

Webcast 3Q18

EZTEC

Construindo qualidade de vida

Participants

Participants

Silvio Ernesto Zarzur
CEO and Executive Vice President

Flávio Ernesto Zarzur
Vice Chief Executive Officer

A. Emílio C. Fugazza
Chief Financial and IR Officer

Résumés

- Founding partner of EZTEC and Officer since 1980
- Civil engineer graduated from Mackenzie

- Founding partner of EZTEC and Officer since 1980
- Civil engineer graduated from FAAP

- 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

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EZTEC in 9M18

Operational:

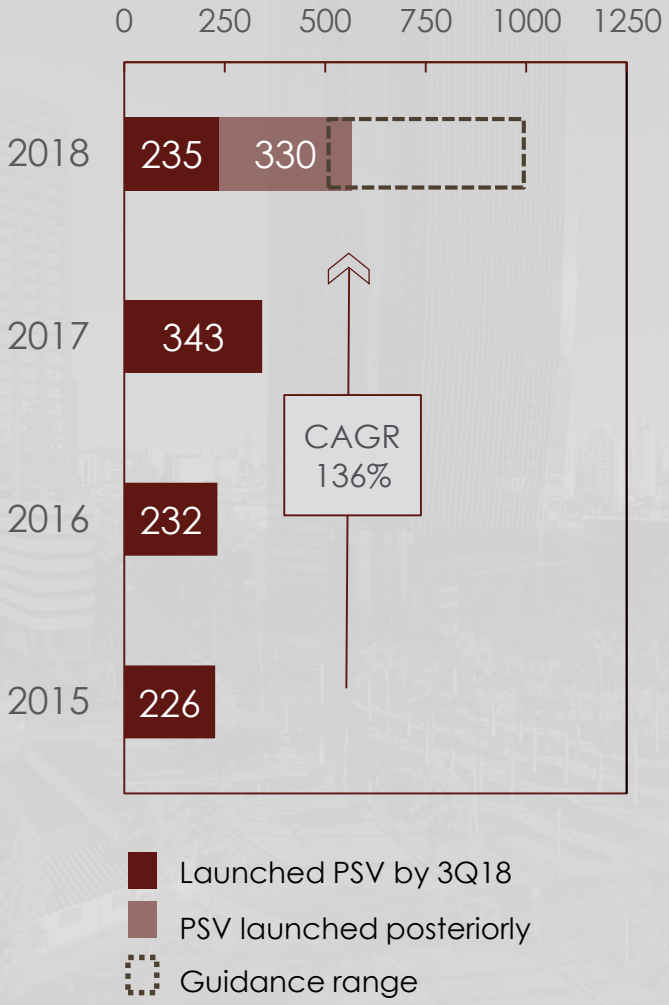
- **Launches** of **R$235 MN** in 9M18; having launched **R$ 330 MN** in 4Q18 by now
- **Landbank** of **R$6.6 BN** by the end of 9M18; with **R$1.063 MN** in additional projects already approved by the City Hall
- **Net Sales** of **R$320 MN** in 9M18;
- **Deliveries** of 2 projects in the period, totaling **R$246 MN** of **PSV** delivered in 9M18

Financial:

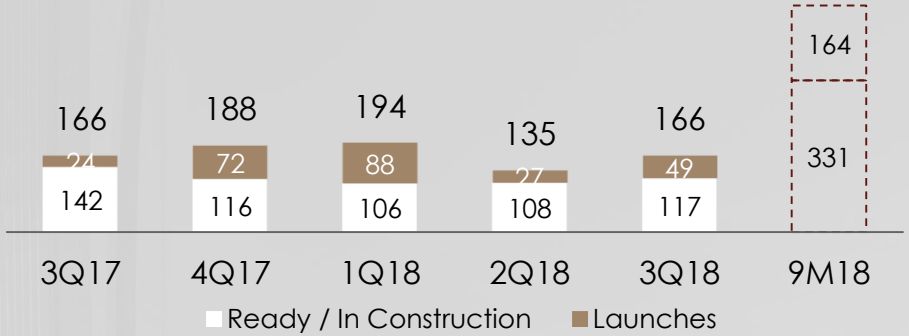
- **Gross Profit** of **R$87 MN**, with **Gross Margin** of **35,5%** in 9M18;
- **Net Income** of **R$54 MN**, with **Net Margin** of **21,9%** in 9M18;
- **Net Cash** of **R$336 MN,** with **ex-dividends cash generation** of **R$96 MN** in the 9M18, besides of **R$549 MN** in **Performed Receivables** by the end of 9M18;
- **Direct receivables portfolio** of **R$506 MN** with registered statutory lien agréments (including EZTEC stakes in shared projects)

Operational Performance

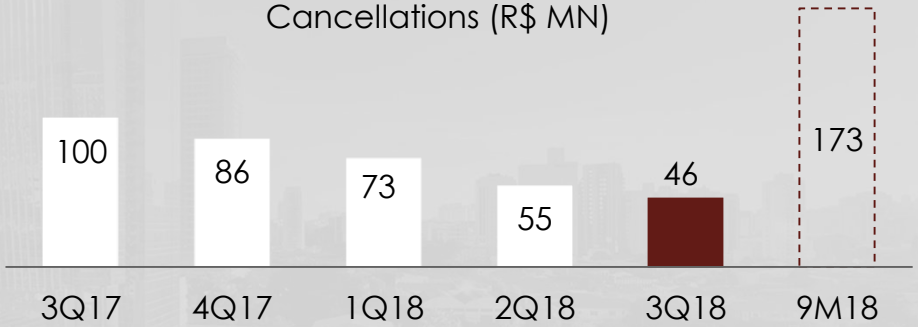
Launches and Launching Guidance (PSV in R$ MN)



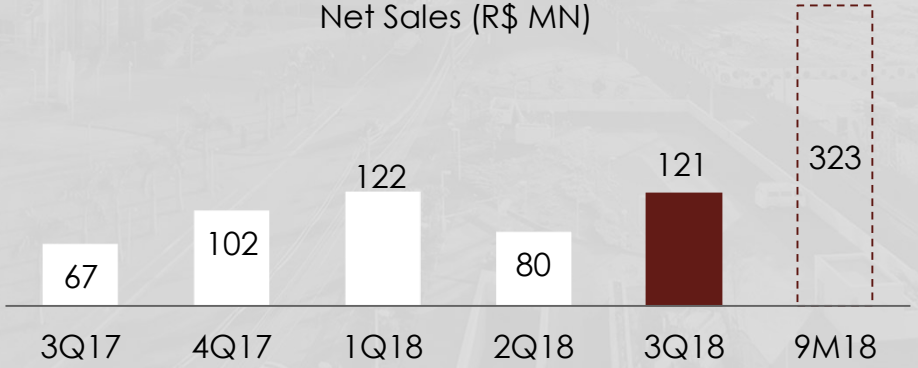
Gross Sales (R$ MN)



Cancellations (R$ MN)



Net Sales (R$ MN)



Launches - 9M18



Z.Cotovia

(Cotovia)

Location : São Paulo/SP

Segment: Residential

Standard : High-end

EZTEC'S PSV : R$105,5 MN

Units: 200

% Sold: 88%

Vértiz Tatuapé

(Celso Garcia)

Location: São Paulo/SP

Segment: Residential

Standard: Mid High-End

EZTEC'S PSV: R$106,1 MN

Units: 200

% Sold: 63%





Stake acquisition in Jardins do Brasil Project
R$24 MN

R$ 235 MN PSV

Current Launches – 4Q18

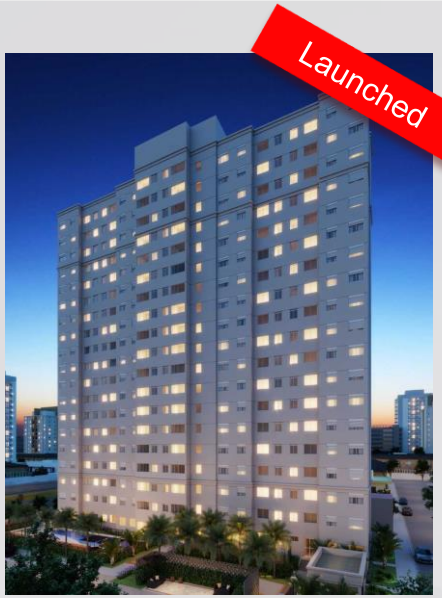


Diogo & ID Ibirapuera
(Vila Clementino)

Location: São Paulo/SP
Segment: Residential
Standard: High-End
EZTEC'S PSV: R$118,0 MN
Units: 135,4
% Sold: 57% (ex-ID)
Subsequent event – Oct/18

Fit Casa Brás
(Brás)

Location: São Paulo/SP
Segment: Residential
Standard: MCMV
EZTEC'S PSV: R$125,9 MN
Units: 979
% Sold: 11%
Subsequent event – Oct/18



Sky House Chácara St. Antônio
(Fernandes Moreira)

Location: São Paulo/SP
Segment: Residential
Standard: Mid High-End
EZTEC'S PSV : R$68,3 MN
Units: 115
% Sold: 16%
Subsequent event – Oct/18



R$ 330 MN PSV

Projected Launches – 4Q18



Indianópolis

(Moema)

Location: São Paulo/SP

Segment: Residential

Standard: High-End

EZTEC'S PSV: R$64,4 MN

Units: 22

Z.Pinheiros

(Pinheiros)

Location: São Paulo/SP

Segment: Residential

Standard: High-End

EZTEC'S PSV : R$194,5 MN

Units: 362



R$ 259 MN PSV

Synthesis of the launching outlook 2018 (EZ%)

Launched 9M18	R$235 MN
Z Cotovia	R$105 MN
Vértiz Tatuapé	R$106 MN
Aquisição Jardins do Brasil	R$24 MN

Launched 4Q18	R$ 330 MN
Sky House Chácara St Antonio	R$68 MN
Fit Casa Brás	R$126 MN
Diogo & ID Ibirapuera	R$135 MN

Projected Launches 4Q18	R$ 258
Indianópolis	R$64 MN
Z Pinheiros	R$ 194 MN

R$ 822 MN

PSV expected for **2018 launches**,
(from which, **R$565 MM already launched**)

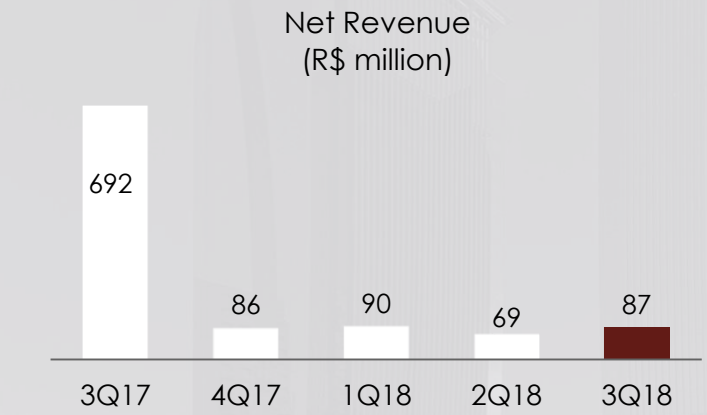
R$ 869 MN

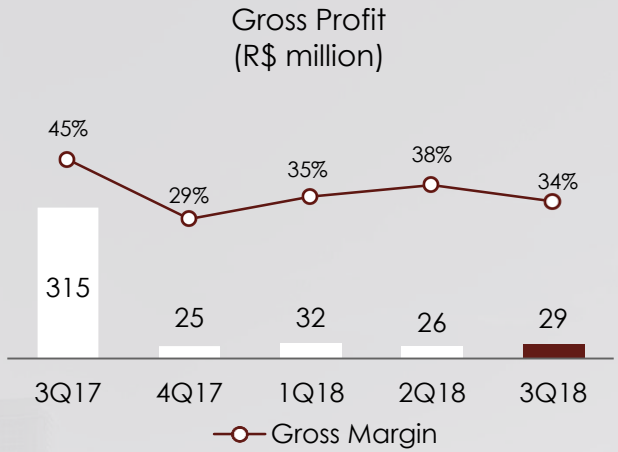
PSV for projects that are
already approved with the City Hall

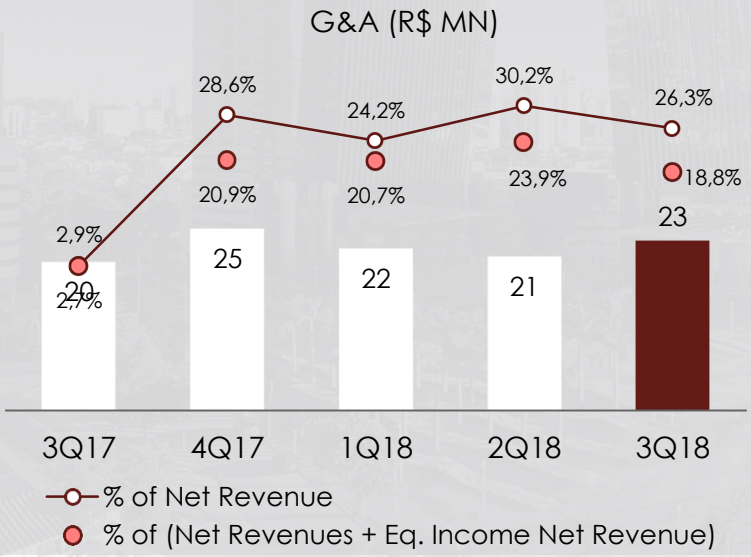
R$ 1.503 MN

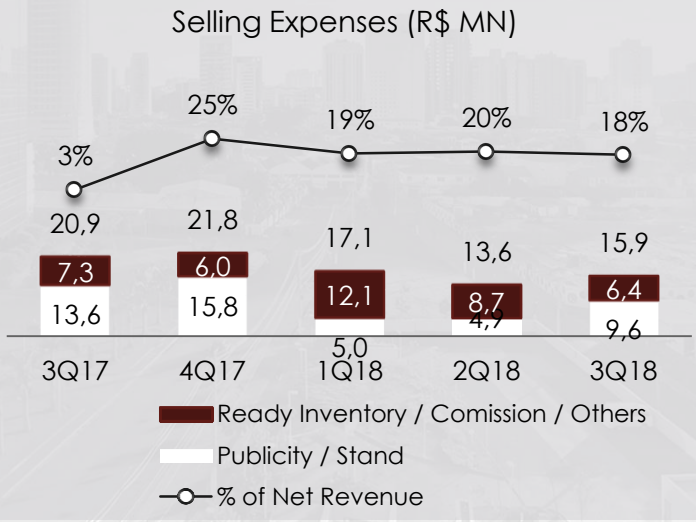
PSV for projects that are
in the process of approval

Financial Performance I

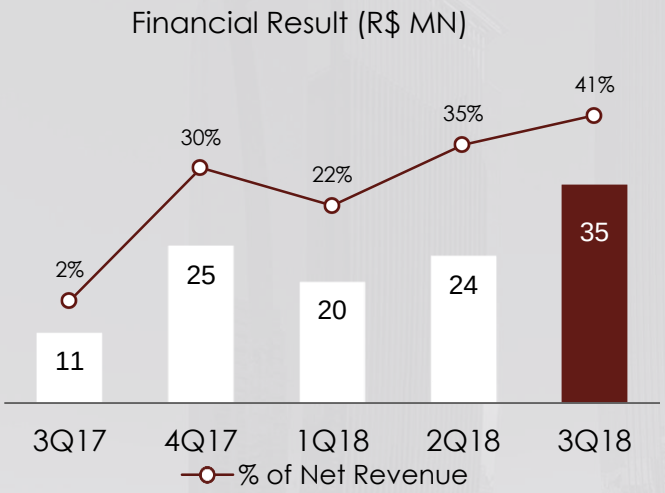


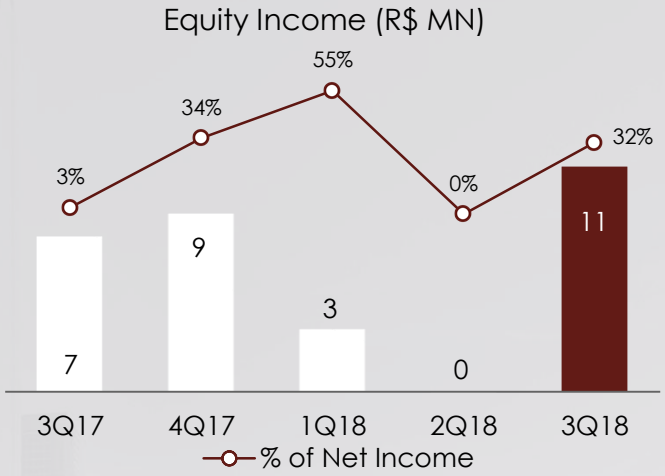


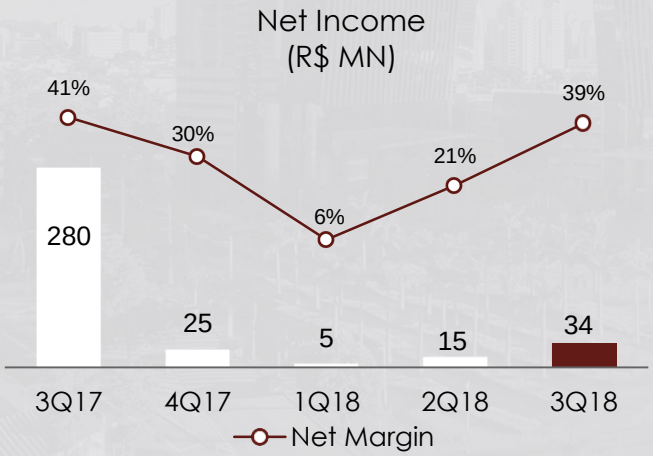


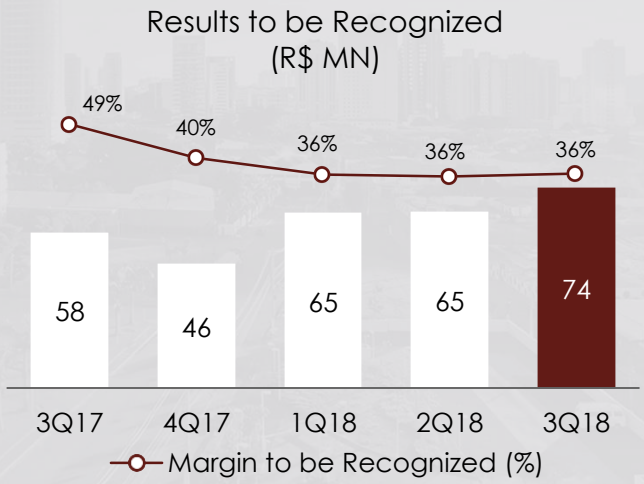


Financial Performance II



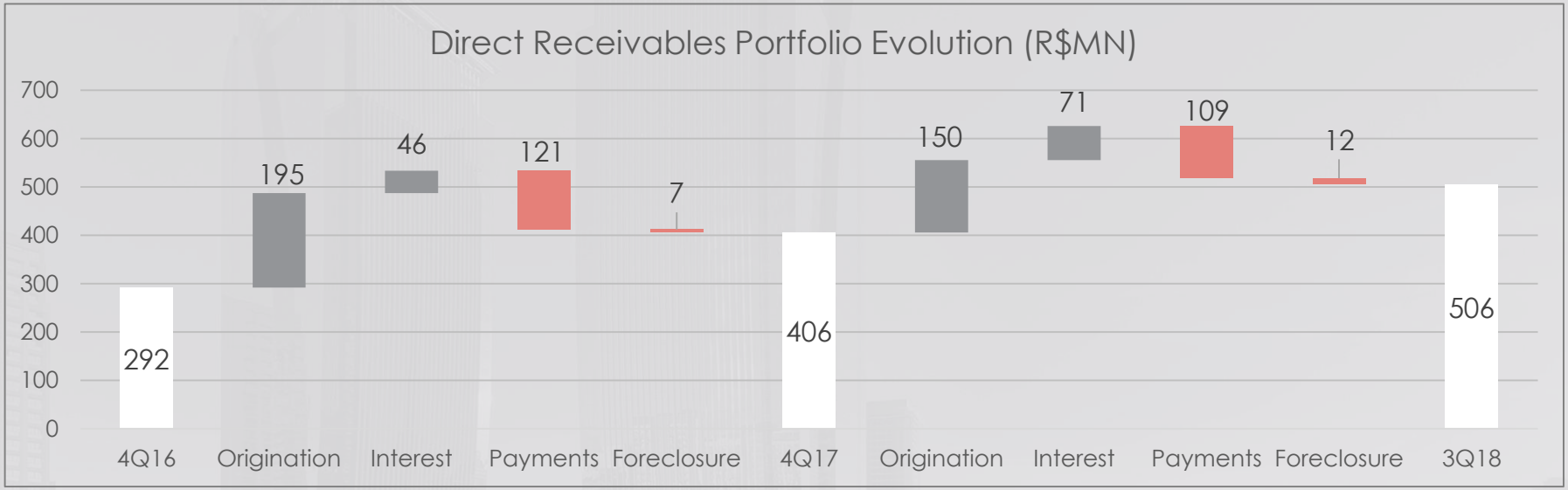


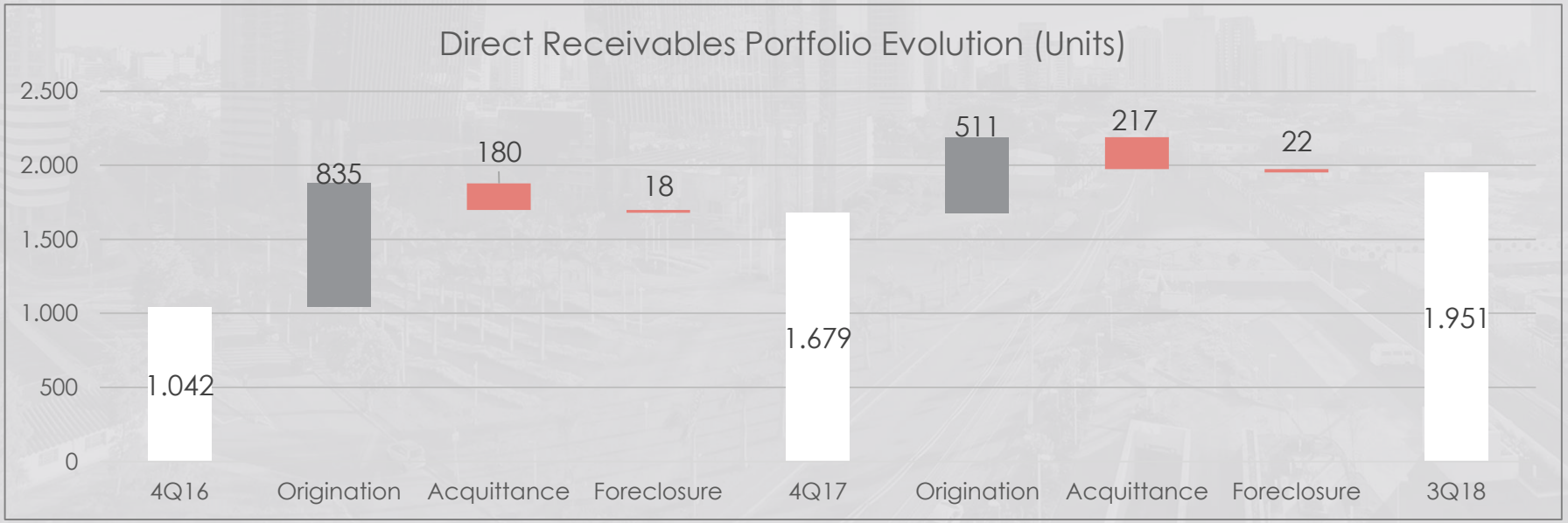




*Data in development

Portfolio Direct Receivables Evolution

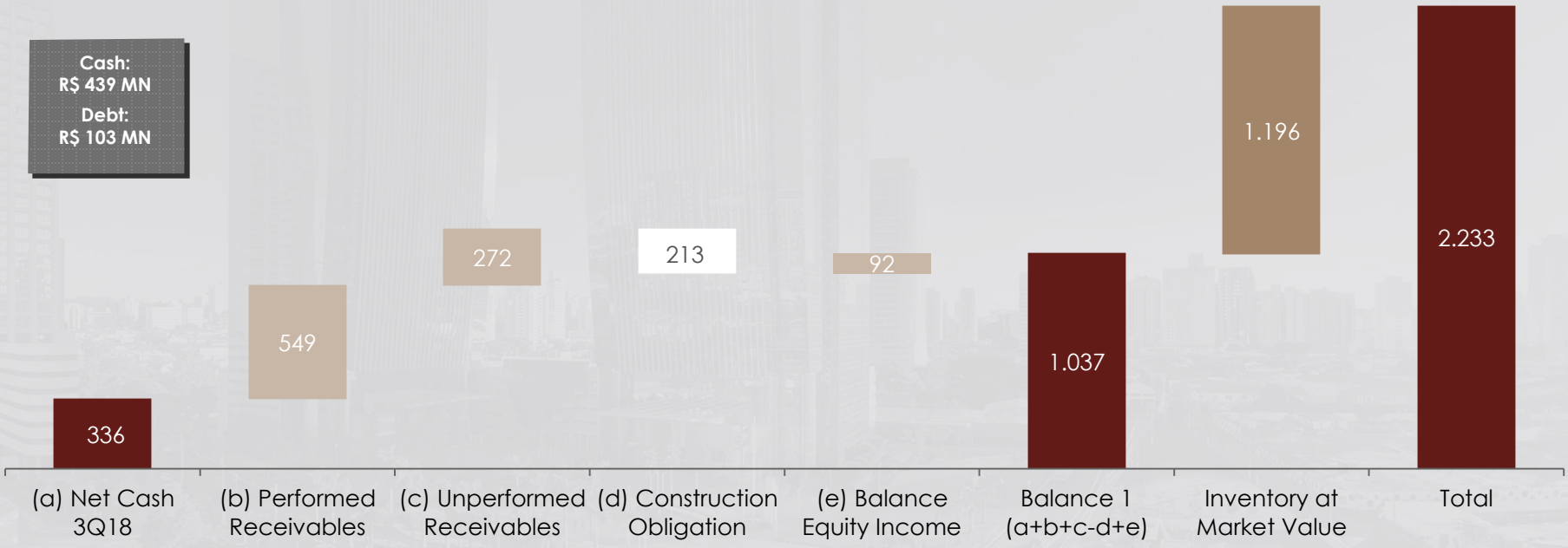




Potential Cash Generation

Cash generation 2Q18
R$ 10,1 MN

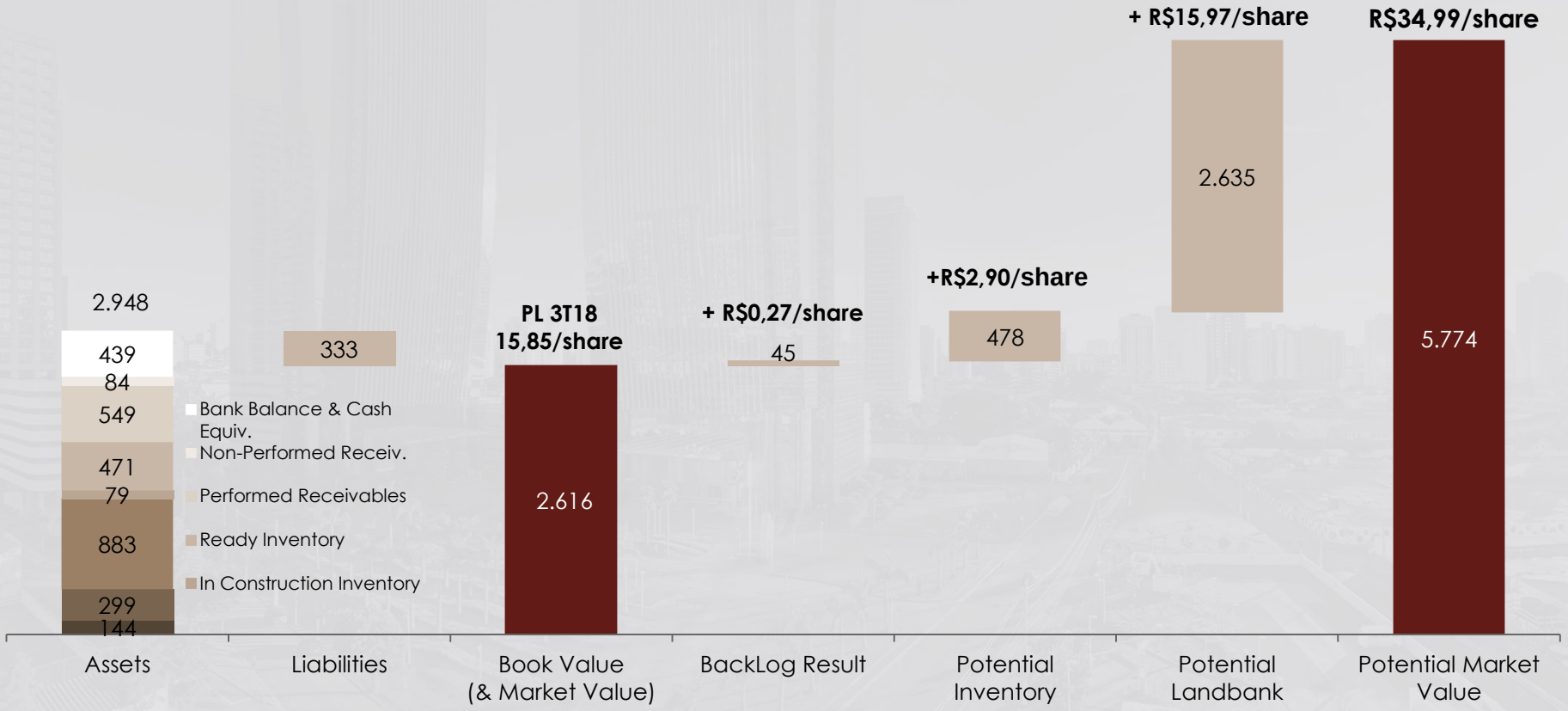
Cash:
R$ 439 MN
Debt:
R$ 103 MN



** Potential Result is not considered guidance*

Potential Value for EZTEC

Value Added by Market (R$ MN) x Assets´ Potential Additional Result



** Potential Result is not considered guidance*

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