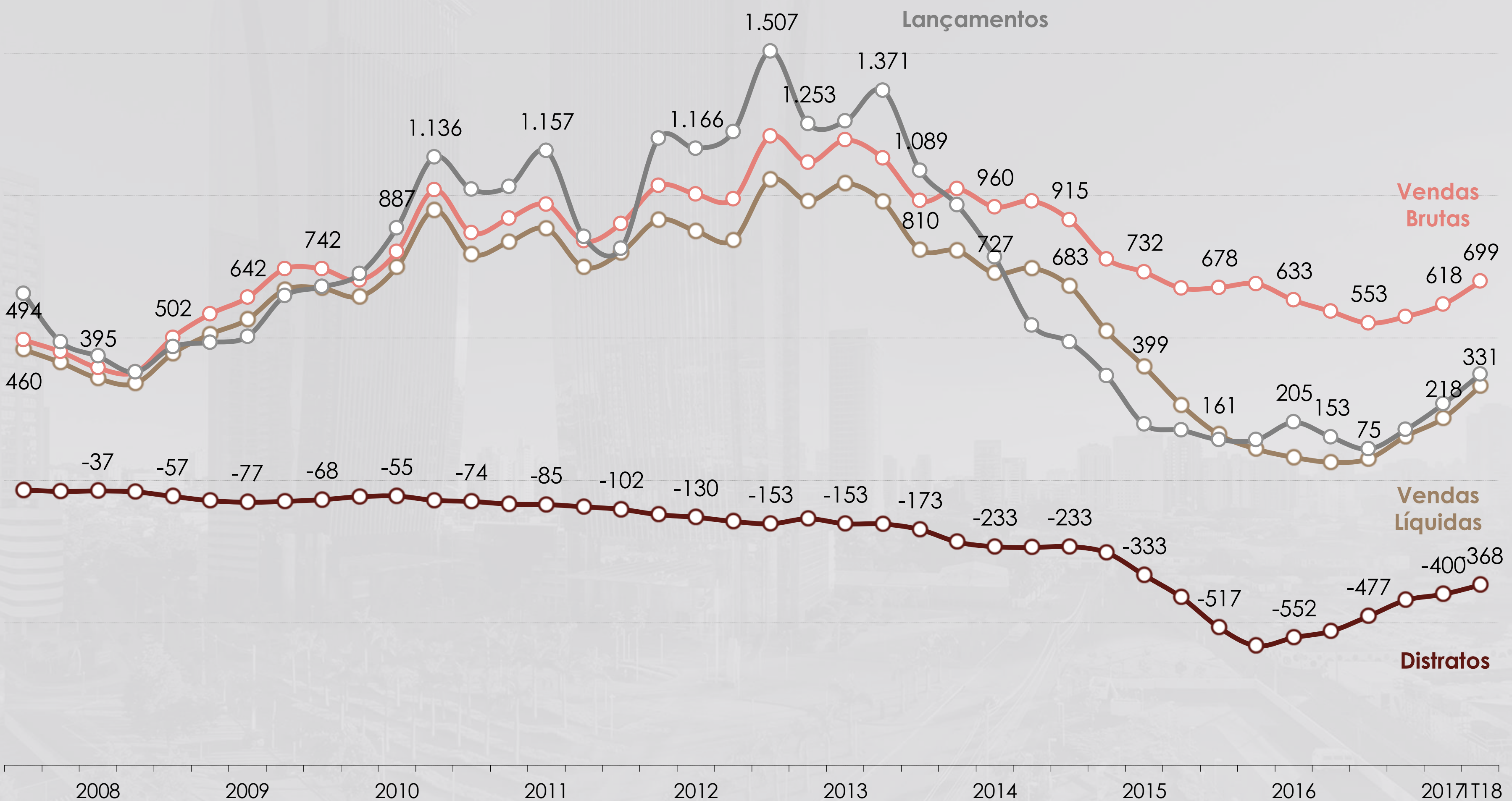
Apresentação Corporativa 1T18

EZ TEC

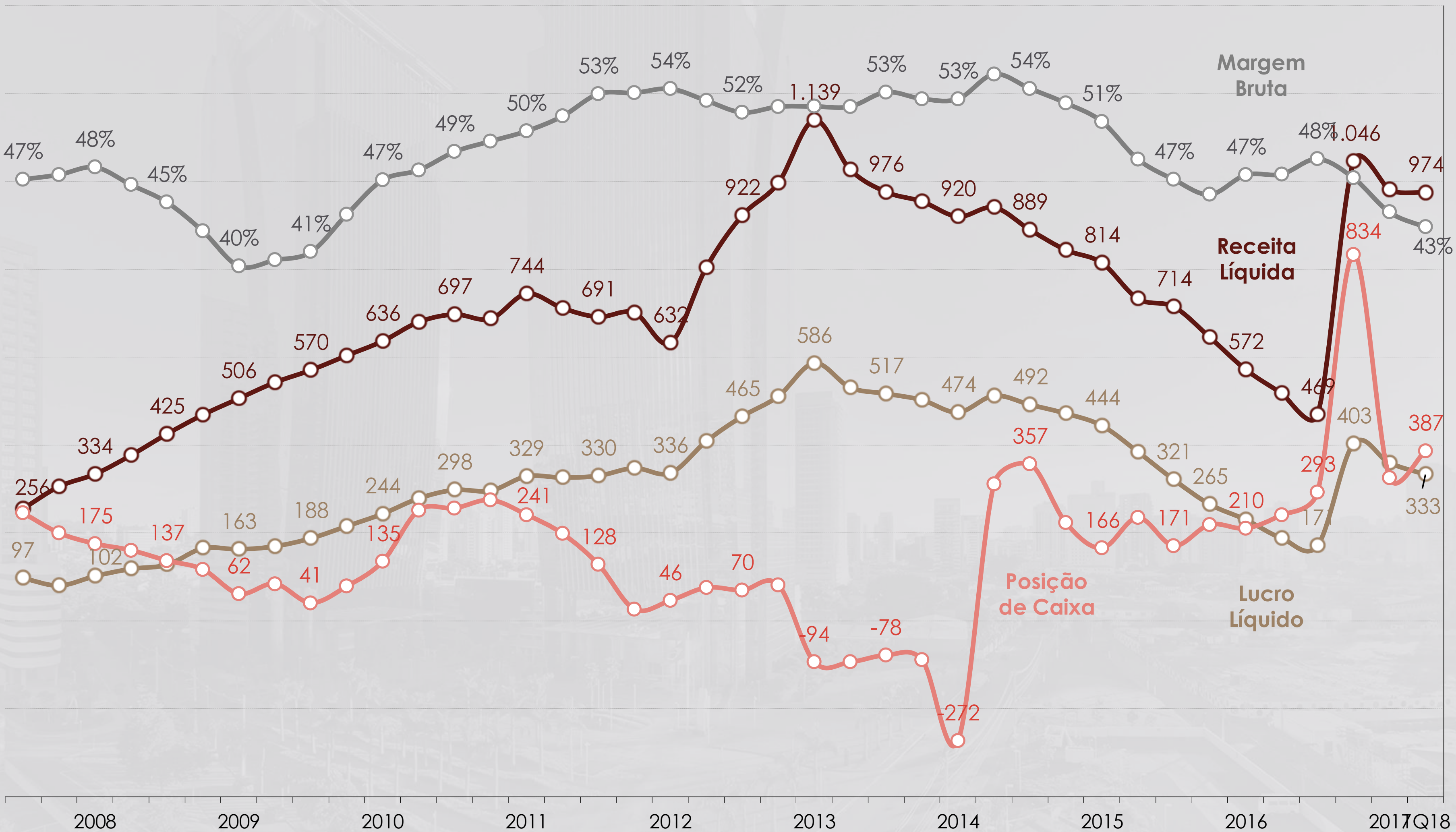
Construindo qualidade de vida

Histórico Operacional (acumulado 12 meses)

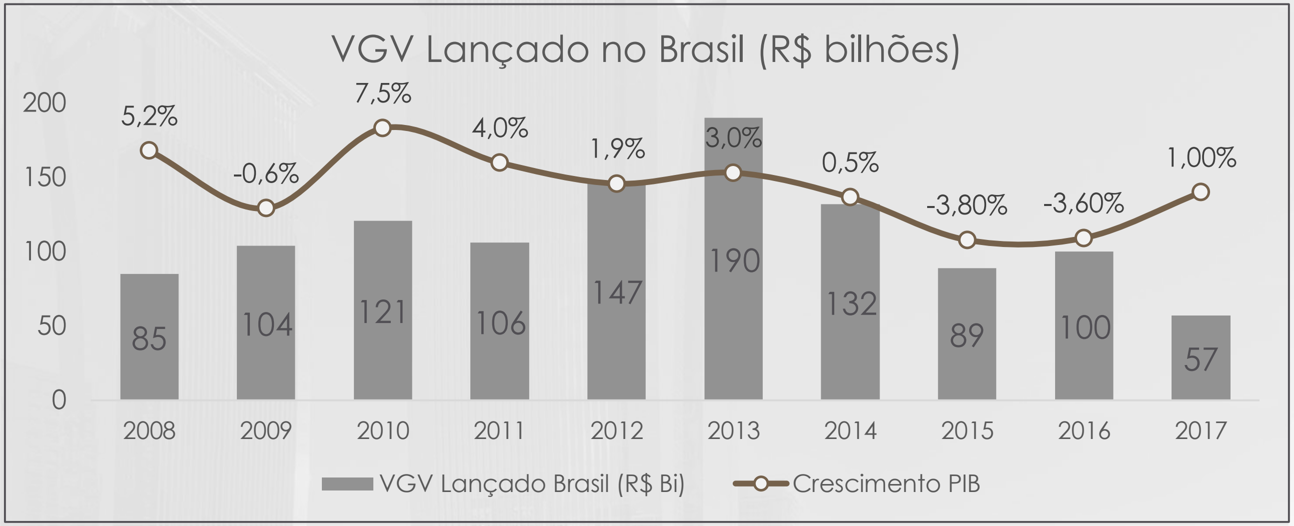


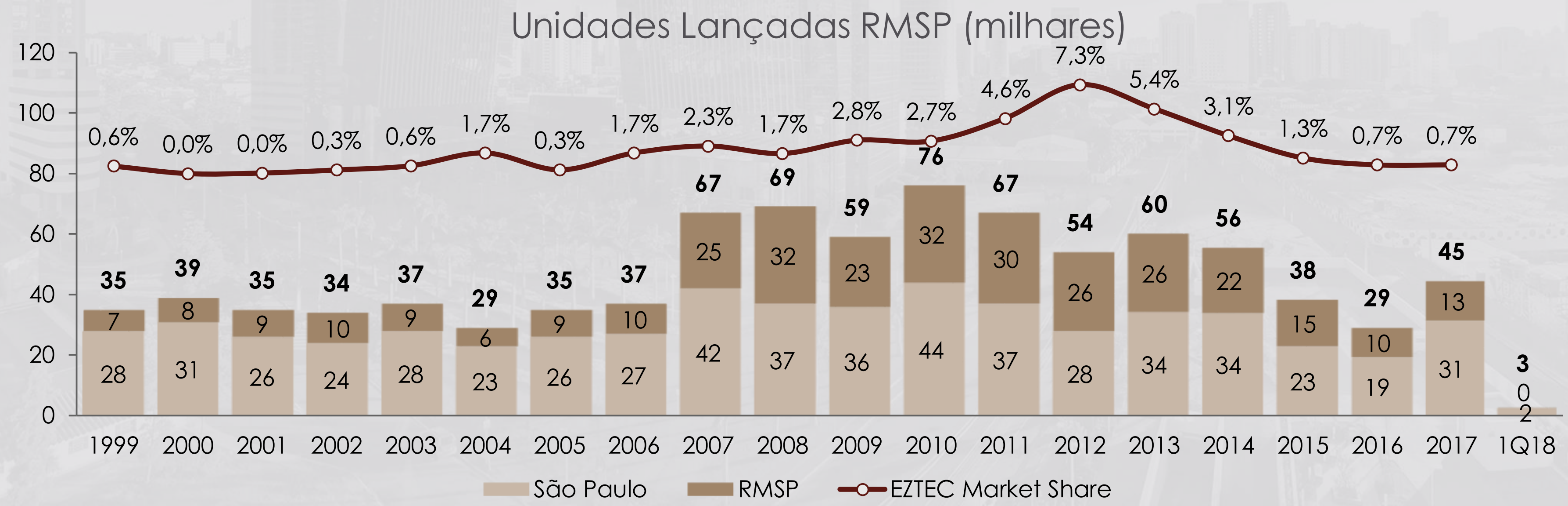
Ex-EZ Towers

Histórico Financeiro (Acumulado 12 meses)

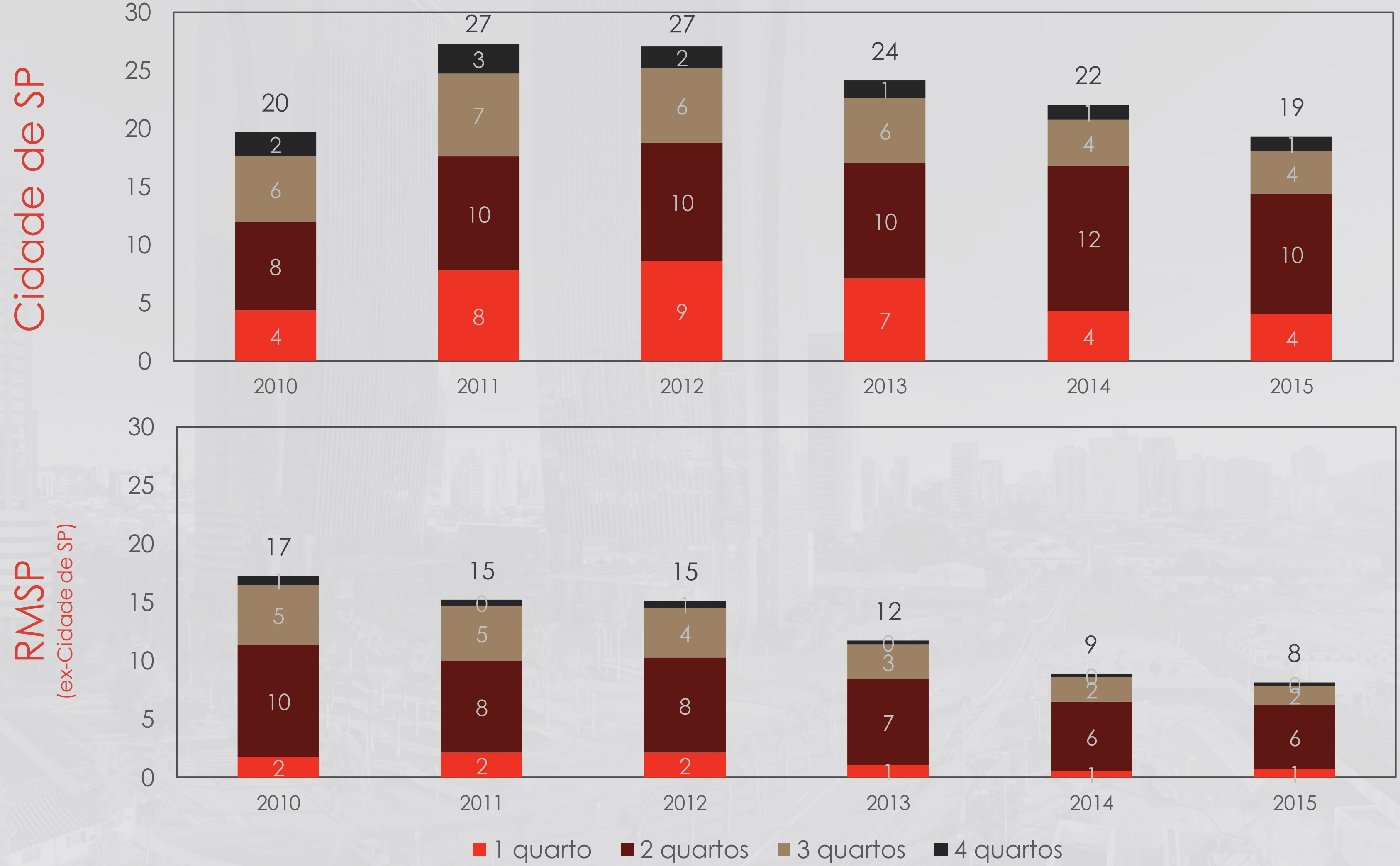


Mercado Imobiliário no Brasil e RMSP



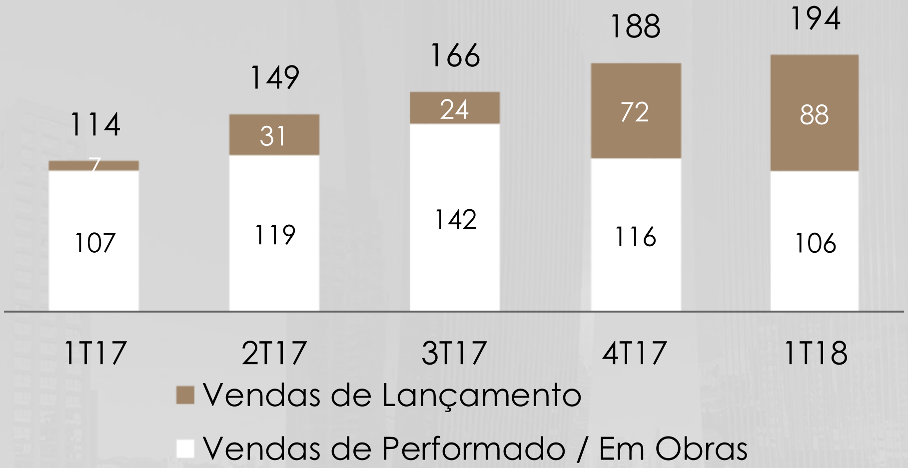


Mercado Imobiliário na RMSP

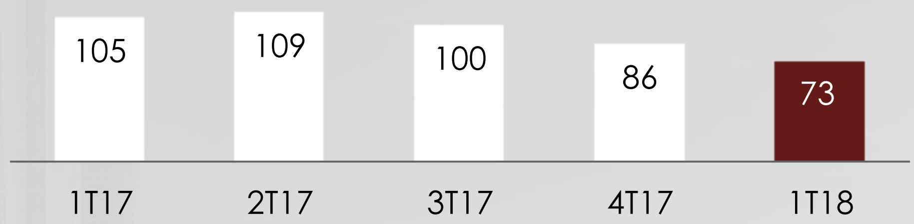


Vendas e Distratos

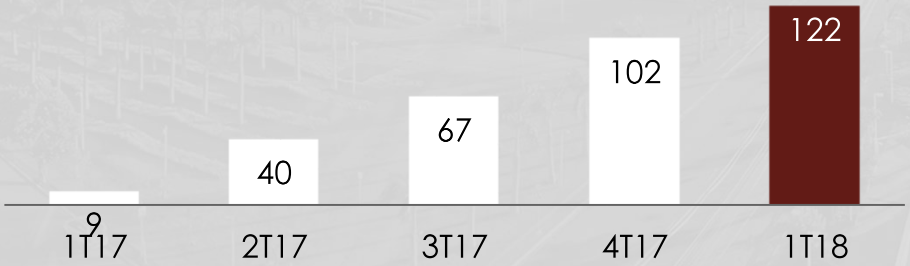
Vendas Brutas (R$ MM)



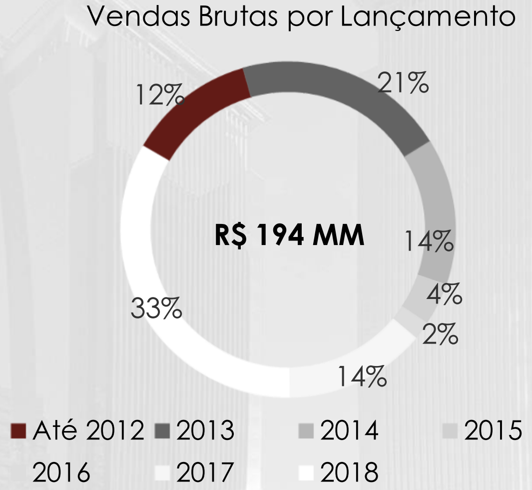
Distratos (R$ MM)

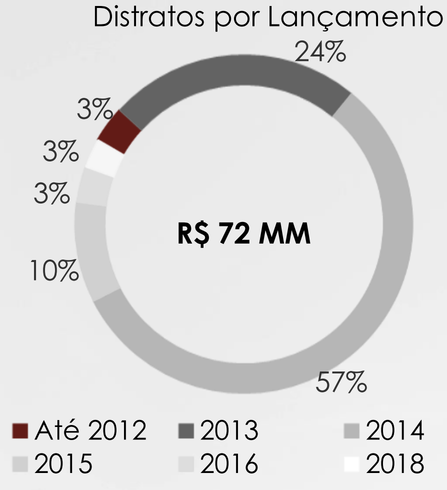


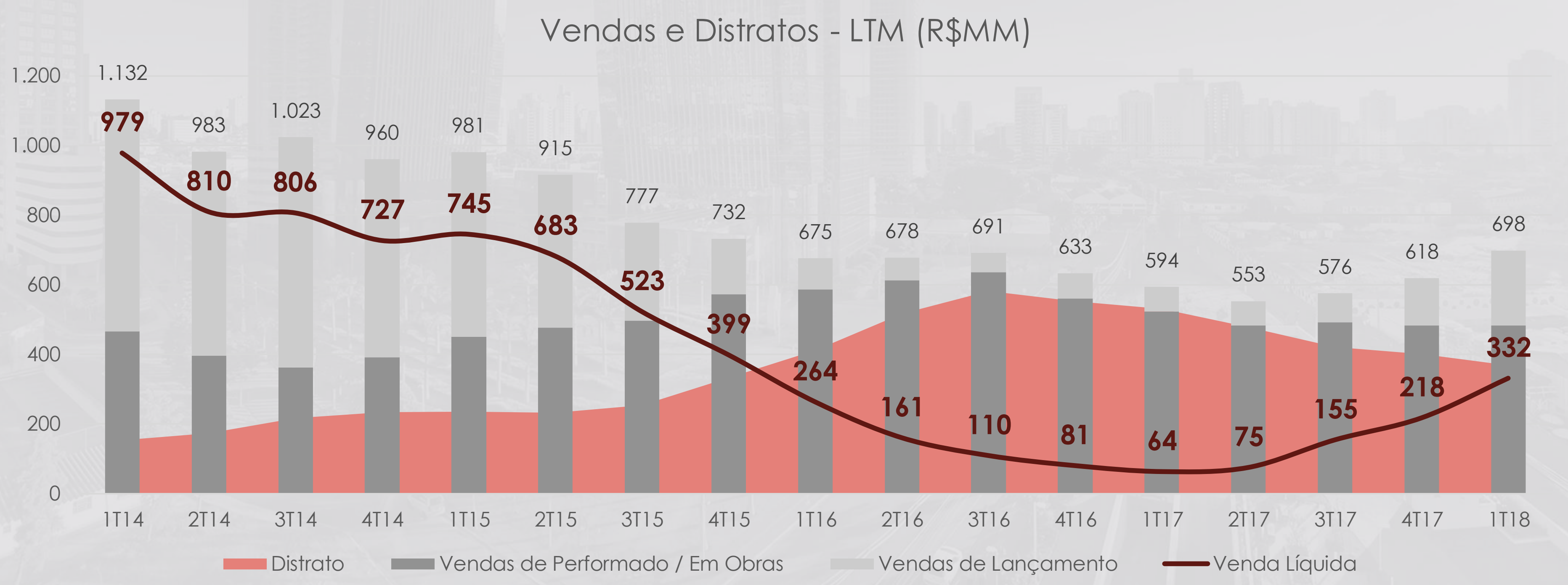
Vendas Liquidas (R$ MM)



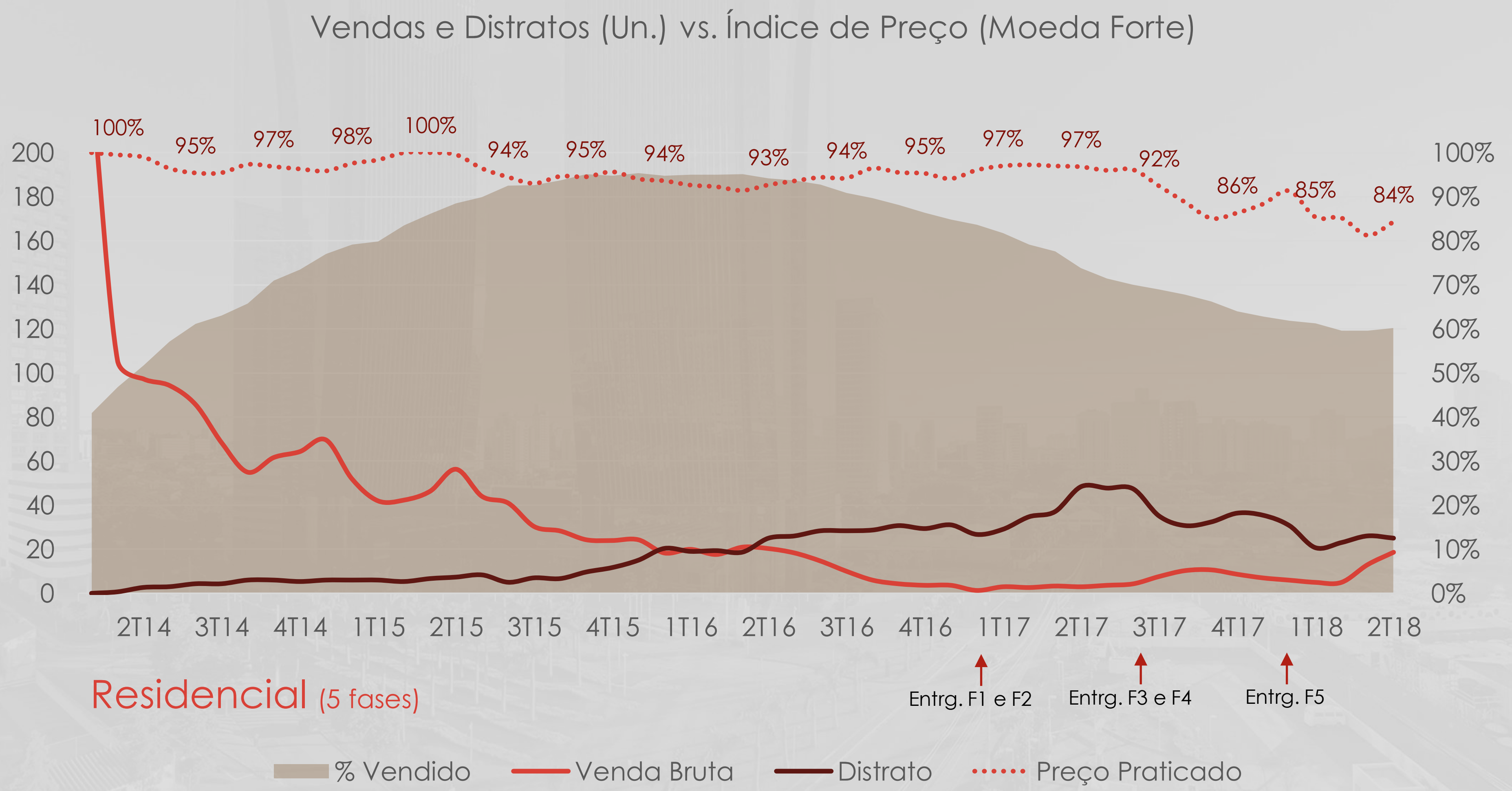
Vendas e Distratos (Ex Torre-B)



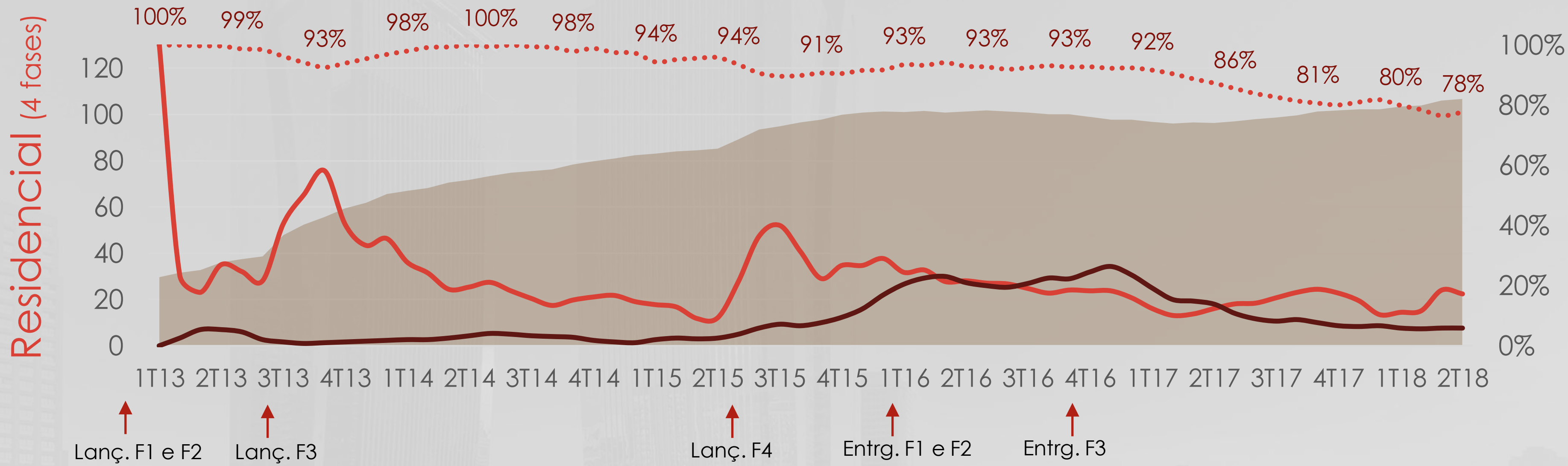


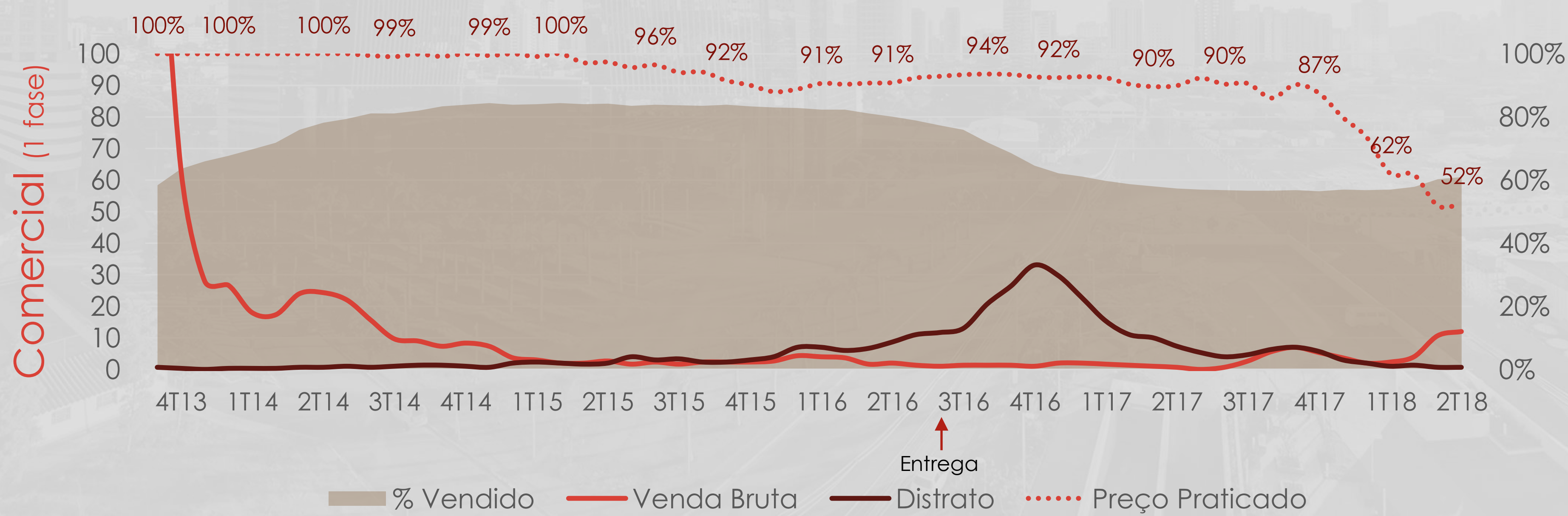


Megaprojeto Cidade Maia



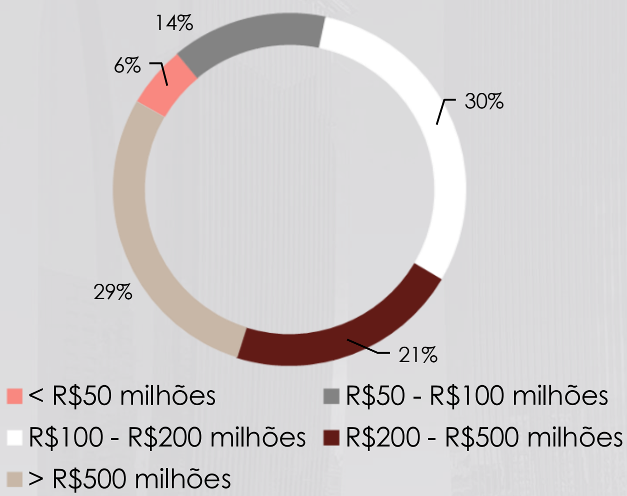
Megaprojeto Jardins do Brasil



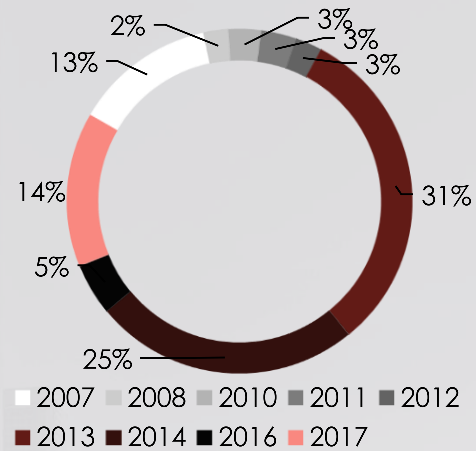


Banco de Terrenos

Alocação dos Projetos por Tamanho
% do VGV Próprio

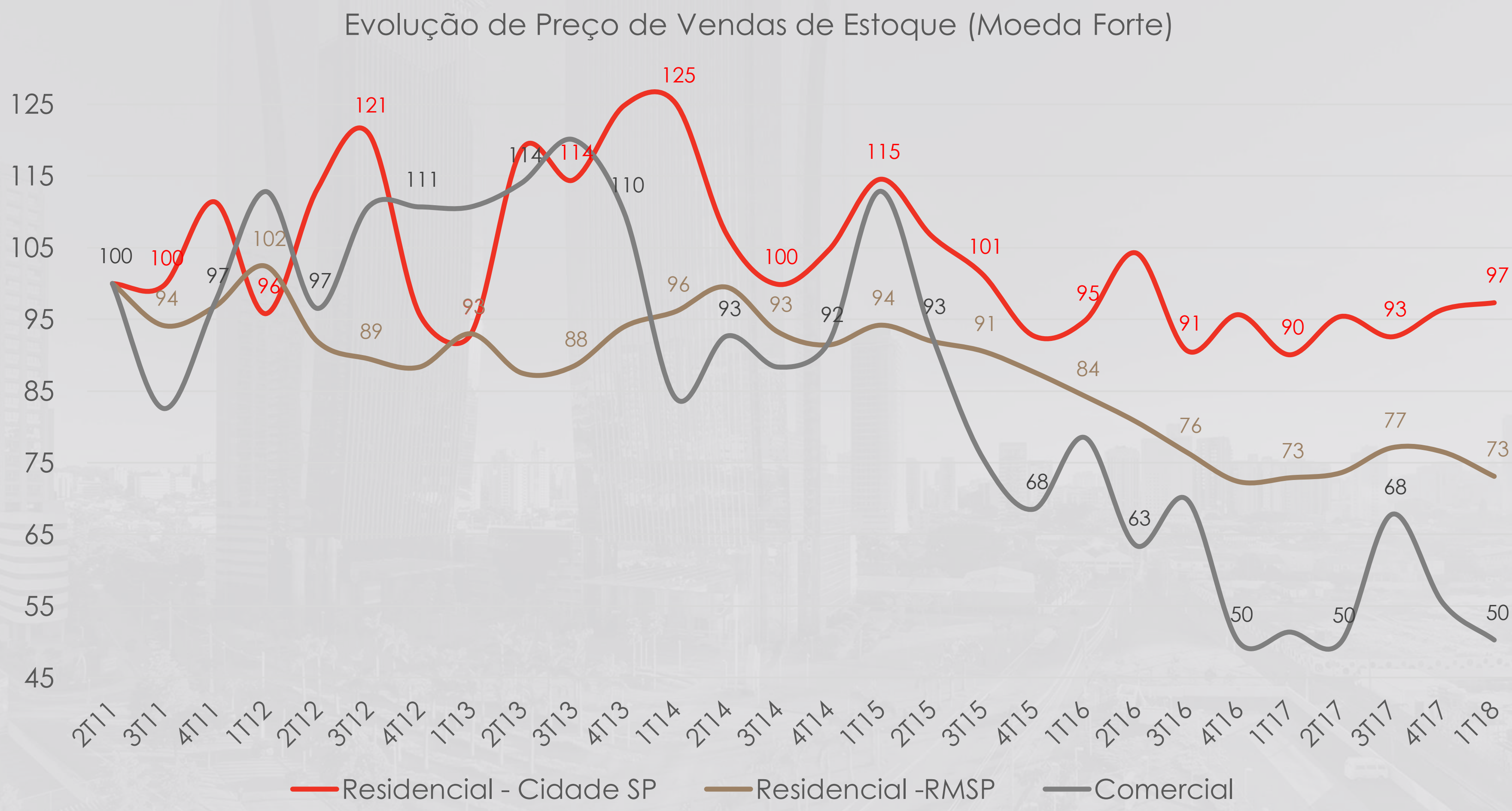


Alocação de Terrenos por Idade
% do VGV Próprio



	Comercial	Alto	Médio-Alto	Médio	MCMV /Econ.	
RMSP			155	506	469	1131 (18%)
Litoral					348	348 (6%)
Zona Leste			203			203 (3%)
Zona Oeste		209	469			679 (11%)
Zona Sul	990	1.557	949	135		3631 (59%)
Centro					133	133 (2%)
	990 (16%)	1767 (29%)	1776 (29%)	641 (10%)	950 (16%)	**6.124**

Evolução do Preço Praticado



*Não considera venda de lançamentos

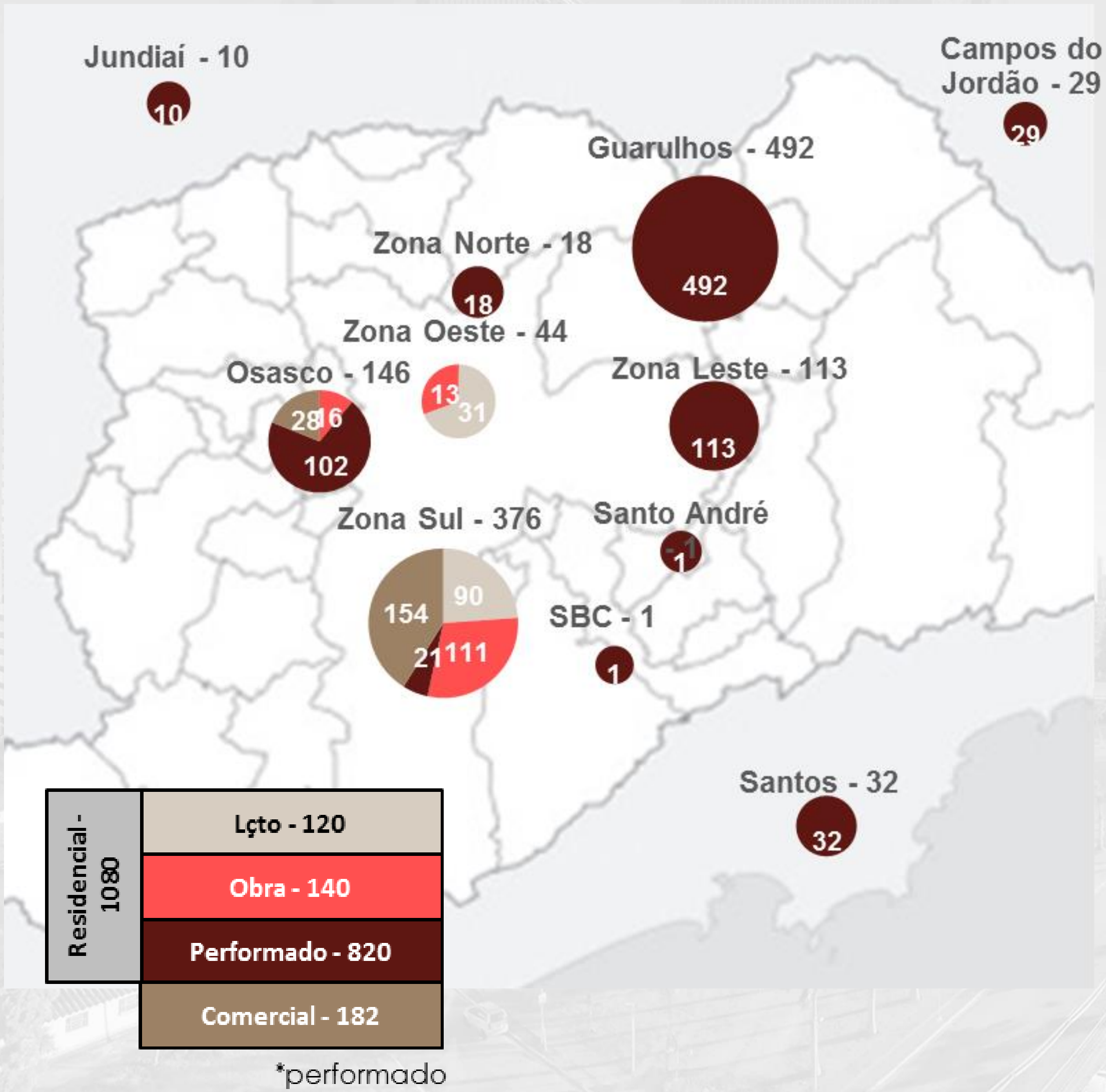
Aquisição de Participações

- Em 2012, **+50%** no **Varanda Tremembé** e **+10%** no **Vidabella**, gerando **+R$23,0 MM em VGV;**
- Em 2013, **+20%** no **Royale Prestige, Tresor and Merit**, gerando **+R$90,2 MM em VGV;**
- Em 2014, **+30%** no **Cidade Maia**, gerando **+R$284,4 MM em VGV;**
- Em 2015, **+50%** no **Chácara Cantareira**, gerando **+R$28,8 MM em VGV;**
- Em 2016, + **20%** no **Royale Prestige, Tresor and Merit** e +**45%** no **Brasiliano**, gerando **+R$24,6 MM em VGV;**
- Em 2017, +**15%** no **Bosque e Parque Ventura**, e +**13.75%** no **Jardins do Brasil**, gerando, **+R$74,5 MM em VGV**
- Em 2018, **+5%** no **Jardins do Brasil**, gerando **+R$23,8 MM em VGV**

Jardins do Brasil
Localização: Osasco
Segmento: Residencial/ Comercial
Padrão: Médio
75% vendido

Estoque

R$ 1.263 MM (%EZ)

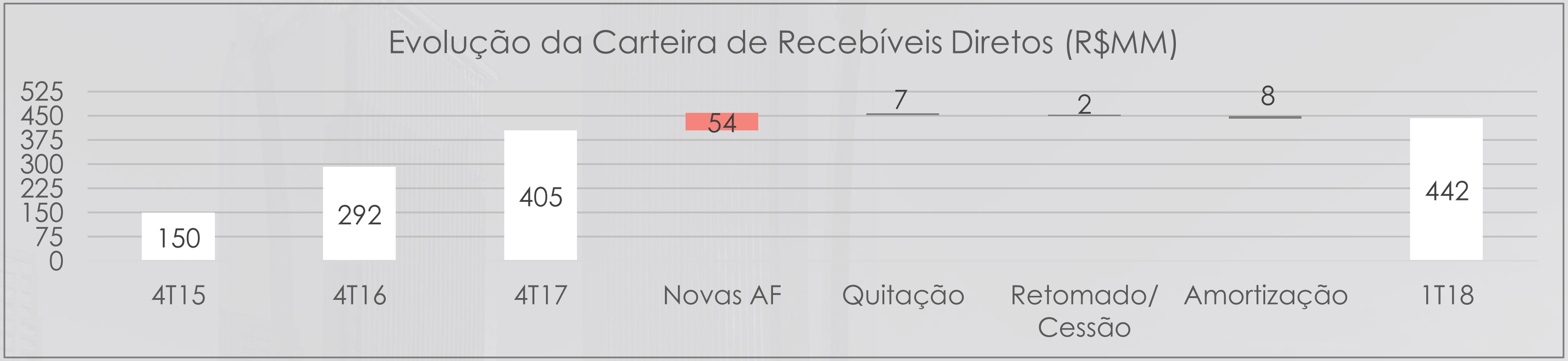


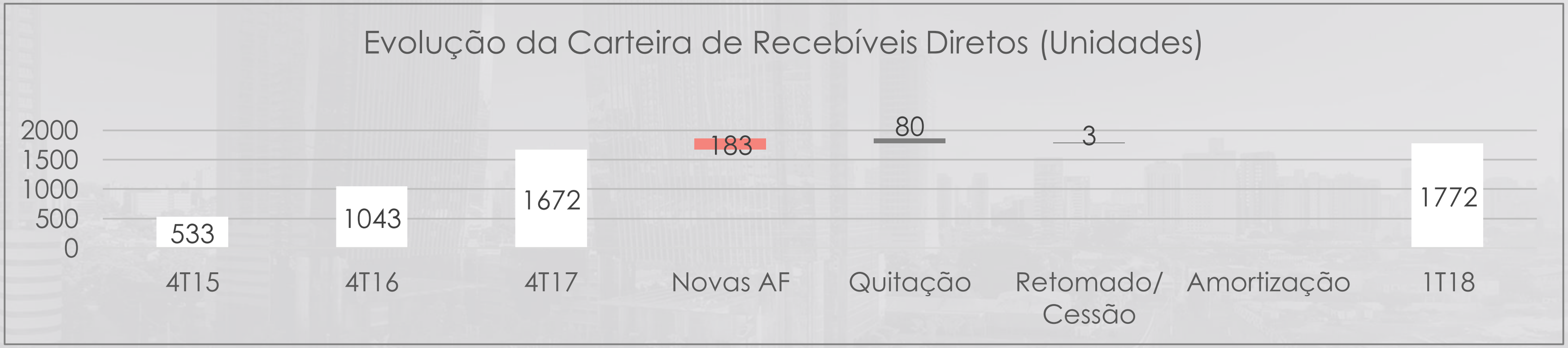
79% do estoque refere-se a unidades concluídas (incluindo segmento comercial)

43% do estoque refere-se a estoque **residencial** na cidade de **São Paulo.**

14% do estoque refere-se a estoque **comercial**.

Recebíveis Diretos – Alienação Fiduciária





10,7%

Taxa média (+IGP-DI)

64%

Amortização em **Tabela Price**

87 meses

Prazo médio na **Tabela Price**

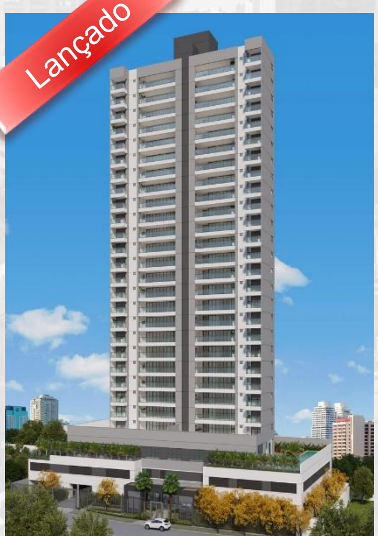
187 meses

Prazo médio na **Tabela SAC**

Lançamentos de 2017

Legittimo Vila Romana
(Scipião)
Localização : São Paulo/SP
Segmento: Residencial
Padrão : Alto Padrão
VGV EZTEC: R$49,5 MN
Unidades: 54
% vendido: 76%

In Design Liberdade
(Tamandaré)
Localização : São Paulo/SP
Segmento: Residencial
Padrão : Médio-Alto Padrão
VGV EZTEC: R$67,8 MN
Unidades : 114
% vendido: 44%

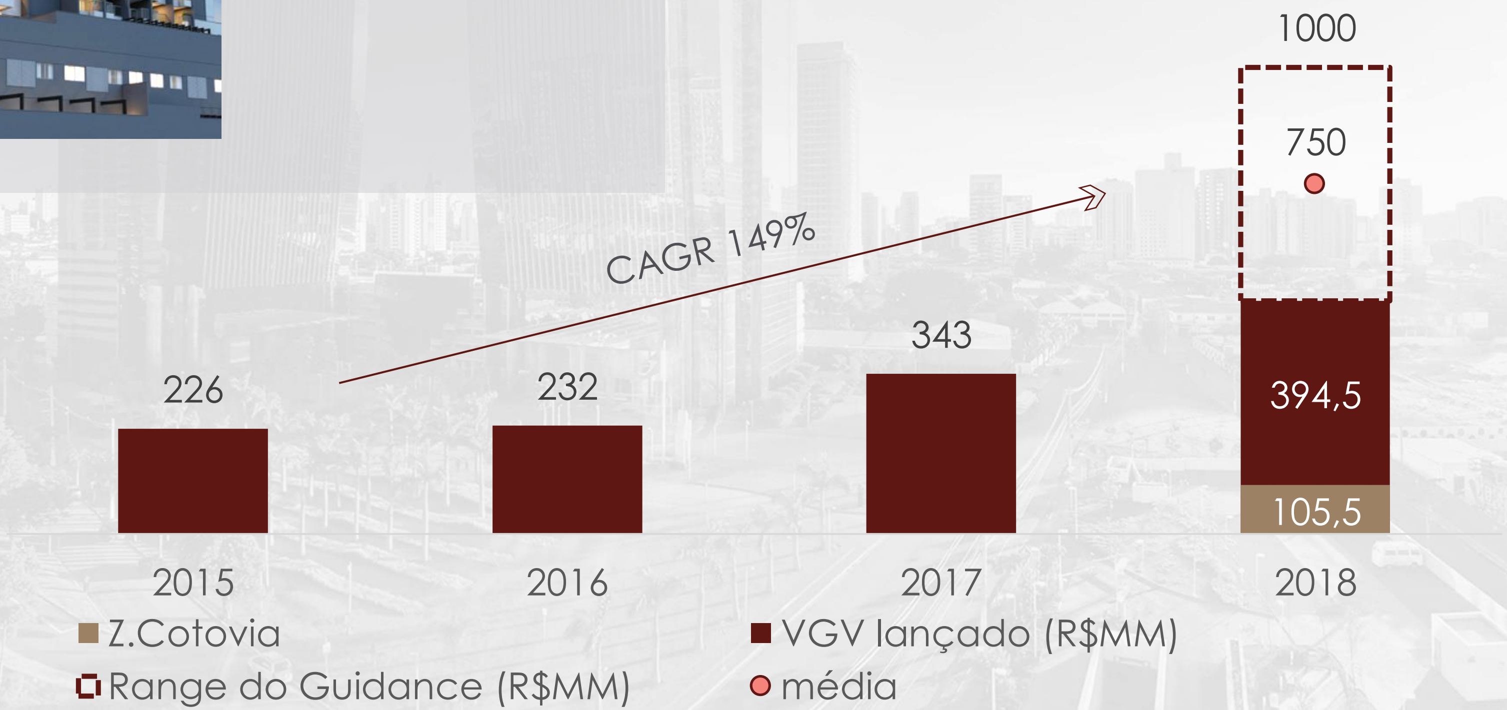


Verace Brooklin
(Joaquim Guarani)
Localização : São Paulo/SP
Segmento: Residencial
Padrão : Alto Padrão
VGV EZTEC: R$82,3 MN
Unidades: 48
% vendido: 75%

Clima São Francisco
(Corifeu de Azevedo)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: Médio-Alto Padrão
VGV EZTEC. : R$75 MN
Unidades: 121
% vendido: 61%

Guidance de Lançamentos - 2018

Z-Cotovia
(Cotovia)
Localização: São Paulo/SP
Segmento: Misto
Padrão: Alto
VGV EZTEC: R$105,5 MM
Unidades: 200
% Vendido: 83%



Próximos Lançamentos

Visconde de Parnaíba
(Brás)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: MCMV
VGV EZTEC: R$123,9 MM
Unidades: 979

Celso Garcia
(Tatuapé)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: médio-alto
VGV EZTEC: R$105,0
Unidades: 200

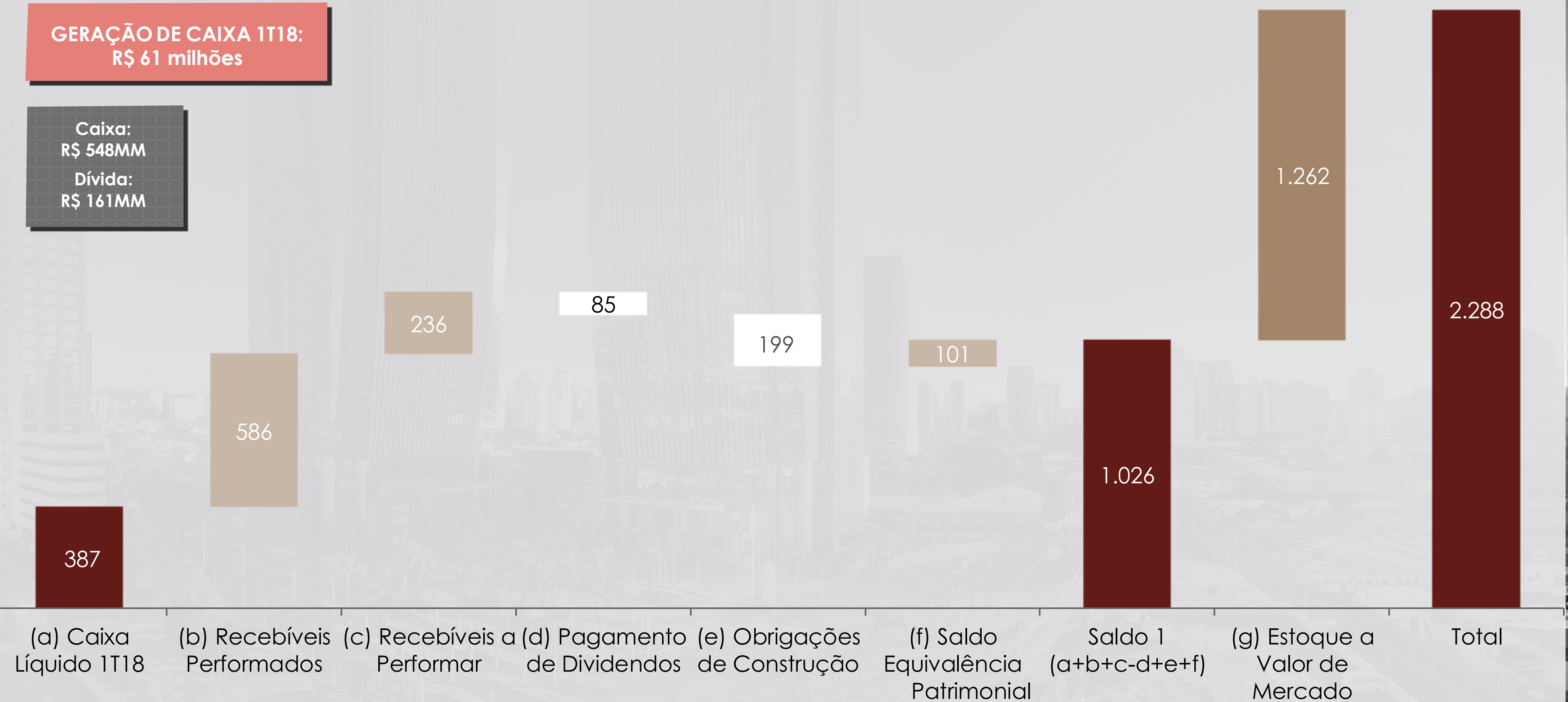
Rio Bonito
(Socorro)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: MCMV
VGV EZTEC: R$132,6 MM
Unidades: 560

Fernandes Moreira
(Chácara St. Antônio)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: médio-alto
VGV EZTEC: R$59,6 MM
Unidades: 115

Geração Potencial de Caixa

GERAÇÃO DE CAIXA 1T18:
R$ 61 milhões

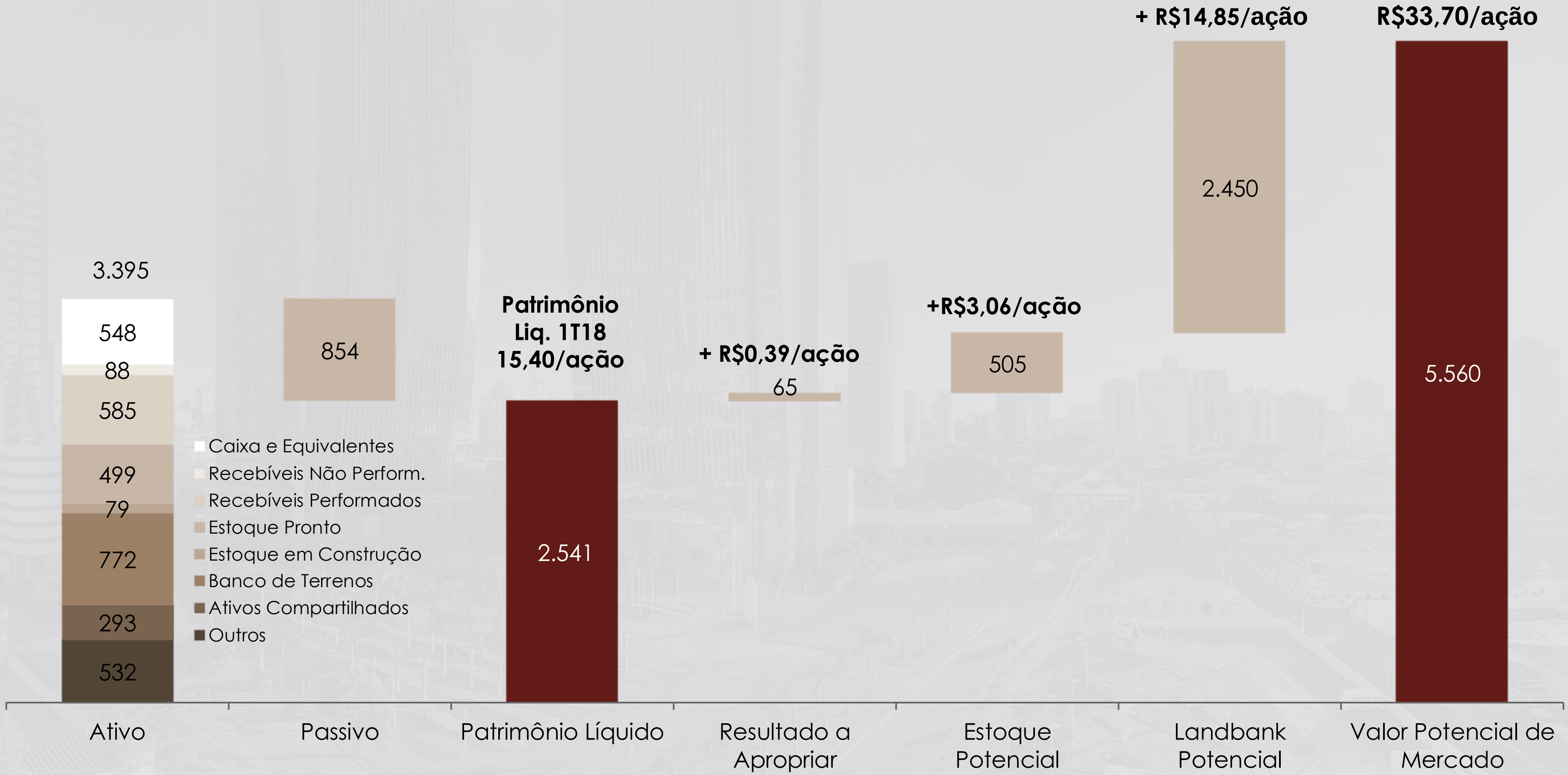
Caixa:
R$ 548MM
Dívida:
R$ 161MM



*** Potenciais não constituem guidance*

Valor Potencial da EZTEC

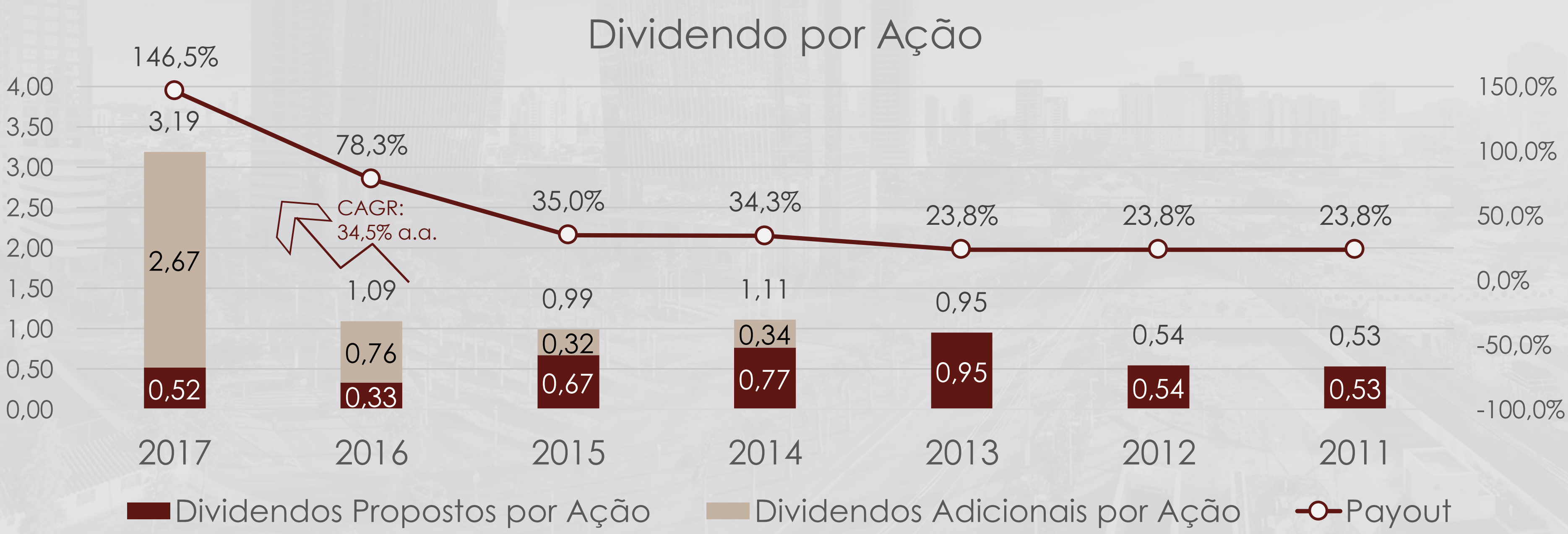
Valor Adicionado pelo Mercado (R$ MM) x Resultado Potencial Adicional dos Ativos



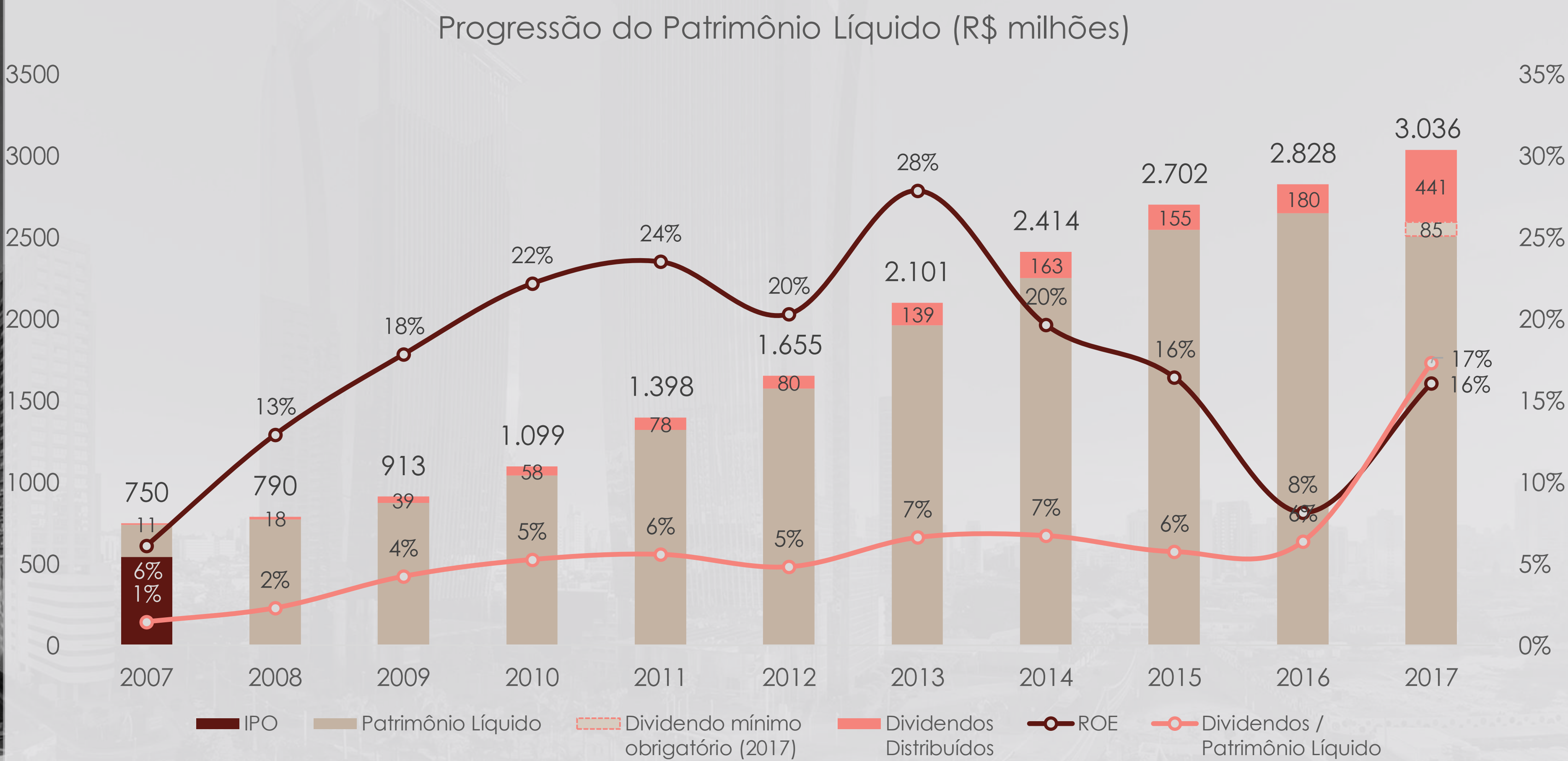
*** Potenciais não constituem guidance*

Histórico de Dividendos 2017

Dividendos	2017	2016	2015	2014	2013	2012	2011
Lucro Líquido do Exercício (R$ '000)	358.828	230.213	444.011	474.324	585.987	336.166	328.967
Reserva legal (R$ '000)	-17.941	-11.511	-22.201	-23.716	-29.299	-16.808	-16.448
Dividendos Propostos (R$ '000)	85.222	54.676	105.453	112.652	139.172	79.839	78.130
Dividendos Adicionais (R$ '000)	440.555	125.538	50.000	50.000	0	0	0
Dividendos Totais (R$ '000)	525.776	180.214	155.453	162.652	139.172	79.839	78.130
Quantidade de Ações (ex-tesouraria) (mi	165.002	165.002	157.058	146.724	146.724	146.724	146.724
Divdendos por Ação (R$)	3,19	1,09	0,99	1,11	0,95	0,54	0,53
Payout	146,5%	78,3%	35,0%	34,3%	23,8%	23,8%	23,8%



Geração de Valor



R$ 1,36 bilhão

Dividendos totais desde o IPO

R$ 85,2 milhões

Distribuição minima obrigatório
relativa ao lucro líquido de 2017

Contact IR

A. Emílio C. Fugazza
CFO and IR Officer

Augusto T. Yokoyama
Controllership and IR manager

Hugo G. Soares
IR Analyst

+55 11 5056 8313
ri@eztec.com.br
www.eztec.com.br/ir

EZTEC3 NOVO MERCADO BM&FBOVESPA

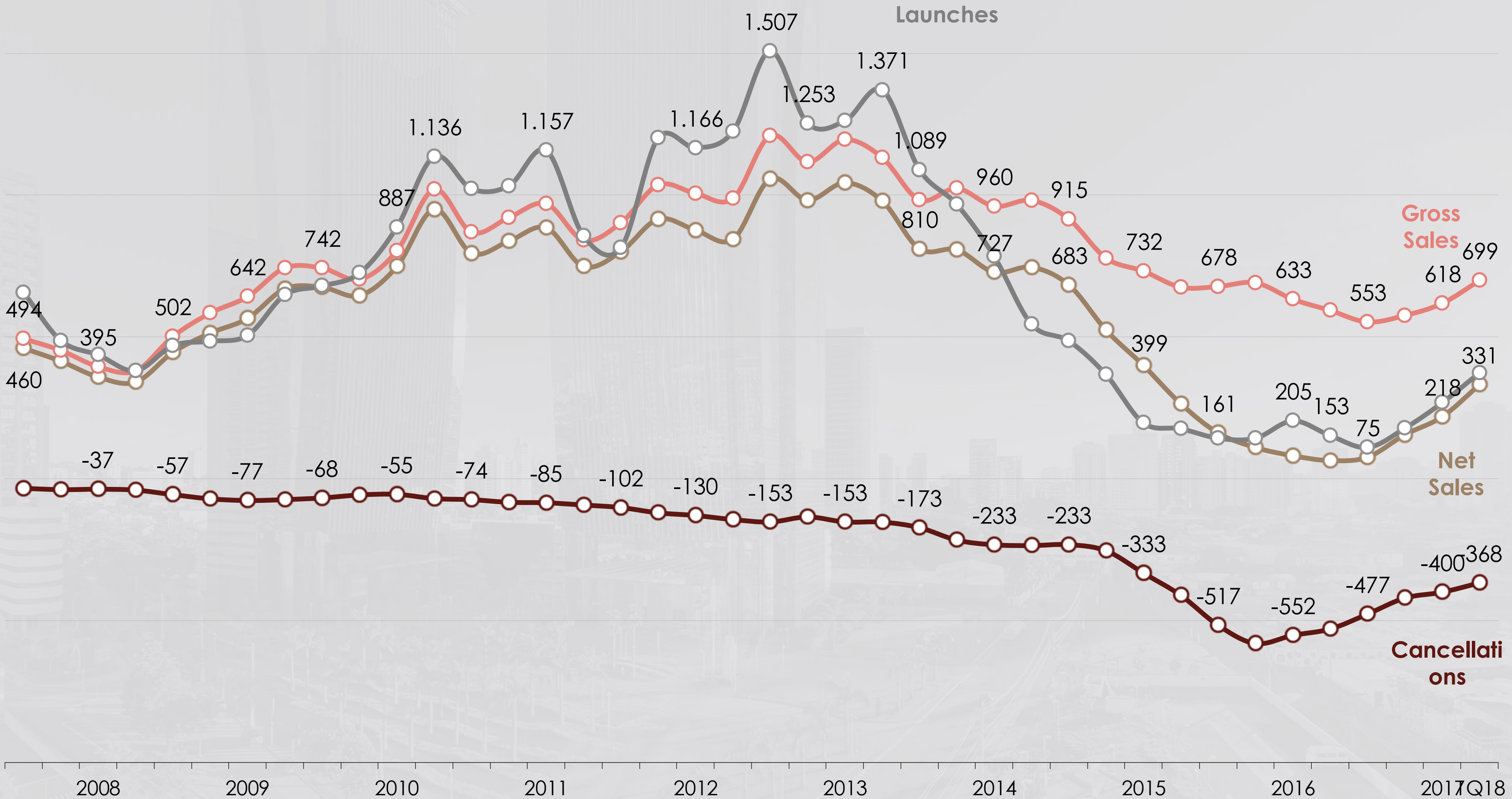
Índice Brasil 100 IBRX 100
Índice Brasil Amplo BM&FBOVESPA IBRA
Índice Small Cap SMLL
Índice de Ações com Tag Along Diferenciado ITAG
Índice de Ações com Governança Corporativa Diferenciada IGC
Índice de Governança Corporativa Trade IGCT
Índice do Setor Industrial INDX
Índice Imobiliário IMOB
Índice Dividendos BM&FBOVESPA IDIV

Corporate Presentation 1Q18

EZ TEC

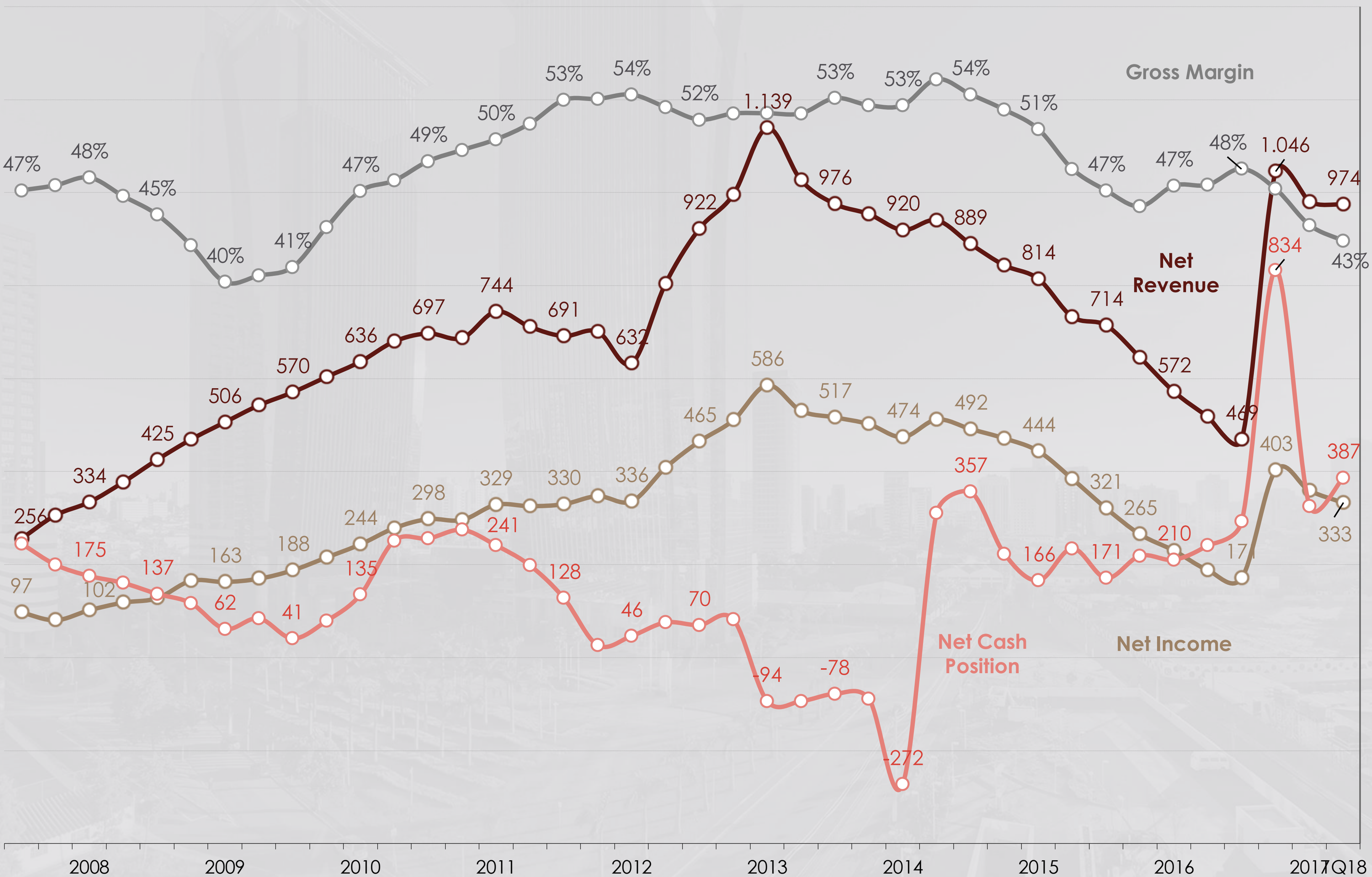
Construindo qualidade de vida

Operational Record (Last Twelve Months)

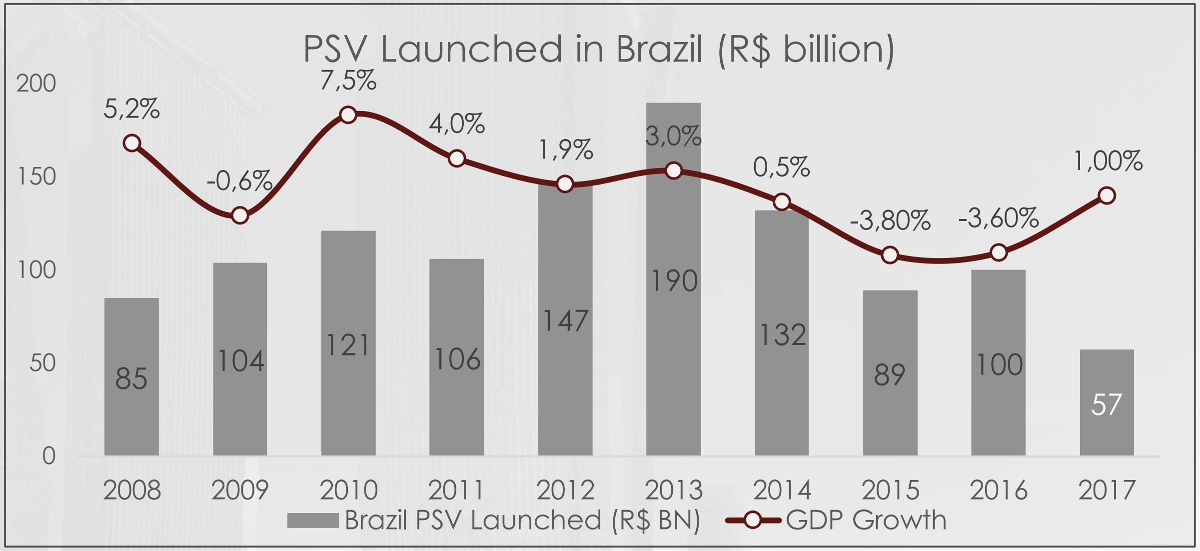


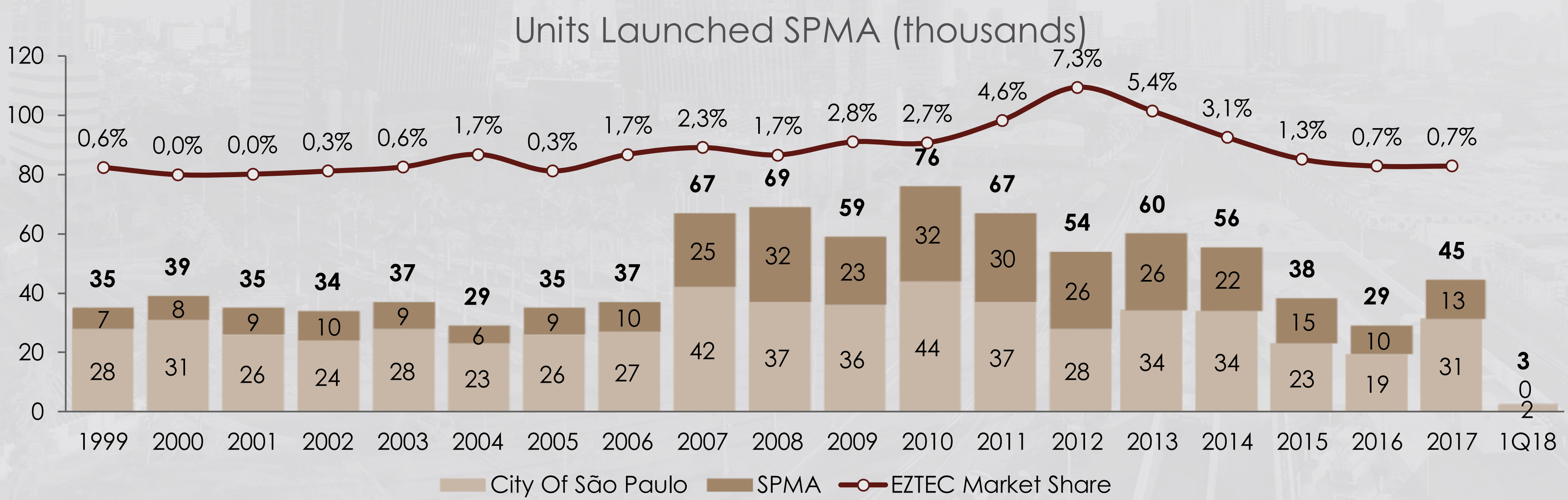
Ex-EZ Towers

Financial Record (Last Twelve Months)

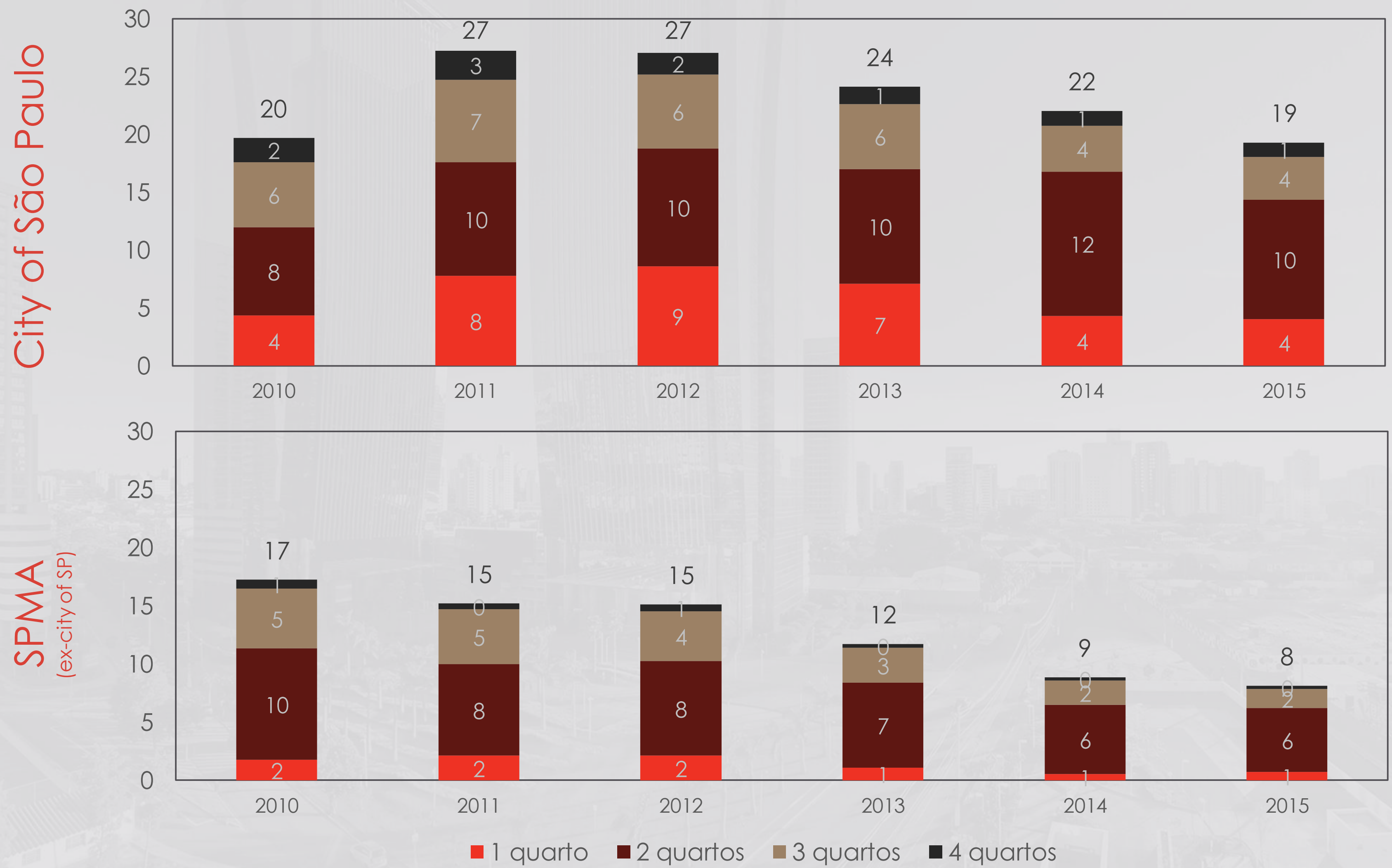


Real Estate Market in Brazil the SPMA

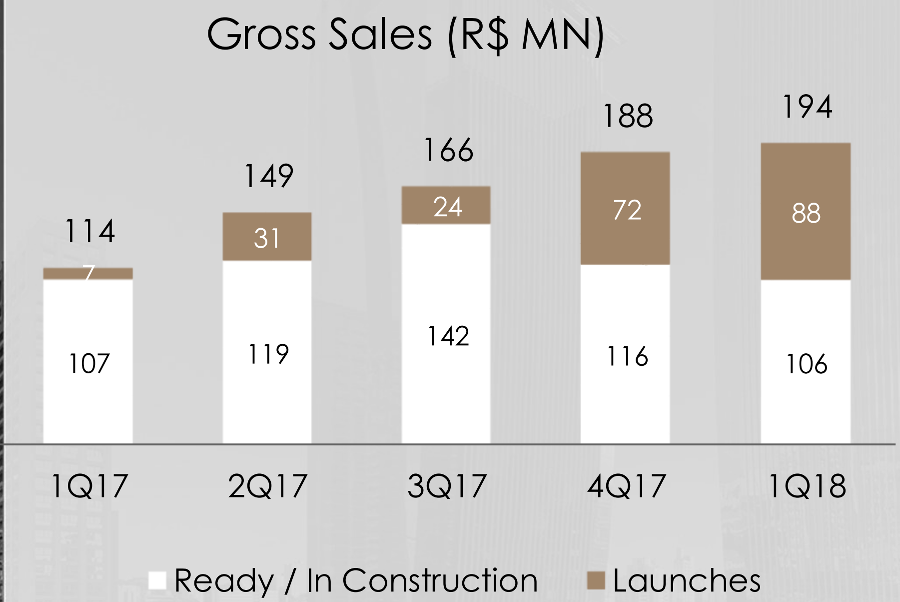


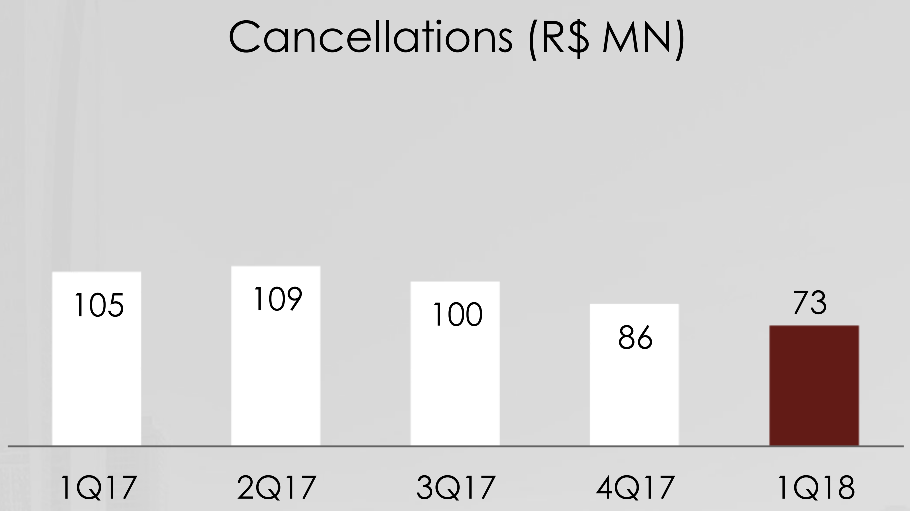


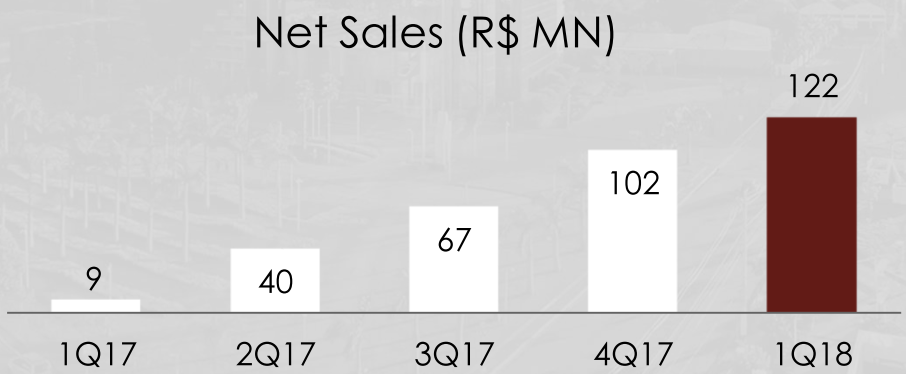
Real Estate Market in the SPMA



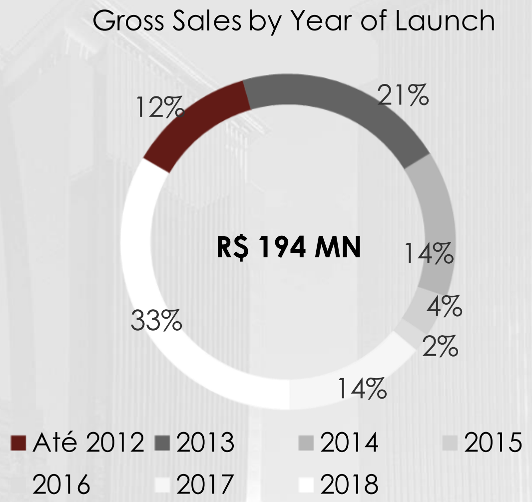
Sales and Cancellations

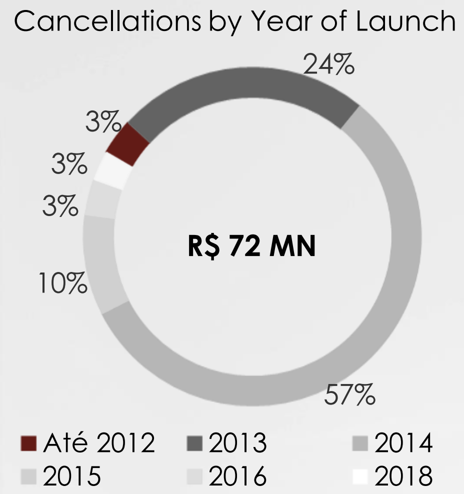


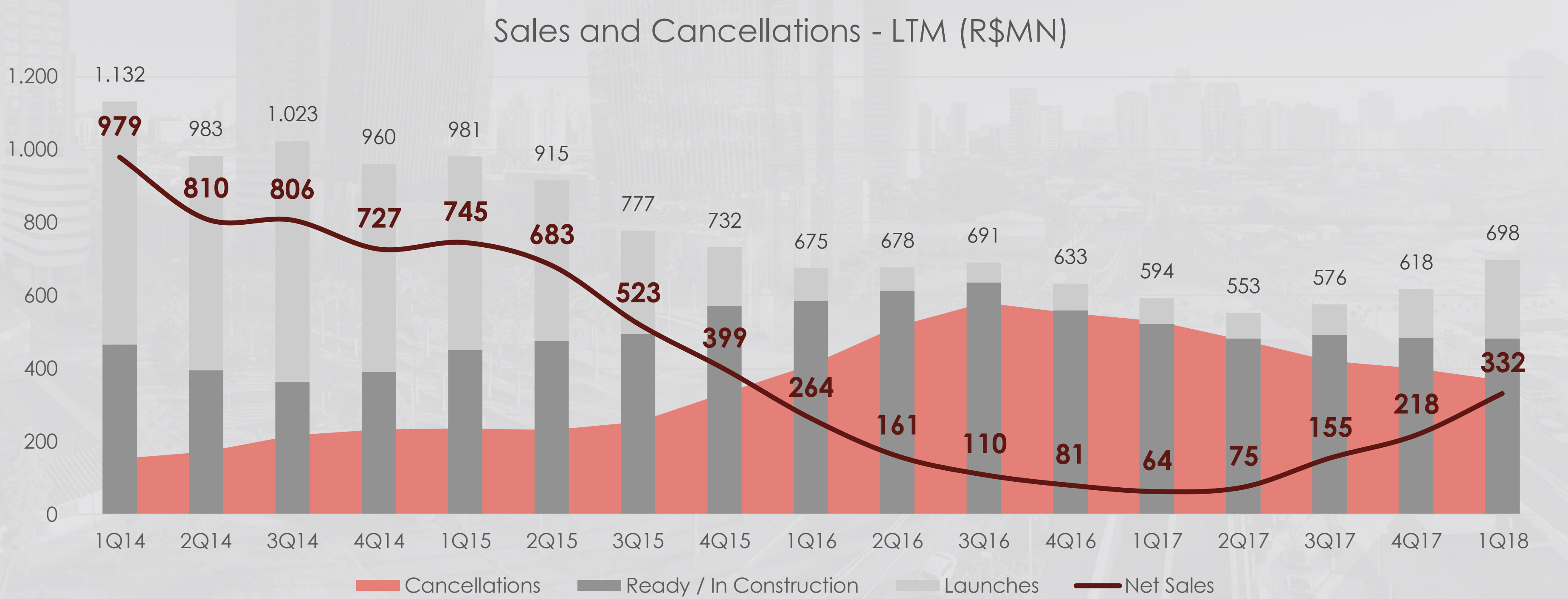




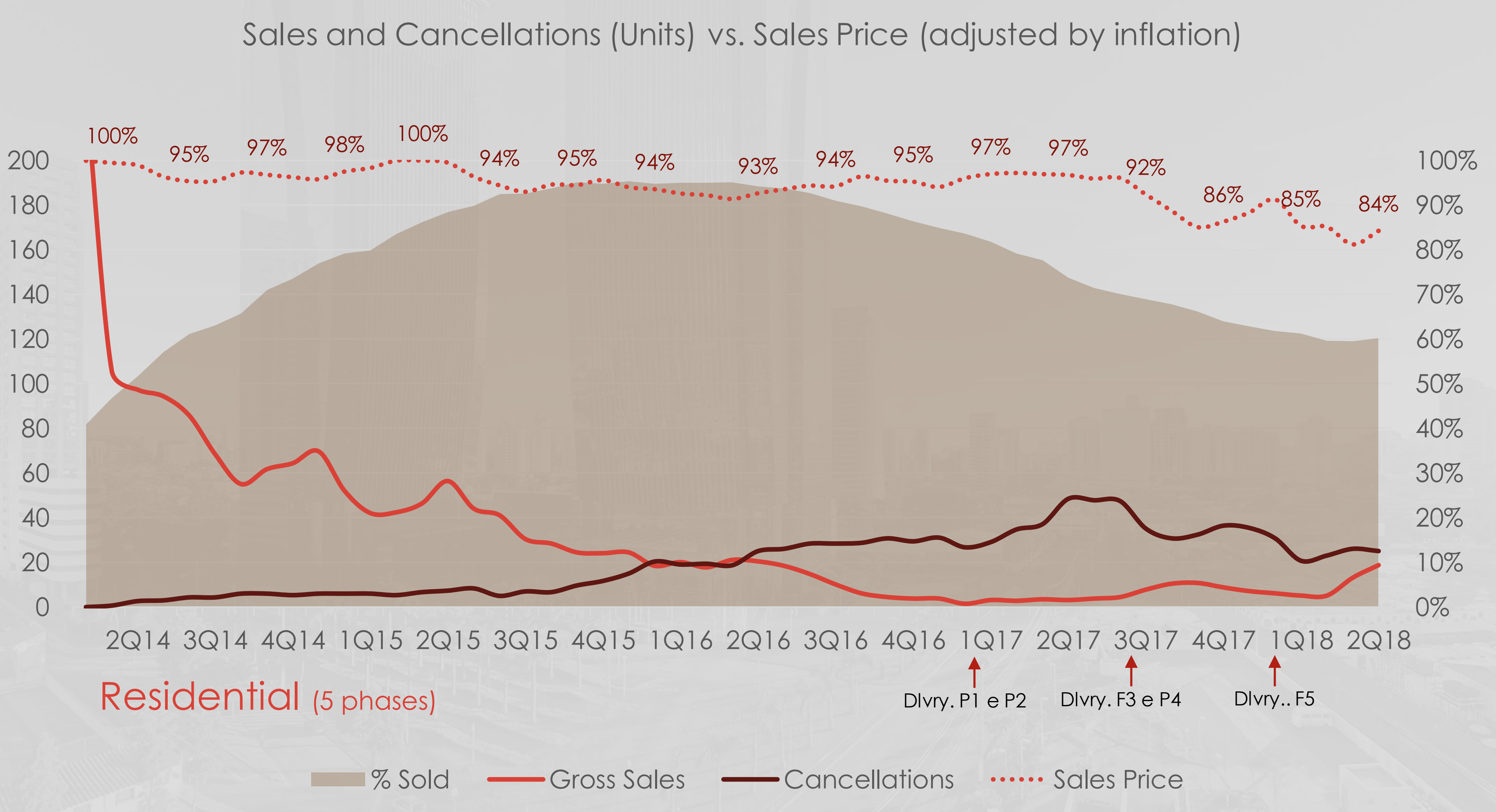
Sales and Cancellations (Ex Tower B)



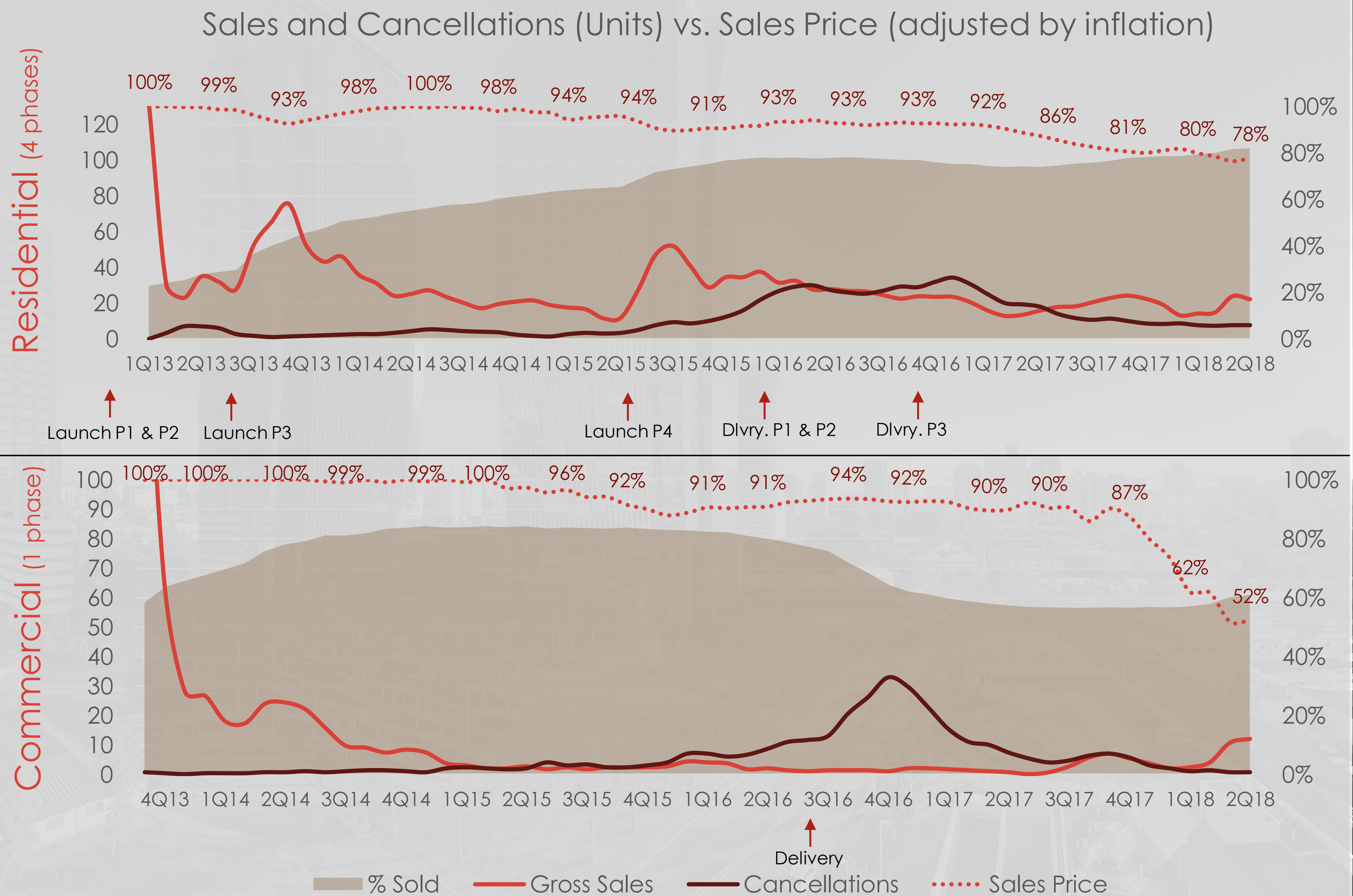




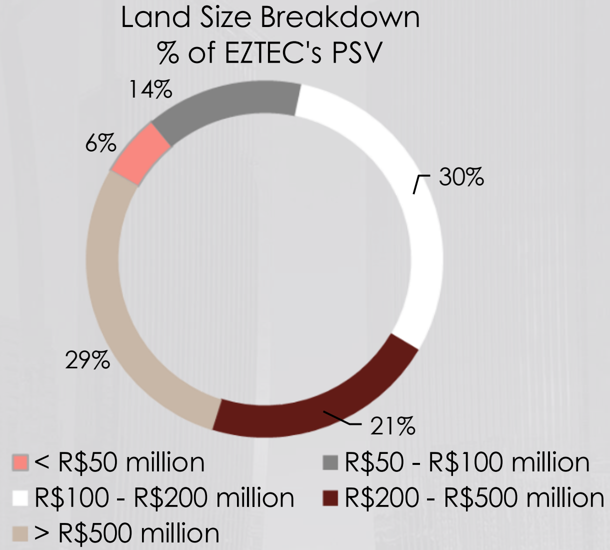
Megaprojeto Cidade Maia

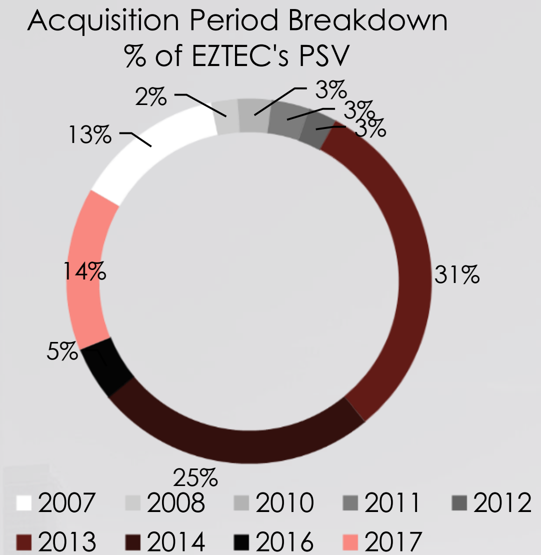


Megaprojeto Jardins do Brasil



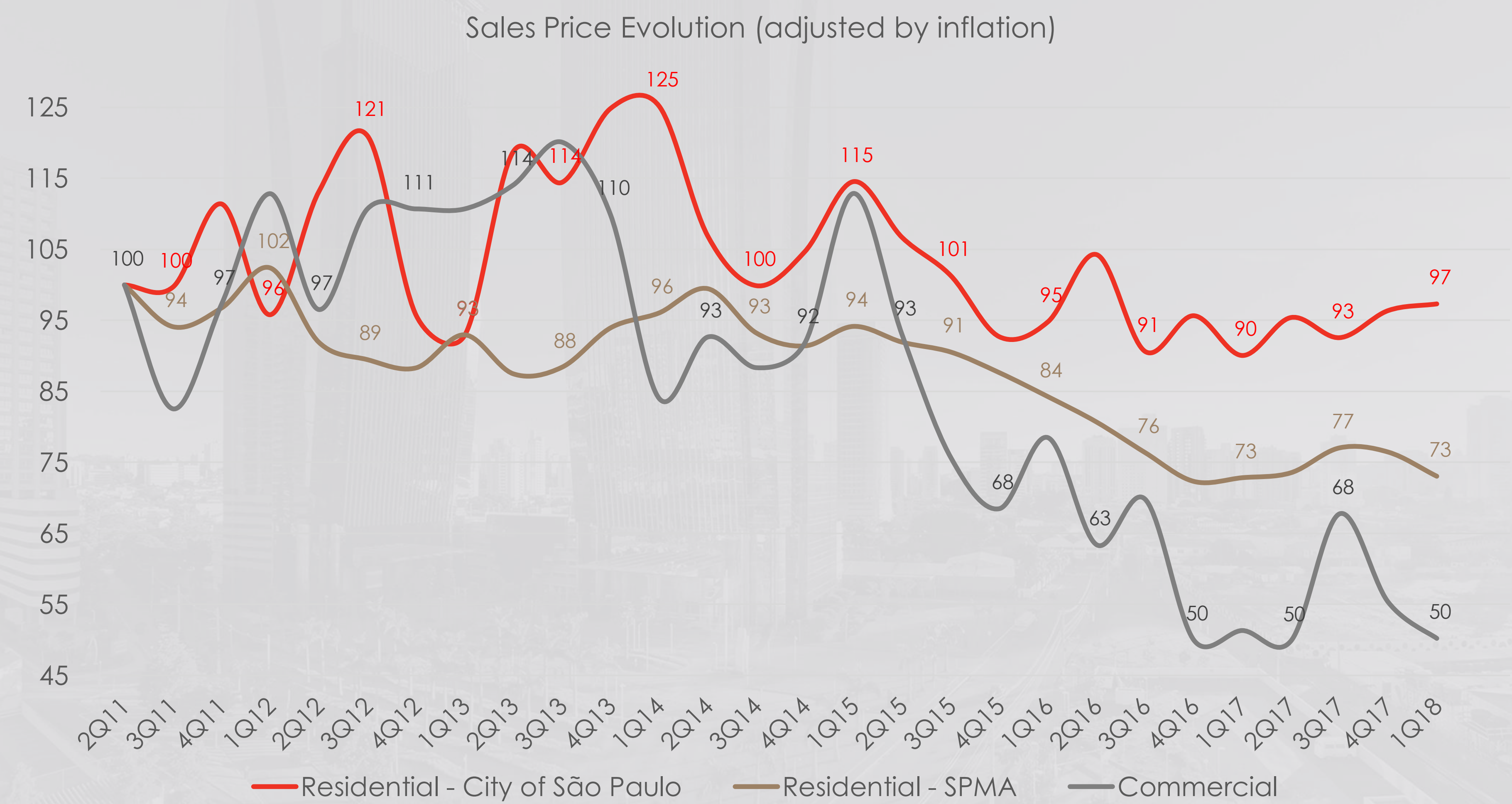
Landbank





	Commercial	High	Mid-High	Middle	MCMV	
SPMR			155	506	469	1131 (18%)
Shore					348	348 (6%)
East Zone			203			203 (3%)
West Zone		209	469			679 (11%)
South Zone	990	1.557	949	135		3631 (59%)
Downtown					133	133 (2%)
	990 (16%)	1767 (29%)	1776 (29%)	641 (10%)	950 (16%)	**6.124**

Sales Price Evolution



* Does not include sales from launches

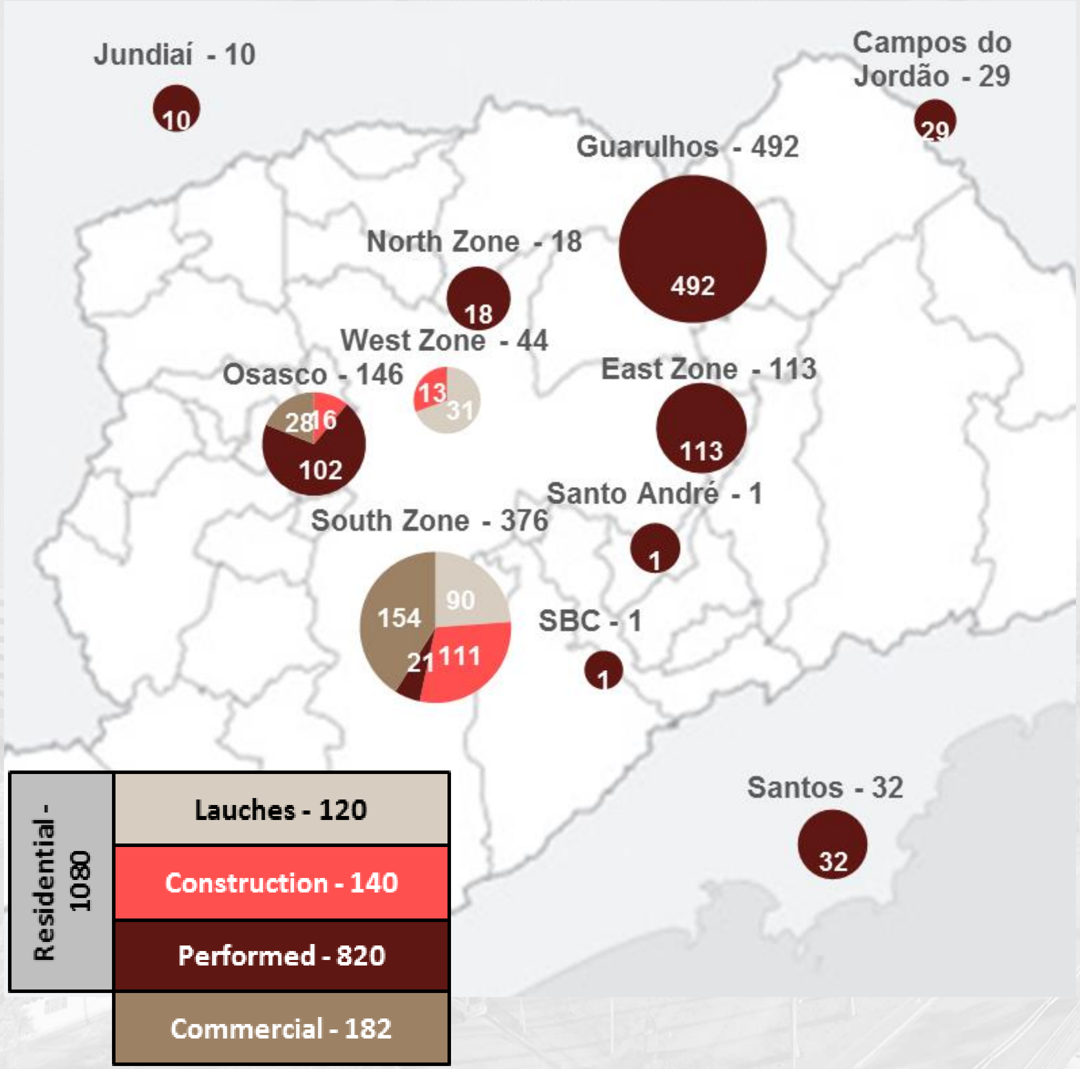
Stake Acquisitions

- In 2012, **+50%** in **Varanda Tremembé** and **+10% in Vidabella**, generating **+R$23.0 MN in PSV;**
- In 2013, **+20%** in **Royale Prestige, Tresor and Merit**, generating **+R$90.2 MN in PSV;**
- In 2014, **+30%** in **Cidade Maia**, generating **+R$284.4 MN in PSV;**
- In 2015, **+50%** in **Chácara Cantareira**, generating **+R$28.8 MN in PSV;**
- In 2016, + **20%** in **Royale Prestige, Tresor and Merit** and +**45%** in **Brasiliano**, generating **+R$24.6 MN in PSV;**
- In 2017, +**15%** in **Bosque** and **Parque Ventura**, and +**13.75%** in **Jardins do Brasil**, generating, **+R$74.5 MN in PSV**
- In 2018, **+5%** in **Jardins do Brasil**, generating **+R$23.8 MN in PSV**

Jardins do Brasil
Location: Osasco
Segment: Residential/ Commercial
Standard: Middle
75% sold

Inventory

R$ 1.263 MN (%EZ)



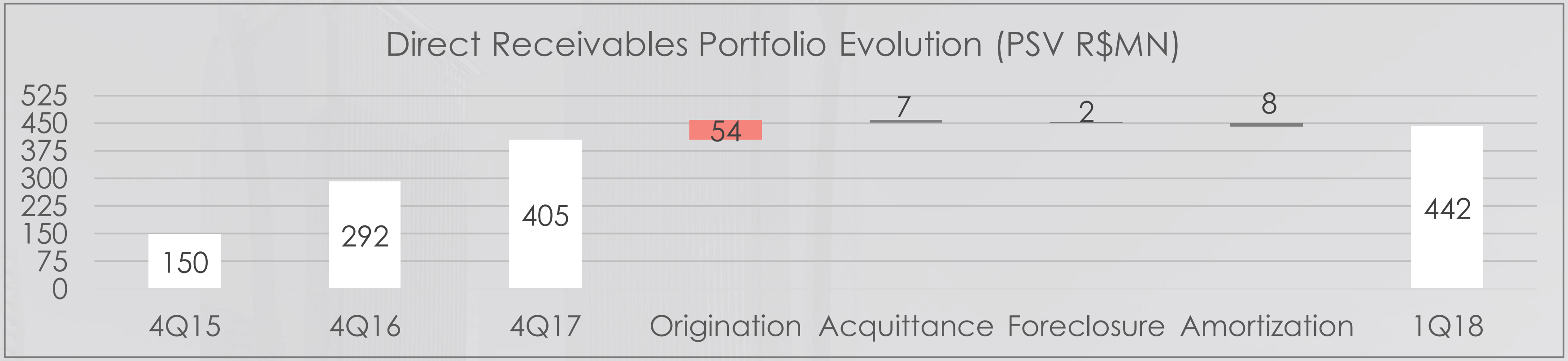
*Performed

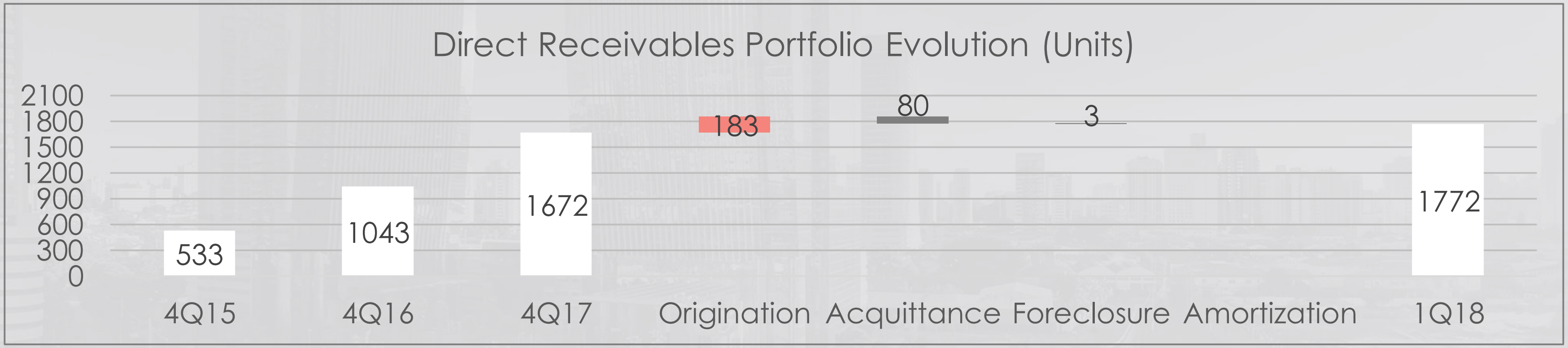
79% of the inventory refers to **delivered units** (including commercials)

43% of the inventory refers to **residential** segment in the city of **São Paulo.**

14% of the inventory refers to **commercial projects**

Receivable Portfolio – Fiduciary Title





10,7%

Average **interest rate** (+IGP-DI)

64%

=**Price** Table amortization

87 months

Total average term on **Price** Amortizarion

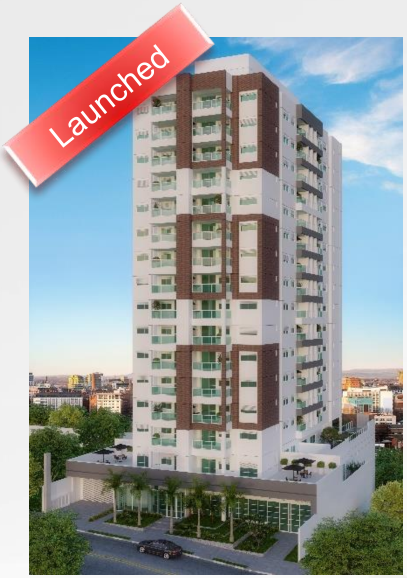
187 months

Total average term time on **SAC** Amortization

Launches-2017

Legittimo Vila Romana
(Scipião)
Location : São Paulo/SP
Segment : Residential
Standard : High-End
EZTEC's PSV: R$49,5 MN
Units: 54
% sold: 76%

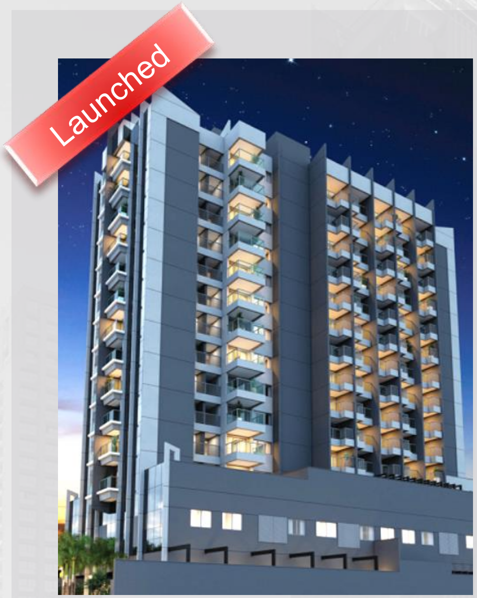
In Design Tamandaré
(Tamandaré)
Location : São Paulo/SP
Segment : Residential
Standard : Middle High-End
EZTEC's PSV: R$67,8 MN
Units : 114
% sold: 44%



Verace Brooklin
(Joaquim Guarani)
Location : São Paulo/SP
Segment : Residential
Standard : High-End
EZTEC's PSV: R$82,3 MN
Units: 48
% sold: 75%

Clima São Francisco
(Corifeu de Azevedo)
Location: São Paulo/SP
Segment: Residential
Standard: Middle High-End
EZTEC's PSV. : R$75 MN
Units: 121
% sold: 61%

Launches Guidance - 2018



Z-Cotovia

(Cotovia)

Locatiom: São Paulo/SP

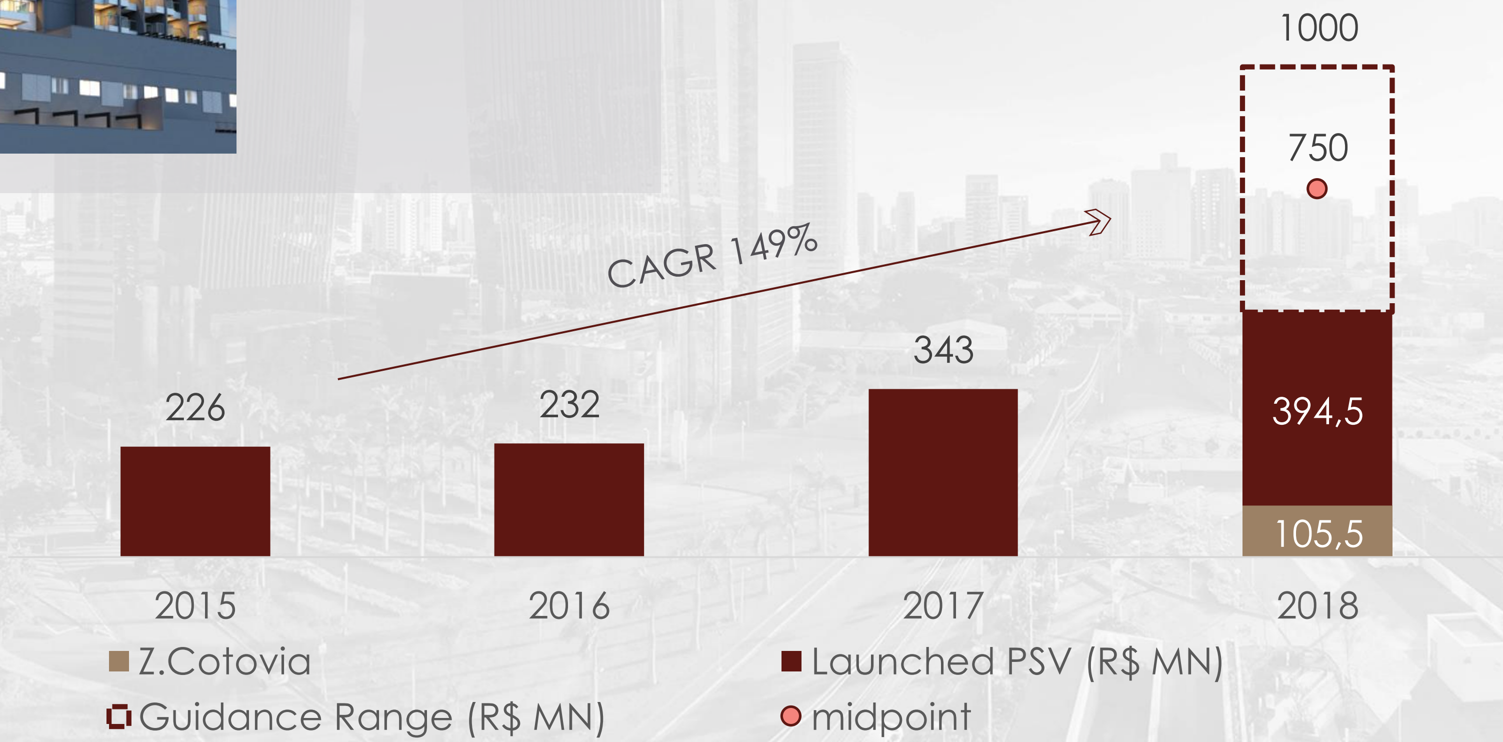
Segment: Mixed

Standard: High

EZTEC's PSV : R$105,5 MM

Units: 200

% sold: 80%



Next Launches

Visconde de Parnaíba

(Brás)

Location: São Paulo/SP
Segment: Residential
Standard: MCMV
PSV EZTEC: R$123.9 MN
Units: 979

Celso Garcia

(Tatuapé)

Location: São Paulo/SP
Segment: Residential
Standard: Mid-High
PSV EZTEC: R$105.0 MN
Units: 200

Rio Bonito

(Socorro)

Location: São Paulo/SP
Segment: Residential
Standard: MCMV
PSV EZTEC: R$132.6 MN
Units: 560

Fernandes Moreira

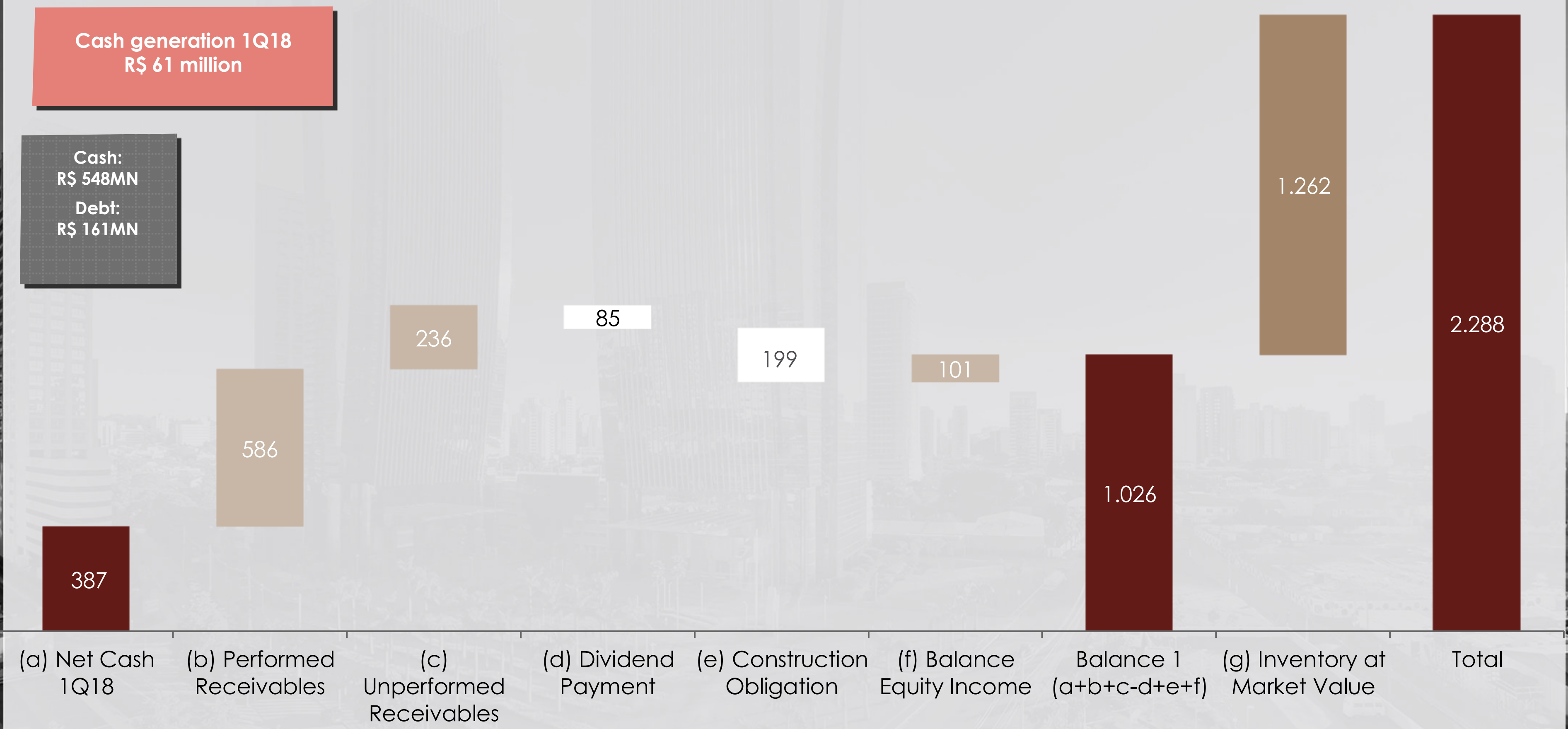
(Chácara St. Antônio)

Location: São Paulo/SP
Segment: Residential
Standard: Mid-High
PSV EZTEC: R$59.6 MN
Units: 115

Potential Cash Generation

Cash generation 1Q18
R$ 61 million

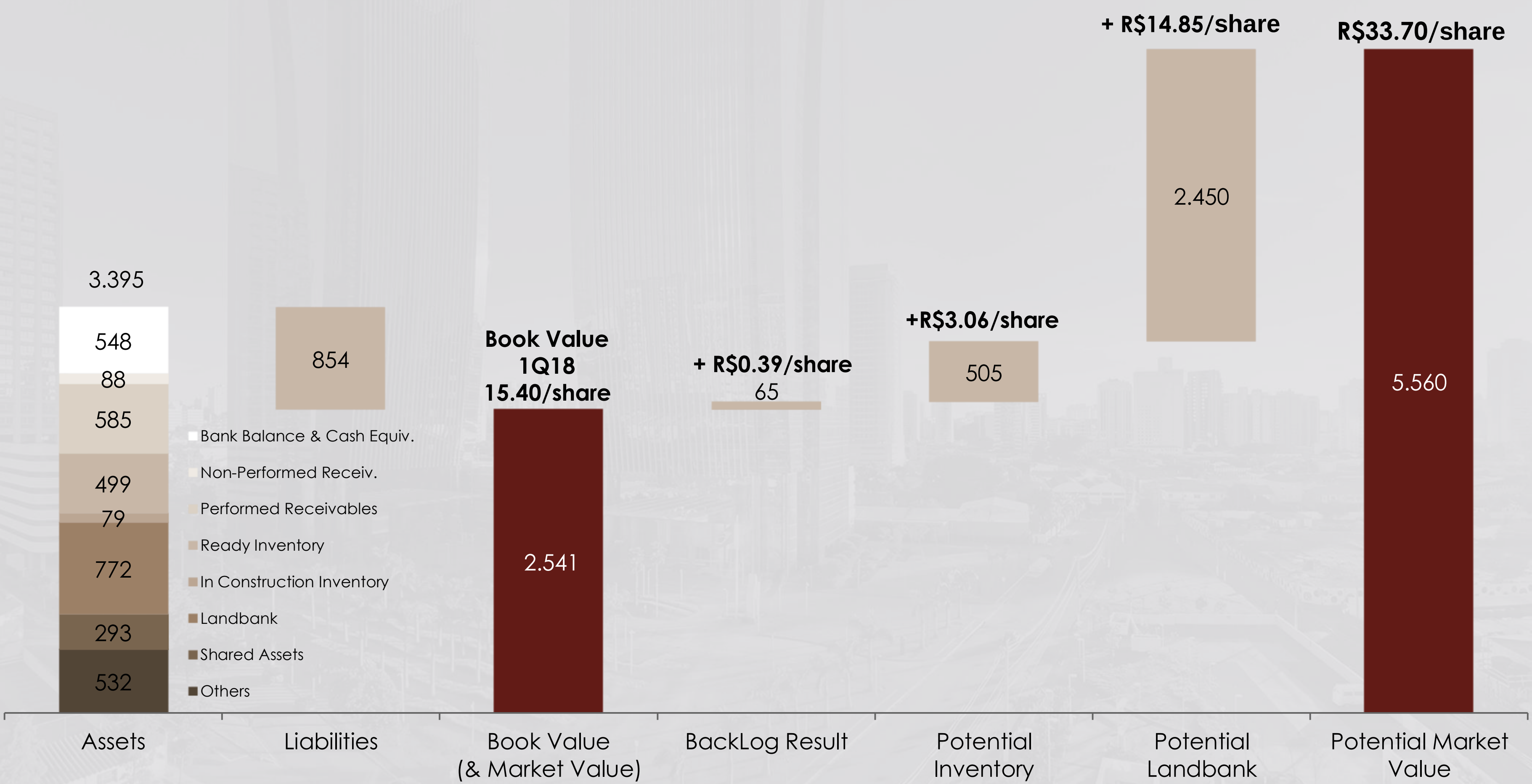
Cash:
R$ 548MN
Debt:
R$ 161MN



** Potential Result is not considered guidance*

Potential Value for EZTEC

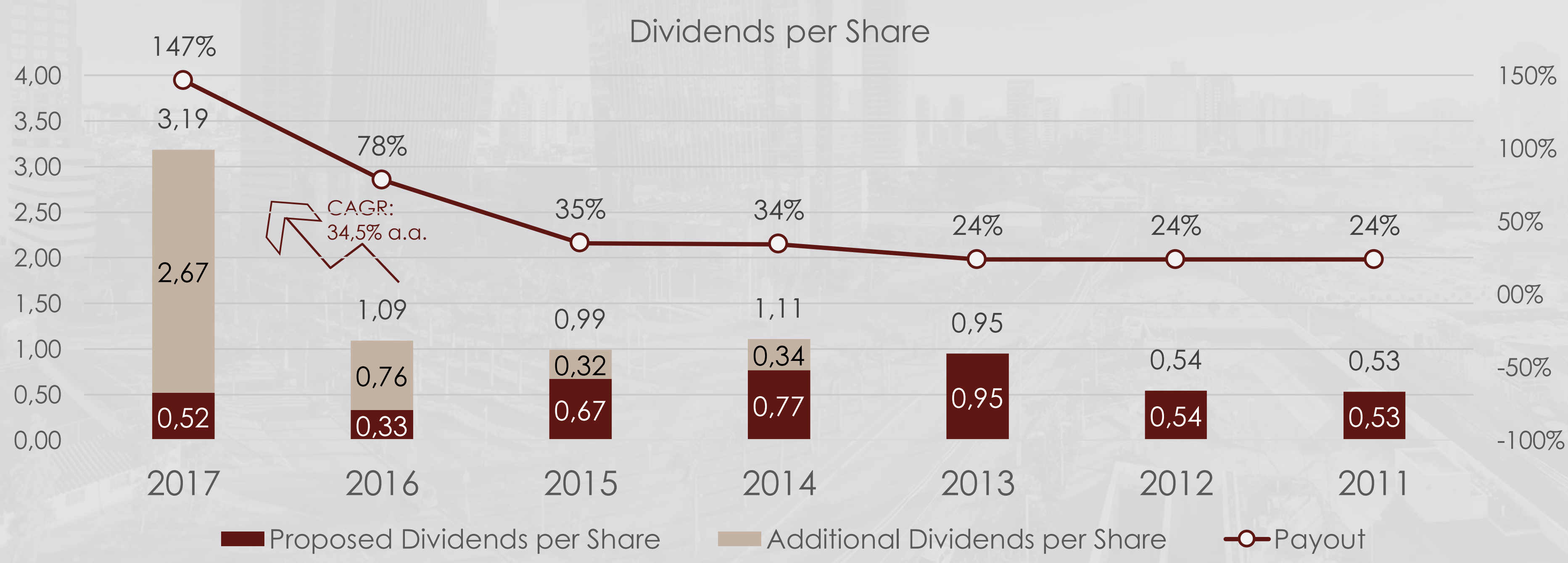
Value Added by Market (R$ MN) x Assets´ Potential Additional Result



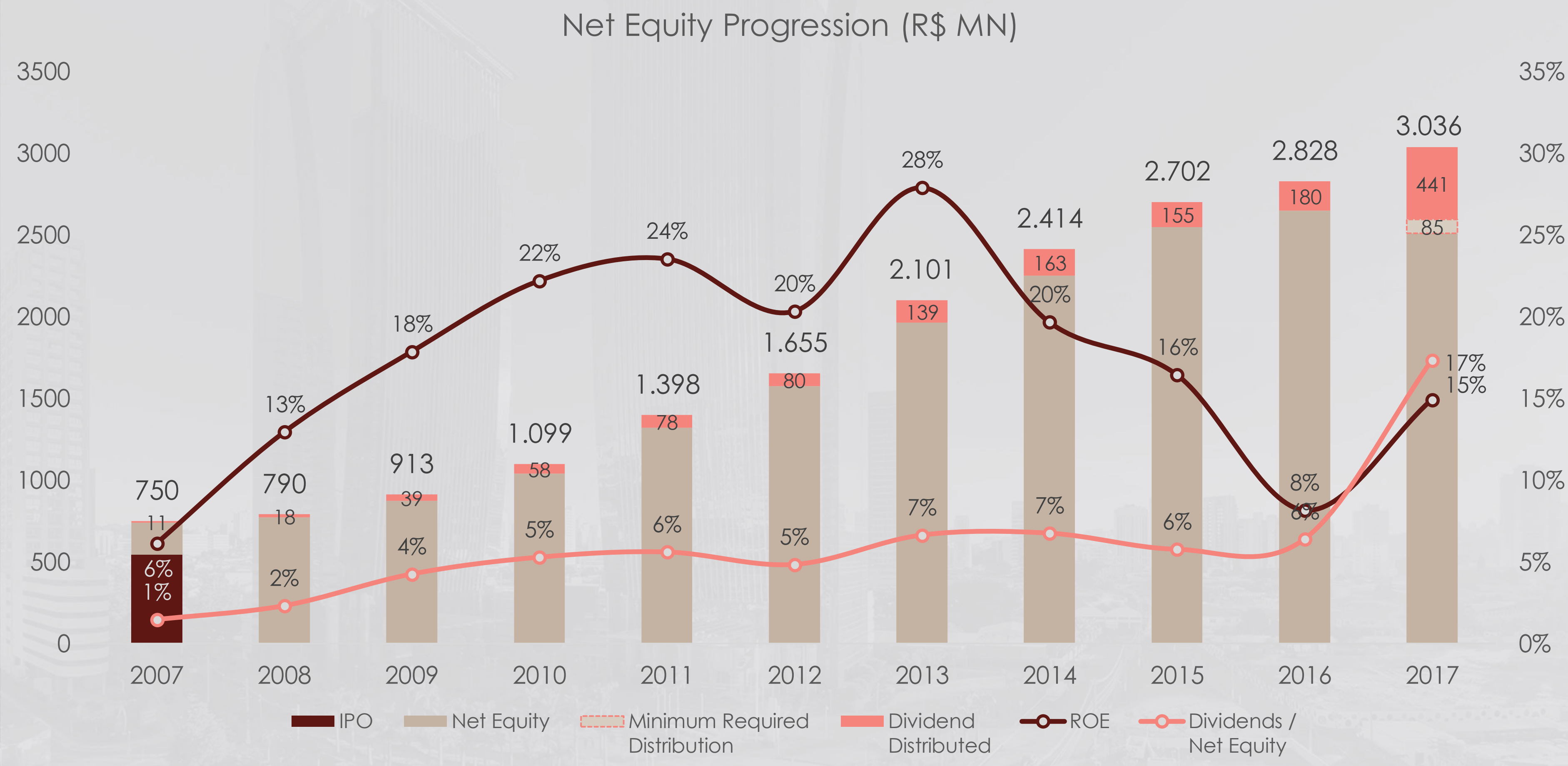
** Potential Result is not considered guidance*

Dividends

Dividends	2017	2016	2015	2014	2013	2012	2011
Net Income (R$ '000)	358,828	230,213	444,011	474,324	585,987	336,166	328,967
Legal Reserve (R$ '000)	-17,941	-11,511	-22,201	-23,716	-29,299	-16,808	-16,448
Proposed Divdends (R$ '000)	85,222	54,676	105,453	112,652	139,172	79,839	78,130
Additional Dividends (R$ '000)	440,555	125,538	50,000	50,000	0	0	0
Total Dividends (R$ '000)	525,776	180,214	155,453	162,652	139,172	79,839	78,130
Total of Shares (ex-treasury) (mil)	165,002	165,002	157,058	146,724	146,724	146,724	146,724
Dividends per Share (R$)	3.19	1.09	0.99	1.11	0.95	0.54	0.53
Payout	146.5%	78.3%	35.0%	34.3%	23.8%	23.8%	23.8%



Value Creation



R$ 1.36 billion

Total dividend distribution since the IPO

R$ 85.2 million

Minimum required distribution relative to 2017 net income

Contact IR

A. Emílio C. Fugazza
CFO and IR Officer

Augusto T. Yokoyama
Controllership and IR manager

Hugo G. Soares
IR Analyst

+55 11 5056 8313
ri@eztec.com.br
www.eztec.com.br/ir

EZTEC3 NOVO MERCADO BM&FBOVESPA

Índice Brasil 100 IBRX 100
Índice Brasil Amplo 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