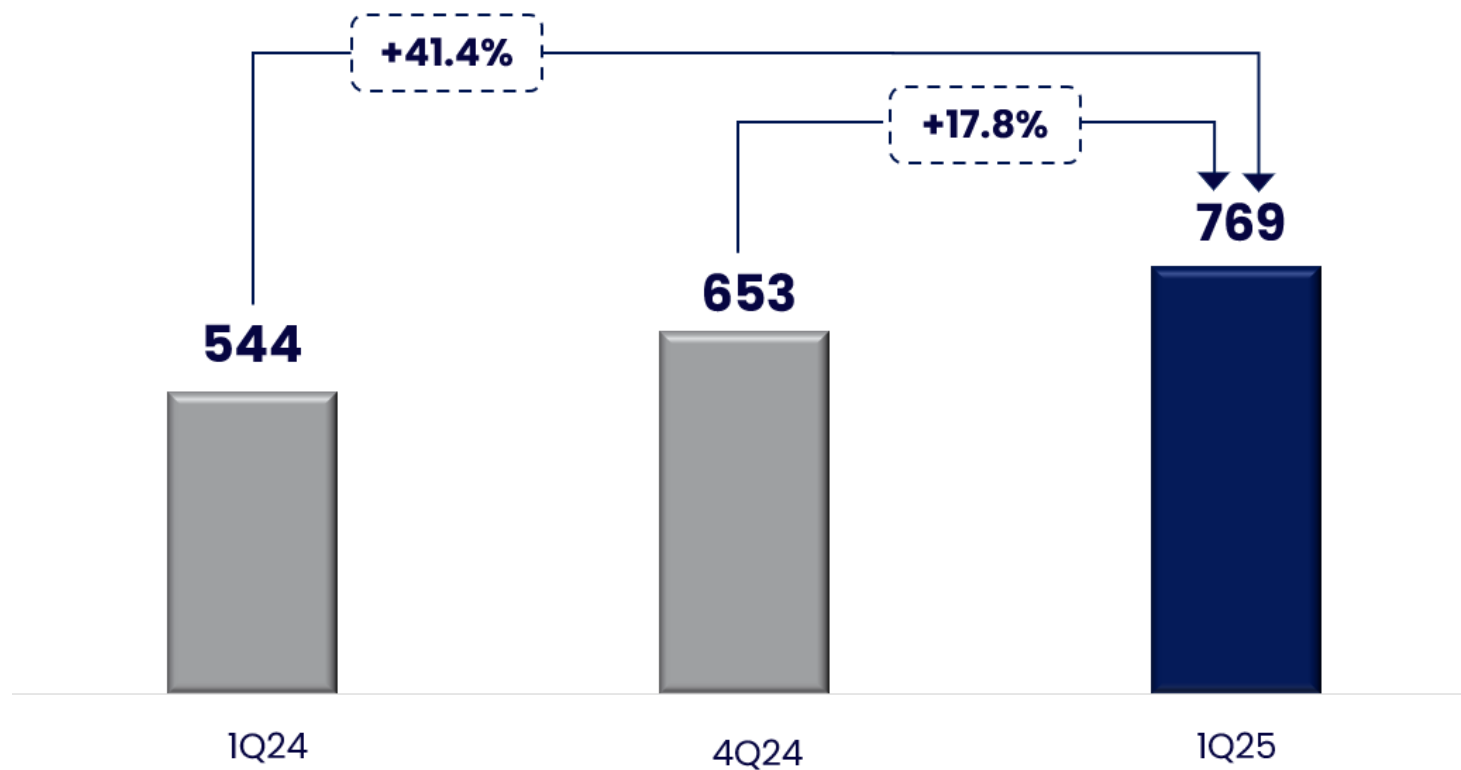
SALES 100%

TOTAL (BRL million)



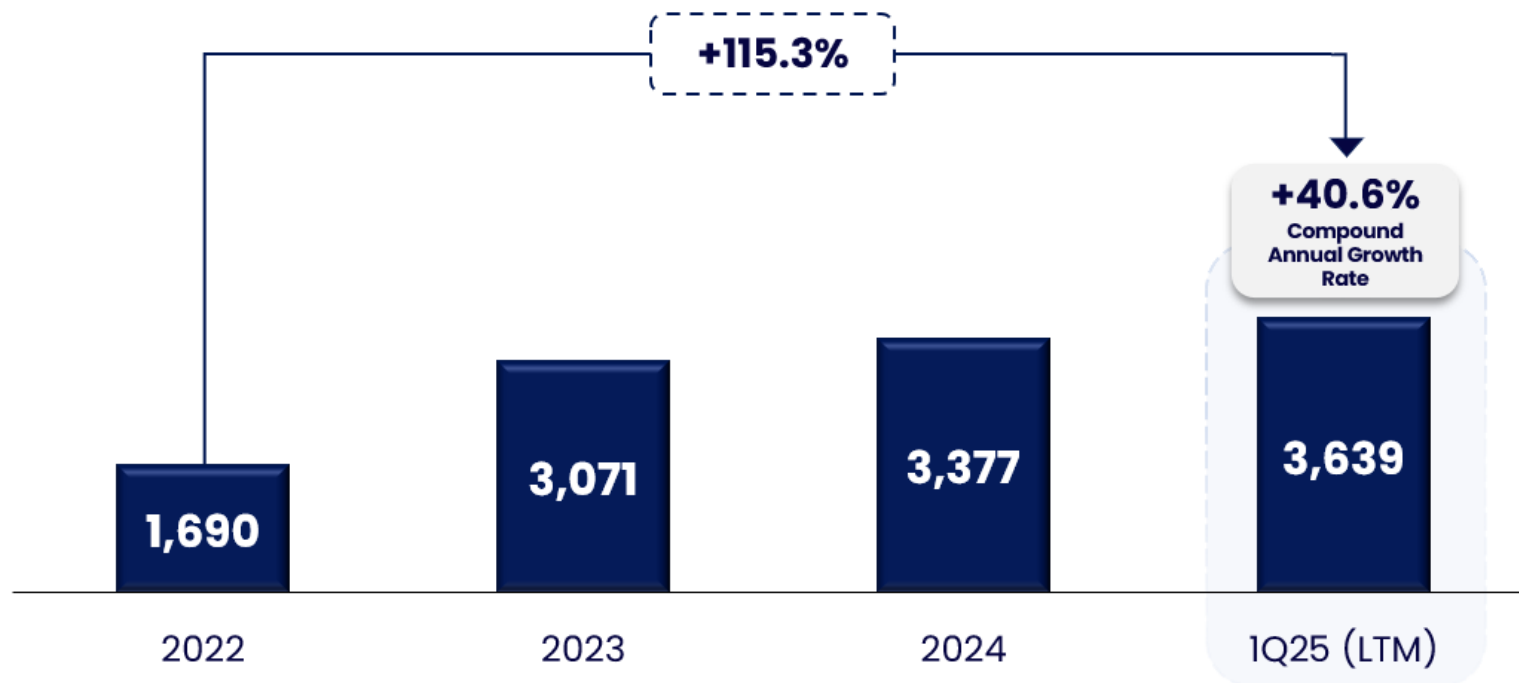
SALES %P&P

TOTAL (BRL million)



LTM SALES TRACK RECORD.

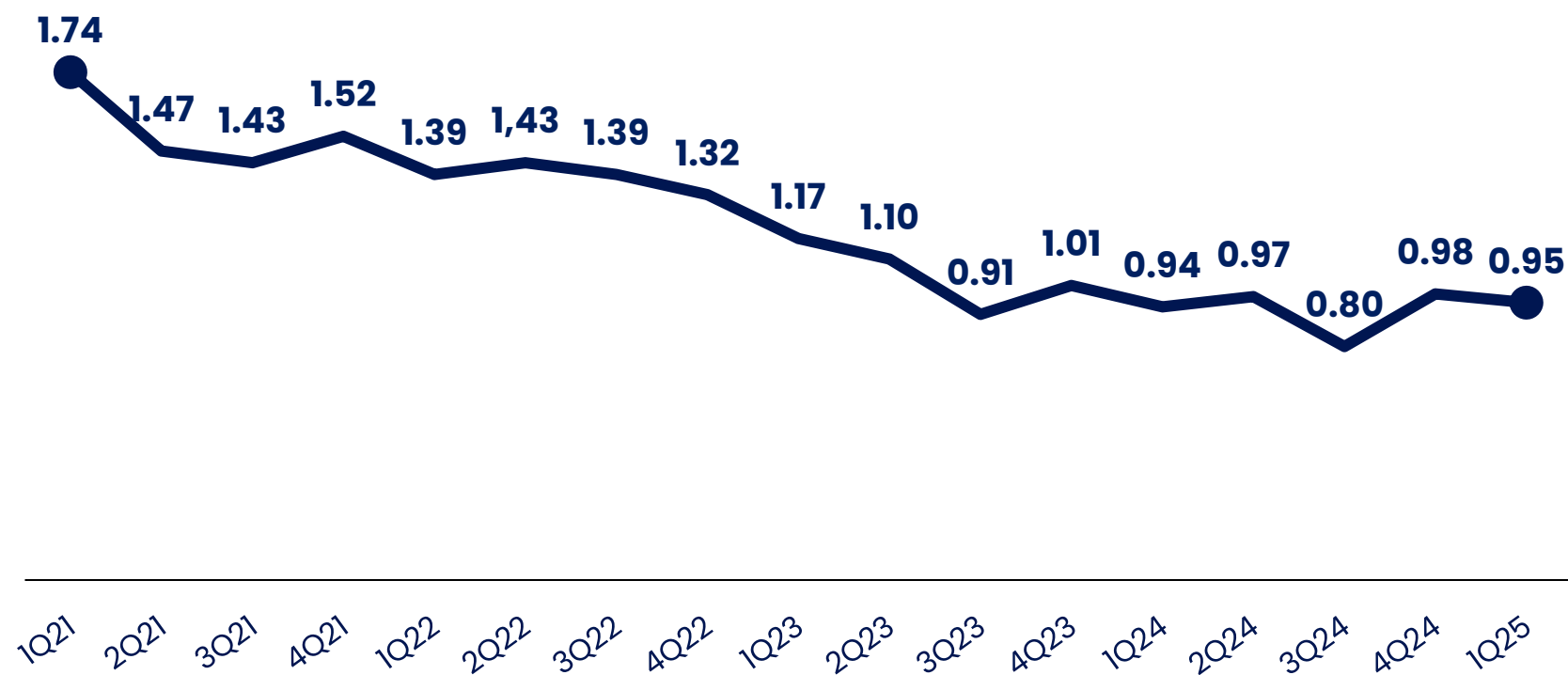
Numbers include Póde Entrar - TOTAL (BRL million)



INVENTORY / SALES

INVENTORY / SALES (LTM)

(Inventory / Sales - %P&P)



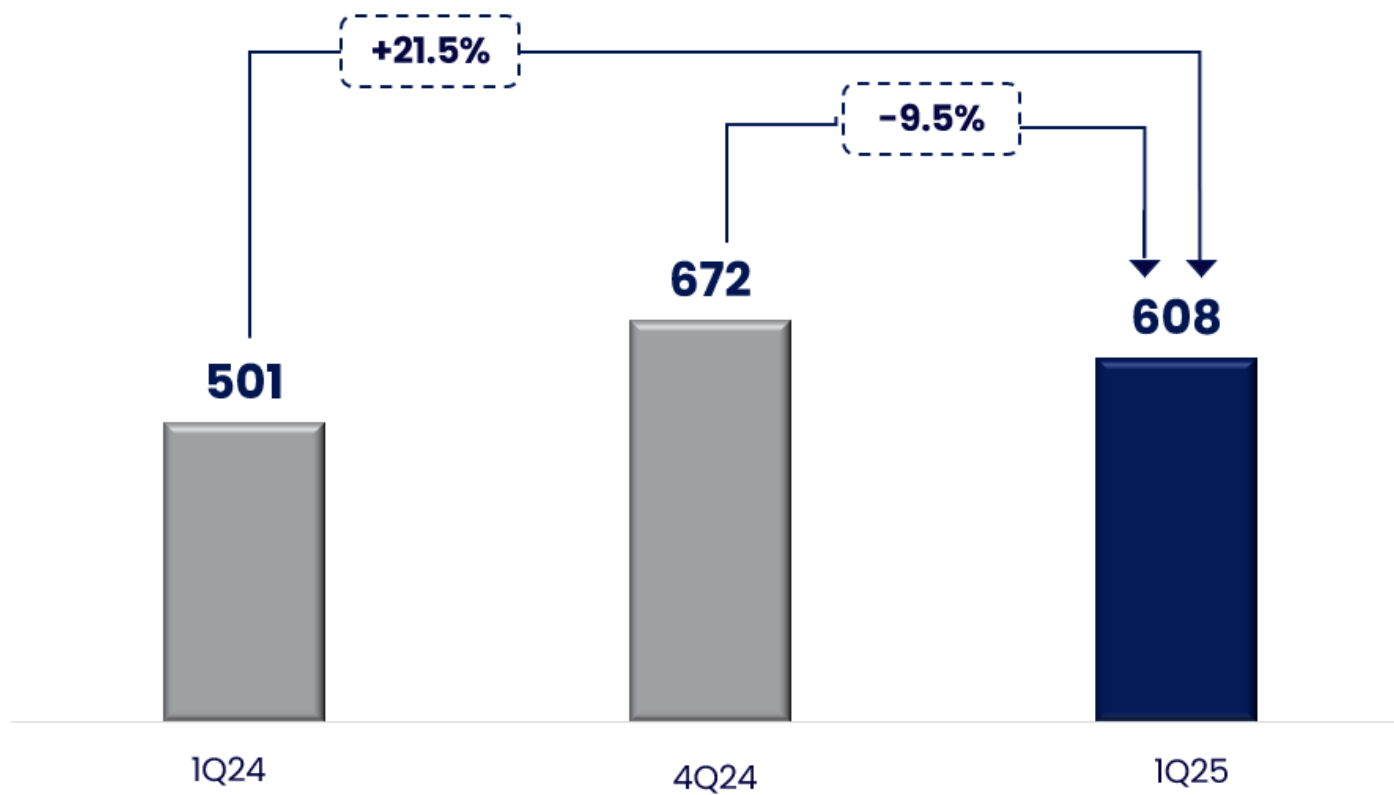


FINANCIAL RESULTS 1Q25



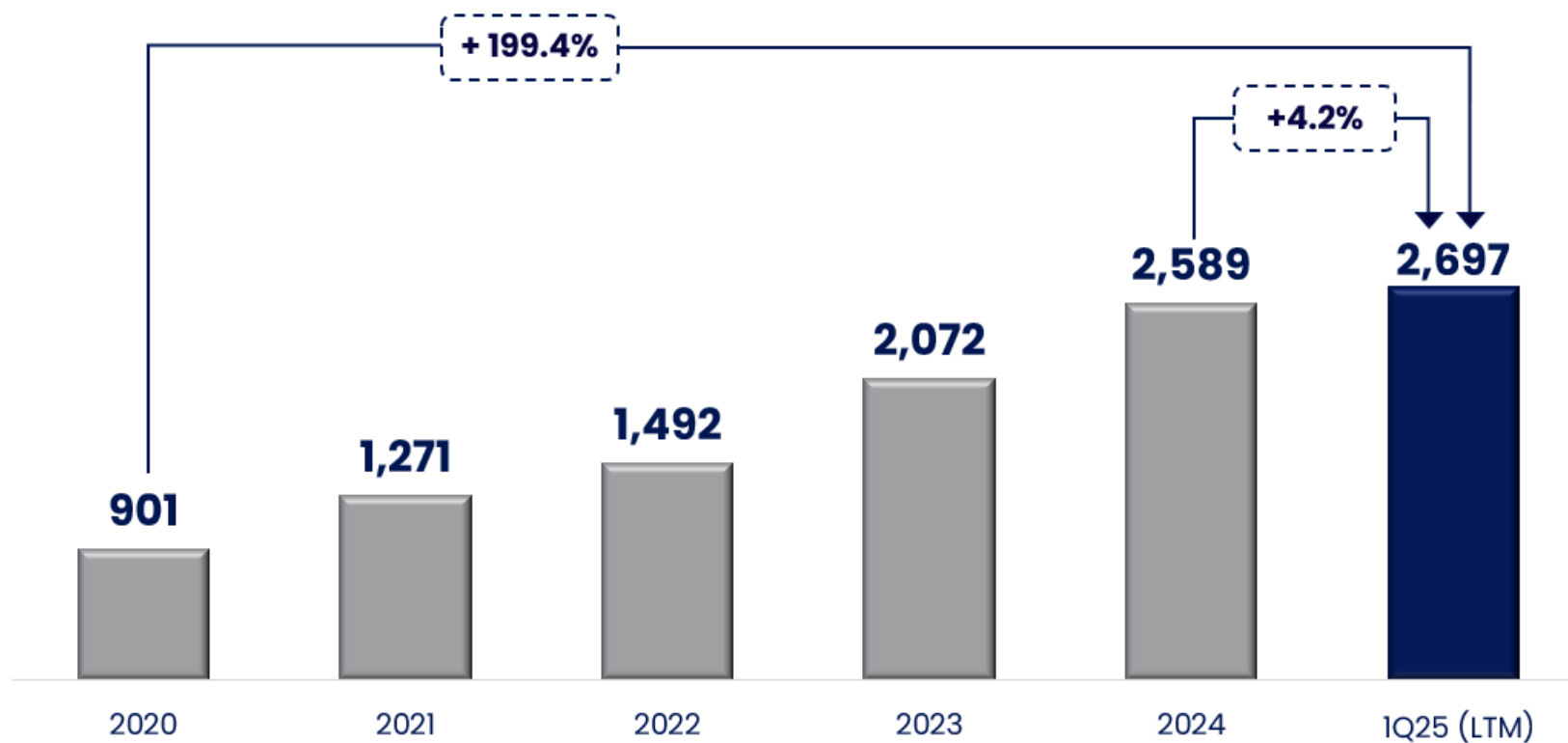
NET REVENUE

(BRL million)



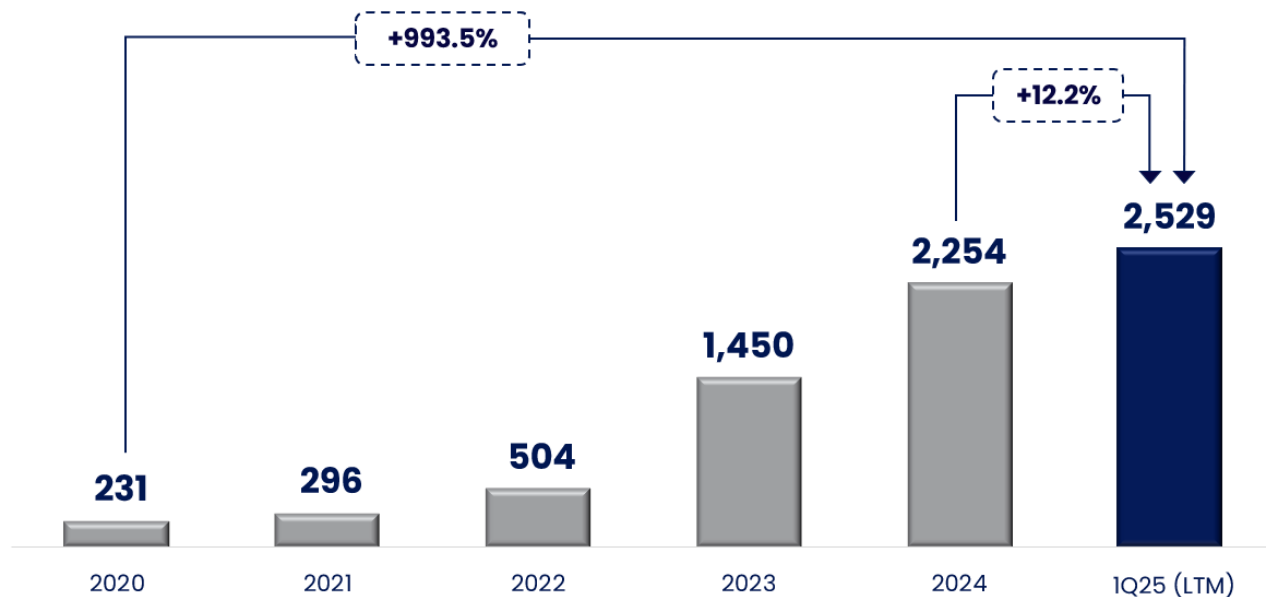
LTM EVOLUTION OF NET REVENUE.

(BRL million)



EVOLUTION OF REVENUE TO BE APPROPRIATED.

(BRL million)



**993.5% Increase in
Revenue to be Appropriated
in 1Q25(LTM) vs 2020**



Revenue to be
Appropriated

BRL 2.529

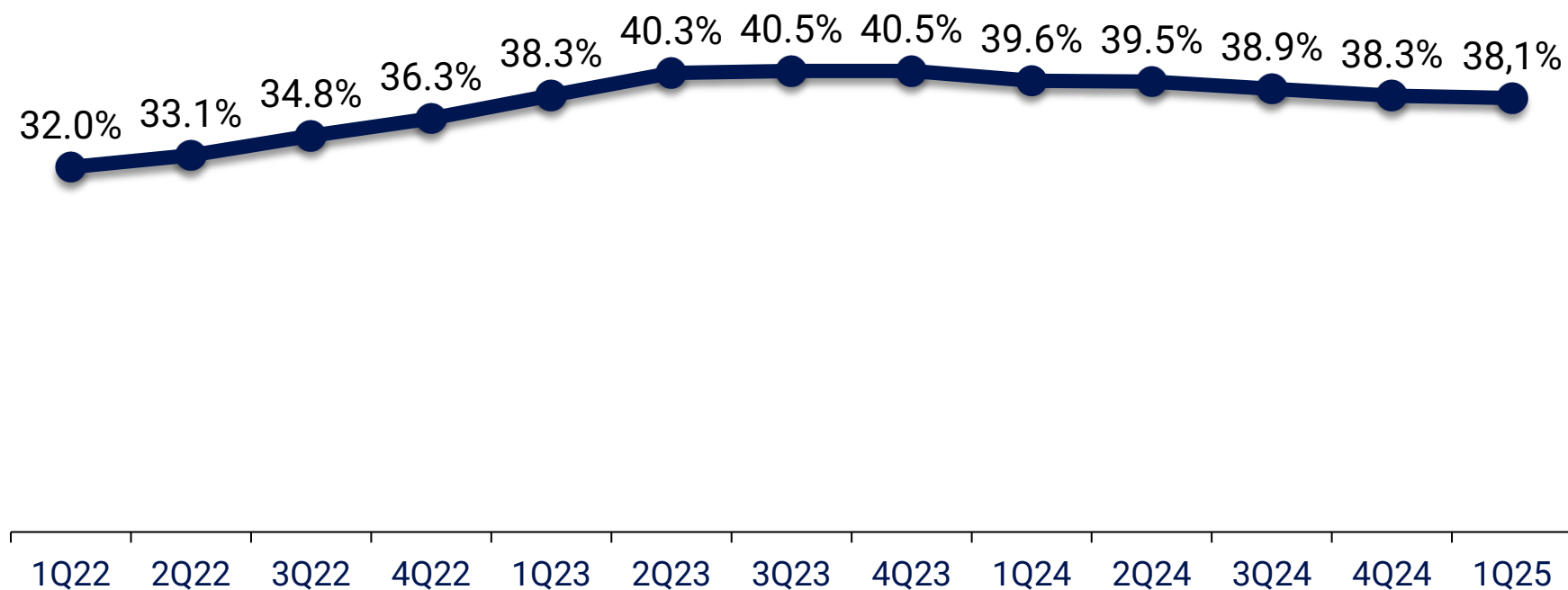


Revenue to be
Appropriated

BRL 231

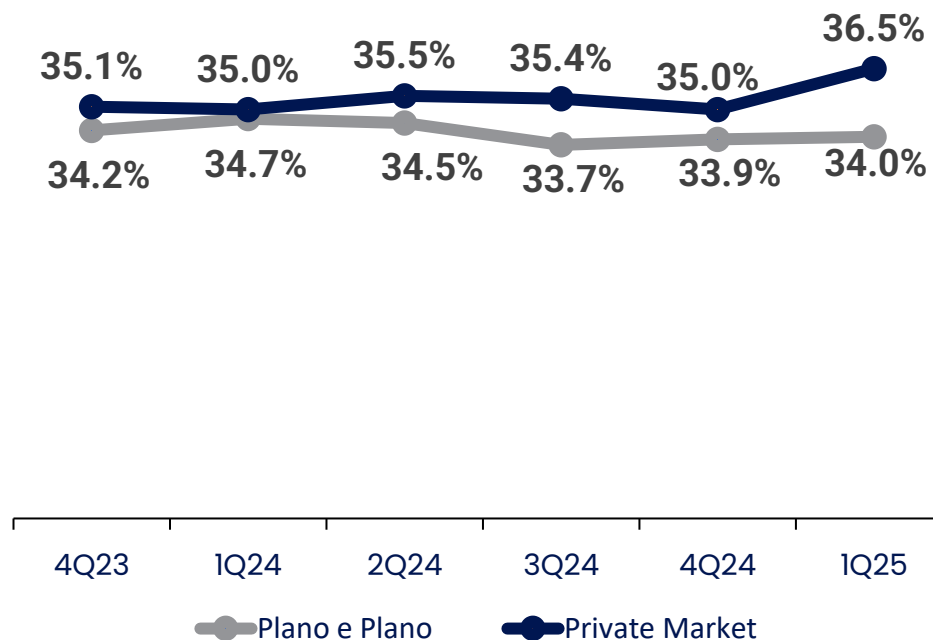
BACKLOG MARGIN.

PRIVATE MARKET (%)

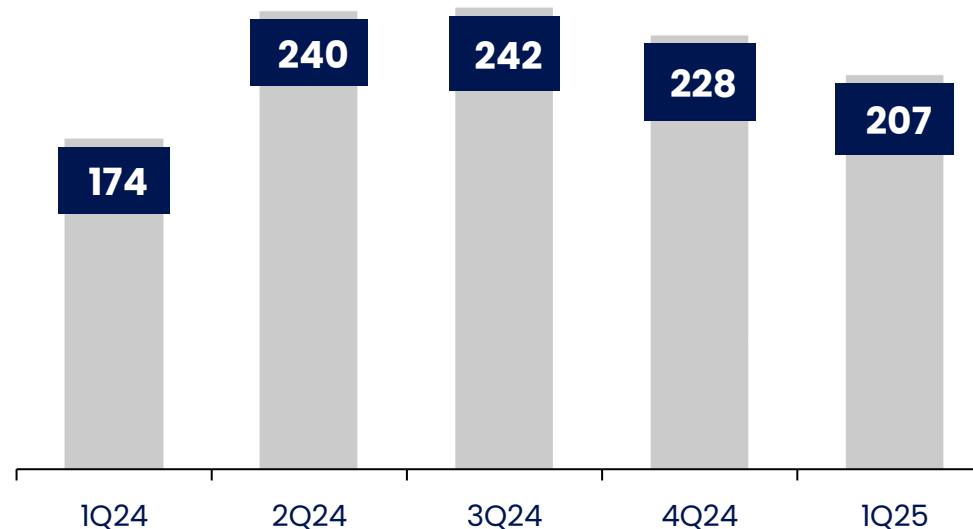


GROSS PROFIT & MARGIN.

ADJUSTED GROSS MARGIN (%)

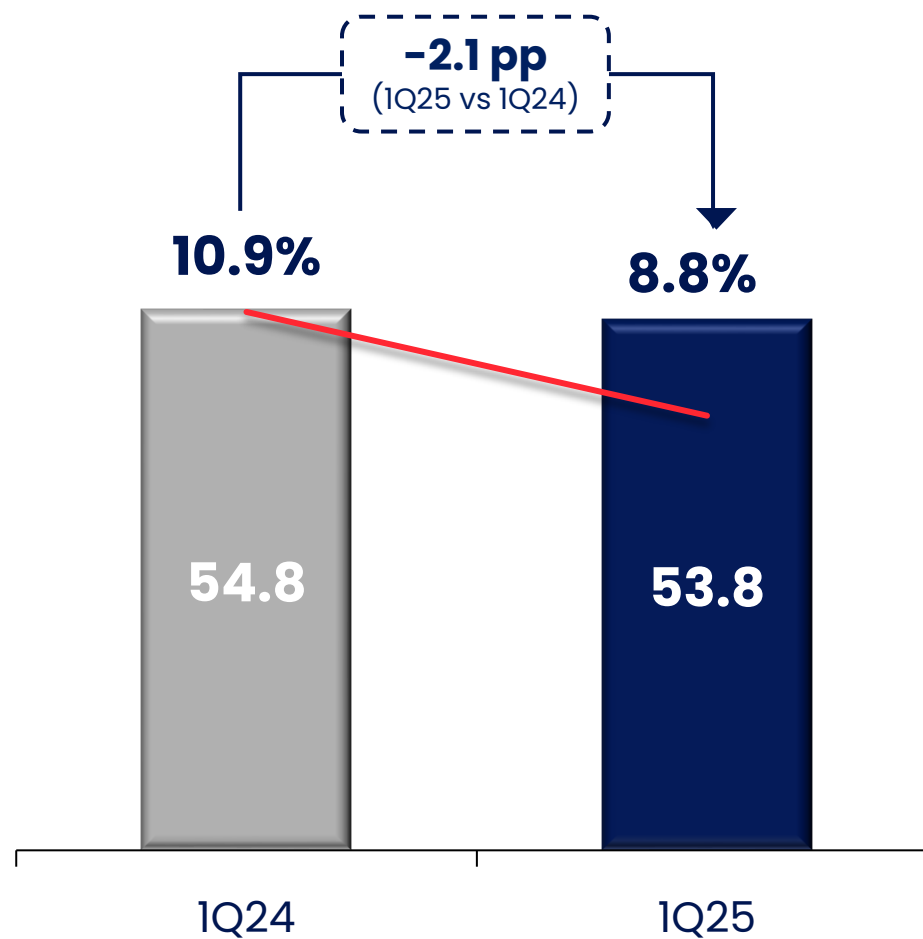


ADJUSTED GROSS PROFIT (BRL million)



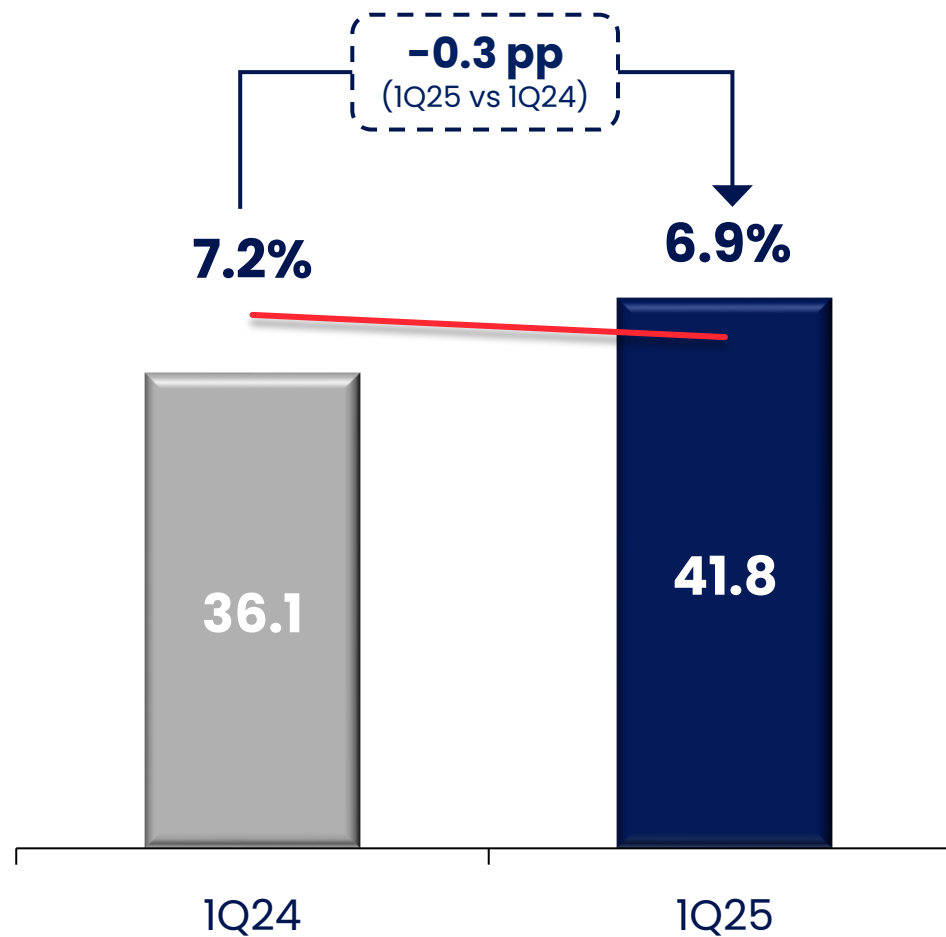
SALES EXPENSES.

(BRL million and % of revenue)



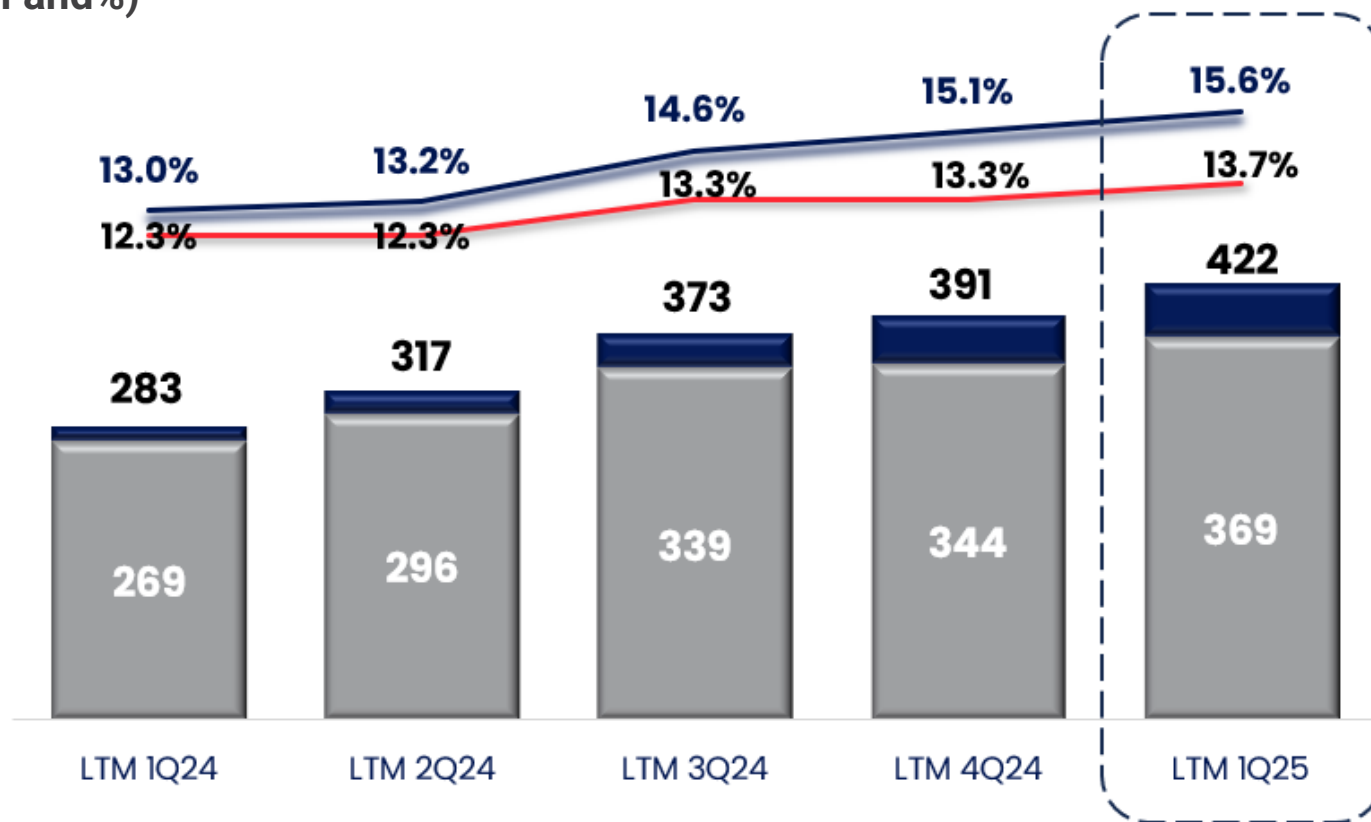
G&A EXPENSES.

(BRL million and % of revenue)



LTM NET INCOME & MARGIN.

(BRL million and%)

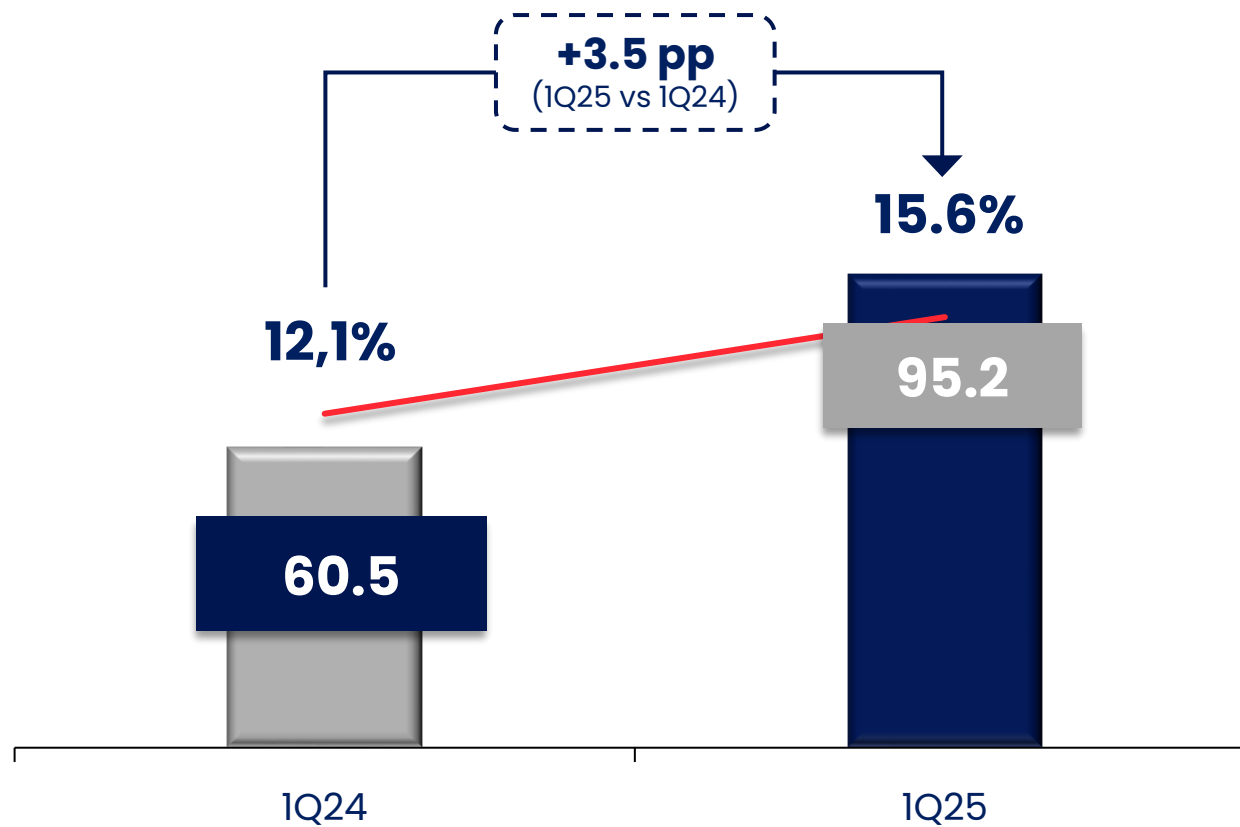


■ Net Income %Plano&Plano ■ Net Income 100% — Net Margin 100% — Net Margin %Plano&Plano

EBITDA.

ADJUSTED EBITDA AND EBITDA MARGIN

(BRL million and%)



CASH GENERATION.

Cash Generation (BRL million)	1Q25
Net Debt (Net Cash) at the beginning of the period	-185.7
Net Debt (Net Cash) at the end of the period	157.9
Net Debt Variation	342.7
(+) Dividends	-200.0
Operating Cash Consumption / (Generation)	142.7

NET DEBT.

Net Debt (BRL thousands)	03/31/2025	12/31/2024	Δ %	03/31/2024	Δ %
Total Debt	598.3	588.8	1.6%	369.8	61.8%
(+/-) Fair Value Adjustment (Financial Instruments)	23.4	26.9	-13.1%	0.0	0.0%
Gross Debt	621.7	615.7	1.0%	369.8	68.1%
Cash and Cash Equivalents	464.8	801.5	-42.0%	282.8	64.4%
Net Debt	156.9	-185.7	-184.5%	87.1	80.3%
Equity 100%	856.1	915.6	-5.5%	652.8	32.5%
Net Debt / Equity	18.1%	-20.3%	38.4 pp	13.3%	4.8 pp
Leverage Ratio [ND / (ND + E)]	15.4%	-25.4%	40.8 pp	11.8%	3.6 pp

Q&A

Earnings Webcast 1Q25

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To participate live:

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

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Building Value Relationships

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