

Webcast 3T20

EZTEC

Construindo qualidade de vida

Passo a passo para acessar a conferência via Zoom

Apresentação da Administração

Apresentadores

Silvio Ernesto Zarzur
Diretor Presidente, de Incorporação e Novos Negócios

Flávio Ernesto Zarzur
Diretor residente e Financeiro da EZ Inc

Membro do Conselho de Administração da EZTEC

A. Emílio C. Fugazza
Diretor Financeiro e de Rel. Investidores

Currículos

- Sócio fundador da EZTEC e diretor desde 1980
- Graduado em Engenharia Civil pelo Mackenzie

- Sócio fundador da EZTEC e diretor desde 1980
- Graduado em Engenharia Civil pela FAAP

- Sócio fundador e presidente do Grupo Analisy´s, empresa adquirida pela EZTEC em 2007
- Graduado em Engenharia Civil pela UFSCAR

Esta apresentação contém certas declarações futuras e informações relacionadas à EZTEC que refletem as visões atuais e/ou expectativas da Companhia e de sua administração com respeito à sua performance, seus negócios e eventos futuros. Referidas declarações prospectivas estão sujeitas a riscos, incertezas e eventos futuros. Advertimos os investidores que diversos fatores importantes fazem com que os resultados efetivos diferenciem se de modo relevante de tais planos, objetivos, expectativas, projeções e intenções expressadas nesta apresentação. Em nenhuma circunstância, nem a Companhia, nem suas subsidiárias, conselheiros, diretores, agentes ou funcionários serão responsáveis perante terceiros (incluindo investidores) por qualquer decisão de investimento tomada com base nas informações e declarações presentes nesta apresentação, ou por qualquer dano dela resultante, correspondente ou específico.



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EZTEC no 3T20

Operacional:

- **Vendas Líquidas** de **R$ 916 mm** no 9M20;
- **Lançamentos** de **R$ 770 mm** no 9M20;
- **Banco de Terrenos** de **R$ 9,4 bi** ao final do 9M20

Financeiro:

- **Lucro Bruto** de **R$ 119 mm**, com **Margem Bruta** de **44%** no 3T20; e
- **Lucro Líquido** de **R$ 120 mm**, com **Margem Líquida** de **44%** no 3T20; e
- **Caixa Líquido** de **R$ 1.291 mm** no 3T20, além de **R$ 583 mm** em **Recebíveis Performados** ao final do 3T20;
- **Carteira de recebíveis diretos** de **R$ 489 mm** com registro de alienação fiduciária rendendo IGP-Di + 10% a +12% a.a.

Eventos Subsequentes:

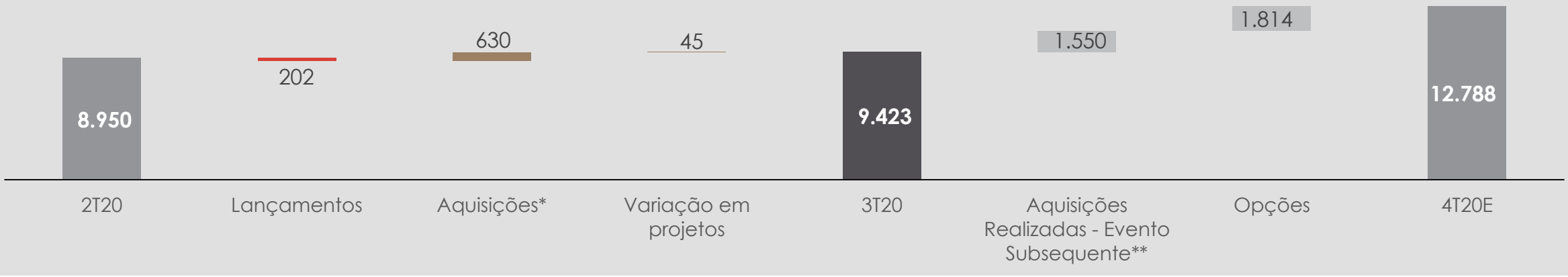
- **Guidance**, de **R$ 4,0 bilhões a R$ 4,5 bilhões** em VGV residencial para o biênio de 2020 e 2021.
- **Pagamento de dividendos,** relativos ao exercício de 2019 no montante de **R$ 66.757.018,19** (R$ 0,294083781 por ação) efetuado em 02/out.
- **EZ Inc - Suspensão da oferta e de listagem no Novo Mercado junto à B3 e continuidade no registro de abertura de capital junto à CVM.**



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Banco de Terrenos

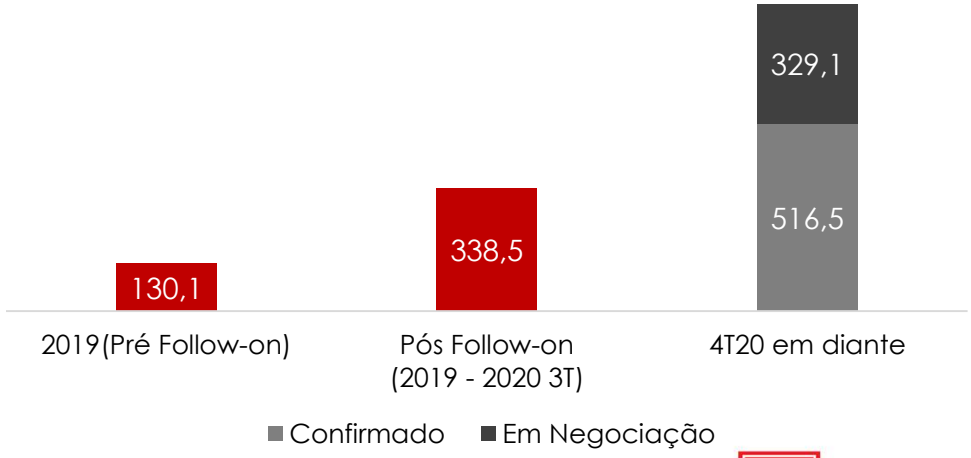
Evolução do Banco de Terrenos (R$ MM)



R$ MM	Comercial	Alto	Médio-Alto	Smart Living	Médio	Econômico	Total
RMSP						646	646 (7%)
Litoral							0 (%)
Zona Leste					815	814	1.630 (17%)
Zona Oeste	168				1.248		1.416 (15%)
Zona Sul	2.140	1.848	698		53	892	5.631 (60%)
Zona Norte						99	99 (1%)
Centro							0 (%)
Total	2.309 (25%)	1.848 (20%)	698 (7%)	0 (%)	2.116 (22%)	2.452 (26%)	**9.423**

Total 4T20E	1.145	0	2.105	0	0	114	**12.788**

Desembolso em aquisições

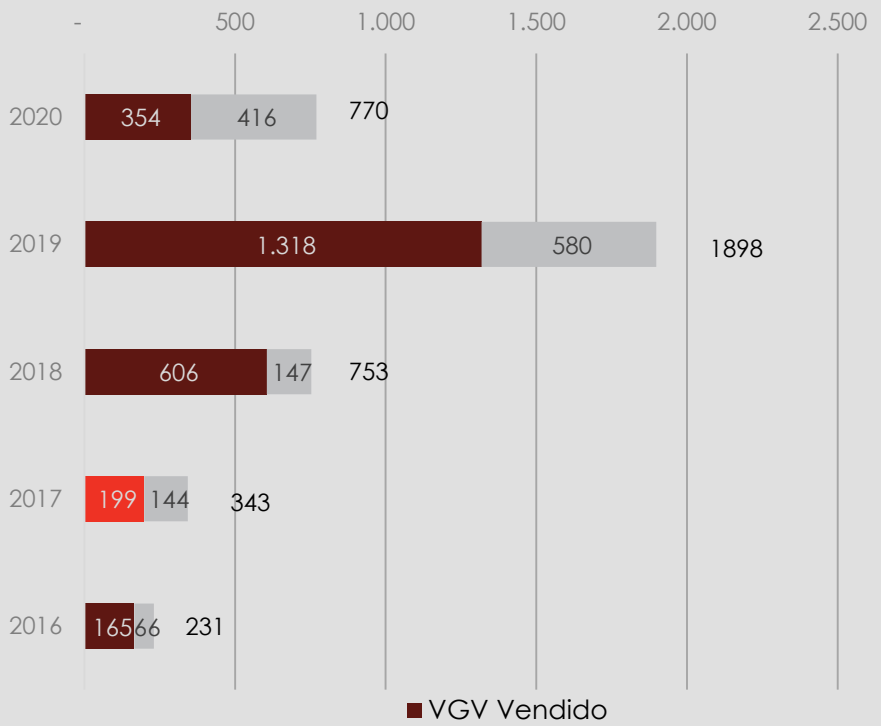


*Aquisições do 3T20: Carrefour Residencial, Chanés, Franz Voegeli. **Aquisições definitivas no 4T20: Verbo Divino, Roque Petroni, Takeda, Serra de Botucatu

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Performance Operacional

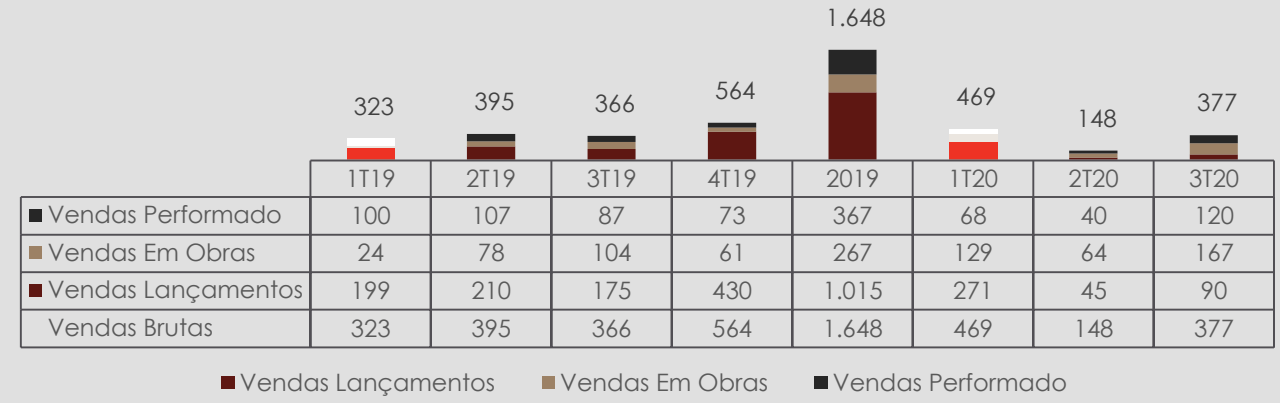
Lançamentos, Vendas (VGV em R$ mm)



Lançamentos em 2020:

- Air Brooklin
- Fit Casa Alto do Ipiranga
- Z Ibirapuera
- Gran Maia Piazza
- Gran Maia Giardino

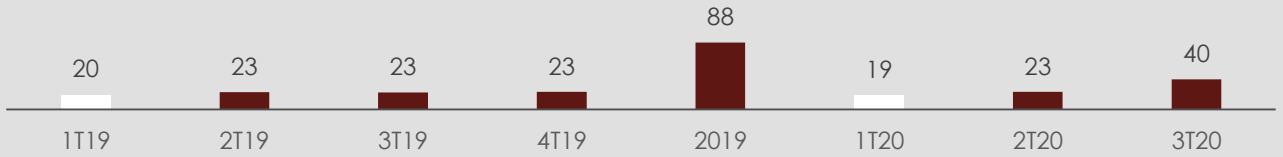
Vendas Brutas (R$ mm)



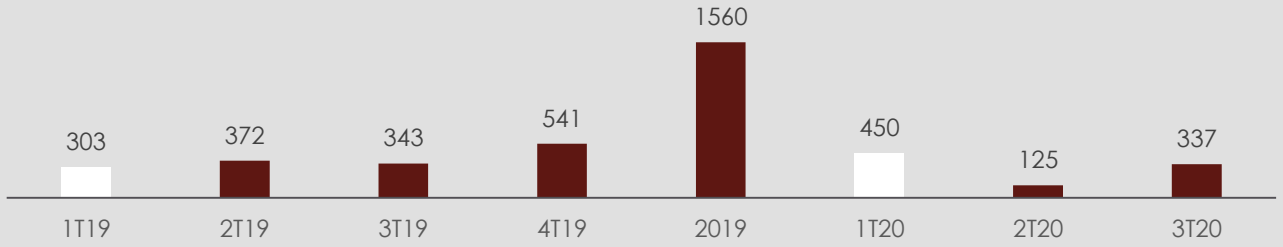
	1T19	2T19	3T19	4T19	2019	1T20	2T20	3T20
Vendas Performado	100	107	87	73	367	68	40	120
Vendas Em Obras	24	78	104	61	267	129	64	167
Vendas Lançamentos	199	210	175	430	1.015	271	45	90
Vendas Brutas	323	395	366	564	1.648	469	148	377

Vendas Lançamentos Vendas Em Obras Vendas Performado

Distratos (R$ mm)



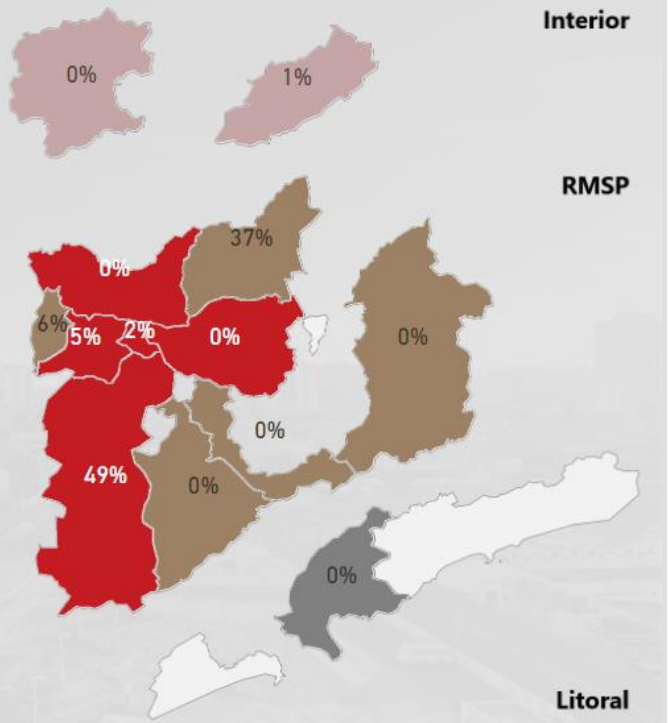
Vendas Líquidas (R$ mm)

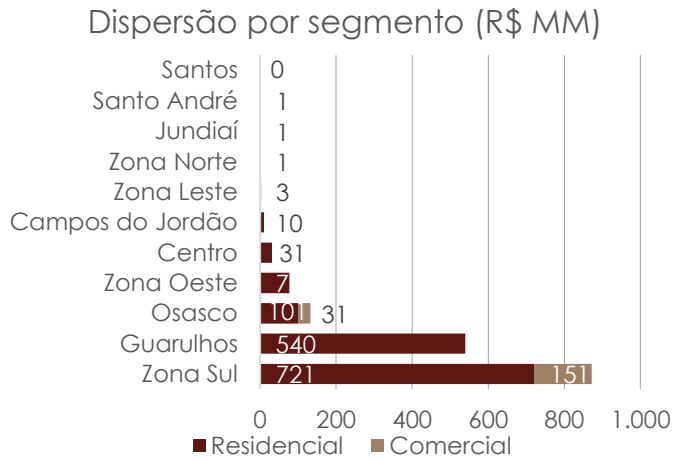


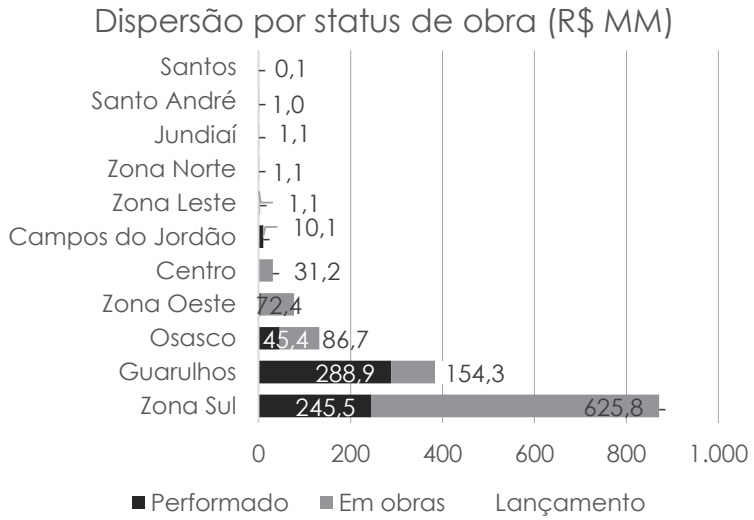
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Mapa do estoque

R$1.667 MM no 3T20
(R$ MM por status do projeto)







19%

do estoque são **unidades residenciais prontas.**

71%

do estoque são unidades residenciais **dentro da cidade de São Paulo em Lançamento ou construção**.



*46,1% das unidades estão locadas

Próximos lançamentos

R$ 319 MM VGV



Signature By Ott
(Aclimação)
Localização: São Paulo/SP
Segmento: Residencial
Padrão: Alto e Smart Living
EZTEC's VGV: R$ 113 MM
Unidades: 335
Landbank: Armando Ferrentini



Fit Casa Estação José Bonifácio
(Jardim Bonifácio)

Localização: São Paulo/SP
Segmenot: Residencial
Padrão: Econômico
EZTEC's VGV: R$ 132 MM
Unidades: 787
Landbank: Nagib Farah Maluf



Meu Mundo Estação Mooca
(Mooca)

Localização: São Paulo/SP
Segmento: Residencial
Padrão: Econômico
EZTEC's PSV: R$ 74 MM
Unidades: 774
Landbank: Comgás

Lançamentos subsequentes

R$ 224 MM VGV



Hereditá Parque da Mooca*
(Mooca)

Localização: São Paulo/SP
Segmento: Residencial
Padrão: Médio Alto
EZTEC's VGV: R$ 69 MM
Unidades: 136
Landbank: Barão de Monte Santo GPA

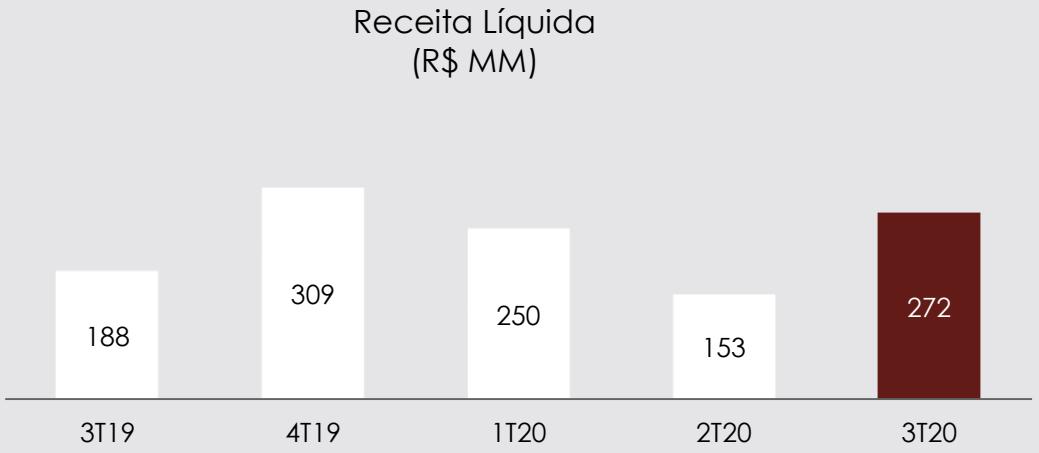


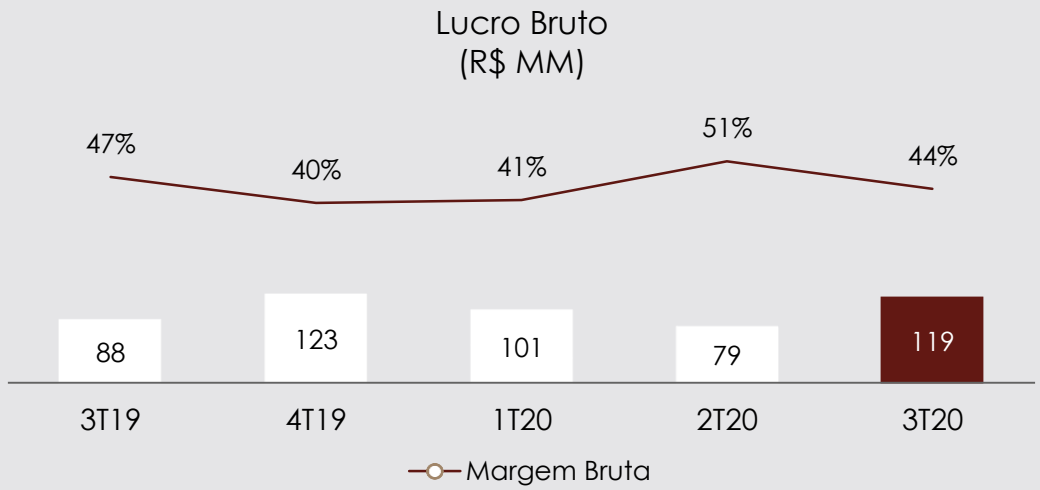
Alta Vista Residence Resort*
(Chácara Santo Antonio)

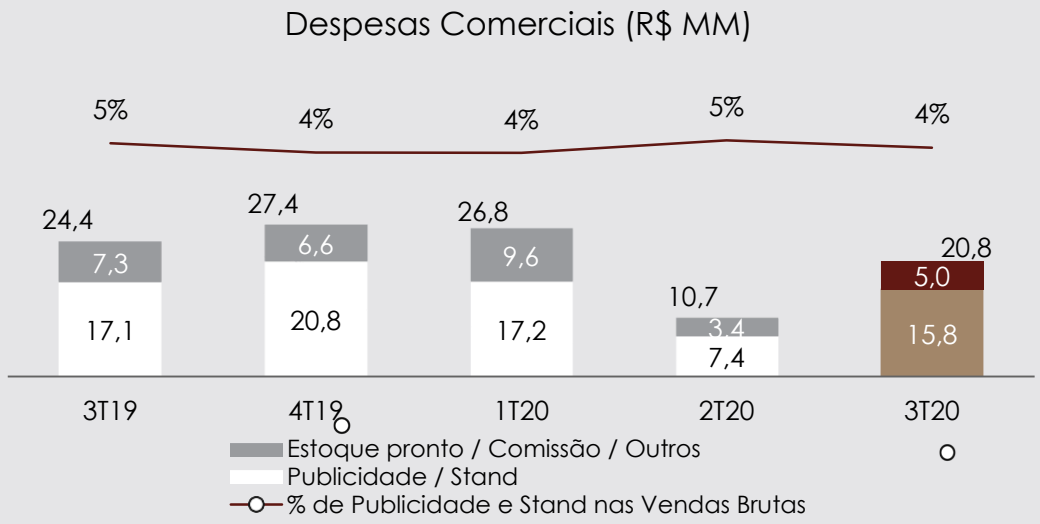
Localização: São Paulo/SP
Segmento: Residencial
Padrão: Médio Alto
EZTEC's VGV: R$ 155 MM
Unidades: 370
Landbank: Laguna

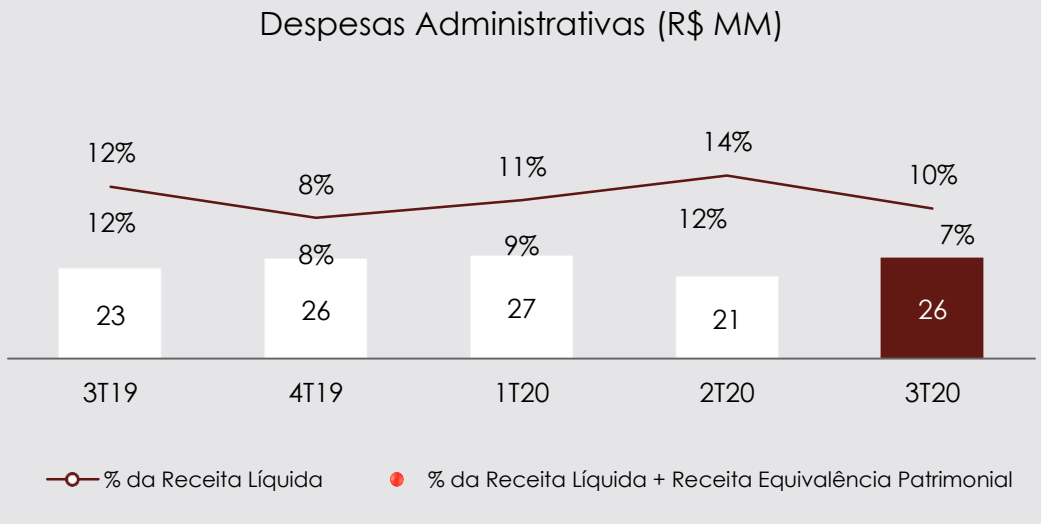
*Imagens preliminares, sujeitas a alterações.

Desempenho Financeiro 1/2

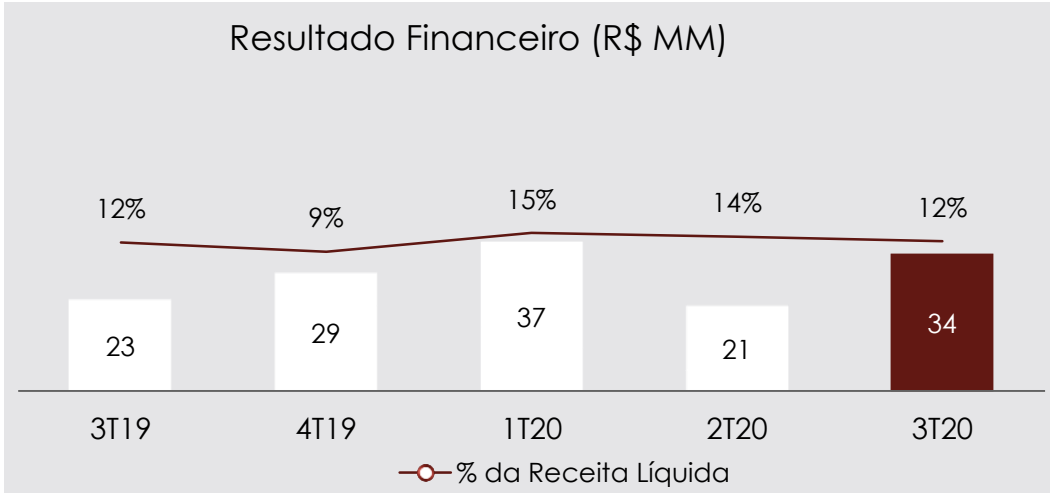




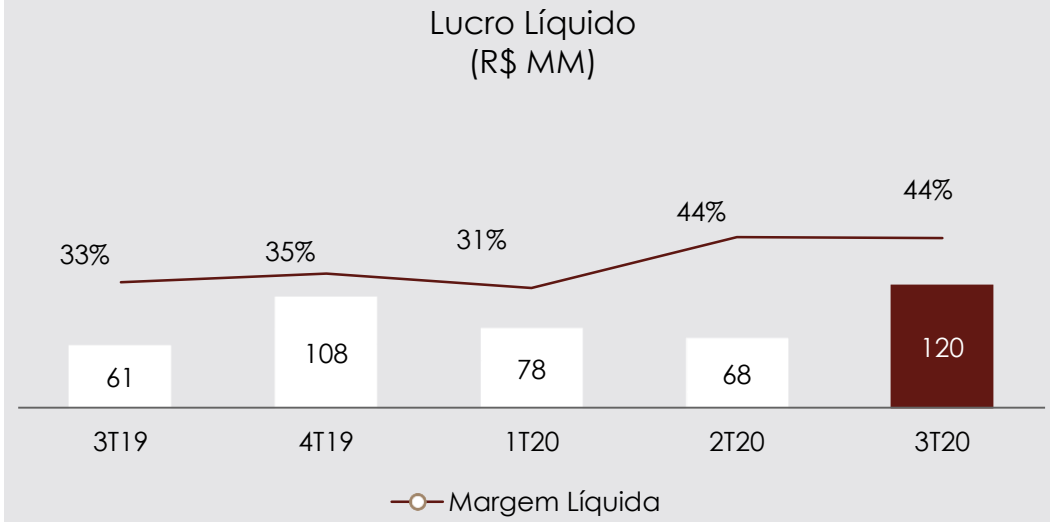


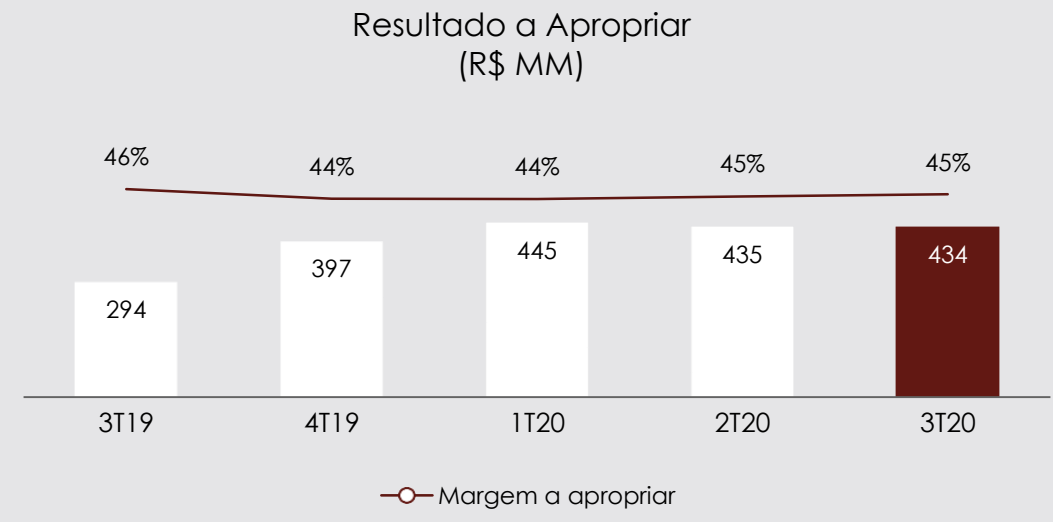


Desempenho Financeiro 2/2

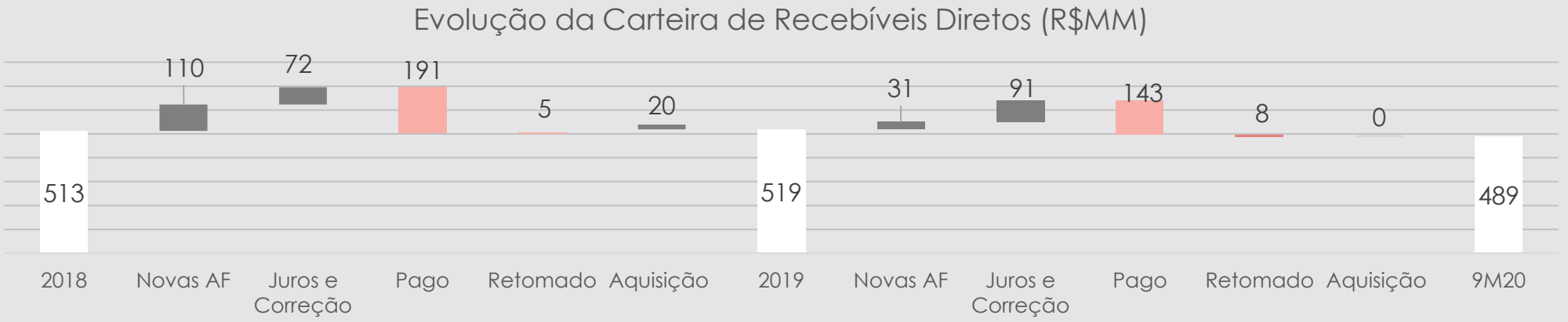


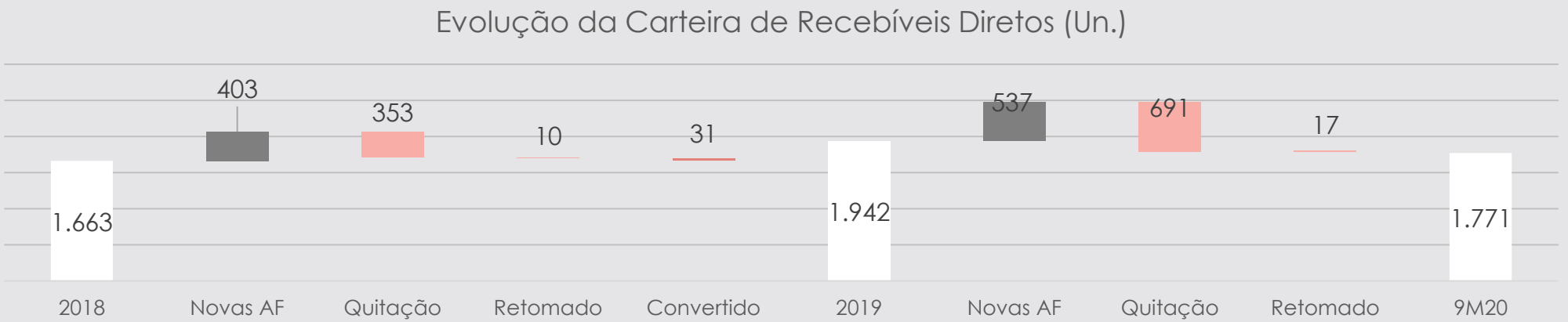






Alienação Fiduciária

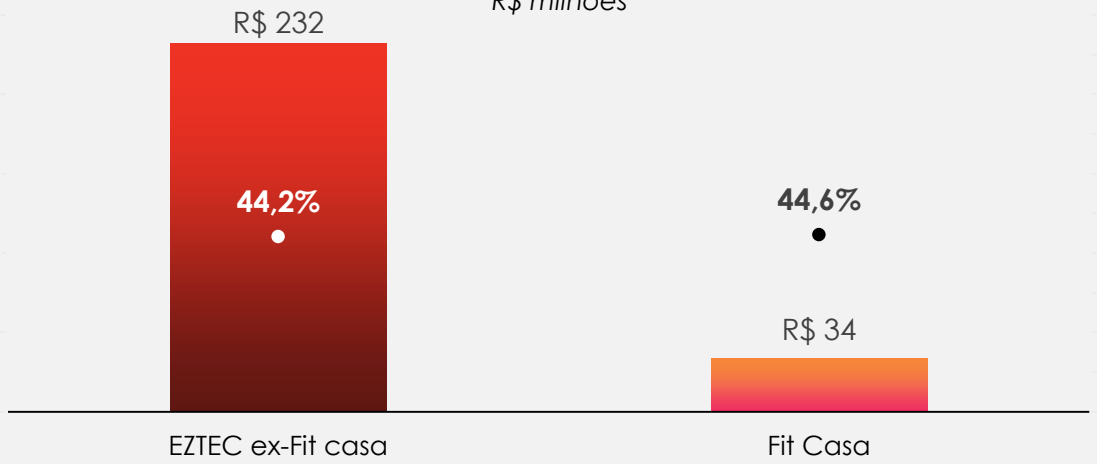




Desempenho Financeiro Fit Casa

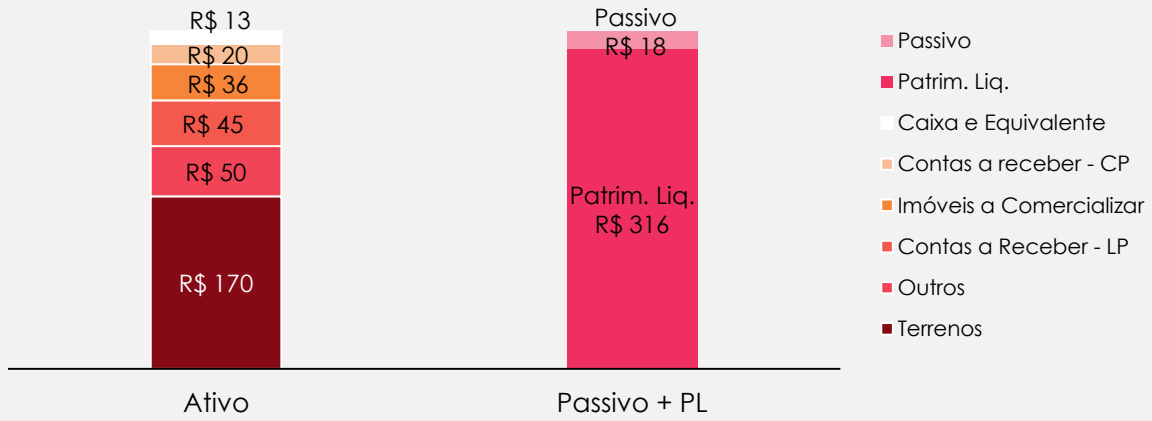
Lucro Líquido e Margem Bruta (9M20)

R$ milhões



Balanço Patrimônial

R$ milhões



4T18 – Fit Casa Brás (70% EZ)



VGV: R$ 179,9 MM
Marg. B. (9M20): 46,3%
Unid.: 755/979
76% Vendido

1T19 – Fit Casa Rio Bonito (100% EZ)



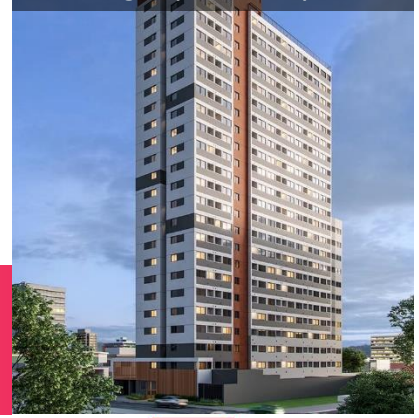
VGV: R$ 141,7 MM
Marg. B. (9M20): 44,8%
Unid.: 533/560
97% Vendido

4T19 – PIN Internacional (60% EZ)



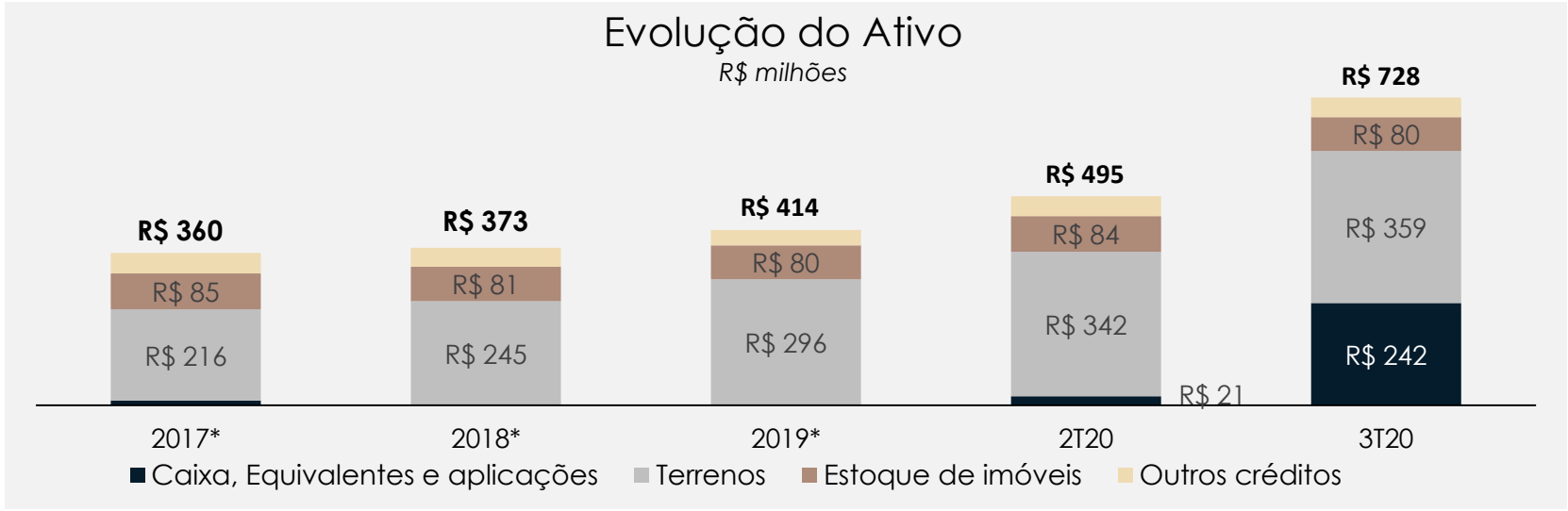
VGV: R$ 162,5 MM
Marg. B. (9M20): 41,1%
Unid.: 551/1416
39% Vendido

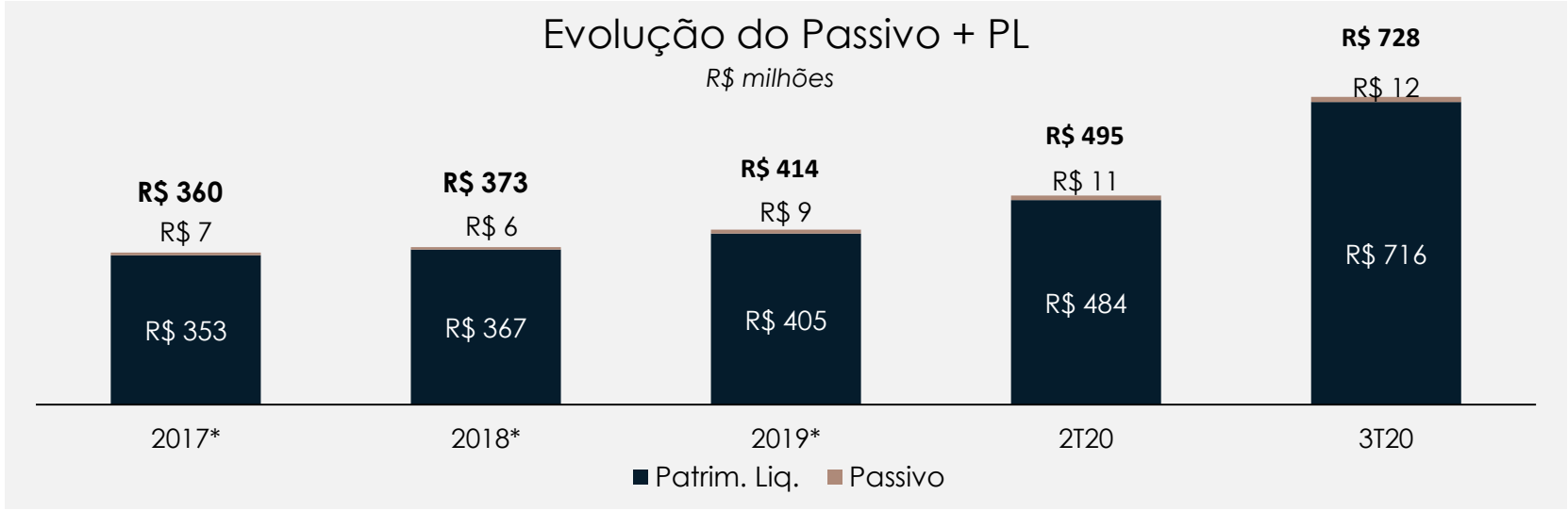
1T20 – Fit Casa Alto do Ipiranga (100% EZ)



VGV: R$ 80,9 MM
Marg. B. (9M20): 43,5%
Unid.: 132/370
35% Vendido

EZ Inc 1/2: Desempenho Financeiro





* Combinados

Eventos

2T20 – Reorganização Societária

3T20 – Protocolo de registro de companhia aberta

3T20 – Inicio do Registro de Oferta

3T20 – Aumento de Capital Social

4T20 – Ratificação de aquisição de projetos na Verbo Divino e Roque Petroni

4T20 – Suspensão da oferta

4T20 - Prosseguimento no registro de companhia aberta

EZ Inc 2/2: Portfólio Comercial

1



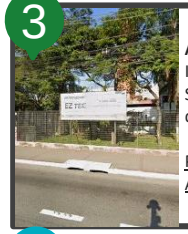
Neocorporate Office, uma torre, localizada na região da Berrini
Lançamento: 2011
VGV: R$182 milhões
ABL: 17.758 m²
Ocupação: 92% vendido e 3% locado

2



EZ Mark, duas torres comerciais, localizada na Vila Mariana
Lançamento: 2013
VGV: R$333,8 milhões
ABL: 19.437 m²
Ocupação: 63% vendido e 22% locado

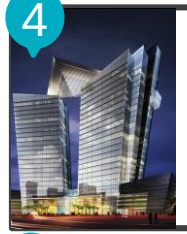
3



Atacadão, localizado na AV. Interlagos, próximo ao shopping SP Market, terreno com contrato de locação

Prazo: Até 2037
ABL: 20.000 m²

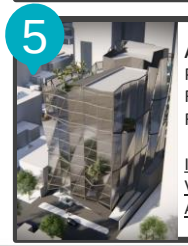
4



Esther Towers, fica localizado na Av. Dr. Chucri Zaidan, próximo ao Shopping Morumbi e ao Shopping Market Place

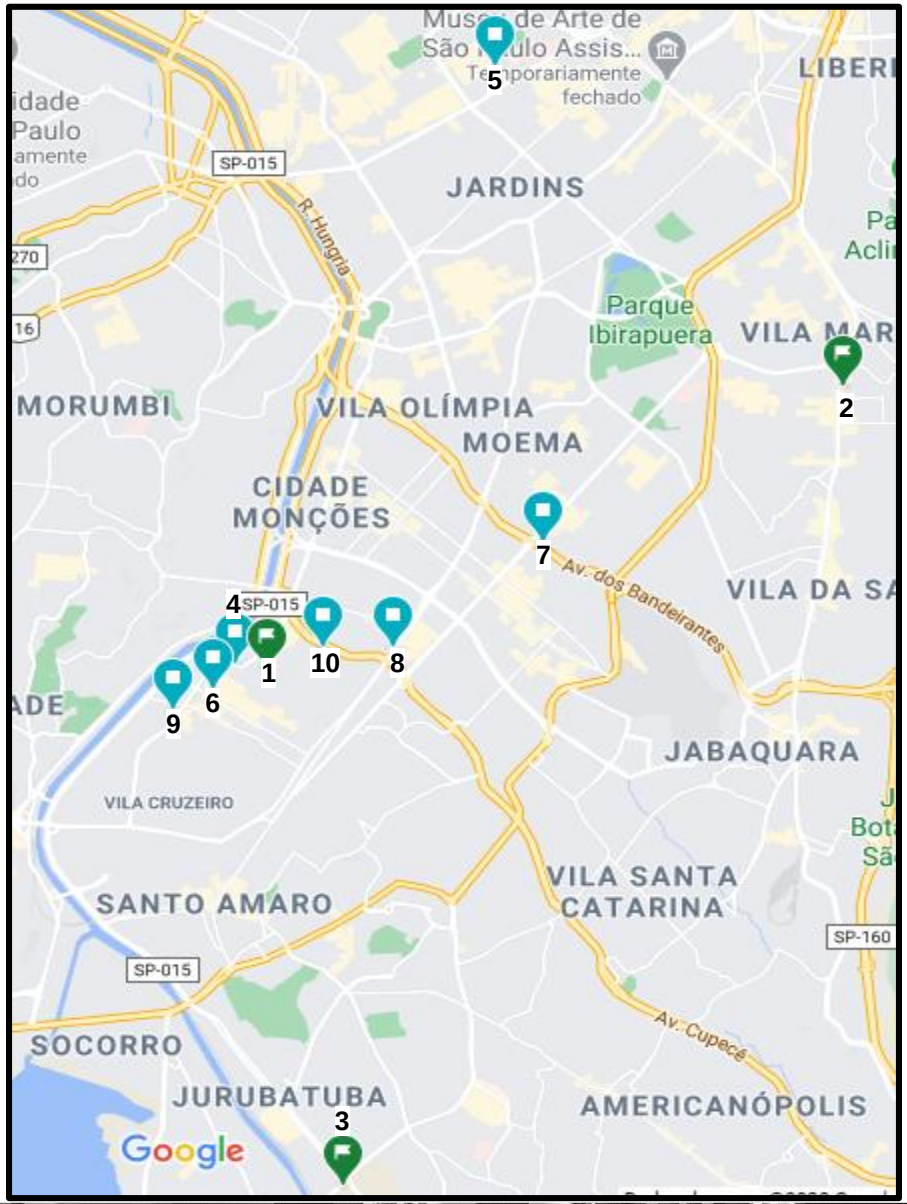
Início das operações: 2022
VGV: R$1.651 milhões
ABL: 82.608 m²

5

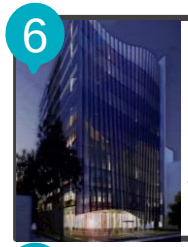


Alves Guimaraes, localizado em Pinheiros, somente 250m da Av. Rebouças e próximo a Rua Oscar Freire

Início das operações: 2023
VGV: R$166 milhões
ABL: 11.127 m²



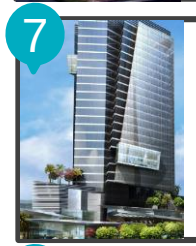
6



Fernandes Moreira, próximo do Shopping Morumbi e Shopping Market Place Shopping, com fácil acesso para a Av. das Nações Unidas

Início das obras: 2023
VGV: R$123 milhões
ABL: 8.220 m²

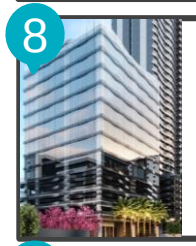
7



Pamaris, localizado em Moema, 400m da estação de metro Eucaliptos com fácil acesso à Av. Bandeirantes e Av. Ibirapuera

Início das obras: 2023
VGV: R$236 milhões
ABL: 15.799 m²

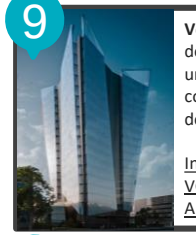
8



Air Brooklin, localizado no Brooklin, 200m até a estação de metrô Brooklin, próximo à Av. Chucri Zaidan e Av. das Nações Unidas

Início das operações: 2023
VGV: R$85 milhões
ABL: 22.409 m²

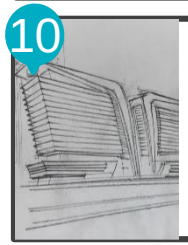
9



Verbo Divino, uma área em desenvolvimento para se tornar um grande empreendimento corporativo e residencial ao lado do Carrefour

Início das operações: 2024
VGV: R$734 milhões
ABL: 36.044 m²

10



Roque Petroni, Terreno recém adquirido, localizado na Avenida Roque Petroni Jr

Início das operações: 2024
VGV: R$436 milhões
ABL: 21.800 m²

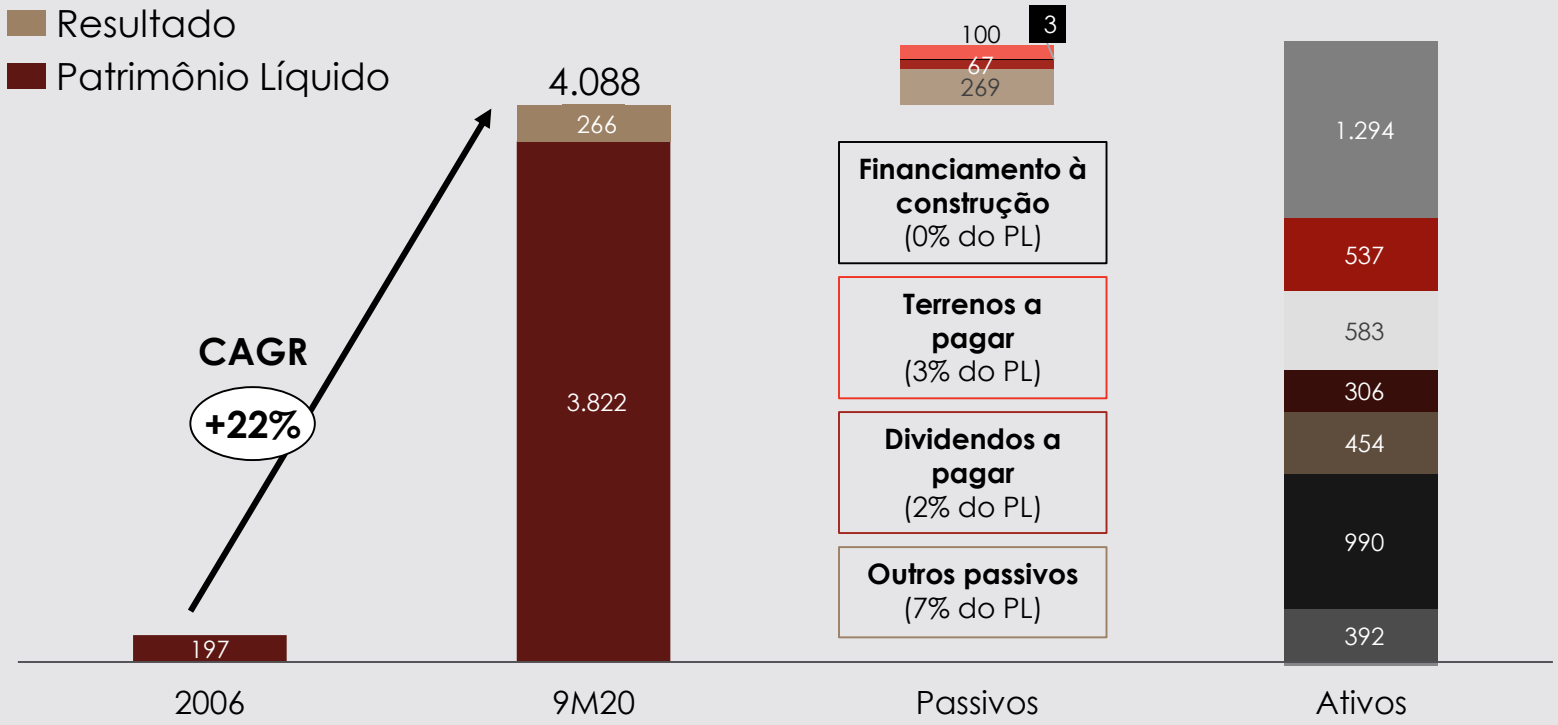
Projetos concluídos

Projetos em desenvolvimento

EZTEC
Construindo qualidade de vida

Geração de Valor

Evolução do Patrimônio Líquido desde o IPO (R$ MM)



Caixa e equivalentes (34% do PL)

Recebíveis não-performados (15% do PL)

Recebíveis performados (14% do PL)

Estoque pronto (8% do PL)

Estoque em construção (12% do PL)

Landbank (26% do PL)

Ativos compartilhados (10% do PL)

Outros (1% do PL)

★ **Novidade:**
A Eztec passou a integrar a carteira teórica do IBOVESPA de set a dez 2020

Fale com RI



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Hugo Grassi B. Soares
Pedro Tadeu T. Lourenço
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IGC-NM B3

IBOVESPA B3

IBRA B3 IBRX100 B3 ICON B3

IGC B3 IGCT B3 IMOB B3

INDX B3 ITAG B3 SMLL B3

[B]³ BRASIL BOLSA BALCÃO



Webcast 3Q20

EZTEC

Construindo qualidade de vida

Participants

Participants

Emílio C. Fugazza
Diretor Financeiro e de Rel. Investidores

Hugo Grassi
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.
Post-grad in Compliance in IBMEC.
MBA in Real Estate in IBMEC

Esta apresentação contém certas declarações futuras e informações relacionadas à EZTEC que refletem as visões atuais e/ou expectativas da Companhia e de sua administração com respeito à sua performance, seus negócios e eventos futuros. Referidas declarações prospectivas estão sujeitas a riscos, incertezas e eventos futuros. Advertimos os investidores que diversos fatores importantes fazem com que os resultados efetivos diferenciem se de modo relevante de tais planos, objetivos, expectativas, projeções e intenções expressadas nesta apresentação. Em nenhuma circunstância, nem a Companhia, nem suas subsidiárias, conselheiros, diretores, agentes ou funcionários serão responsáveis perante terceiros (incluindo investidores) por qualquer decisão de investimento tomada com base nas informações e declarações presentes nesta apresentação, ou por qualquer dano dela resultante, correspondente ou específico.



EZTEC in 3Q20

Operational:

- **Net Sales** of **R$ 916 mn** in 9M20;
- **Launches** of **R$ 770 mn** in 9M20;
- **Landbank** of **R$ 9,4 bn** by the end of 9M20, with trend R$ 12,8 bn in 4Q20

Financial:

- **Gross Profit** of **R$ 119 mn**, with **Gross Margin** of **44%** in 3Q20;
- **Net Income** of **R$ 120 mn**, with **Net Margin** of **44%** in 3Q20;
- **Net cash** of **R$ 1,291 mn** in 3Q20, besides **R$ 583 mn** in **Performed Receivables** by the end of 3Q20;
- **Direct receivables portfolio** of **R$ 489 mn** with registered statutory lien agrements yielding IGP-Di + 10% a +12% annually.

Subsequent Events:

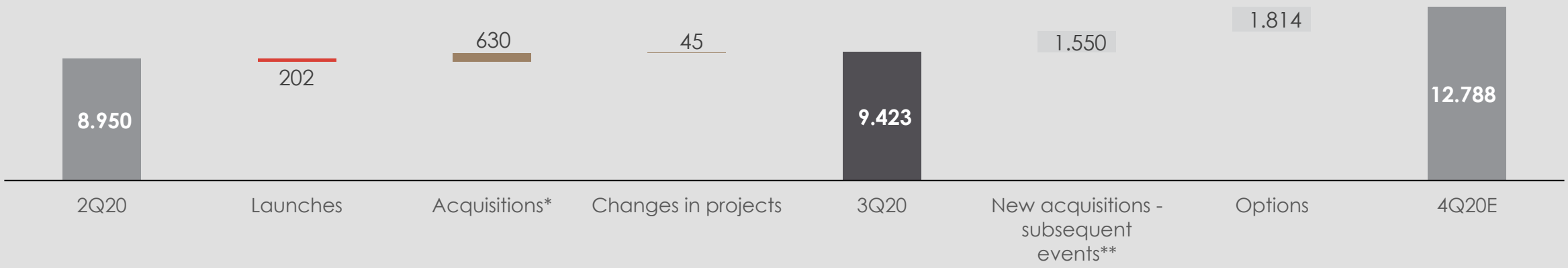
- **Guidance**, of **R$ 4.0 billion to R$ 4.5 billion** in residential PSV for the biennium of 2020 and 2021.
- **Payment of dividends,** relative to 2019 in the amount of **R$ 66,757,018.19** (R$ 0.294083781 per share) made on October 2nd.
- **EZ Inc - Suspension of the offer and listing on the Novo Mercado with B3 and continuation of the registration of the company as a public company with CVM.**



EZTEC Construindo qualidade de vida

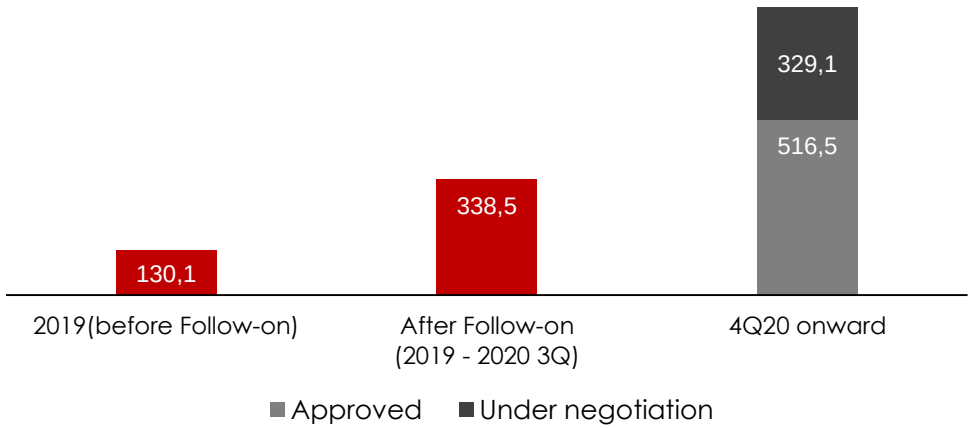
Landbank

Landbank evolution (R$ MN)



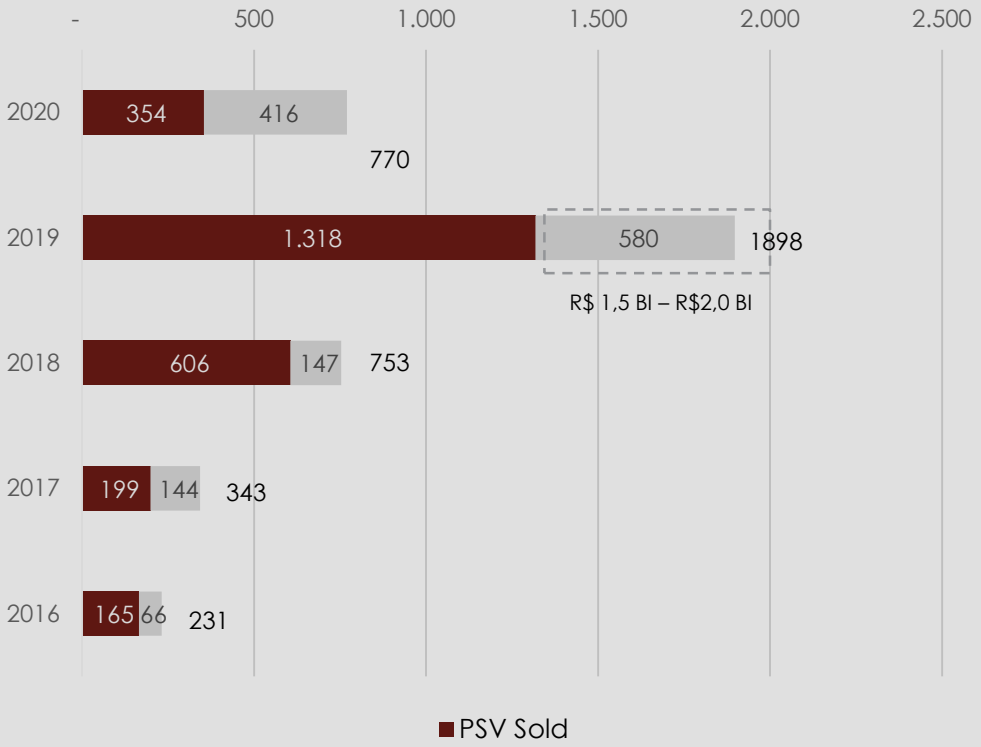
R$ MM	Commercial	High	Mid-High	Smart Living	Middle	Economic	Total
SPMR						646	646 (7%)
Shore							0 (%)
East Zone					815	814	1.630 (17%)
West Zone	168				1.248		1.416 (15%)
South Zone	2.140	1.848	698		53	892	5.631 (60%)
North Zone						99	99 (1%)
Downtown							0 (%)
Total	2.309 (25%)	1.848 (20%)	698 (7%)	0 (%)	2.116 (22%)	2.452 (26%)	**9.423**
Total 4T20E	1.145	0	2.105	0	0	114	**12.788**

Spending on acquisitions



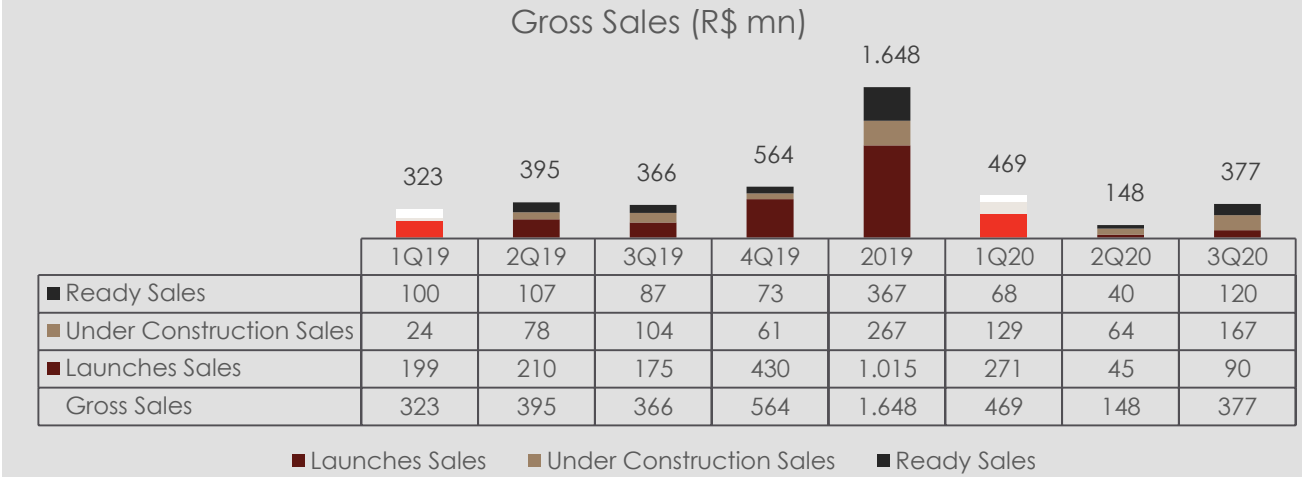
*Acquisitions of 3Q20: Carrefour Residencial, Chanés, Franz Voegeli. **Permanent acquisitions of 4Q20: Verbo Divino, Roque Petroni, Takeda, Serra de Botucatu

Operational Performance

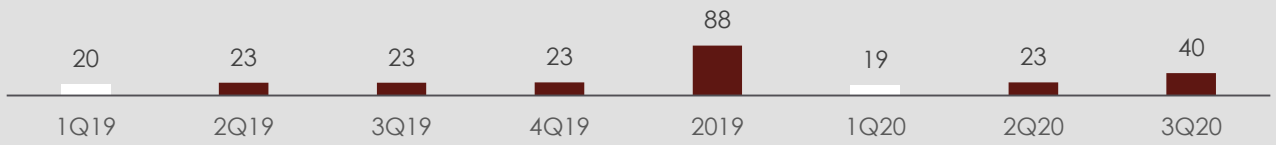


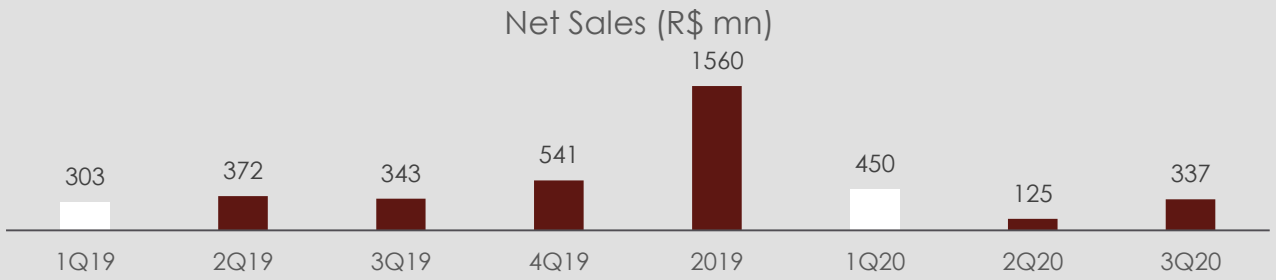
Launches in 2020:

- Air Brooklin
- Fit Casa Alto do Ipiranga
- Z Ibirapuera
- Gran Maia Piazza
- Gran Maia Giardino



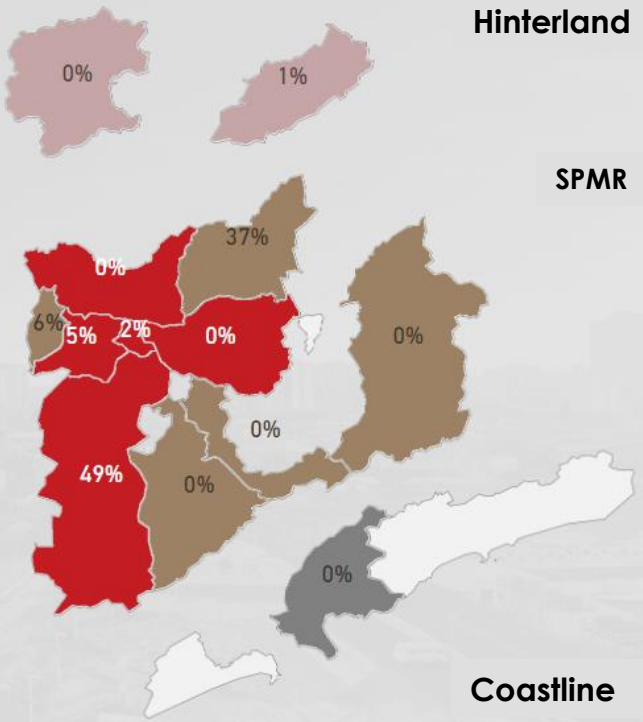
	1Q19	2Q19	3Q19	4Q19	2019	1Q20	2Q20	3Q20
Ready Sales	100	107	87	73	367	68	40	120
Under Construction Sales	24	78	104	61	267	129	64	167
Launches Sales	199	210	175	430	1.015	271	45	90
Gross Sales	323	395	366	564	1.648	469	148	377



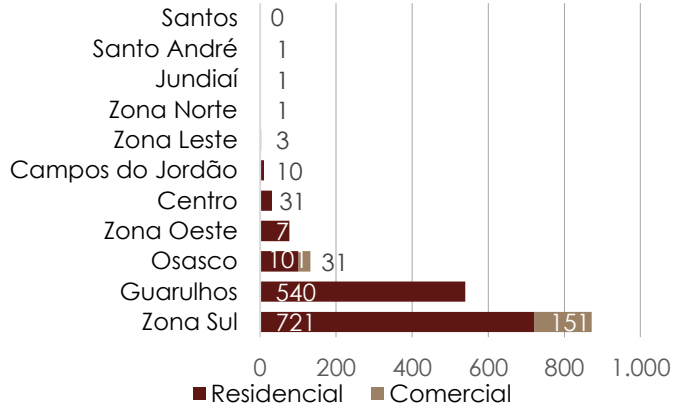


Inventory map

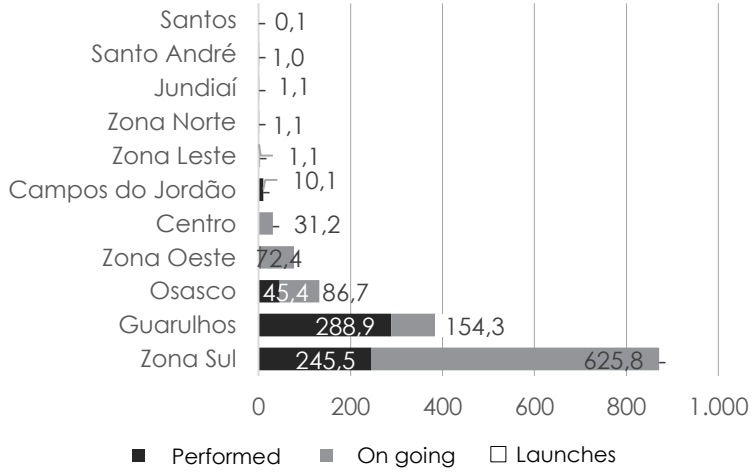
R$1,667 MN no 3Q20
(R$ MN per project status)



Dispersion by Segment (R$ MN)



Dispersion by worksite status (R$ MN)

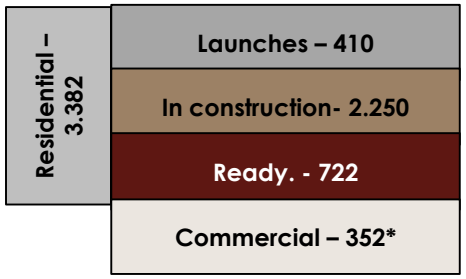


19%

of the inventory are **residentials ready units**

71%

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



*46,1% units are rented

Next Launches

R$ 319 MN PSV



Signature By Ott (Aclimação)
Location: São Paulo/SP
Segment: Residential
Standard: High-End and Smart Living
EZTEC's PSV: R$ 113 MN
Units: 335
Landbank: Armando Ferrentini



Fit Casa Estação José Bonifácio (Jardim Bonifácio)

Location: São Paulo/SP
Segment: Residential
Standard: Low-End
EZTEC's PSV: R$ 132 MN
Units: 787
Landbank: Nagib Farah Maluf



Meu Mundo Estação Mooca (Mooca)

Location: São Paulo/SP
Segment: Residential
Standard: Low-End
EZTEC's PSV: R$ 74 MN
Units: 774
Landbank: Comgás

Subsequent launches

R$ 224 MN PSV



Hereditá Parque da Mooca*
(Mooca)

Location: São Paulo/SP
Segment: Residential
Standard: High-End and Middle-End
EZTEC's PSV: R$ 69 MN
Units: 136
Landbank: Barão de Monte Santo GPA

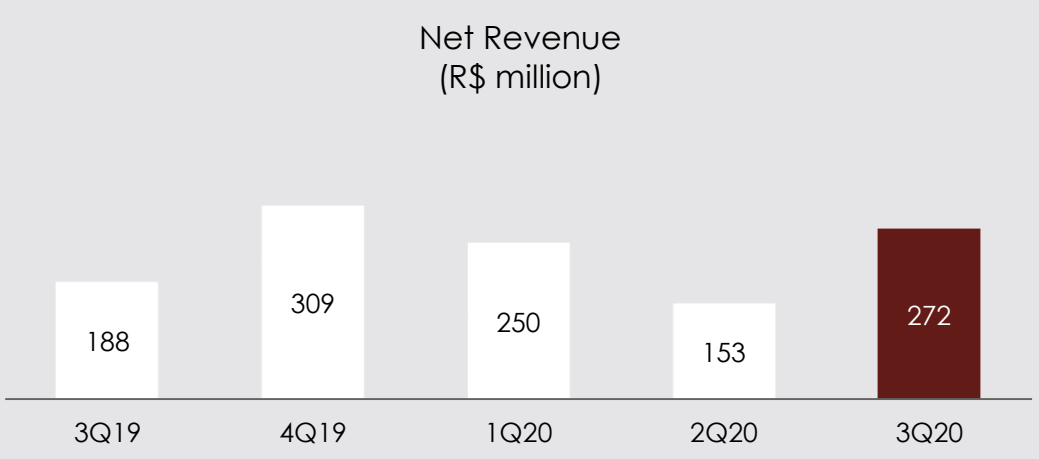


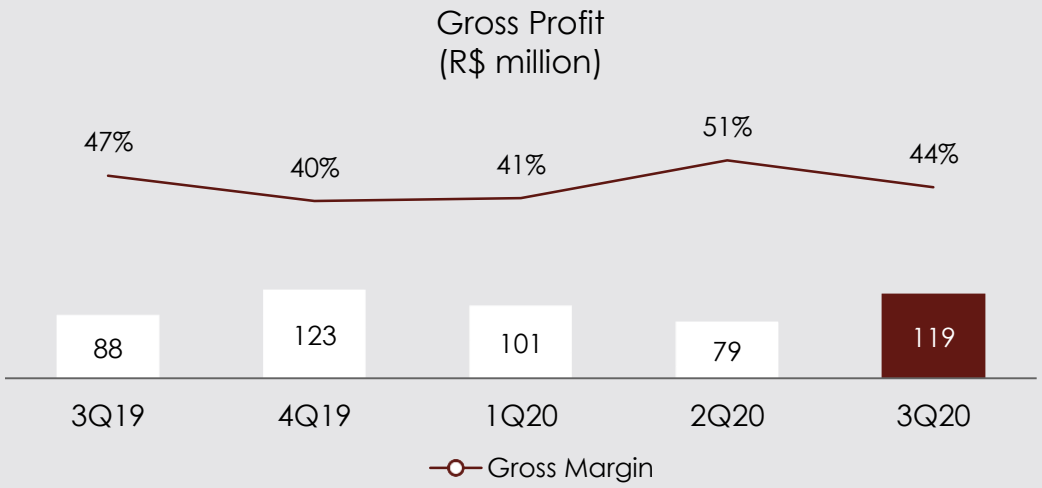
Alta Vista Residence Resort*
(Chácara Santo Antonio)

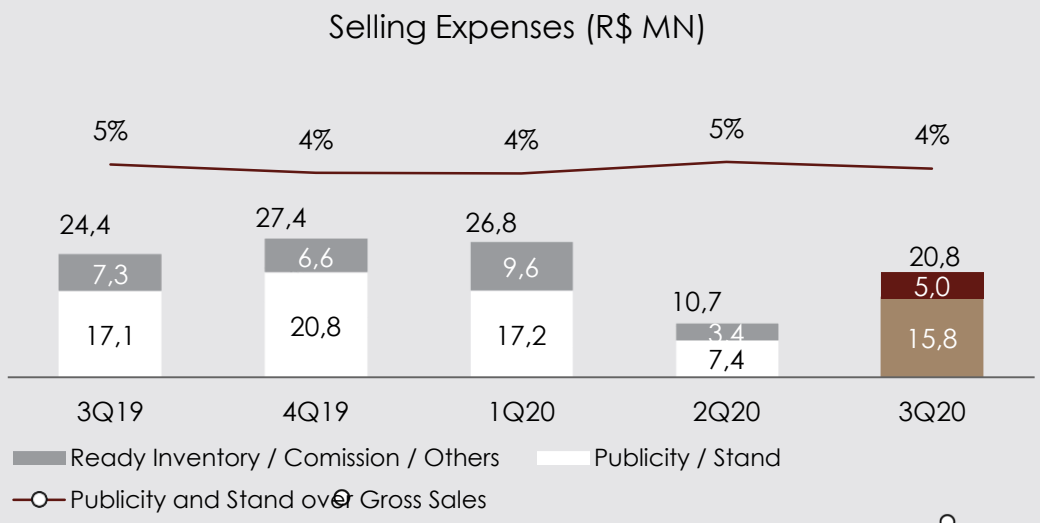
Location: São Paulo/SP
Segment: Residential
Standard: High-End and Middle-End
EZTEC's PSV: R$ 155 MN
Units: 370
Landbank: Laguna

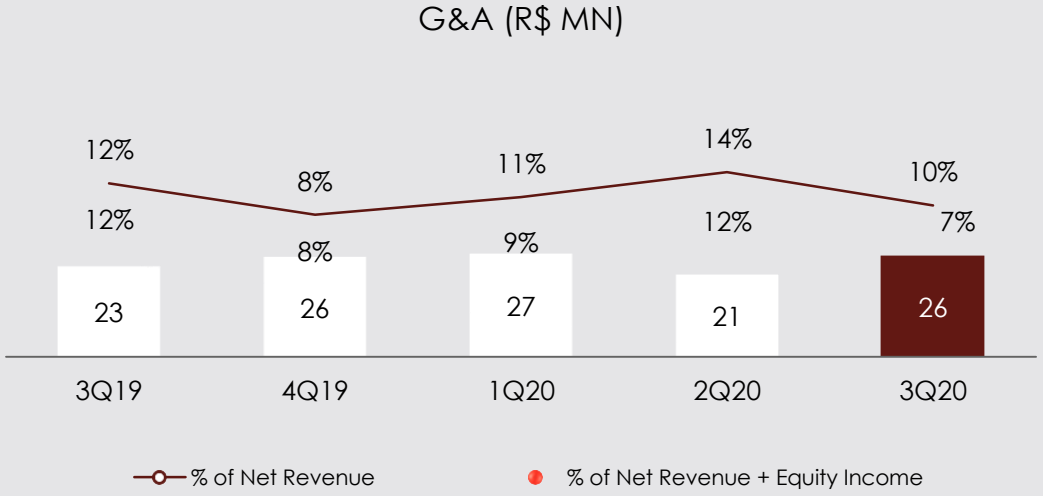
*Preliminary images, susceptible to change.

Financial performance 1/2



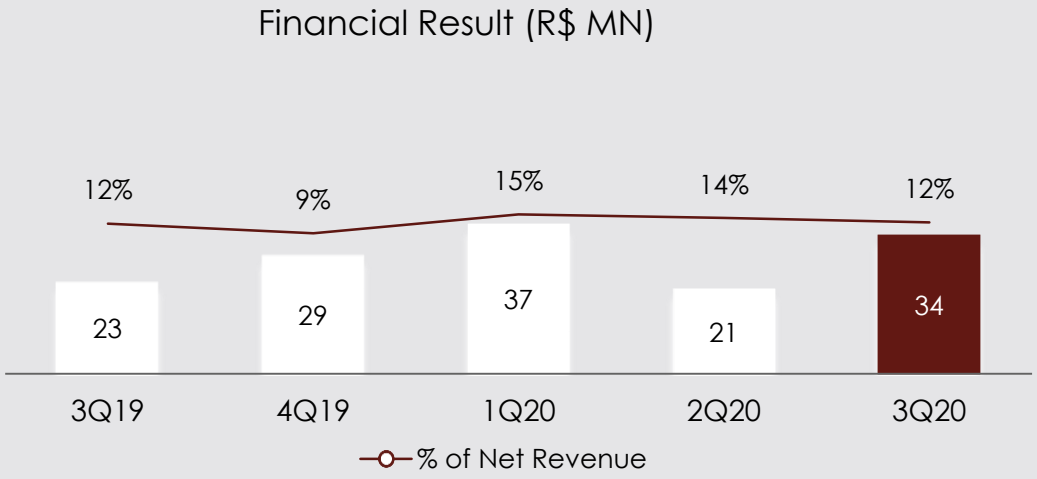


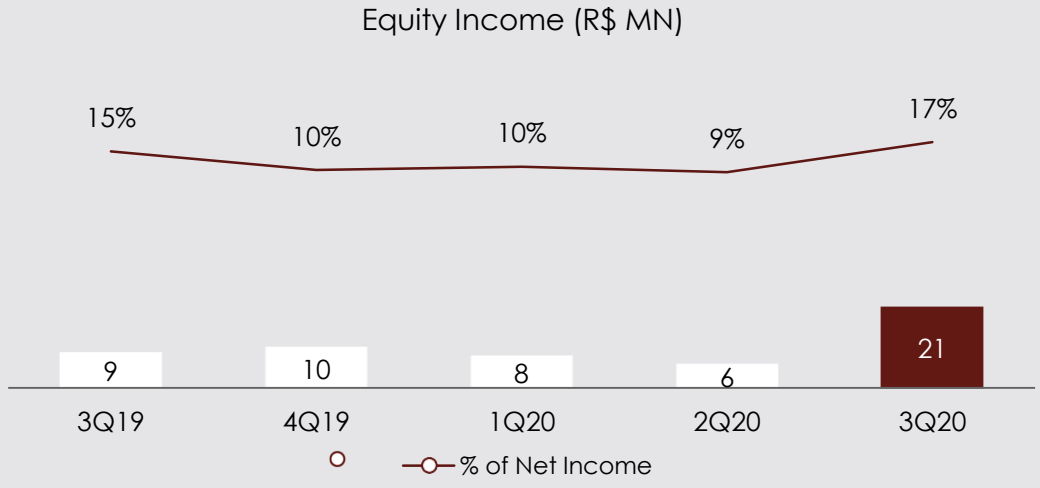


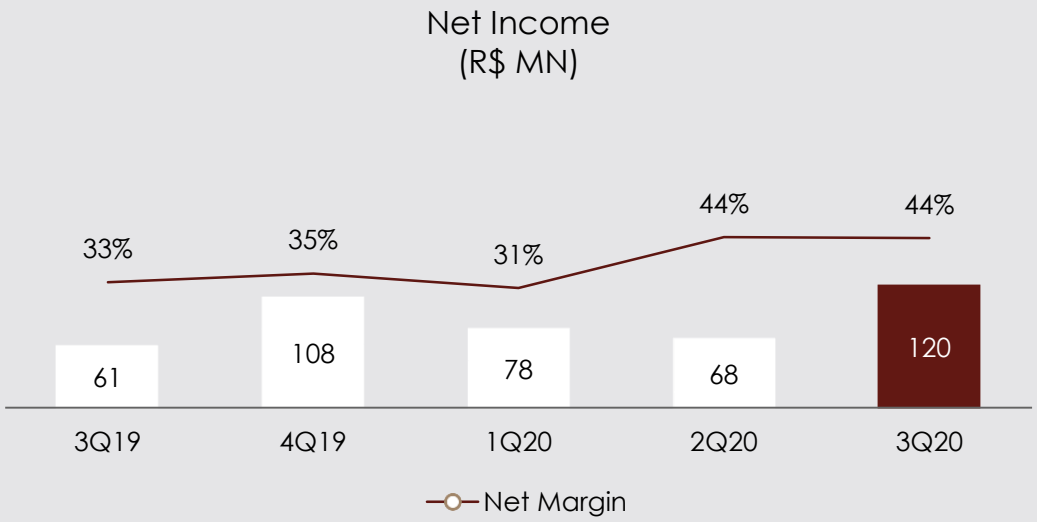


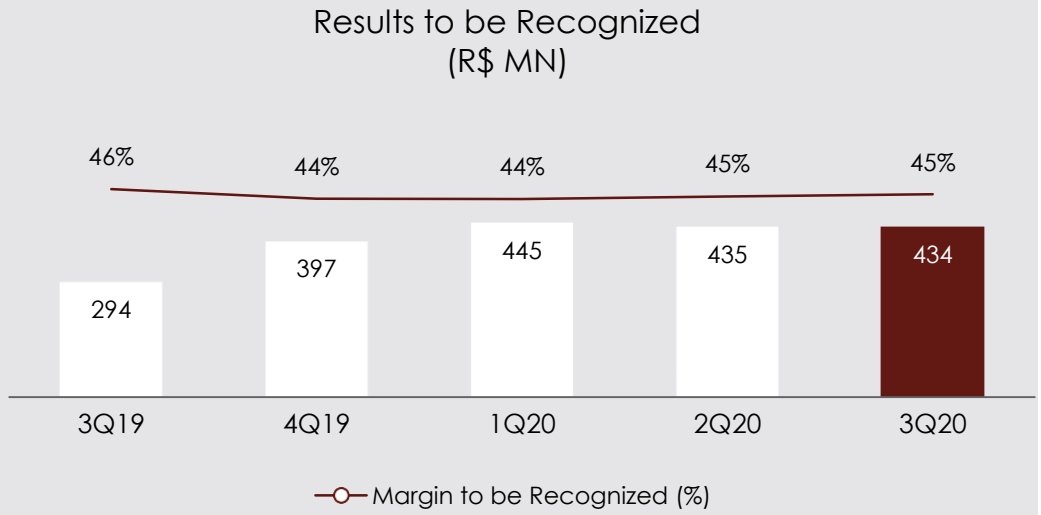
EZTEC
Construindo qualidade de vida

Financial performance 2/2

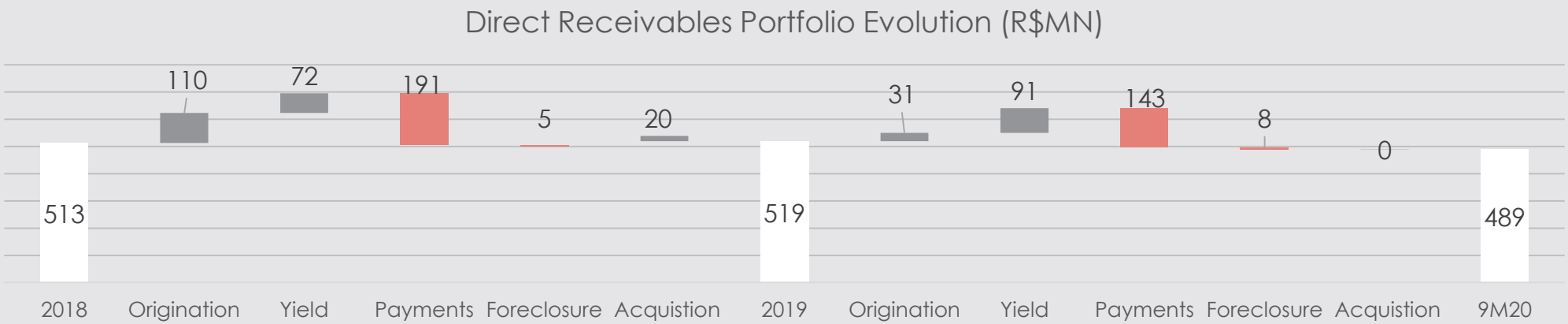


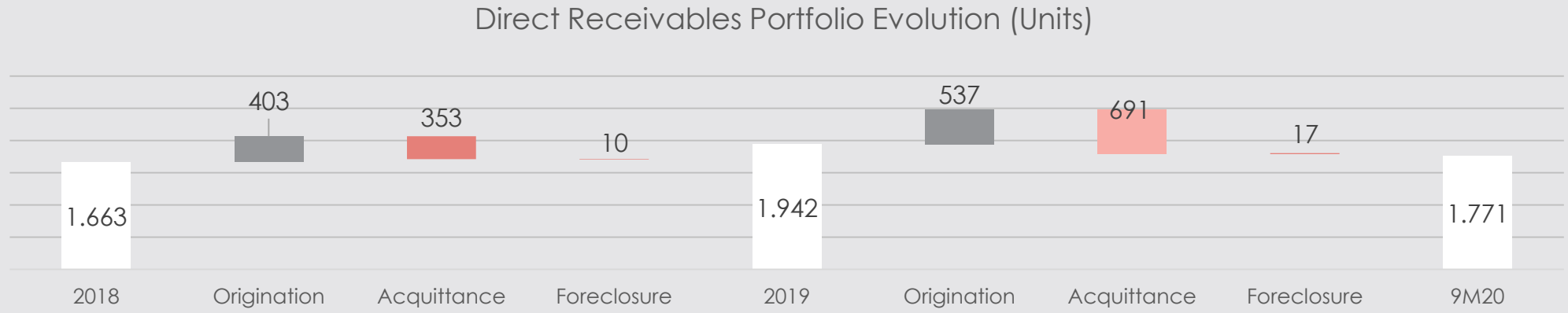






Portfolio Direct Receivables Evolution

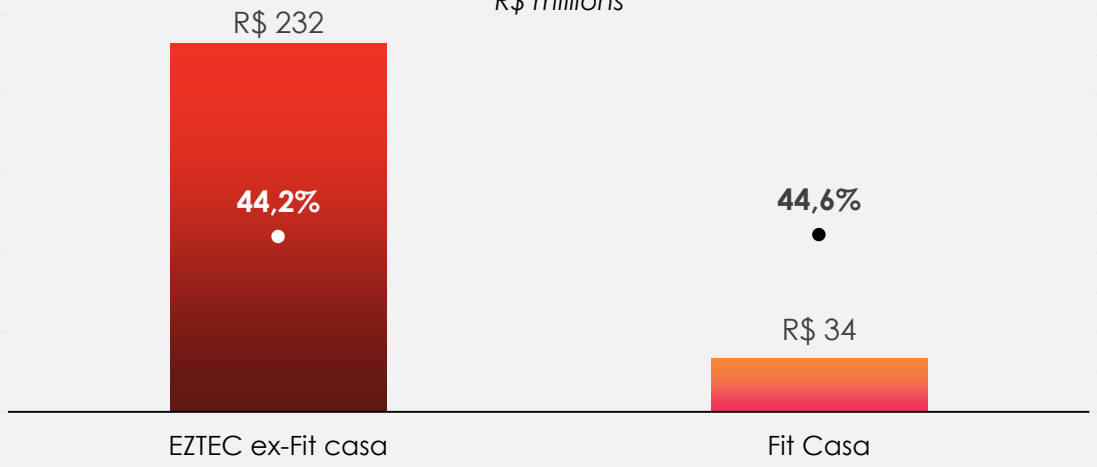




Financial Performance Fit Casa

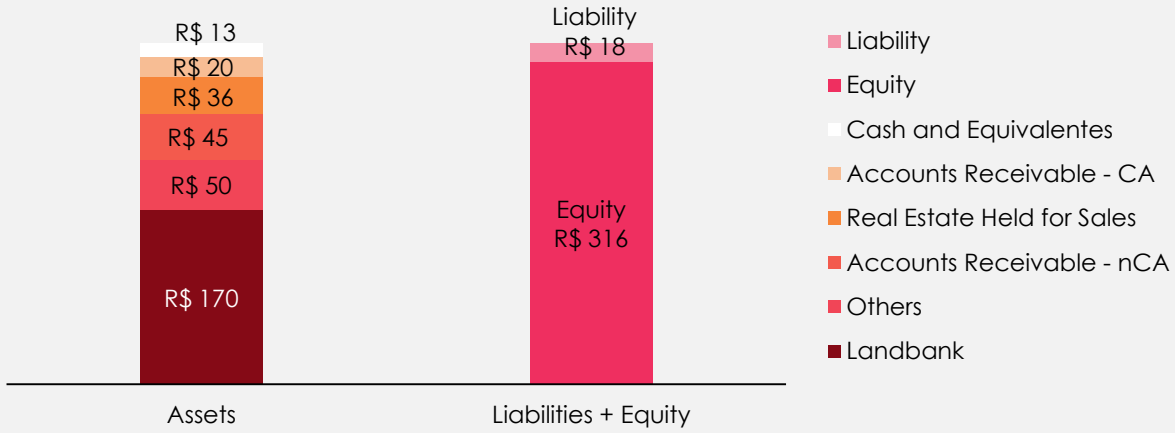
Net Profit and Gross Margin (9M20)

R$ millions



Balance Sheet

R$ millions



4Q18 – Fit Casa Brás (70% EZ)



PSV: R$ 179.9 MN
Gross M. (9M20): 46.3%
Units: 755/979
76% sold

1Q19 – Fit Casa Rio Bonito (100% EZ)



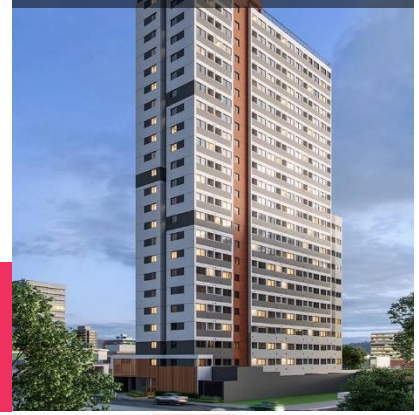
PSV: R$ 141.7 MN
Gross M. (9M20): 44.8%
Units: 533/560
97% Sold

4Q19 – PIN Internacional (60% EZ)



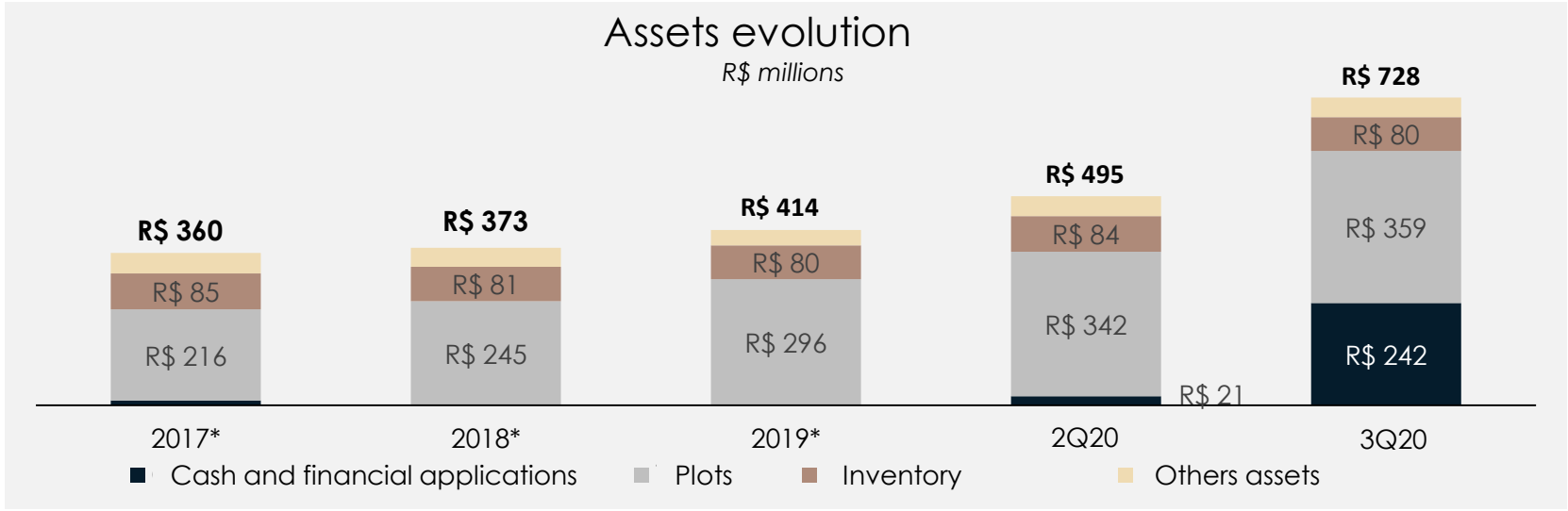
PSV: R$ 162.5 MN
Gross M. (9M20): 41.1%
Units: 551/1416
39% Sold

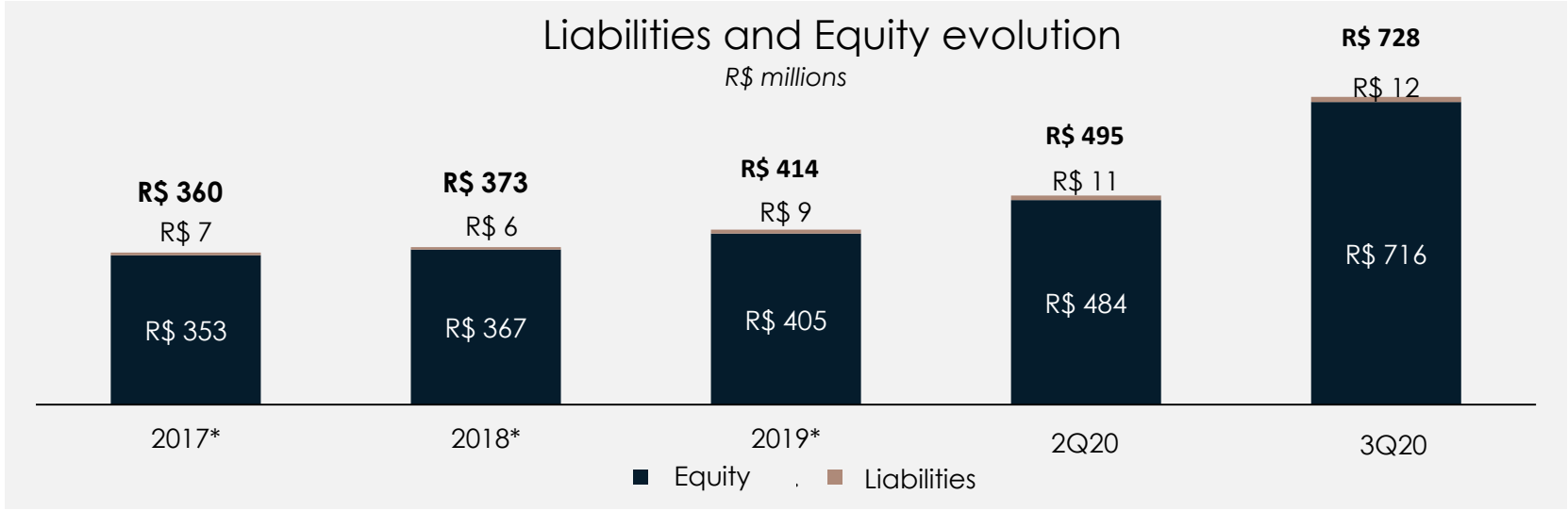
1Q20 – Fit Casa Alto do Ipiranga (100% EZ)



PSV: R$ 80.9 MN
Gross M.(9M20): 43.5%
Units: 132/370
35% Sold

EZ Inc 1/2: Financial Performance





* Combine

Events

2Q20 – Society rearrangement

3Q20 – Beginning of the register as an open company

3Q20 – Start of the offer register

3Q20 – Increment in the paid-in capital

4Q20 – Conclusion of the acquisition of Verbo Divino and Roque Petroni plots

4Q20 – Offer interruption

4Q20 - Continuity of the register as an open company

EZ Inc 1/2: Business Portfolio

1



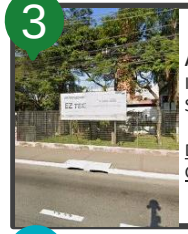
Neocorporate Office, located in Berrini region
Launche: 2011
PSV: R$182 mn
GLA: 17.758 sqm
Occupancy rate: 92% sold and 3% rented

2



EZ Mark, two commercial towers, it is located at Vila Mariana
Launche: 2013
PSV: R$333,8 mn
GLA: 19.437 sqm
Occupancy rate: 63% sold e 22% rented

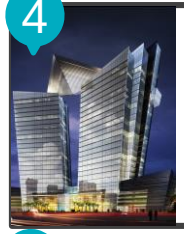
3



Atacadão, located in Av. Interlagos, near SP Market Shopping, land with rent contract

Deadline: Until 2037
GLA: 20.000 sqm

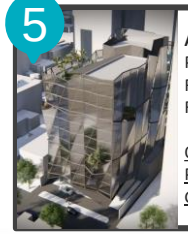
4



Esther Towers, located in Av. Dr. Chucri Zaidan, near Morumbi Shopping and Market Place Shopping

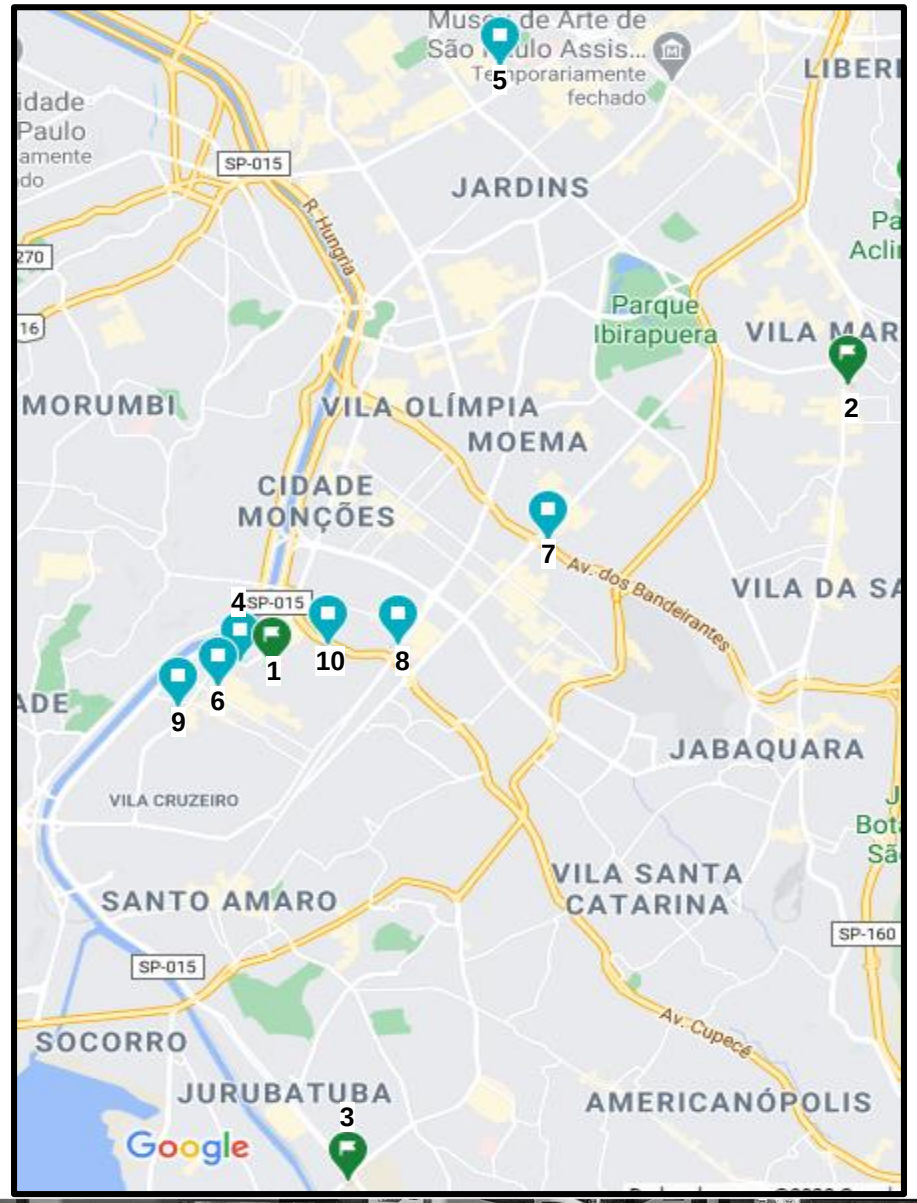
Operation begins: 2022
PSV: R$1.651 mn
GLA: 82.608 sqm

5

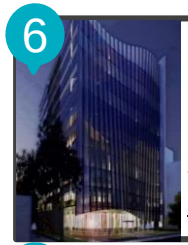


Alves Guimaraes, located in Pinheiros, only 250m away to Av. Rebouças and near to Rua Oscar Freire

Operation begins: 2023
PSV: R$166 mn
GLA: 11.127 sqm



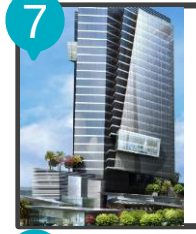
6



Fernandes Moreira, near Morumbi Shopping and Market Place Shopping, with easy access to Av. Das Nações Unidas

Operation begins: 2023
PSV: R$123 mn
GLA: 8.220 sqm

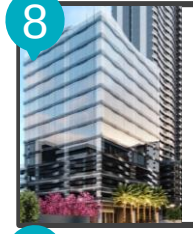
7



Pamaris, located in Moema, 400m to Eucaliptos subway station with easy access to Av. Bandeirantes and Av. Ibirapuera

Operation begins: 2023
PSV: R$236 mn
GLA: 15.799 sqm

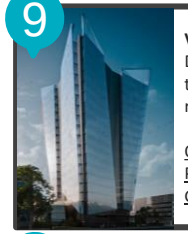
8



Air Brooklin, located in Brooklin, 200m away from subway station, near Av. Chucri Zaidan and Av. das Nações Unidas

Operation begins: 2023
PSV: R$85 mn
GLA: 22.409 sqm

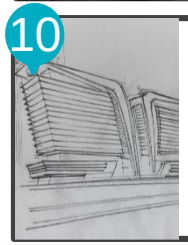
9



Verbo Divino, located at Verbo Divino in an area in development to become a large corporate and residential plot near Carrefour

Operation begins: 2024
PSV: R$734 mn
GLA: 36.044 sqm

10



Roque Petroni, recently acquired landbank, located at the Roque Petroni Jr. Avenue

Operation begins: 2024
PSV: R$436 mn
GLA: 21.800 sqm

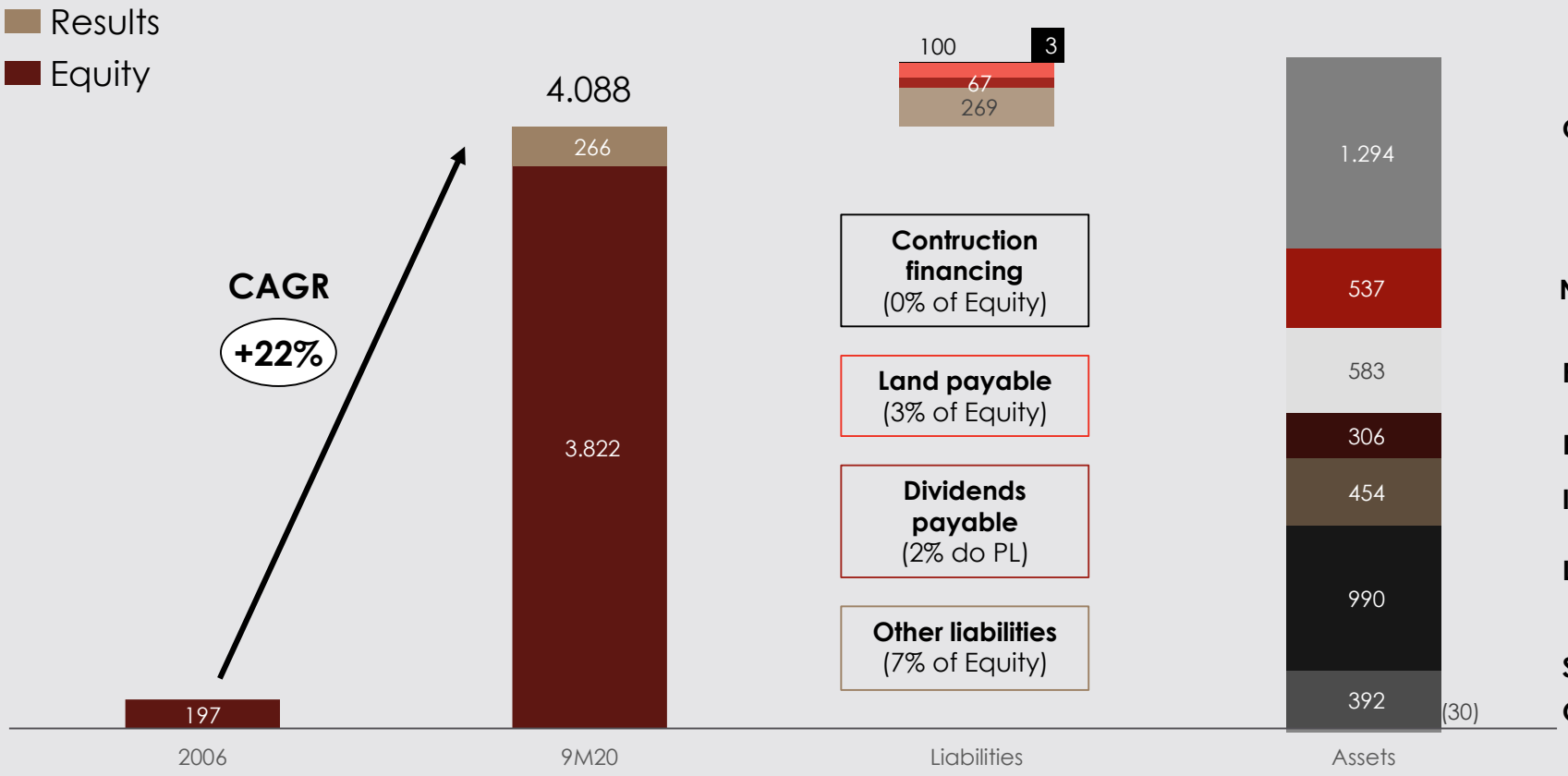
Concluded projects

Ongoing projects

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Value Generation

Net Equity evolution since IPO (R$ MN)



Cash and equivalents (34% of Equity)

Non-finished units receivables (15% of Equity)

Finished units receivables (14% of Equity)

Ready Inventory (8% of Equity)

Inventory under construction (12% of Equity)

Landbank (26% of Equity)

Shared Assets (10% of Equity)

Others Assets (1% of Equity)

News:
Eztec is now part of the IBOVESPA the main Index in B3

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IGC B3 IGCT B3 IMOB B3

INDX B3 ITAG B3 SMLL B3

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