

Webcast
3Q19



Participants

A. Emílio C. Fugazza

Chief Financial and IR Officer

Hugo Soares

Investor Relations Coordinator

Résumés

- Founding partner and CEO of Grupo Analisy's, a company acquired by EZTEC in 2007
 - Civil engineer graduated from the Federal University of São Carlos
 - Economist graduated from Bentley University in MA, USA
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Disclaimer: This presentation contains forward-looking statements and information related to EZTEC reflecting the current outlook and/or prospects of the Company and its Management concerning its performance, operations and future events. These are merely projections and as such are subject to risks, uncertainties and future events. Investors should be aware that various important factors could lead to results materially different from the plans, objectives, expectations, projections and intentions expressed herein. Under no circumstances are the Company, its subsidiaries, directors, officers, agents or employees responsible for any investment decision taken by third-parties (including investors) based on the information and statements contained herein, or for any resulting, corresponding or specific damages.



Operational:

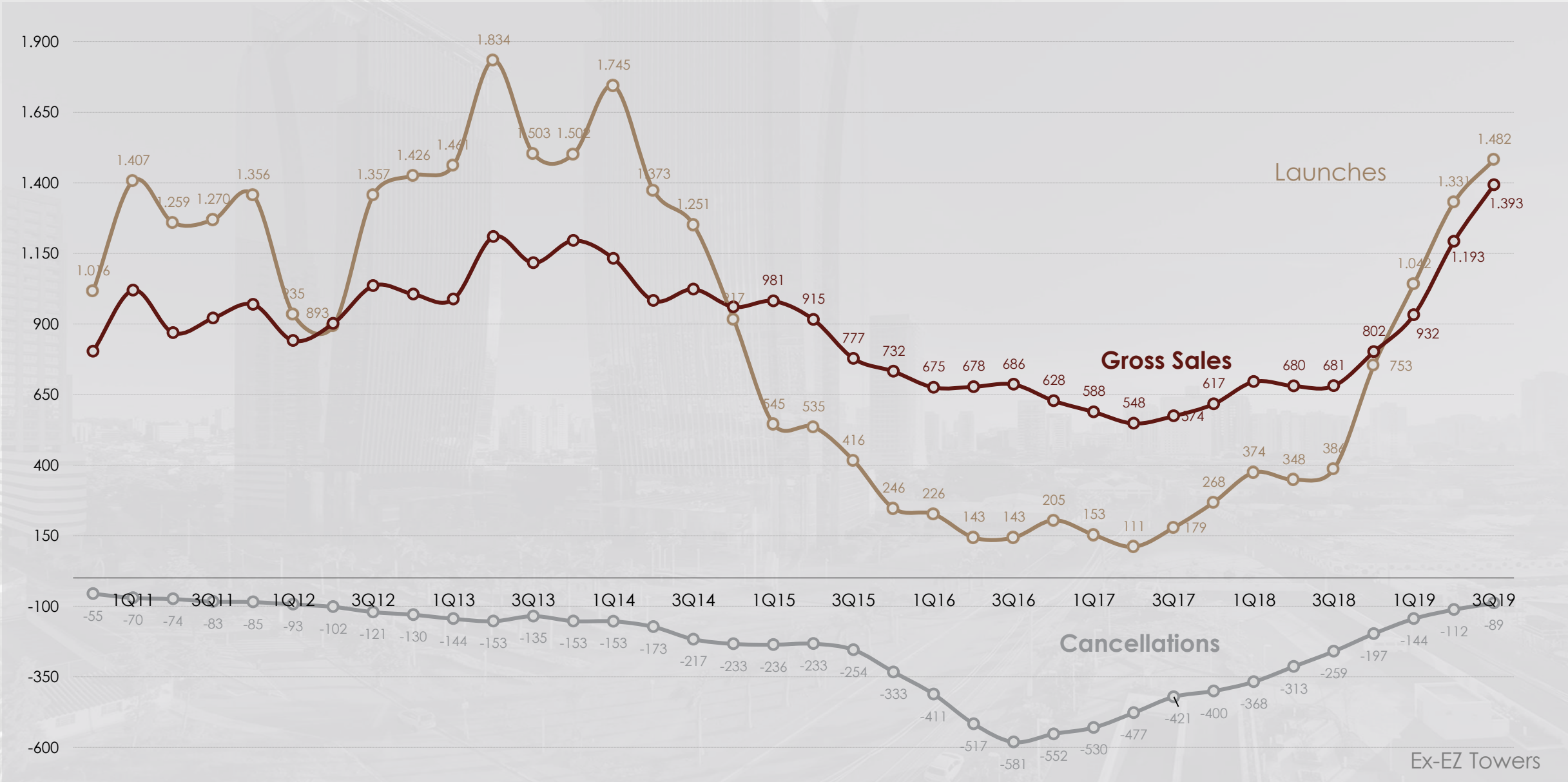
- **Net sales** of **R\$ 1,019 MN** in 9M19;
- **Launches** of **R\$ 964 MN** in 9M19; and
- **Landbank** worth **R\$5.7 BN** by the end of 1M19.

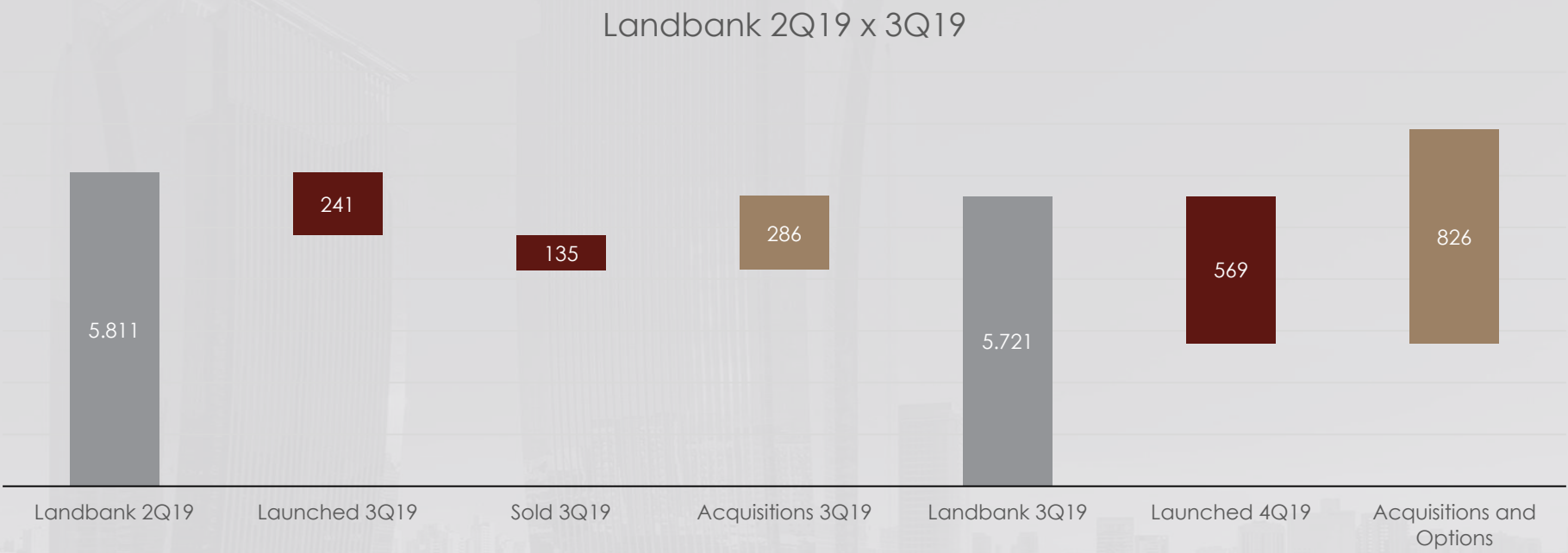


Financial:

- **Net cash** of **R\$ 1,326 MN**, with **cash generation** of **R\$ 933 MN** in 9M19, besides **R\$ 572 MN** in **Performed Receivables** by the end of 9M19;
- **Direct receivables portfolio** of **R\$ 534 MN** with registered statutory lien agreements (including EZTEC stakes in shared projects) yielding IGP-DI + 10% a +12% annually;
- **Gross Profit** of **R\$ 206 MN**, with **Gross margin** of **41.5%** in 9M19, with **46.9%** gross margin in 3Q19; and
- **Net Income** of **R\$ 173 MN**, with **Net margin** of **35.0%** in 9M19, with **R\$ 61 MN** in 3Q19.

Operational Track Record (12M)



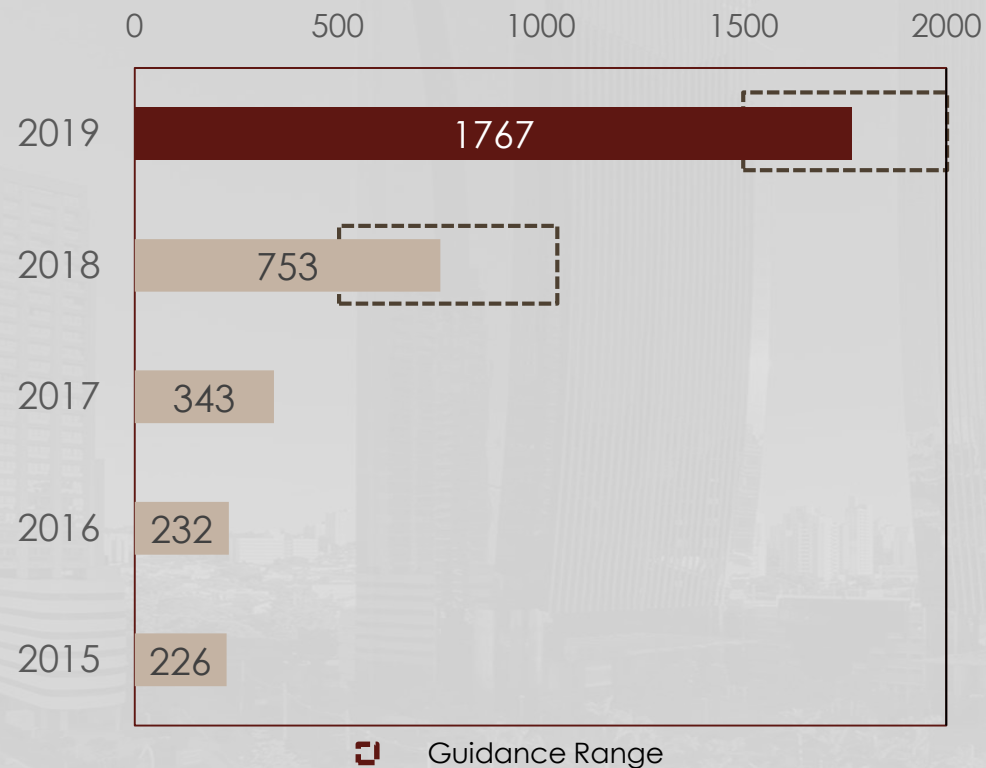


	Commercial	High	Mid-High	Smart Living	Middle	Economic	
SPMR					314	693	1007 (18%)
Shore							0 (%)
East Zone						418	418 (7%)
West Zone	87						87 (2%)
South Zone	1,001	1,122	104	756	435	792	4,209 (74%)
Downtown							0 (%)
	1,088 (19%)	1,122 (20%)	104 (2%)	756 (13%)	749 (13%)	1,902 (33%)	5,721

Operational Performance and Guidance Revision

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Launches and Guidance
(VGV em R\$ MN)



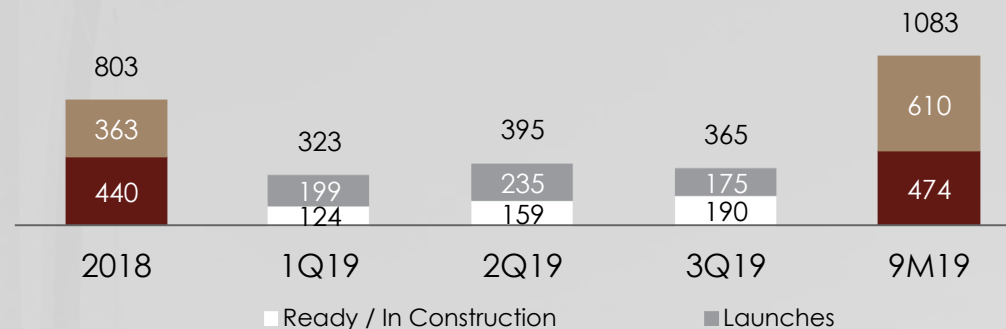
3Q19 Launches:

- Haute Ibirapuera
- Reserva JB

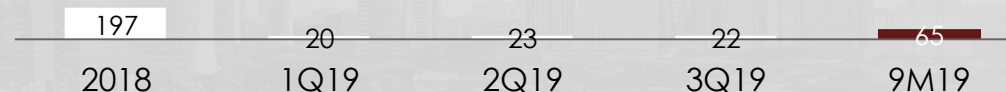
4Q19 Launches:

- EZ Parque da Cidade
- ID Jauaperi
- ID Lisboa
- PIN Internacional

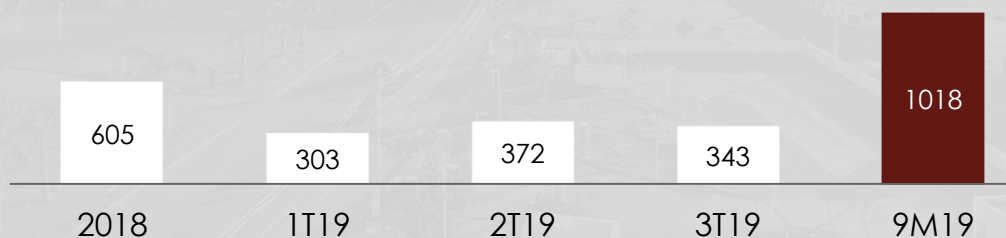
Gross Sales (R\$ MN)



Cancellations (R\$ MN)



Net Sales (R\$ MN)

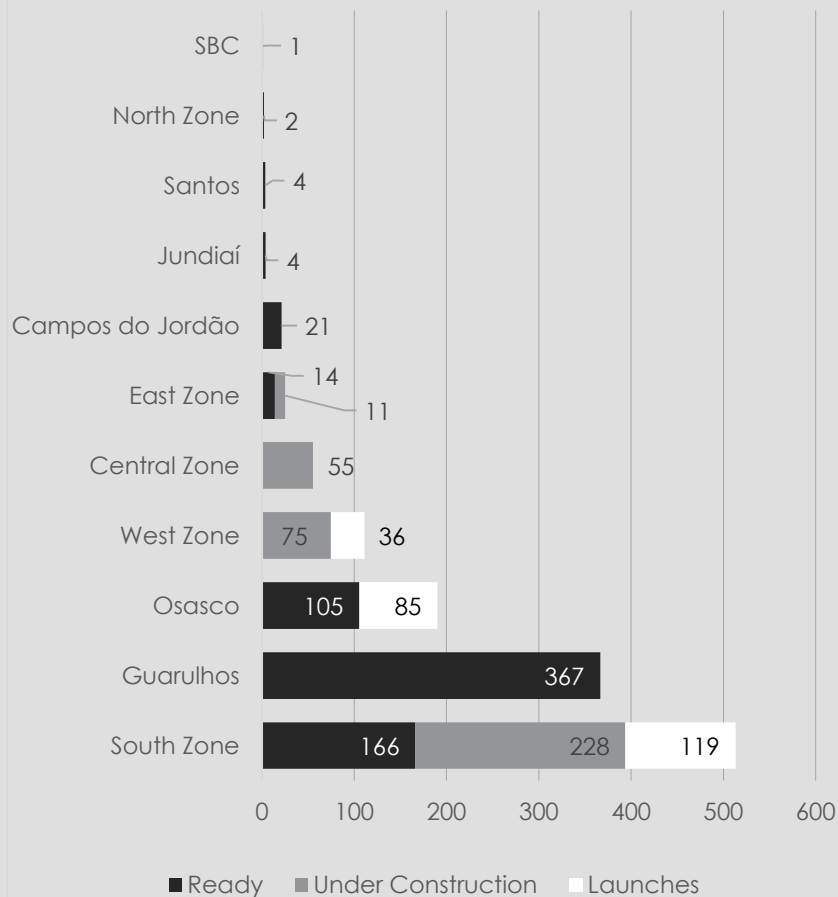
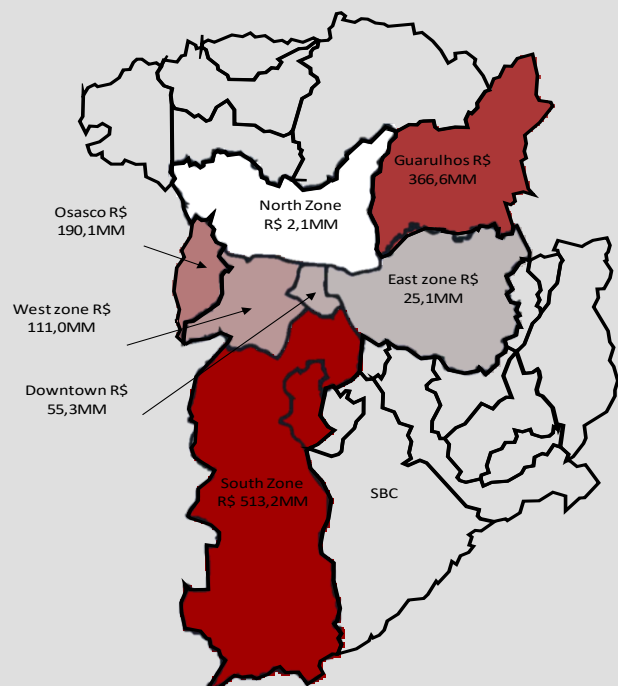


Inventory map

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R\$ 1.337 MN no 3Q19
(R\$ MN per project status)



40%

of inventory represents **ready units**
In São Paulo and the São Paulo Metropolitan Area



40%

of inventory represents residential units
in the **city of São Paulo** that are either
launches or in construction

Residential - 1.224	Launches - 246
	Under construction - 377
	Ready - 535
	Commercial - 181

Launches – 9M19

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EZTEC

1Q19



Le Jardin Ibirapuera (Moema)

Location: São Paulo/SP

Launch: January/19

Segment: Residential

Standard: High-End

EZTEC'S PSV: R\$71,6 MN

Units Sold: 13/22

% Sqm. sold: 61%



Vértiz Club Home VI. Mascote (Vila Mascote)

Location: São Paulo/SP

Launch: January/19

Segment: Residential

Standard: Middle-End

EZTEC'S PSV: R\$98,6 MN

Units Sold: 139/168

% Sqm. Sold : 82%



Fit Casa Rio Bonito (Socorro)

Location: São Paulo/SP

Launch: March/19

Segment: Residential

Standard: Economic/Middle-End

EZTEC'S PSV: R\$141,6 MN

Units Sold: 511/560

% Sqm. Sold : 94%



Stake acquisition in Jardins do Brasil Project

R\$ 82 MN

R\$ 394 MN

2Q19



Vivid Perdizes (Perdizes)

Location: São Paulo/SP

Launch: May/19

Segment: Residential

Standard: Smart Living

EZTEC'S PSV: R\$65,1 MN

Units sold: 45/102

% Sqm. Sold: 45%



Artis Jardim Prudência (Jardim Prudência)

Location: São Paulo/SP

Launch: June/19

Segment: Residential

Standard: Mid-End

EZTEC'S PSV: R\$48,8 MN

Units sold: 53/92

% Sqm. Sold: 56%



Pátrio Ibirapuera (Moema)

Location: São Paulo/SP

Launch: June/19

Segment: Residential

Standard: High-End

EZTEC'S PSV: R\$198,7 MN

Units sold: 54/54

% Sqm. Sold: 100%

R\$ 313 MN

3Q19



Haute Ibirapuera (Vila Clementino)

Location: São Paulo/SP

Launch: August/19

Segment: Residential

Standard: Mid-High-End

EZTEC'S PSV: R\$120,4 MN

Units sold: 27/58

% Sqm. Sold: 47%



Reserva JB (Osasco)

Location: São Paulo/SP

Launch: August/19

Segment: Residential

Standard: Mid-End

EZTEC'S PSV: R\$ 121,1 MN

Units sold: 213/330

%Sqm. Sold: 67%



Stake acquisition in Prime House Bussocaba

R\$ 15 MN

R\$ 256 MN

* Figures regarding projects commercial performance are managerial.

Launches – 4Q19

R\$ 804 MN PSV

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EZTEC



Launched

EZ Parque da Cidade (Chácara St. Antônio)

Location: São Paulo/SP
Segment: Residential
Standard: High-end
EZTEC'S PSV: R\$576,4 MN
Units sold: 128/244
% Sqm. Sold: 42%



Launched

ID Jauaperi (Moema)

Location: São Paulo/SP
Segment: Residential
Standard: Smart Living
EZTEC'S PSV: R\$37,0 MN
Units sold: 54/169
% Sqm. Sold: 30%



Approved by
SPCH

ID Lisboa (Vila Clementino)

Location: São Paulo/SP
Segment: Residential
Standard: Smart Living
EZTEC'S PSV: R\$28,7 MN
Units: 105
Landbank: Coronel Lisboa



Approved by
SPCH

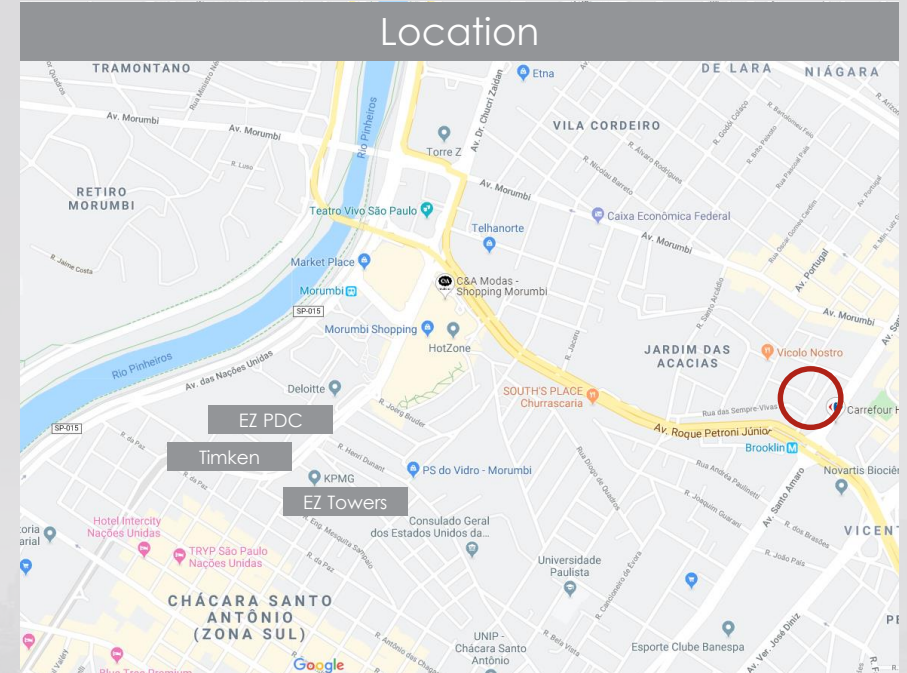
PIN Internacional (Guarulhos)

Location: Guarulhos/SP
Segment: Residential
Standard: Economic
EZTEC'S PSV: R\$162,5 MN
Units: 1.416
Landbank: Rotary

Next launches

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EZTEC



Air Brooklin (Brooklin)

Location: São Paulo/SP

Segment: Residential

Standard: Smart Living

EZTEC's PSV: R\$ 396,6 MN

Units: 685

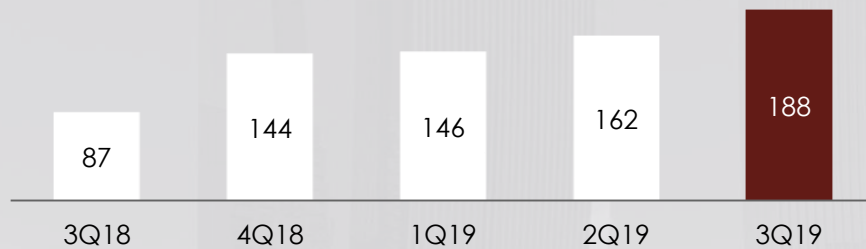
Landbank: Santo Amaro

Financial performance 1/2

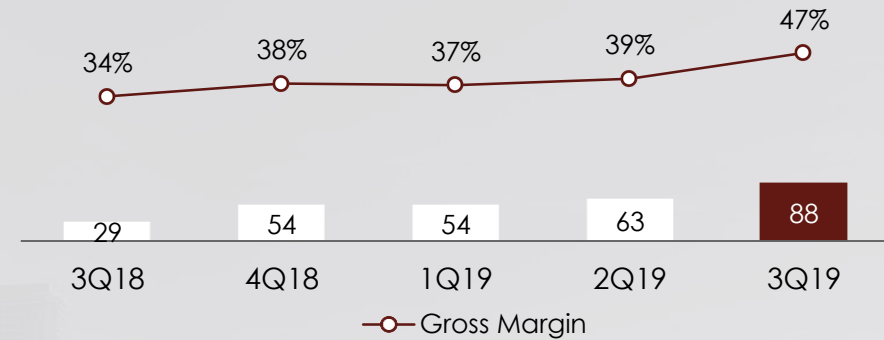
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EZTEC

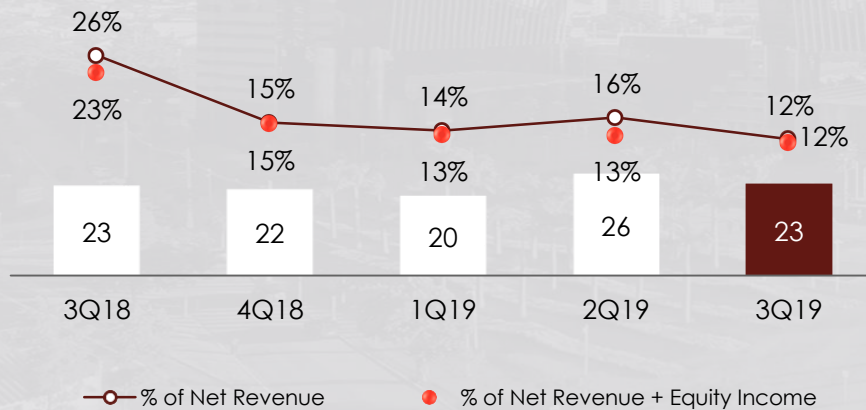
Net Revenue
(R\$ million)



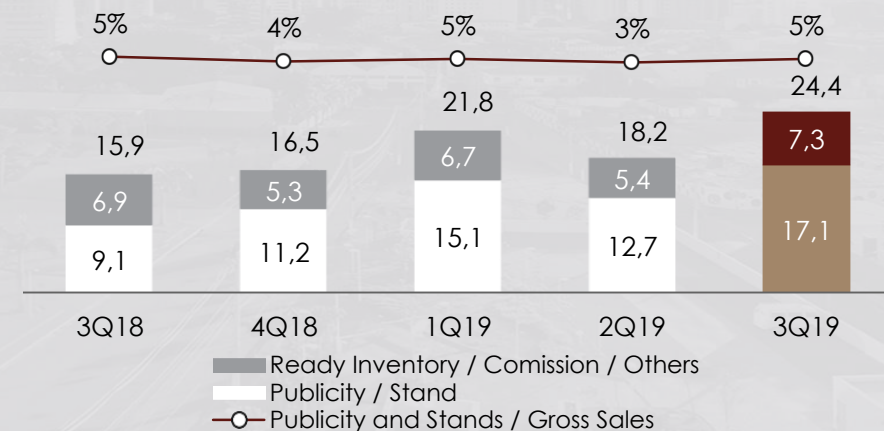
Gross Profit
(R\$ million)



G&A (R\$ MN)



Selling Expenses (R\$ MN)

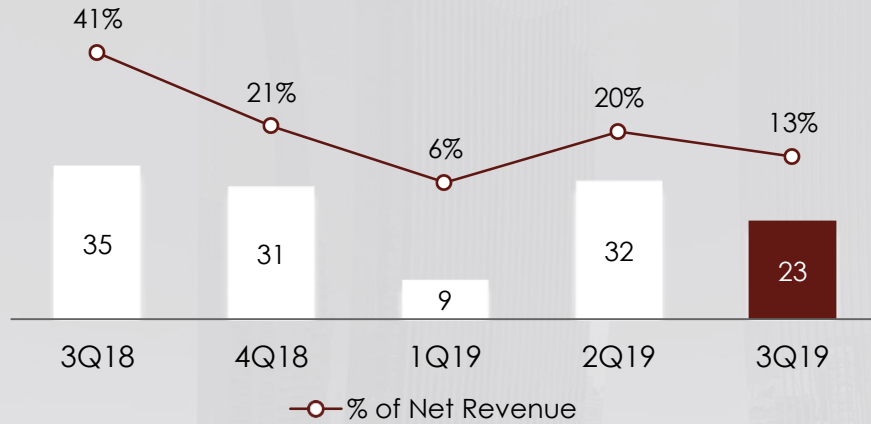


Financial performance 2/2

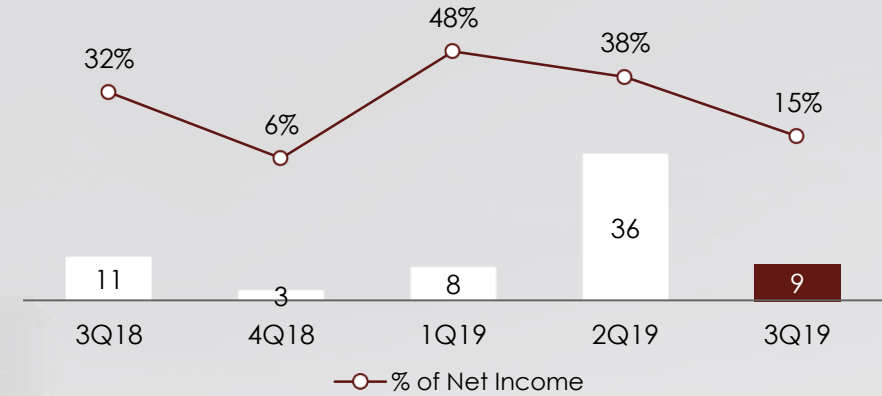
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EZTEC

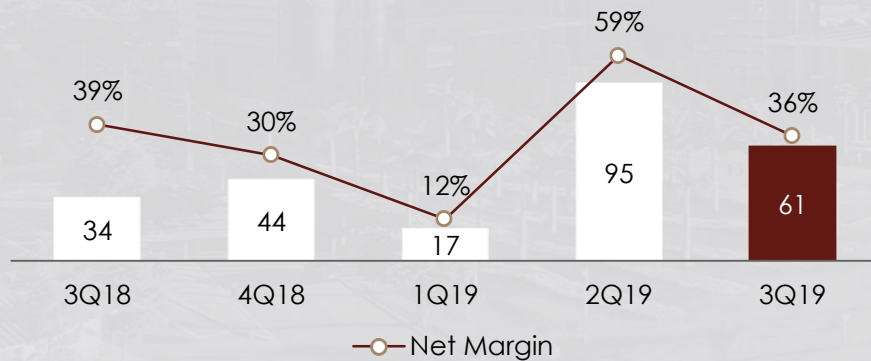
Financial Result (R\$ MN)



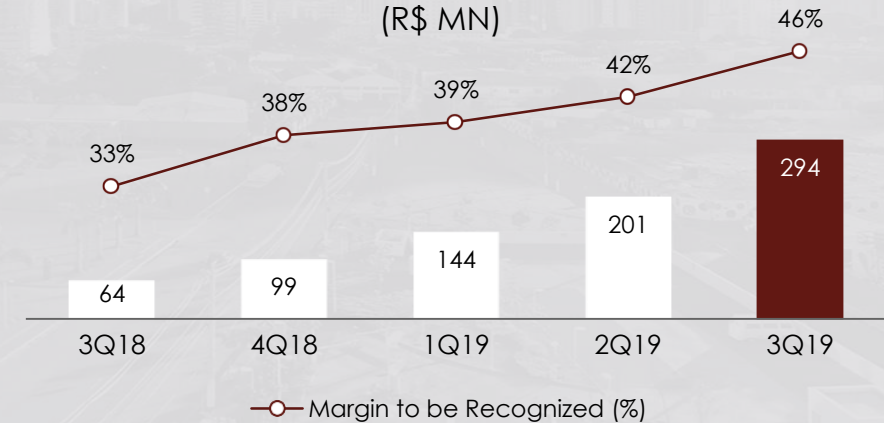
Equity Income (R\$ MN)



Net Income (R\$ MN)

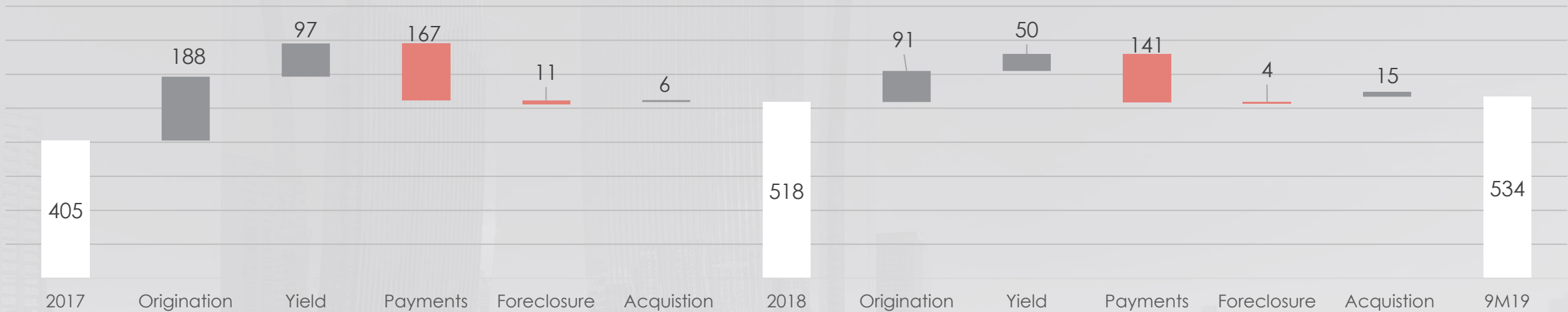


Results to be Recognized (R\$ MN)

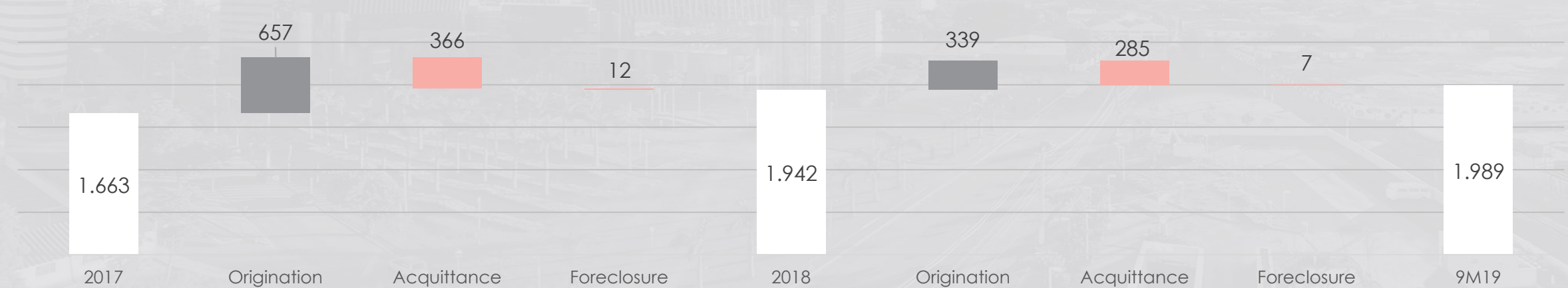


Portfolio Direct Receivables Evolution

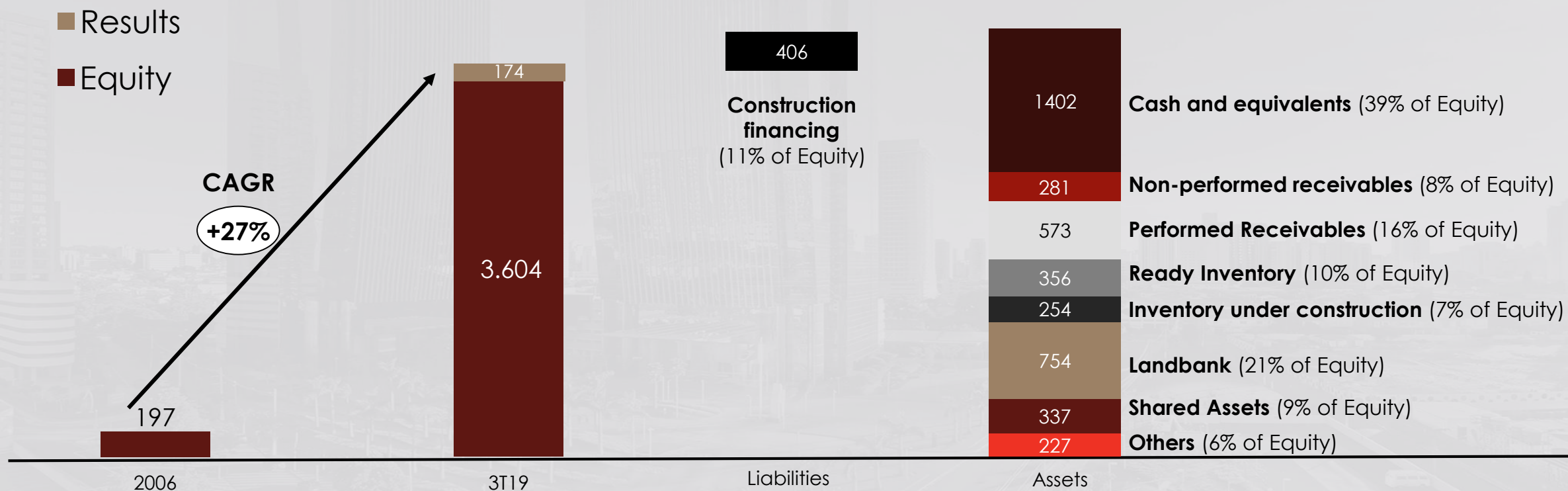
Direct Receivables Portfolio Evolution (R\$MN)



Direct Receivables Portfolio Evolution (Units)



Net Equity evolution since IPO (R\$ MN)



Synthesis for 12 year as a public company

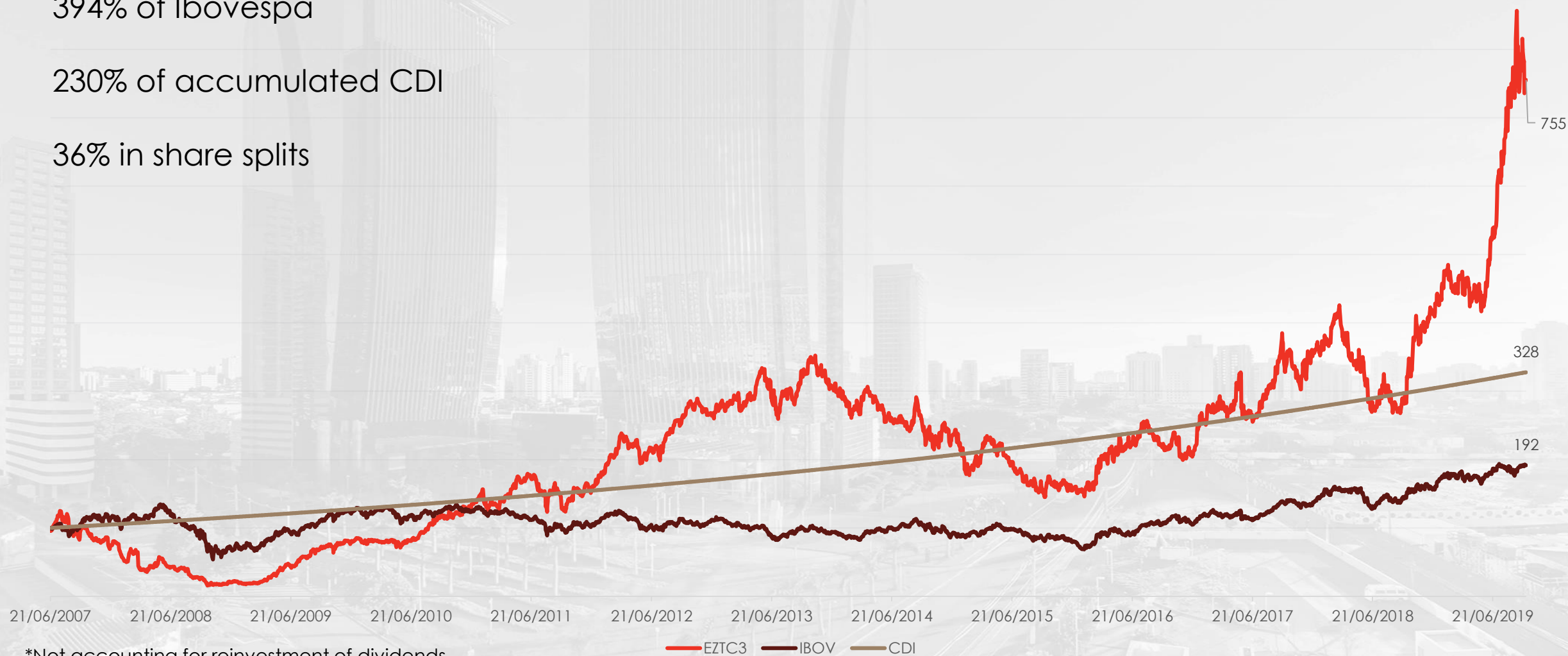
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EZTEC

394% of Ibovespa

230% of accumulated CDI

36% in share splits



*Not accounting for reinvestment of dividends

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Índice Brasil 100 **IBRX 100**

Índice Brasil Ampla BM&FBOVESPA **IBRA**

Índice Small Cap **SMLL**

Índice de Ações com Tag Along Diferenciado **ITAG**

Índice de Ações com Governança Corporativa Diferenciada **IGC**

Índice de Governança Corporativa Trade **IGCT**

Índice do Setor Industrial **INDX**

Índice Imobiliário **IMOB**

Índice Dividendos BM&FBOVESPA **IDIV**