

RESULTS WEBCONFERENCE 2Q24 AND 6M24

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2Q24 HIGHLIGHTS AND SUBSEQUENT EVENTS

PERSONALix.
SEU ix. COM A SUA CARA!

Financial Result

72% reduction in losses

6M24 vs. 6M23

Net Sales

Increase of 114%

6M24 vs. 6M23

Net Results

60% reduction in losses

6M24 vs. 6M23

Cancellation

38% Reduction

6M24 vs. 6M23

Sale of 2 land plots

that didn't fit the launch strategy

SG&A

10% Reduction

6M24 vs. 6M23

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

Disclosure of the second
Sustainability Report.

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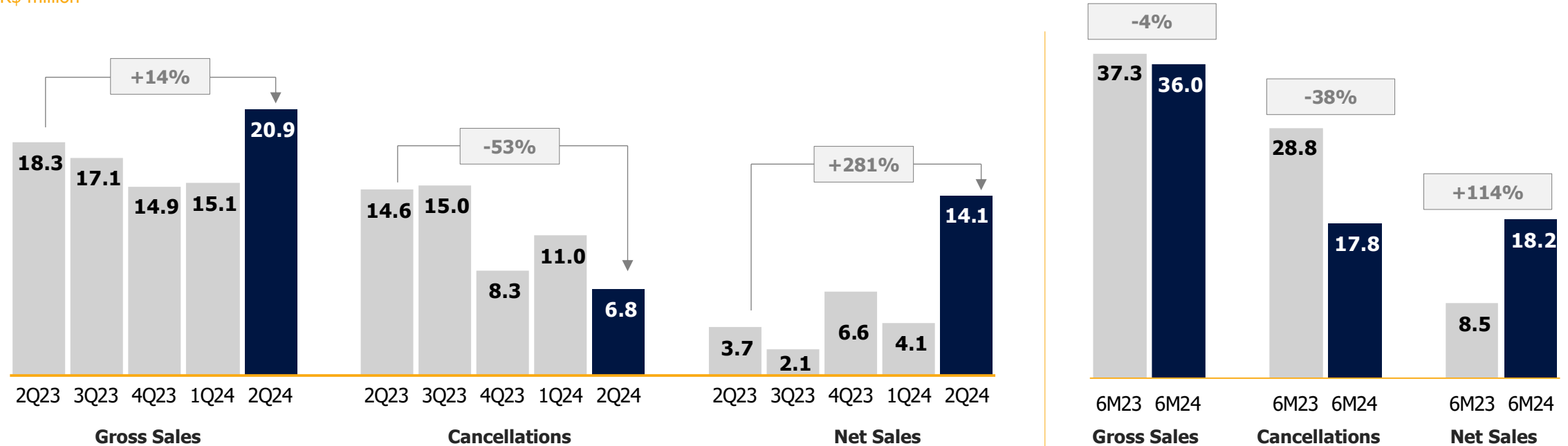
Questions & Answers

OPERATIONAL RESULTS

SALES PERFORMANCE

SALES AND CANCELLATIONS

R\$ million



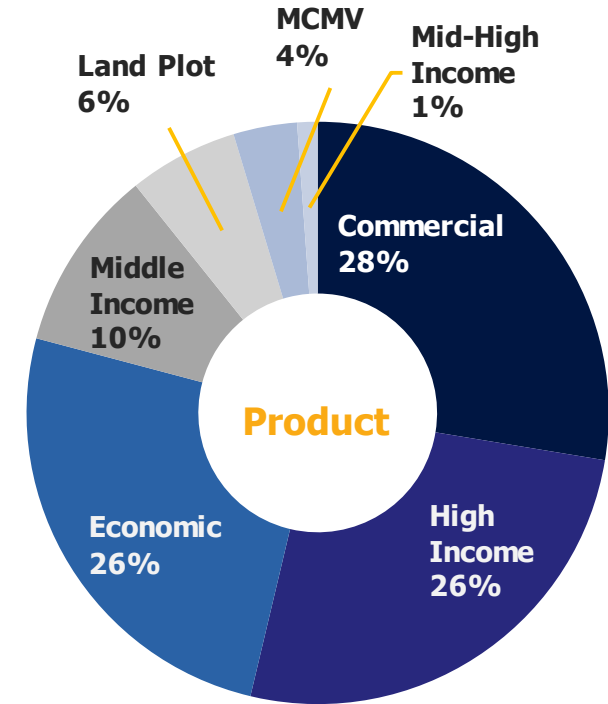
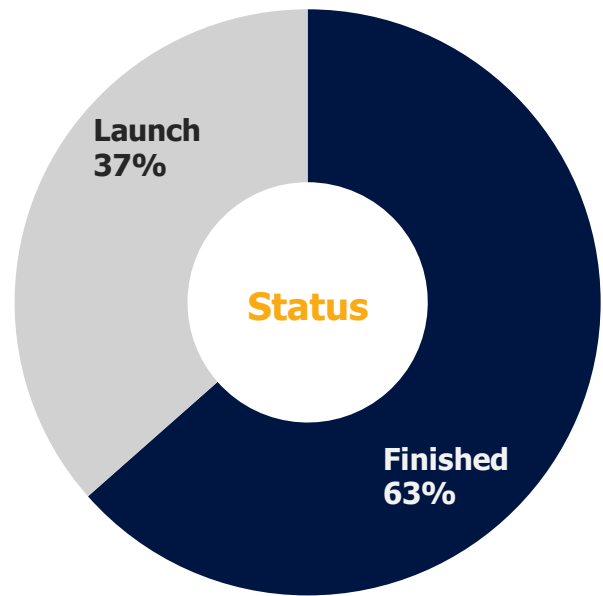
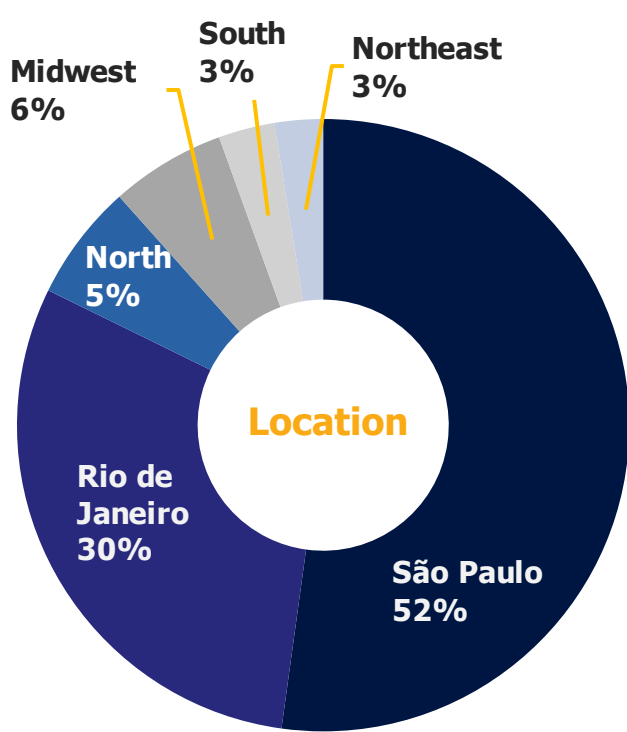
In 2Q24, gross sales totaled R\$20.9 million, 14% higher than 2Q23. Cumulative gross sales for 6M24 reached R\$36 million, 4% below 6M23.

During 2Q24, cancellations amounted to R\$6.8 million, 53% lower than 2Q23. Cancellations totaled R\$17.8 million in 6M24, 38% lower than the amount recorded in 6M23.

Net sales reached R\$14.1 million in 2Q24 and R\$18.2 million in 6M24, representing an increase of 281% and 114% compared to 2Q23 and 6M23, respectively.

OPERATIONAL RESULTS

INVENTORY



At the end of 2Q24, the inventory available for sale totaled R\$370.3 million, 3% below 1Q24 and 27% above 2Q23. This increase was mainly due to the launch of **ix.Santana** in 4Q23

The number of units was reduced by 6% compared to 1Q24 and increased by 4% compared to 2Q23.

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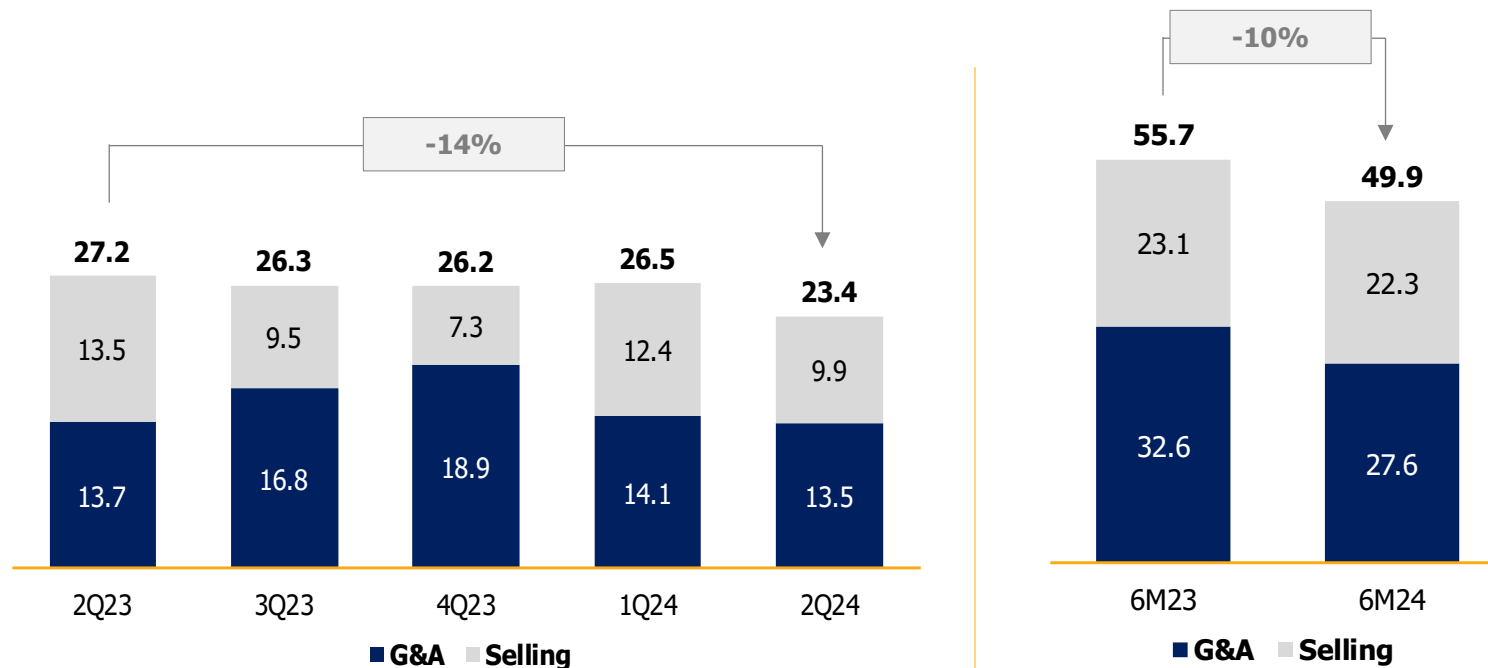
Questions & Answers

FINANCIAL RESULTS

SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (SG&A)

SG&A EVOLUTION

R\$ million



General and Administrative Expenses were reduced by 1% quarter-over-quarter and by 15% year-over-year, this reduction was mainly due to lower expenses for legal advisory.

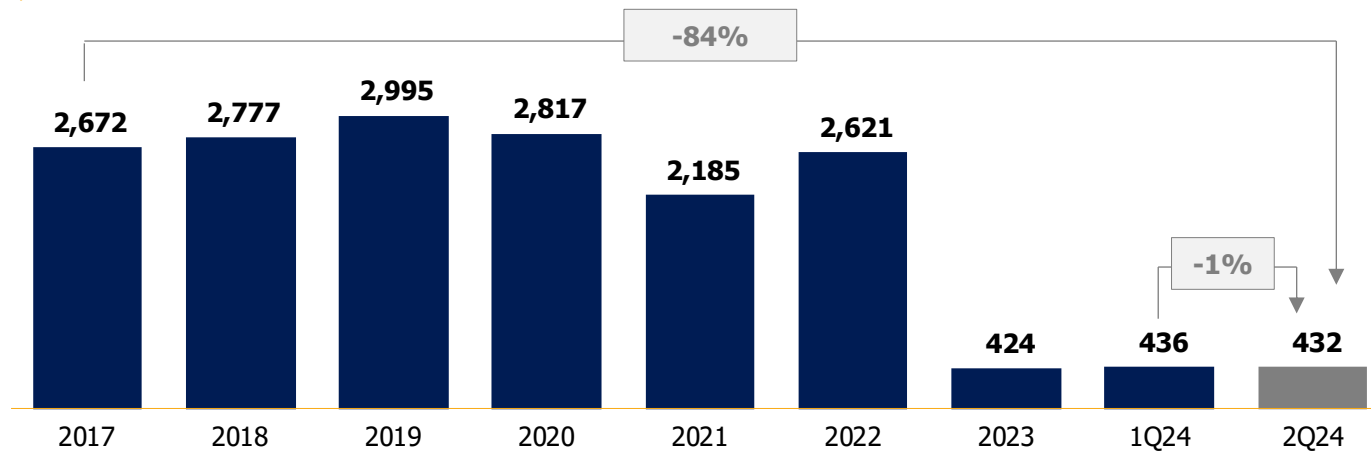
Selling Expenses were reduced by 27% quarter-over-quarter and by 3% year-over-year, This reduction was due to lower expenses with units in inventory.

FINANCIAL RESULTS

EXTRACONCURSAL DEBT

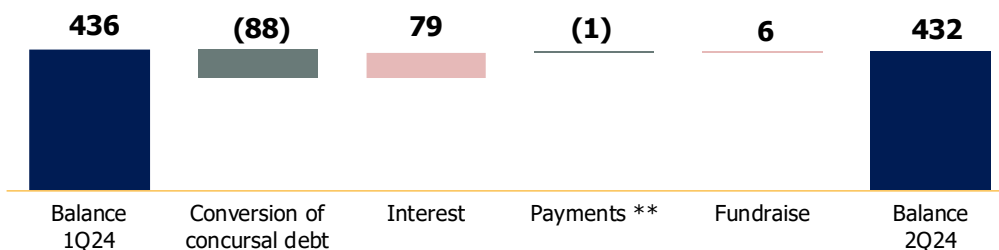
EVOLUTION

R\$ million



QUARTER-ON-QUARTER

R\$ million



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

Extraconcursal debt was reduced by R\$4 million (1%) during 2Q24, mainly due to the transfer of some extraconcursal debts to concursal debt.

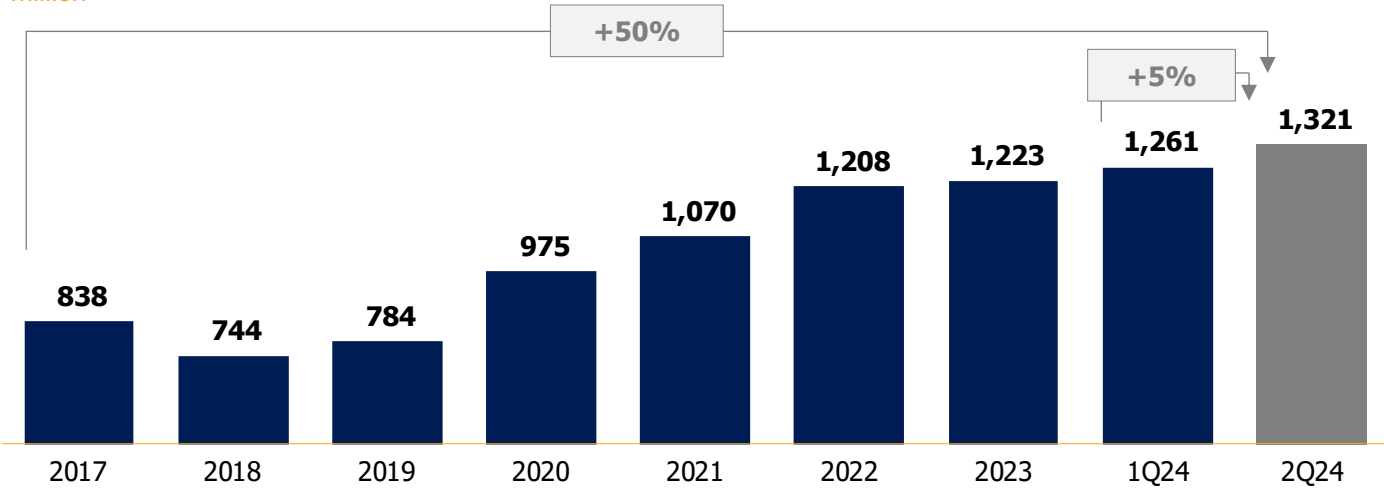
In 6M24 extraconcursal debt increased by R\$8 million (2%) due to the accrued interest during the period .

FINANCIAL RESULTS

CONCURSAL DEBT

EVOLUTION

R\$ million

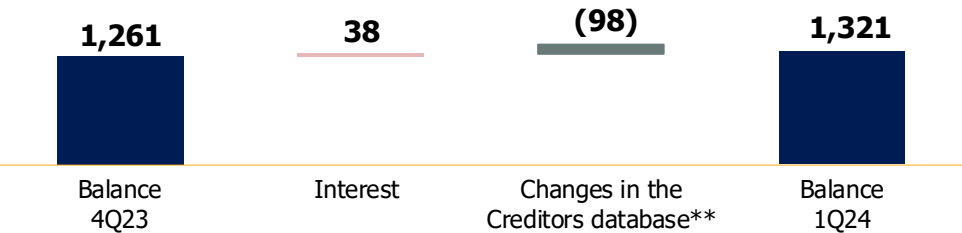


Concursal debt increased by R\$60 million (5%) during 2Q24 and by R\$98 million (8%) in 6M24, this increase was mainly due to the inclusion of new creditors in the Judicial Reorganization process.

In total, considering the capital increases already carried out, payments to creditors, and property transfers made, **the Company has already amortized R\$1.5 billion in concursal debts.**

QUARTER-ON-QUARTER

R\$ million



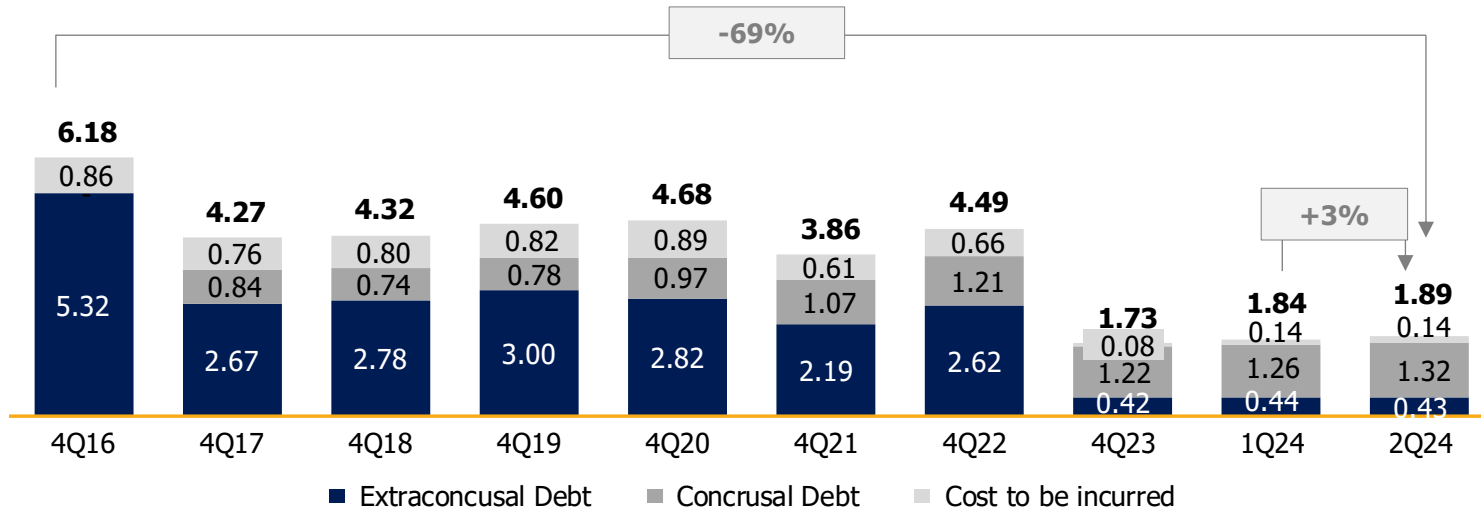
*Refers to new creditor's habilitation, renegotiations, among other movements.

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 1 of the Financial Statements.

FINANCIAL RESULTS DELEVERAGING

EXTENDED LEVERAGE - EVOLUTION

R\$ billion



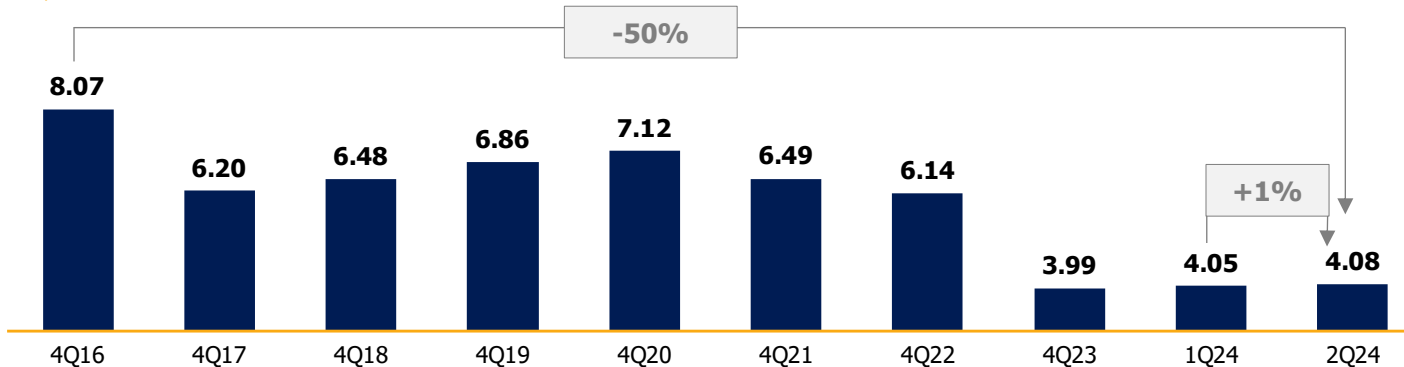
Adding extraconcursal debt, concursal debt and cost to be incurred, at the end of 2Q24, **the company's "extended" leverage totaled R\$1.9 billion.**

Regarding the residual amount, we highlight that:

- i. 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;
- ii. Extraconcursal debts are still being renegotiated and may be included in the judicial recovery process over time.

TOTAL LIABILITIES

R\$ billion



FINANCIAL RESULTS

INCOME STATEMENT

INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER			YTD		
	2Q24	2Q23	(%) Var.	6M24	6M23	Var. (%)
Operating Gross Revenue						
Real Estate Sales	31,811	36,038	-12%	40,670	42,561	-4%
Other Operating Revenues	(1,934)	1,555	n.m.	(2,102)	3,017	n.m.
(-) Revenues Deduction	(2,734)	(2,026)	35%	(3,903)	(3,959)	-1%
Operating Net Revenue	27,143	35,567	-24%	34,665	41,619	-17%
Cost of Sold Units	(32,925)	(14,976)	n.m.	(38,917)	(20,048)	94%
Interest Expenses	(648)	(919)	-29%	(917)	(1,184)	-23%
Cost of sold properties	(33,573)	(15,895)	n.m.	(39,834)	(21,232)	88%
Gross Income (loss)	(6,430)	19,672	n.m.	(5,169)	20,387	n.m.
Gross margin	n.a.	55.3%	n.m.	n.a.	49.0%	n.m.
Adjusted gross margin ⁽¹⁾	n.a.	57.9%	n.m.	n.a.	51.8%	n.m.
Operating Revenues (expenses)						
Equity Income	238	1,225	-81%	511	1,380	-63%
General and Administrative	(13,524)	(13,653)	-1%	(27,592)	(32,600)	-15%
Commercial	(9,940)	(13,537)	-27%	(22,339)	(23,080)	-3%
Taxes	(120)	(109)	10%	(143)	(185)	-23%
Depreciation & Amortization	(149)	(189)	-21%	(282)	(372)	-24%
Other	4,292	16,633	-74%	(3,589)	(3,878)	-7%
Financial Result	(42,310)	(139,908)	-70%	(83,663)	(295,671)	-72%
Total operating revenues (expenses)	(61,513)	(149,538)	-59%	(137,097)	(354,406)	-61%
Income before taxes	(67,943)	(129,866)	-48%	(142,266)	(334,019)	-57%
Income Taxes and Social Contribution	418	(1,907)	n.m.	3,294	(7,665)	n.m.
Income before minority stake	(67,525)	(131,773)	-49%	(138,972)	(341,684)	-59%
Minority interest	(1,218)	801	n.m.	3,351	1,742	92%
Net Income (loss)	(68,743)	(130,972)	-48%	(135,621)	(339,942)	-60%
Net margin	n.a.	n.a.	n.m.	n.a.	n.a.	n.m.

We recorded a financial loss of R\$42.3 million in 2Q24, a 70% decrease over 2Q23. In 6M24, we recorded a financial loss of R\$83.6 million, a 72% decrease over 6M23. The reduction in financial loss is due to the decrease in Company's debt, resulting from the debt recalculation made in 4Q23 and payments made through the conversion of debts into shares.

We recorded a 48% reduction in net loss on a quarterly comparison and a 60% reduction on a half-year comparison.

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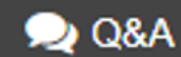
Questions & Answers





QUESTIONS AND ANSWERS (Q&A)

Send us your question, clicking on
the icon on the right down side.



ix. Santana

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August 12, 2024