

# EARNINGS RELEASE 3Q24 AND 9M24



**São Paulo, November 8<sup>th</sup>, 2024:** PDG Realty S.A. (B3: PDGR3) – announces **today** its results for the third quarter and nine months of 2024.

Founded in 2003, PDG Group develops projects for different segments, operating in the development, construction and sale of residential units.

## HIGHLIGHTS

Conclusion of **Capital Increase**  
in the amount of **R\$416.4 million**

(Pag. 03)

**Concursal Debt**  
**R\$160 million reduction (12%)**

in 3Q24

(Pag. 16)

**Net Result**  
**28% reduction**

9M24 vs. 9M23

(Pag. 18)

**Total Liabilities**  
**5% reduction**

in 3Q24

(Pag. 17)

**G&A**  
**22% reduction**

9M24 vs. 9M23

(Pag. 13)

**Selling Expenses**  
**4% reduction**

9M24 vs. 9M23

(Pag. 13)

**Sale of one land plot**  
that didn't fit the launch strategy

(Pag. 10)

**Net Sales**  
**172% increase\***

9M24 vs. 9M23

(Pag. 6)

\*Excluding payments in assets.

## WEBCONFERENCE CALL

**Monday, November 11, 2024**

11:00 a.m. (local) - Portuguese

**09:00 a.m. (NY) - English** (Simultaneous translation)

Replay: The recording will be available on the Investor Relations website after the end of the conference.

[www.pdg.com.br/ri](http://www.pdg.com.br/ri)



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## **Initial Message**

In the third quarter of 2024, we continued our agenda of consolidation and enhancing the Company's efficiency, with a focus on the **ix.Tatuapé** and **ix.Santana** projects.

By the end of 3Q24, the construction progress of the **ix.Tatuapé** project reached approximately 26% of physical completion. The project is being executed in strict compliance with the established quality, cost, and schedule parameters, which has facilitated the release of financing installments according to the contractual terms. For the **ix.Santana** project, we are continuing with the necessary technical and commercial work before construction begins.

In September, we completed the capital increase of R\$416.4 million, converting concursal debts into shares, as stipulated in the Judicial Recovery Plan and its Amendment. This was a significant step towards the Company's ongoing deleveraging, improving financial indicators, and reducing risks.

As announced on October 7th, the Company called a General Meeting to deliberate on adjusting the reverse stock split ratio for PDGR3 shares. Given the fluctuations in share prices observed in recent months, and to ensure the effectiveness of the reverse stock split in compliance with B3's Issuer Regulations, the Company proposed a new reverse stock split ratio of 250:1. However, the General Meeting scheduled for November 7 could not be held due to a lack of quorum. Therefore, the Company will arrange a second call for the meeting in due course.

## **Highlights of Results**

In the accumulated 9M24, gross sales (including payments in assets made during the period) totaled R\$116 million, representing an increase of 113% compared to 9M23. Sales from new launches accounted for 25% of total sales in 9M24.

Cancellations amounted to R\$30.2 million in 9M24, a decrease of 31% compared to 9M23. As a result, net sales reached R\$85.8 million, a significant increase of 709% over the previous year.

Excluding payments in assets, gross sales in 9M24 were R\$45.5 million, while net sales amounted to R\$15.3 million, reflecting a 172% increase compared to 9M23.

During 9M24, a total of 103 units were transferred, equivalent to a PSV of R\$5.4 million. This result aligns with the sales made, reinforcing the Company's operational efficiency in the transfer of sold units.

General and Administrative Expenses were reduced by 22% when comparing 9M24 to 9M23, primarily due to lower expenses on legal advisory services.

Selling Expenses also decreased by 4% over the same period, due to lower expenses related to inventory units.

The Company continues to implement strict expense management practices and cash control, consistently aiming to enhance operational efficiency and reduce costs.

In 9M24, extraconcursal debt increased by R\$13.5 million (3%) due to (i) accrued interest during the period and (ii) the receipt of installments for financing the construction of the ix.Tatuapé project.

Concursal debt was reduced by R\$62.2 million (5%) in 9M24, mainly due to payments made through the conversion of debt into shares and payments in assets.

The Company recorded a financial loss of R\$358.4 million in 9M24, a reduction of 28% compared to 9M23. This reduction is mainly due to the decrease in the Company's debt balance, resulting from the debt recalculation conducted in 4Q23.

In 9M24, the Company recorded a net loss of R\$410.0 million, a 28% decrease compared to 9M23.

## **Final Message**

We remain committed to the Company's recovery agenda, focusing on deleveraging and enhancing client experiences, with the goal of achieving sustainable long-term profitability.

We continue to work on the strategic agenda and technical aspects of upcoming launches, closely monitoring economic and industry conditions to maximize the success of our future projects.

Management.

# OPERATING AND FINANCIAL INDICATORS



	3Q24	3Q23	Var (%)	9M24	9M23	Var (%)
<b>Launch</b>						
PSV %PDG - R\$ million	-	-	n.m.	-	-	n.m.
Amount of units	-	-	n.m.	-	-	n.m.
<b>Sales and Inventory</b>						
Gross Sales %PDG - R\$ million	80.0	17.1	n.m.	116.0	54.4	n.m.
Net Sales %PDG - R\$ million	67.6	2.1	n.m.	85.8	10.6	n.m.
Inventory at Market Value %PDG - R\$ million	n.a.	n.a.	n.a.	261.4	285.7	-9%
<b>Landbank</b>						
PSV %PDG - R\$ million	n.a.	n.a.	n.a.	3,302.8	4,122.5	-20%
Amount of units	n.a.	n.a.	n.a.	6,584	8,804	-25%
<b>Operational Result</b>						
Net Operational Revenues - R\$ million	78.8	48.9	61%	113.5	90.5	25%
Gross Profits (Losses) - R\$ million	9.0	32.8	-72%	3.9	53.1	-93%
Gross Margin - %	11.5	67.0	-55.5 p.p	3.4	58.7	-55.3 p.p
Adjusted Gross Margin - %	12.1	68.3	-56.2 p.p	4.6	60.7	-56.1 p.p
SG&A Expenses	(20.1)	(26.3)	-24%	(70.0)	(82.0)	-15%
Net Earnings (Losses) - R\$ million	(274.4)	(225.7)	22%	(410.0)	(565.6)	-28%
<b>Backlog Results (REF)</b>						
Gross Profit - R\$ million	n.a.	n.a.	n.a.	13.0	52.0	-75%
Gross Backlog Margin - %	n.a.	n.a.	n.a.	24.1	11.6	12.5 p.p
<b>Balance Sheet</b>						
Cash and Cash Equivalents - R\$ million	n.a.	n.a.	n.a.	28.1	73.1	-62%
Net Debt - R\$ million	n.a.	n.a.	n.a.	409.0	2,874.0	-86%
Shareholders Equity - R\$ million	n.a.	n.a.	n.a.	(3,317.2)	(5,450.0)	-39%
Total Assets - R\$ million	n.a.	n.a.	n.a.	540.6	1,050.2	-49%

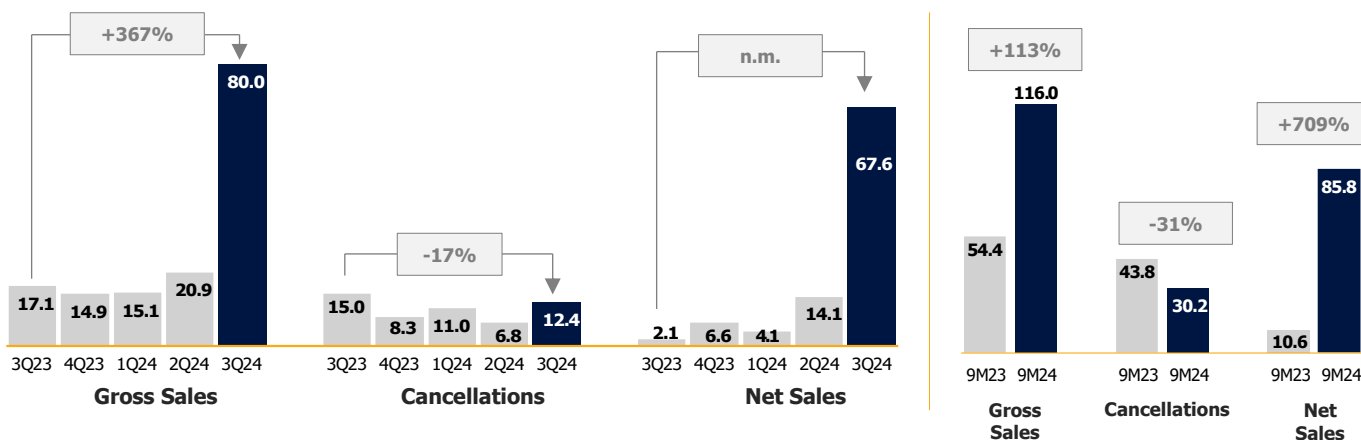
PSV %PDG refers only to the part corresponding to the Company's participation, excluding partners.



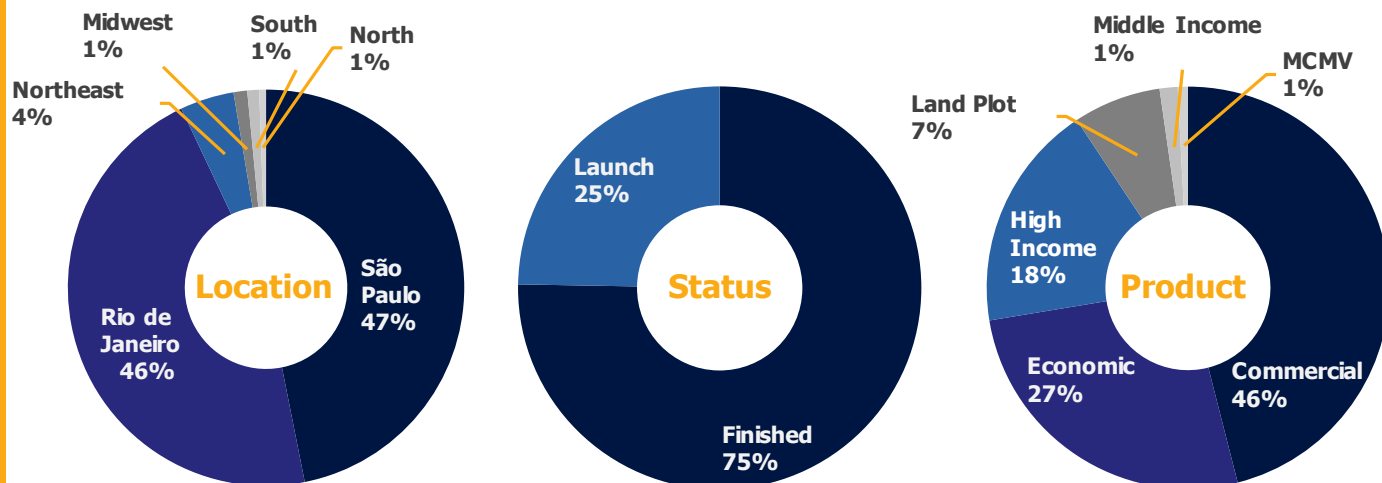
- In 3Q24 gross sales, including payments in assets, totaled R\$80 million, a 367% increase over 3Q23. In 9M24 gross sales amounted to R\$116 million, a 113% increase over 9M23.
- Cancellations amounted to R\$12.4 million in 3Q24, a 17% reduction over 3Q23. Cancellations totaled R\$30.2 million in 9M24, a 31% decrease over 9M23.
- Net sales totaled R\$67.6 million in 3Q24, showing a significant increase over 3Q23. In 9M24, net sales amounted to R\$85.8 million, a 709% increase over 9M23.
- Excluding the payments in assets, gross sales totaled R\$18.6 million in 3Q24 and R\$45.5 million in 9M24. Net sales amounted to R\$6.2 million in 3Q24 and R\$15.3 million in 9M24, representing a 172% increase over 9M23.

## SALES AND CANCELLATIONS PERFORMANCE

PSV in R\$ million

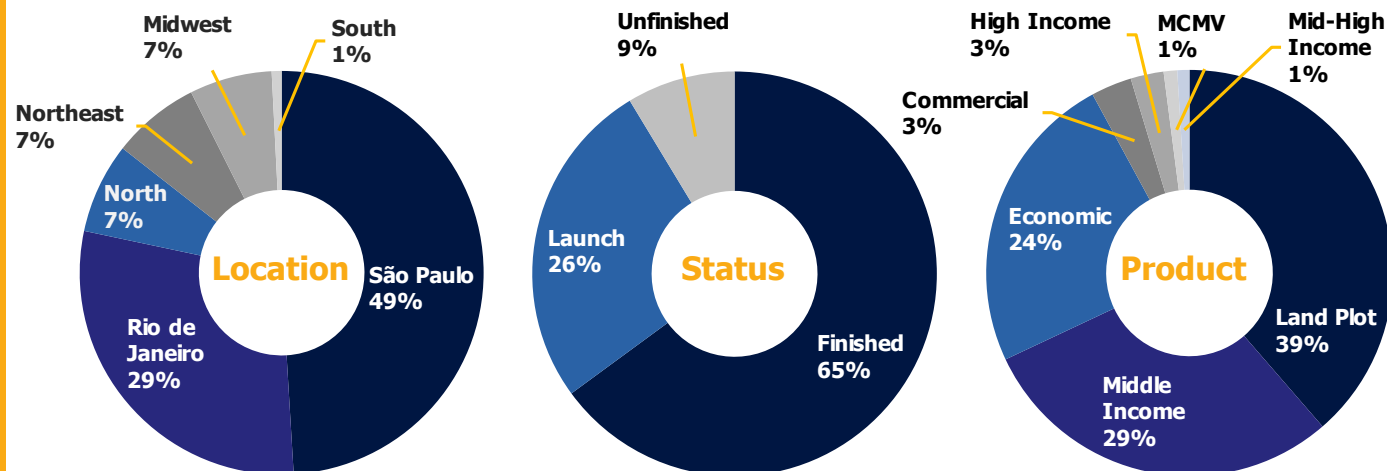


- In 9M24, of the PSV sold, 47% was from products located in São Paulo, and 47% was from residential products..
- Sales from the launches (**ix.Tatuapé** and **ix.Santana**) represented 25% of the gross sales in 9M24.



# CANCELLATIONS AND RESALE

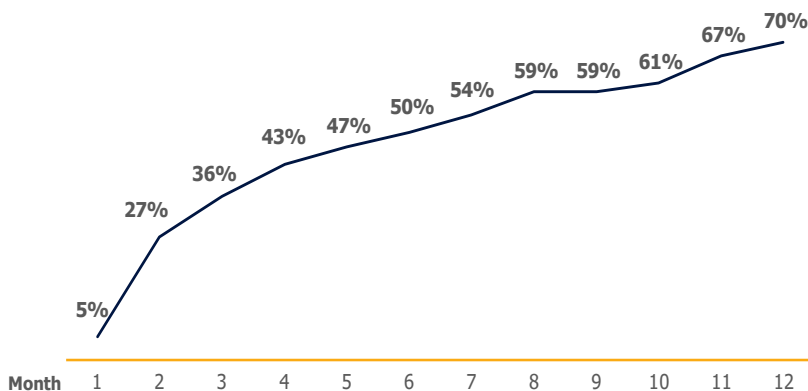
- In 9M24, 65% of the cancelled units were from completed projects. These units are available for resale and immediate cash generation.
- In 9M24, 49% of the PSV cancelled refers to products located in São Paulo and 58% to residential products.



Cancellations - %PSV - YTD

- On average, 70% of the completed cancelled units were resold in up to 12 months.
- Over the past 12 months, resale prices were, on average, 1% higher than the original sale prices.

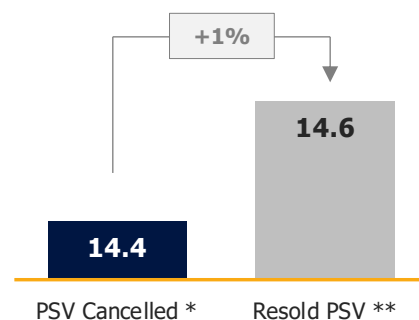
## % OF RESALE EVOLUTION



Gross sales - %PSV - YTD

## RESALE PRICE

PSV Cancelled in the last 12 months  
(R\$ million)



\* Original sale price

\*\* Doesn't include carrying costs

- Analyzing the Sales over Supply (SoS) based on the available inventory for sale, the index totaled 21.6% in 3Q24, an increase of 16.1 p.p. over 2Q24.
- Excluding payments in assets, the VSO for 3Q24 was 5%.

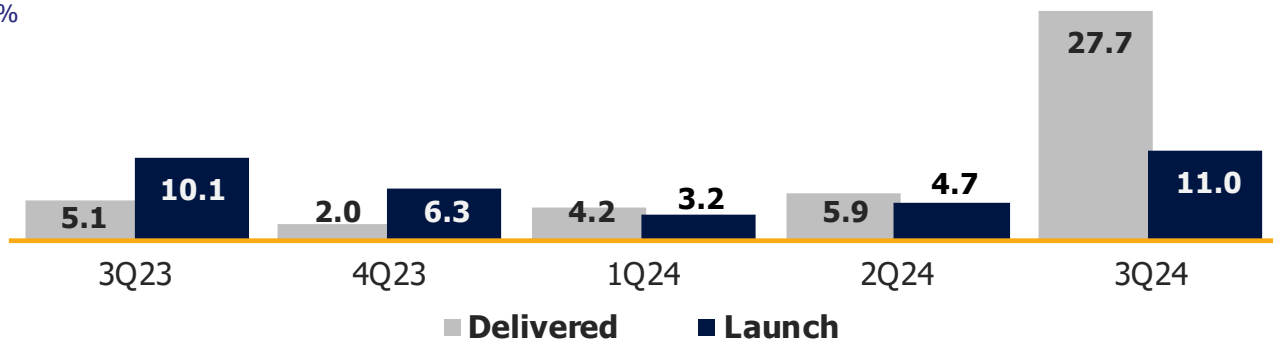
R\$ million

	3Q23	4Q23	1Q24	2Q24	3Q24
Initial Inventory	291.3	285.7	391.4	381.4	370.3
(+) Launches	0.0	116.3	0.0	0.0	0.0
Gross Sales	17.1	14.8	15.1	20.9	80.0
<b>Quarterly SoS</b>	<b>5.9%</b>	<b>3.7%</b>	<b>3.9%</b>	<b>5.5%</b>	<b>21.6%</b>
<b>Quarterly SoS (exc. payments in assets )</b>	<b>4.8%</b>	<b>3.7%</b>	<b>3.9%</b>	<b>3.1%</b>	<b>5.0%</b>

- The SoS of delivered units totaled 27.7% in 3Q24.
- The SoS of the launches (**ix**.Tatuapé and **ix**.Santana) totaled 11% in 3Q24.

## EVOLUTION

%



Note: Starting in 4Q23, the inventory of projects with paralyzed construction was deconsolidated, as these units are not available for sale until viable solutions are found for these projects.

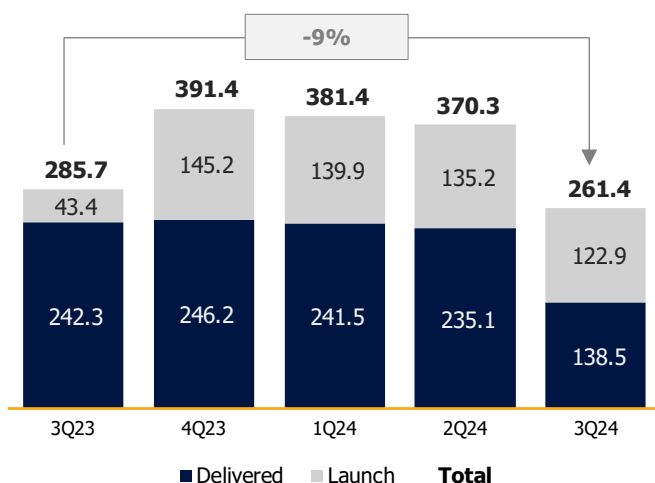
At the end of 3Q24, the inventory of paralyzed projects totaled R\$ 1.1 billion.



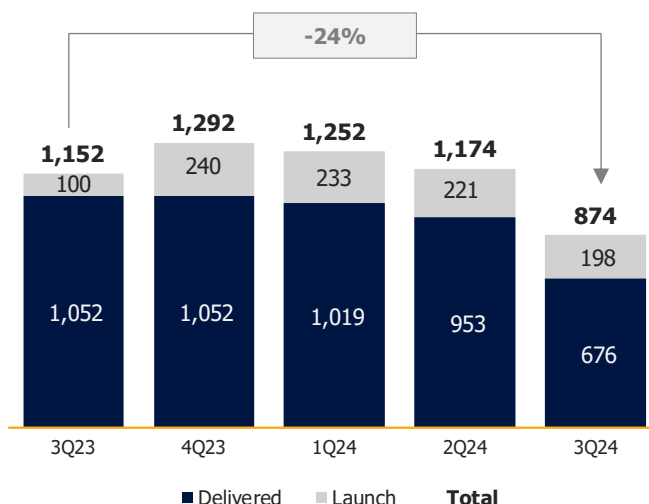
- At the end of 3Q24, the inventory available for sale totaled R\$261.4 million, a 29% decrease over 2Q24 and 9% over 3Q23. This reduction was mainly due to the payments in assets made during this quarter.
- The number of units was reduced by 26% compared to 2Q24 and by 24% compared to 3Q23.

## INVENTORY AT MARKET VALUE

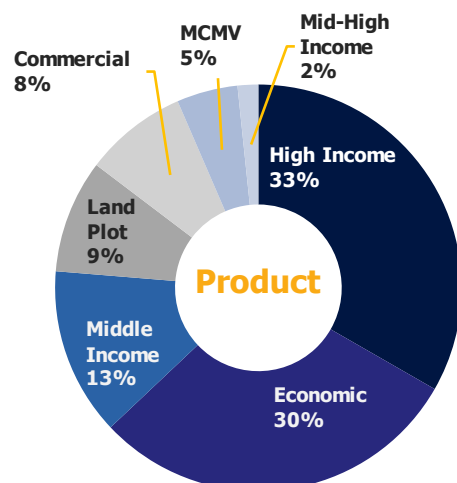
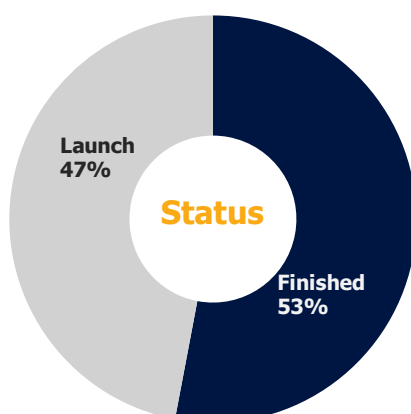
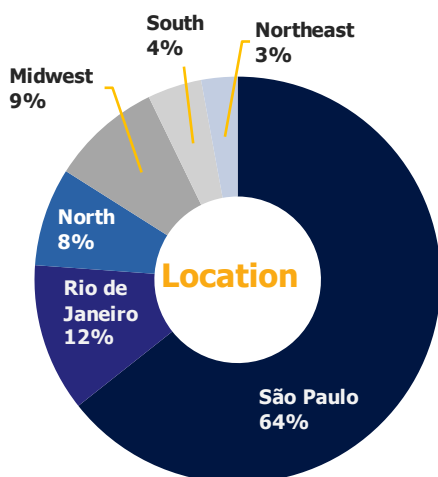
R\$ million



## INVENTORY UNITS



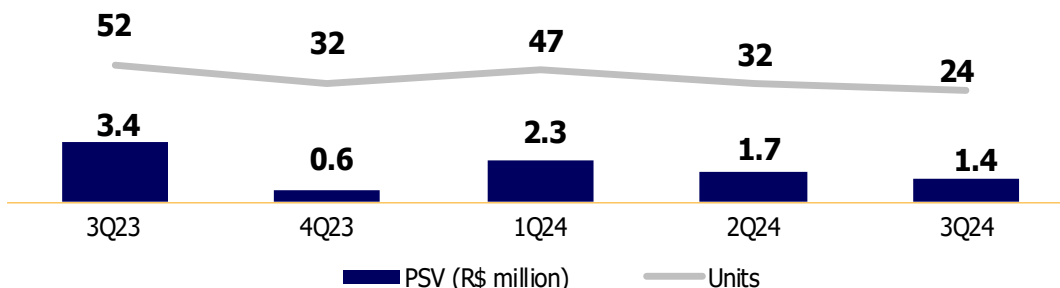
- At the end of 3Q24, the inventory available for sale had the following characteristics: (i) 53% was from completed projects; (ii) 47% referred to launches; (iii) 83% was concentrated in residential products; and (iv) 64% was located in São Paulo, the Company's main market.



- In 3Q24, 24 units were transferred, equivalent to a PSV of R\$1.4 million, representing a 54% reduction in the number of units transferred compared to 3Q23.
- In 9M24, 103 units were transferred, equivalent to a PSV of R\$5.4 million, a 34% reduction in the number of units transferred compared to 9M23.
- We continue to make transfers through a quick process, with a rigorous credit analysis, and strictly aligned with our commercial strategy, focused on generating free cash flow.

## MORTGAGE TRANSFERS BY QUARTER

PSV in R\$ million and units



## LANDBANK

- In 3Q24, one land plot that was not aligned with the Company's launch strategy was sold. Other land plots that do not fit the Company's strategy may be sold, canceled or used as payment for debt, with the aim of reducing carrying costs, accelerating asset monetization, and strengthening cash flow.
- At the end of 3Q24, the potential PSV of the landbank was R\$3.3 billion (%PDG). Of this total, R\$2.2 billion (approximately 3,500 units) fit the strategy and will support part of the Company's future launches.
- We continue to prospect and evaluate the purchase of land plots that fit our planning for the upcoming launches.

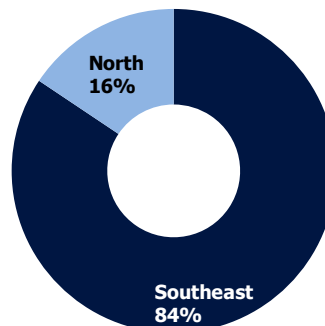
## LANDBANK

Units and PSV

Product	Units (%PDG)	%	PSV PDG (R\$ mm)	%
Mid-High Income	2,868	44%	1,887.4	57%
Middle Income	557	8%	218.9	7%
Economic	3,159	48%	1,196.5	36%
<b>Total</b>	<b>6,584</b>		<b>3,302.8</b>	

## LANDBANK BY REGION

%PSV



	# Projects	# Total Units	# PDG Units
Launches <sup>(1)</sup>	711	160,831	155,351
<b>Finished<sup>(2)</sup></b>	<b>701</b>	<b>157,504</b>	<b>152,036</b>
<b>Launches</b>	<b>2</b>	<b>305</b>	<b>305</b>
Unfinished <sup>(3)</sup>	8	3,022	3,010

(1) Historical launches - net of cancellations

(2) Projects with Occupancy Permit or Sold

(3) Projects with suspended works

## PARALYZED PROJECTS

- At the end of 3Q24, the Company had 8 projects with suspended construction. Of this total, 74% of the PSV refers to projects located in the Southeast region and 42% corresponds to residential projects.
- In 4Q23, due to challenges in finding viable solutions for the paralyzed construction projects, the Company deconsolidated some of these projects from its financial statements. However, the Company continues to negotiate in order to find viable solutions for the paralyzed construction projects.

## ONGOING PROJECTS

- At the end of 3Q24, the Company had 2 ongoing projects, both in the residential segment and located in the city of São Paulo.



### ix. Tatuapé

PSV of R\$60 million | 147 units | 46 and 57 m<sup>2</sup>

Location: São Paulo - SP | Segment: Residential - Middle Income

Status: Launched in 4Q22, with construction started in 3Q23.

At the end of September 2024, approximately 26% of the building's construction was completed.

For more information, [click here](#).



### ix. Santana

PSV of R\$116 million | 156 units | 60 and 72 m<sup>2</sup>

Location: São Paulo - SP | Segment: Residential – Mid-High Income

Status: Launched in 4Q23. Construction work has not been initiated.

For more information, [click here](#).

## GROSS MARGIN

- We recorded a gross profit of R\$9.0 million in 3Q24 and R\$3.9 million in the 9M24.

GROSS MARGIN	QUARTER			YTD		
	3Q24	3Q23	(%) Var.	9M24	9M23	(%) Var.
Net Revenues	78.8	48.9	61%	113.5	90.5	25%
Cost	(69.7)	(16.1)	n.m.	(109.6)	(37.4)	n.m.
<b>Gross Profit (Loss)</b>	<b>9.0</b>	<b>32.8</b>	<b>-72%</b>	<b>3.9</b>	<b>53.1</b>	<b>-93%</b>
<b>(+) Capitalized Interest</b>	<b>11.5%</b>	<b>67.0%</b>	<b>-55.5 pp</b>	<b>3.4%</b>	<b>58.7%</b>	<b>-55.3 pp</b>
Adjusted Profit	0.5	0.6	-24%	1.4	1.8	-23%
<b>Gross Margin</b>	<b>9.5</b>	<b>33.4</b>	<b>-72%</b>	<b>5.3</b>	<b>54.9</b>	<b>-90%</b>
<b>Adjusted Gross Margin</b>	<b>12.1%</b>	<b>68.3%</b>	<b>-56.2 pp</b>	<b>4.6%</b>	<b>60.7%</b>	<b>-56.1 pp</b>

## BACKLOG RESULTS (REF)

- In 3Q24, the gross profit from backlog results totaled R\$13 million, with a margin of 24.1%.

Backlog Results	Legacy	Launches	Total
Net Revenues - REF	15	39	54
(-) COGS	(10)	(31)	(41)
<b>Gross Profit - REF</b>	<b>5</b>	<b>8</b>	<b>13</b>
<b>Gross Backlog Margin</b>	<b>33.3%</b>	<b>20.5%</b>	<b>24.1%</b>

Appropriation Schedule	2024	2025	2026
% of Appropriation	25.0%	25.0%	50.0%

Note: As of 4Q23, Future Years' results began to include only ongoing projects and works that did not have provisions for accounting write-offs.

# FINANCIAL PERFORMANCE

In R\$ million



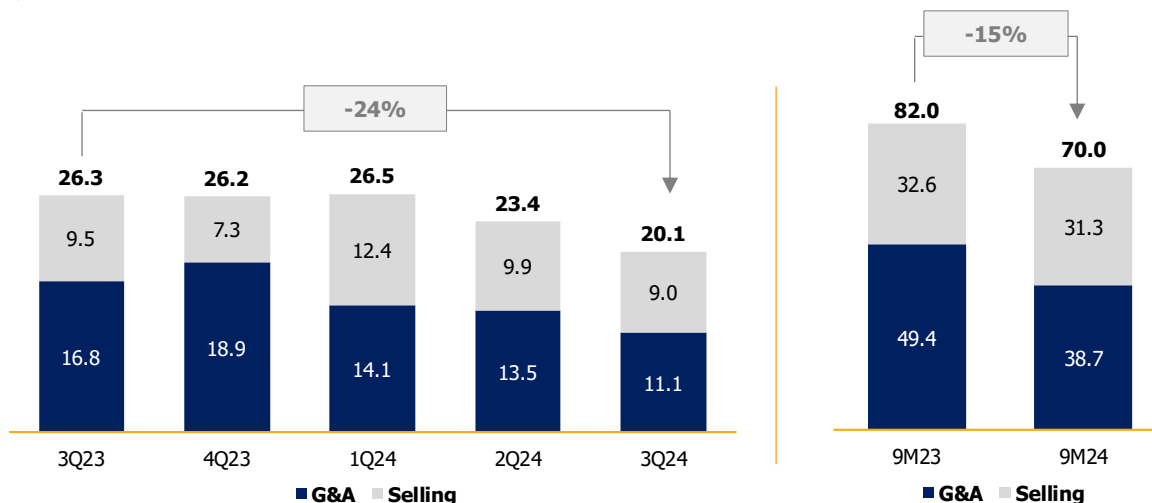
## SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (SG&A)

- General and Administrative Expenses were reduced by 34% quarter-over-quarter and by 22% year-over-year. This decrease was mainly due to lower expenses on legal advisory services.
- Selling Expenses were reduced by 5% quarter-over-quarter and by 4% year-over-year. This reduction was due to lower expenses related to units in inventory.

SELLING, GENERAL & ADMINISTRATIVE EXPENSES	QUARTER			YTD		
	3Q24	3Q23	(%) Var.	9M24	9M23	(%) Var.
<b>Selling Expenses Total</b>	<b>9.0</b>	<b>9.5</b>	<b>-5%</b>	<b>31.3</b>	<b>32.6</b>	<b>-4%</b>
Salaries and Benefits	8.0	8.8	-9%	25.3	28.4	-11%
Profit sharing	0.8	0.8	0%	2.5	2.2	14%
Third Party Services	1.3	6.0	-78%	6.7	14.7	-54%
Other Admin. Expenses	1.0	1.2	-17%	4.2	4.1	2%
<b>G&amp;A Total</b>	<b>11.1</b>	<b>16.8</b>	<b>-34%</b>	<b>38.7</b>	<b>49.4</b>	<b>-22%</b>
<b>SG&amp;A Total</b>	<b>20.1</b>	<b>26.3</b>	<b>-24%</b>	<b>70.0</b>	<b>82.0</b>	<b>-15%</b>

## EVOLUTION OF SG&A EXPENSES

R\$ million



## ON AND OFF BALANCE SHEET RECEIVABLES AND COSTS TO BE INCURRED

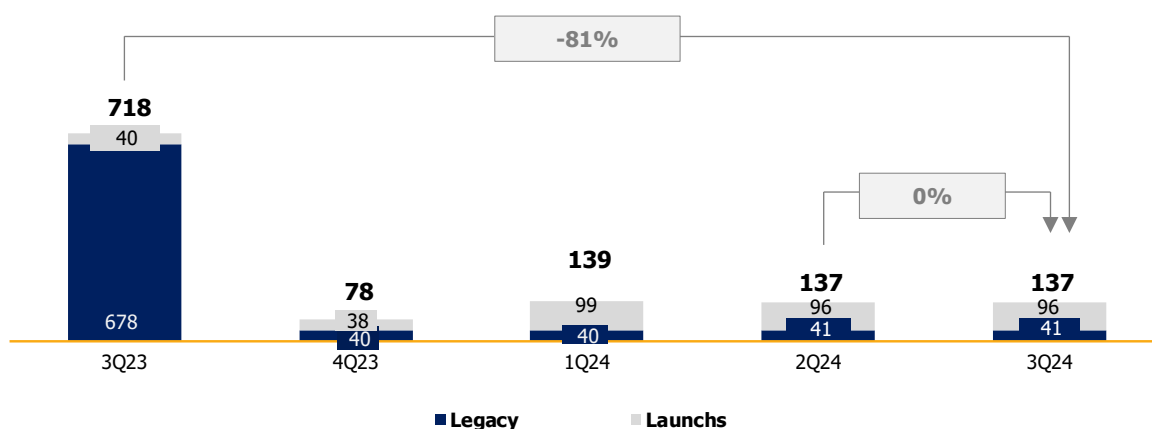
- We ended 3Q24 with total accounts receivable of R\$197 million, 3% higher than in 2Q24.

ON AND OFF BALANCE RECEIVABLES (R\$ MN)	3Q24	2Q24	Var. (%)	4Q23	Var. (%)
Receivables ( <i>on balance</i> )	149	154	-3%	150	-1%
Gross Backlog Revenues - REF	54	45	20%	33	64%
Advances from Clients - sales installments	(2)	(3)	-33%	(4)	-50%
Advances from Clients - physical barter from launches	(4)	(4)	0%	(2)	100%
<b>Total Receivables (a)</b>	<b>197</b>	<b>192</b>	<b>3%</b>	<b>177</b>	<b>11%</b>
Cost to be Incurred - Sold Units	(41)	(33)	24%	(25)	64%
Cost to be Incurred - Inventory Units	(96)	(104)	-8%	(53)	81%
<b>Total Costs to be Incurred (b)</b>	<b>(137)</b>	<b>(137)</b>	<b>0%</b>	<b>(78)</b>	<b>76%</b>
<b>Total Net Receivables (a+b)</b>	<b>60</b>	<b>55</b>	<b>9%</b>	<b>99</b>	<b>-39%</b>

- The Cost to be Incurred totaled R\$137 million in 3Q24, in line with the amount recorded in 2Q24.

## COSTS TO BE INCURRED

R\$ million



As of 4Q23, Accounts Receivable and Costs to Incurred for suspended construction projects include only those projects that have not been deconsolidated.

# FINANCIAL PERFORMANCE

In R\$ million



## EXTRACONCURSAL DEBT

- Extraconcursal debt increased by R\$5 million (1%) during 3Q24, mainly due to the receipt of installments for financing the construction of ix.Tatuapé.
- Year-to-date, extraconcursal debt increased by R\$13.5 million (3%), due to (i) accrued interest during the period and (ii) the receipt of installments for financing the construction of ix.Tatuapé.

	2017	2018	2019	2020	2021	2022	2023	1Q24	2Q24	3Q24
Initial Debt	5,772	2,672	2,777	2,995	2,817	2,185	2,621	424	436	432
Conversion into concursal debt	(3,309)	-	-	(439)	(421)	(4)	(114)	-	(88)	-
Interest, Fines and Monetary Correction	209	451	427	334	(96)	465	504	7	79	0
Payment of Principal, Interest and Payments in assets	-	(358)	(175)	(84)	(115)	(25)	(7)	(1)	(1)	(1)
Fundraise	-	12	6	11	-	-	11	6	6	6
Deconsolidation of Subsidiary	-	-	(40)	-	-	-	-	-	-	-
Recalculation of debts	-	-	-	-	-	-	(2,591)	-	-	-
<b>Total Indebtedness</b>	<b>2,672</b>	<b>2,777</b>	<b>2,995</b>	<b>2,817</b>	<b>2,185</b>	<b>2,621</b>	<b>424</b>	<b>436</b>	<b>432</b>	<b>437</b>
Var (%)		4%	8%	-6%	-22%	20%	-84%	3%	-1%	1%

In 4Q23, concursal debt was recalculated, in line with the Company's judicial reorganization plan. The calculation methodology, as well as more information about the debt balance, are included in Explanatory Note 1d of the Financial Statements.

- Considering the 33% reduction in cash and cash equivalents, net debt increased by R\$19 million (5%) in 3Q24.
- In 9M24, net debt increased by R\$47 million (13%).

INDEBTEDNESS	3Q24	2Q24	Var. (%) 3Q24 - 2Q24	4Q23	Var. (%) 3Q24 - 4Q23
<b>Cash</b>	<b>28</b>	<b>42</b>	<b>-33%</b>	<b>62</b>	<b>-55%</b>
SFH	69	69	0%	67	3%
Debentures	32	31	3%	10	n.m.
<b>Construction Financing</b>	<b>101</b>	<b>100</b>	<b>1%</b>	<b>77</b>	<b>31%</b>
Working Capital, SFI and Promissory Notes	132	131	1%	130	2%
Debentures	4	4	0%	24	-83%
CCB/CRI	194	191	2%	188	3%
Obligation for the issuance of CCB and CCI	6	6	0%	5	20%
<b>Corporate Debt</b>	<b>336</b>	<b>332</b>	<b>1%</b>	<b>347</b>	<b>-3%</b>
<b>Gross Debt</b>	<b>437</b>	<b>432</b>	<b>1%</b>	<b>424</b>	<b>3%</b>
<b>Net Debt</b>	<b>409</b>	<b>390</b>	<b>5%</b>	<b>362</b>	<b>13%</b>
<b>Net Debt (ex. Construction Financing)</b>	<b>308</b>	<b>290</b>	<b>6%</b>	<b>285</b>	<b>8%</b>
<b>Shareholders Equity <sup>(1)</sup></b>	<b>(3,317)</b>	<b>(3,459)</b>	<b>-4%</b>	<b>(3,321)</b>	<b>0%</b>

(1) Includes non-controlling equity



# FINANCIAL PERFORMANCE

In R\$ million



## CONCURSAL DEBTS

- Concursal debt was reduced by R\$160.3 million (12%) in 3Q24 and by R\$62.2 million (5%) in 9M24. This reduction was mainly due to payments made through the conversion of credits into shares (capital increase) and payments made through the transfer of units.

	2017	2018	2019	2020	2021	2022	2023	1Q24	2Q24	3Q24
Initial Debt	4,627	838	744	784	975	1,070	1,208	1,223	1,261	1,321
Recovery of Fines and Interest	(819)	-	-	-	-	-	-	-	-	-
Interest, Monetary Correction and Fair Value Adjustment	(2,970)	152	64	(206)	83	253	343	30	(38)	287
Payments and Payments in Assets*	-	(246)	(30)	(47)	(412)	(387)	(450)	-	-	(453)
Changes in the Creditors database**	-	-	6	444	424	273	122	7	98	6
<b>Total Debt Adjusted to Fair Value</b>	<b>838</b>	<b>744</b>	<b>784</b>	<b>975</b>	<b>1,070</b>	<b>1,208</b>	<b>1,223</b>	<b>1,261</b>	<b>1,321</b>	<b>1,161</b>
Var (%)		-11%	5%	24%	10%	13%	1%	3%	5%	-12%

\* Payments in cash, payments in assets and through conversion into equity;

\*\* Refers to new creditor's habilitation, renegotiations, among other movements.

The methodology used to calculate the Fair Value and therefore the Total Debt Adjusted to Fair Value, is explained in Note 14 of the Financial Statements.

## FINANCIAL RESULTS

- We recorded a financial loss of R\$274.8 million in 3Q24, a 34% increase compared to 3Q23, due to the reversal of the fair value adjustment (AVJ) of the concursal debts that were paid through the conversion of credits into shares.
- In 9M24, we recorded a financial loss of R\$358.4 million, a 28% decrease compared to 9M23. The reduction in the financial loss was due to the decrease in the Company's debt balance, resulting from the debt recalculation carried out in 4Q23.

FINANCIAL RESULTS (R\$ MM)	QUARTER			YTD		
	3Q24	3Q23	Var. (%)	9M24	9M23	Var. (%)
Investment Income	0.8	2.3	-65%	3.1	7.6	-59%
Interest and fines	12.5	4.3	n.m.	23.5	9.2	n.m.
Other financial revenue	4.3	1.2	n.m.	93.0	123.9	-25%
<b>Total financial revenues</b>	<b>17.6</b>	<b>7.8</b>	<b>n.m.</b>	<b>119.6</b>	<b>140.7</b>	<b>-15%</b>
Interest	-	(159.4)	-100%	(2.5)	(446.8)	-99%
Bank Expenses	-	-	n.m.	(0.1)	(0.1)	0%
Other financial expenses	(292.4)	(54.5)	n.m.	(475.4)	(195.5)	n.m.
<b>Gross Financial Expenses</b>	<b>(292.4)</b>	<b>(213.9)</b>	<b>37%</b>	<b>(478.0)</b>	<b>(642.4)</b>	<b>-26%</b>
Capitalized Interest on Inventory	-	1.6	-100%	-	1.6	n.m.
<b>Total Financial Expenses</b>	<b>(292.4)</b>	<b>(212.3)</b>	<b>38%</b>	<b>(478.0)</b>	<b>(640.8)</b>	<b>-25%</b>
<b>Total Financial Result</b>	<b>(274.8)</b>	<b>(204.5)</b>	<b>34%</b>	<b>(358.4)</b>	<b>(500.1)</b>	<b>-28%</b>



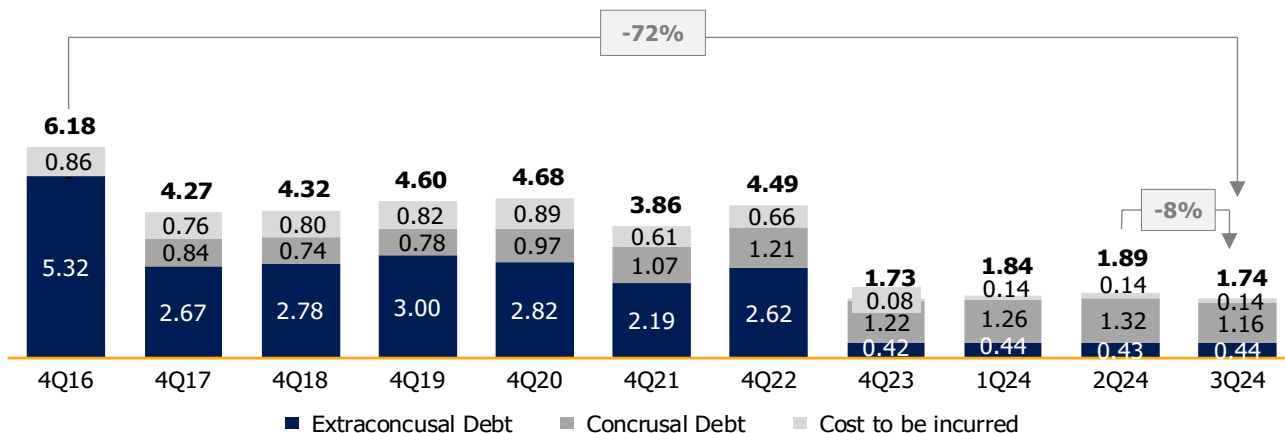


## DELEVERAGING

- Adding extraconcursal debt, concursal debt and cost to be incurred, at the end of 3Q24, the company's "extended" leverage totaled R\$1.7 billion, an 8% reduction compared to 2Q24.
- Regarding the residual amount, we highlight that:
  - Concursal debt matures until 2042 and, as provided for in the reorganization plan, may also be amortized through payments in assets and conversion into equity;
  - Extraconcursal debts are still being renegotiated and may be included in the judicial recovery process over time.

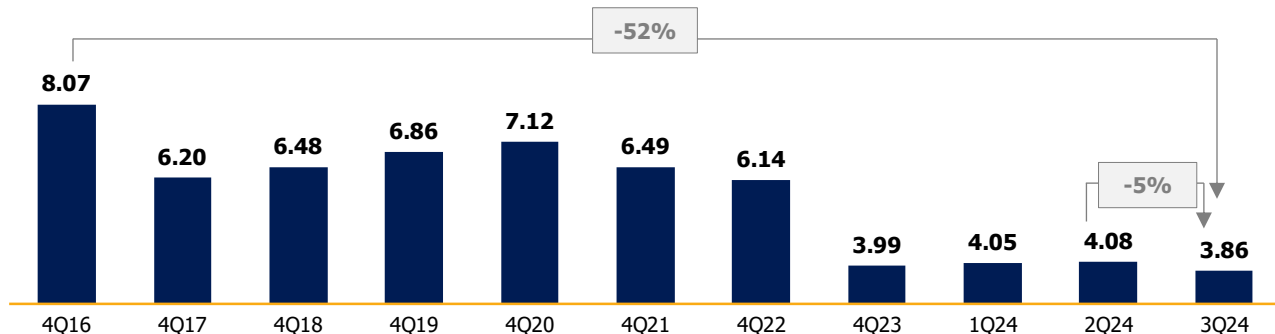
## EXTENDED LEVERAGE - HISTORIC

R\$ billion



## TOTAL LIABILITIES - HISTORIC

R\$ billion



# INCOME STATEMENT

In R\$ million



INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER			YTD		
	3Q24	3Q23	(%) Var.	9M24	9M23	Var. (%)
<b>Operating Gross Revenue</b>						
Real Estate Sales	81,749	51,246	60%	122,419	93,807	31%
Other Operating Revenues	(936)	(278)	n.m.	(3,038)	2,739	n.m.
(-) Revenues Deduction	(2,024)	(2,082)	-3%	(5,927)	(6,041)	-2%
<b>Operating Net Revenue</b>	<b>78,789</b>	<b>48,886</b>	<b>61%</b>	<b>113,454</b>	<b>90,505</b>	<b>25%</b>
Cost of Sold Units	(69,281)	(15,516)	n.m.	(108,198)	(35,564)	n.m.
Interest Expenses	(466)	(613)	-24%	(1,383)	(1,797)	-23%
<b>Cost of sold properties</b>	<b>(69,747)</b>	<b>(16,129)</b>	<b>n.m.</b>	<b>(109,581)</b>	<b>(37,361)</b>	<b>n.m.</b>
<b>Gross Income (loss)</b>	<b>9,042</b>	<b>32,757</b>	<b>-72%</b>	<b>3,873</b>	<b>53,144</b>	<b>-93%</b>
<b>Gross margin</b>	<b>11.5%</b>	<b>67.0%</b>	<b>-55.5 pp</b>	<b>3.4%</b>	<b>58.7%</b>	<b>-55.3 pp</b>
<b>Adjusted gross margin <sup>(1)</sup></b>	<b>12.1%</b>	<b>68.3%</b>	<b>-56.2 pp</b>	<b>4.6%</b>	<b>60.7%</b>	<b>-56.1 pp</b>
<b>Operating Revenues (expenses)</b>						
Equity Income	3	(860)	n.m.	514	520	-1%
General and Administrative	(11,123)	(16,860)	-34%	(38,715)	(49,460)	-22%
Commercial	(8,991)	(9,481)	-5%	(31,330)	(32,561)	-4%
Taxes	(195)	(123)	59%	(338)	(308)	10%
Depreciation & Amortization	(137)	(190)	-28%	(419)	(562)	-25%
Other	(51,356)	(34,766)	48%	(54,945)	(38,644)	42%
Financial Result	(274,758)	(204,356)	34%	(358,421)	(500,027)	-28%
<b>Total operating revenues (expenses)</b>	<b>(346,557)</b>	<b>(266,636)</b>	<b>30%</b>	<b>(483,654)</b>	<b>(621,042)</b>	<b>-22%</b>
<b>Income before taxes</b>	<b>(337,515)</b>	<b>(233,879)</b>	<b>44%</b>	<b>(479,781)</b>	<b>(567,898)</b>	<b>-16%</b>
Income Taxes and Social Contribution	62,978	5,585	n.m.	66,272	(2,080)	n.m.
<b>Income before minority stake</b>	<b>(274,537)</b>	<b>(228,294)</b>	<b>20%</b>	<b>(413,509)</b>	<b>(569,978)</b>	<b>-27%</b>
Minority interest	131	2,630	-95%	3,482	4,372	-20%
<b>Net Income (loss)</b>	<b>(274,406)</b>	<b>(225,664)</b>	<b>22%</b>	<b>(410,027)</b>	<b>(565,606)</b>	<b>-28%</b>
<b>Net margin</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.m.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.m.</b>

(1) Adjusted by interest expenses in cost of sold units and recognition of goodwill

EBITDA	QUARTER			YTD		
	3Q24	3Q23	(%) Var.	9M24	9M23	Var. (%)
Income (loss) before taxes	(337,515)	(233,879)	44%	(479,781)	(567,898)	-16%
(-/+ ) Financial Result	274,758	204,356	34%	358,421	500,027	-28%
(+) Depreciation and Amortization	137	190	-28%	419	562	-25%
(+) Interest Expenses - Cost of Sold Units	466	613	-24%	1,383	1,797	-23%
(-/+ ) Equity Income result	(3)	860	n.m.	(514)	(520)	-1%
<b>EBITDA</b>	<b>(62,157)</b>	<b>(27,860)</b>	<b>n.m.</b>	<b>(120,072)</b>	<b>(66,032)</b>	<b>82%</b>
<b>EBITDA Margin</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.m.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.m.</b>



# CONSOLIDATED BALANCE SHEET

In R\$ million



## ASSETS

ASSET (R\$ '000)	3Q24	2Q24	(%) Var.	4Q23	(%) Var.
<b>Current Assets</b>					
Cash, cash equivalents and short-term investments	28,081	42,099	-33%	61,622	-54%
Accounts receivable	130,303	134,979	-3%	130,220	0%
Properties held for sale	159,540	224,696	-29%	247,668	-36%
Prepaid expenses	402	783	-49%	1,607	-75%
Accounts with related parties	663	5,979	-89%	5,370	-88%
Taxes to recover	10,304	4,186	n.m.	1,999	n.m.
<b>Total Current Assets</b>	<b>329,293</b>	<b>412,722</b>	<b>-20%</b>	<b>448,486</b>	<b>-27%</b>
<b>Noncurrent Assets</b>					
<b>Long-Term</b>					
Accounts receivable	18,776	18,776	0%	19,900	-6%
Properties held for sale	106,372	108,721	-2%	115,407	-8%
Taxes to recover	2,506	8,608	-71%	10,689	-77%
Accounts with related parties	1,331	2,545	-48%	1,299	2%
Accounts with related parties	70,165	62,392	12%	64,652	9%
<b>Total Long-Term Assets</b>	<b>199,150</b>	<b>201,042</b>	<b>-1%</b>	<b>211,947</b>	<b>-6%</b>
<b>Permanent Assets</b>					
Investments	10,296	8,633	19%	7,671	34%
Property and Equipment	689	939	-27%	1,470	-53%
Intangible	1,220	505	n.m.	627	95%
<b>Total Permanent Assets</b>	<b>12,205</b>	<b>10,077</b>	<b>21%</b>	<b>9,768</b>	<b>25%</b>
<b>Total Noncurrent Assets</b>	<b>211,355</b>	<b>211,119</b>	<b>0%</b>	<b>221,715</b>	<b>-5%</b>
<b>Total Assets</b>	<b>540,648</b>	<b>623,841</b>	<b>-13%</b>	<b>670,201</b>	<b>-19%</b>



# CONSOLIDATED BALANCE SHEET

In R\$ million



## LIABILITIES

LIABILITIES AND SHAREHOLDERS' EQUITY (R\$ '000)					
	3Q24	2Q24	(%) Var.	4Q23	(%) Var.
<b>Current</b>					
Loans and financings	111,841	112,508	-1%	113,415	-1%
Debentures	10,152	10,152	0%	10,152	0%
Obligation for the issuance of CCB & CCI	74,148	74,138	0%	74,017	0%
Co-obligation for the issuance of CRI	6,394	5,716	12%	4,953	29%
Suppliers	169,100	152,889	11%	158,648	7%
Payable obligations subject to the Reorganization Plan	84,490	89,876	-6%	85,541	-1%
Property acquisition obligations	327	327	0%	327	0%
Advances from clients	198,177	193,371	2%	196,745	1%
Tax and labor obligations	23,820	26,087	-9%	26,147	-9%
Deferred taxes	13,263	13,446	-1%	13,848	-4%
Income and social contribution taxes	8,935	8,604	4%	7,480	19%
Other provisions for contingencies	190,503	185,690	3%	199,558	-5%
Other Obligations	131,140	142,242	-8%	115,808	13%
<b>Total Current</b>	<b>1,022,290</b>	<b>1,015,046</b>	<b>1%</b>	<b>1,006,639</b>	<b>2%</b>
<b>Long-Term</b>					
Loans and financings	88,884	86,973	n.m.	83,701	6%
Debentures	25,198	24,656	n.m.	23,729	6%
Obligation for the issuance of CCB & CCI	119,996	117,449	2%	113,888	5%
Payable obligations subject to the Reorganization Plan	1,076,487	1,231,476	-13%	1,137,727	-5%
Property acquisition obligations	6,030	5,760	5%	21,417	-72%
Advances from clients	46,292	45,727	1%	40,218	15%
Taxes and contributions payable	43,719	44,371	-1%	45,647	-4%
Accounts with related parties	16,487	15,499	6%	14,820	11%
Deferred taxes	757,268	820,905	-8%	825,811	-8%
Other provisions for contingencies	639,952	660,627	-3%	662,952	-3%
Other Obligations	15,207	14,406	6%	14,195	7%
<b>Total Long-Term</b>	<b>2,835,520</b>	<b>3,067,849</b>	<b>-8%</b>	<b>2,984,105</b>	<b>-5%</b>
<b>Shareholders' equity</b>					
Subscribed capital	6,559,157	6,142,728	7%	6,142,728	7%
Capital reserve	1,236,743	1,236,743	0%	1,236,743	0%
Treasury shares	(255)	(255)	0%	(898)	-72%
Accumulated losses	(11,038,306)	(10,763,900)	3%	(10,628,279)	4%
<b>Minority interest</b>	<b>(74,501)</b>	<b>(74,370)</b>	<b>0%</b>	<b>(70,837)</b>	<b>5%</b>
<b>Total Shareholders' equity</b>	<b>(3,317,162)</b>	<b>(3,459,054)</b>	<b>-4%</b>	<b>(3,320,543)</b>	<b>0%</b>
<b>Total liabilities and shareholders' equity</b>	<b>540,648</b>	<b>623,841</b>	<b>-13%</b>	<b>670,201</b>	<b>-19%</b>

