

**Domo Business – São Bernardo do Campo/SP**



**August 15<sup>th</sup>  
2022**

**2Q22  
Results**

## ❖ Executive Summary

## ❖ Financial and Operating Results

Sales Performance

Inventory

SG&A

Debts not subjected to the Reorganization Plan

Debts subjected to the Reorganization Plan

Income Statement

Deleveraging

## ❖ New Brand – ix. Incorporadora

## ❖ Future Launch



Corcovado  
Rio de Janeiro/RJ

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# Executive Summary

## 2Q22 Highlights



### 6M22 Highlights

**Net profit of R\$398.5 million in 6M22**, compared to a loss of R\$505 million in 6M21

**G&A had an expressive reduction of 48% YoY**

**Reduction of R\$572.8 million (81%) in other payables and of R\$448.3 million in total liabilities over the 6M22.**

**Selling expenses were reduced by 22% from 6M22 to 6M21.**

**Positive financial results of R\$222.7 million in 6M22**

**Since the beginning of the Company's Reorganization Plan, debts amortization totaled R\$709 million**

### Subsequent Events

**Approval of capital increase, amounting to R\$409.7 million**

**Launch of the new brand ix. incorporadora**

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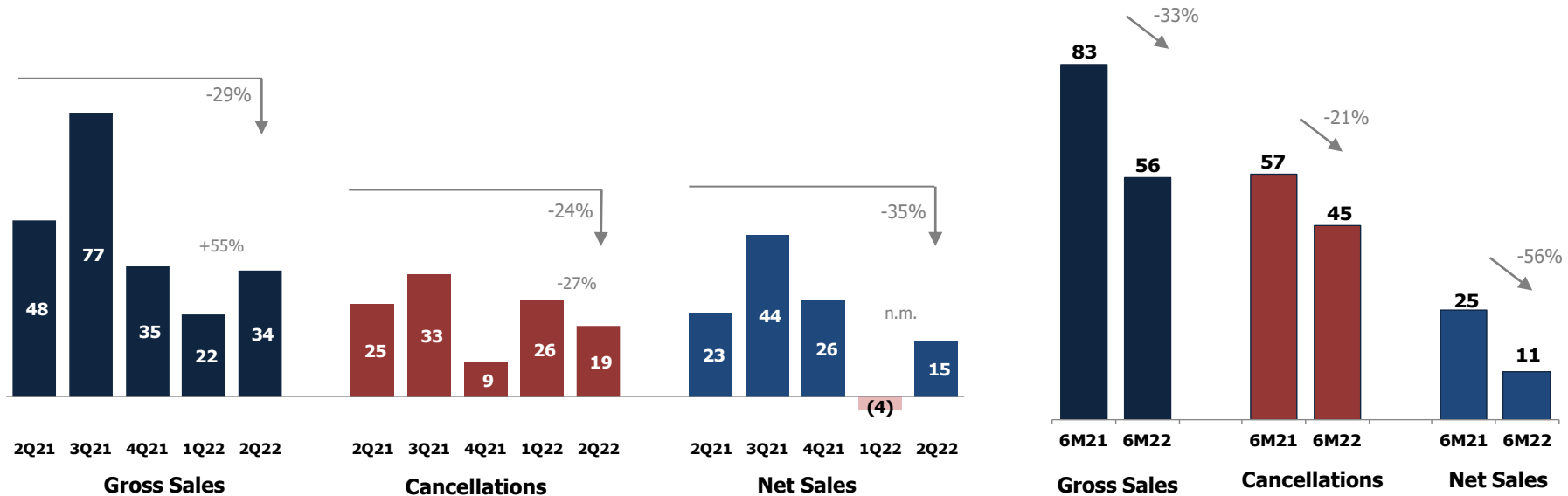


# Financial and Operational Results

## Sales Performance



Gross Sales, Cancellations and Net Sales - R\$ million



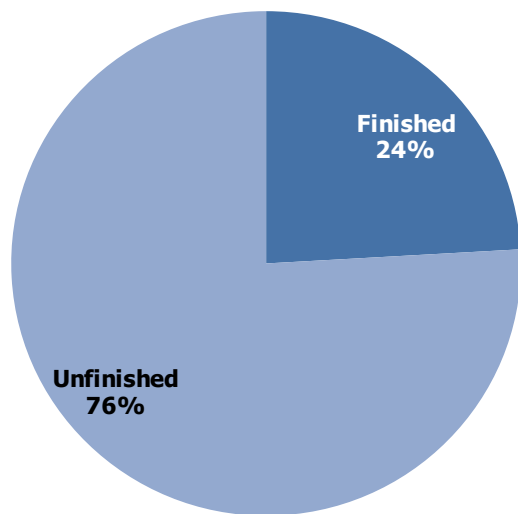
- ❖ In 2Q22 gross sales totaled R\$34 million, an 29% decrease over 2Q21. Year-to-date gross sales totaled R\$56 million, a 33% decrease over 6M21. This result, despite the reduction, is in line with the target established for the year. The focus on the sale of units that generates free cash inflow remains unchanged.
- ❖ During 2Q22 cancellations amounted to R\$19 million, 24% lower than in 2Q21. They totaled R\$45 million in 6M22, 21% lower than 6M21. As we have often pointed out, cancellations are an important increase the volume of units available for sale.
- ❖ Net sales totaled R\$15 million in 2Q22 and R\$11 million year-to-date.

# Financial and Operational Results

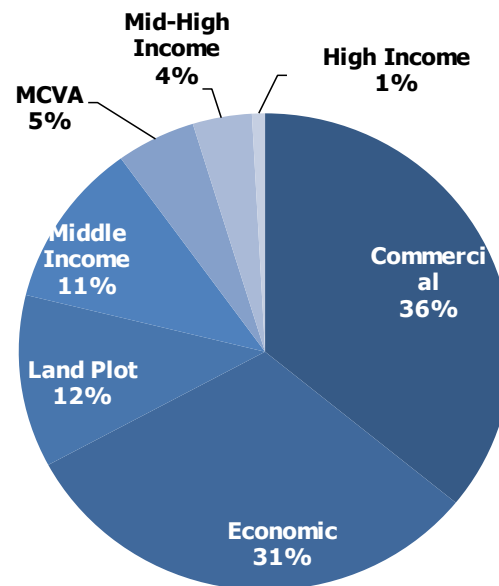
## Inventory



Inventory by status of conclusion – % of PSV



Finished inventory by product – % of PSV

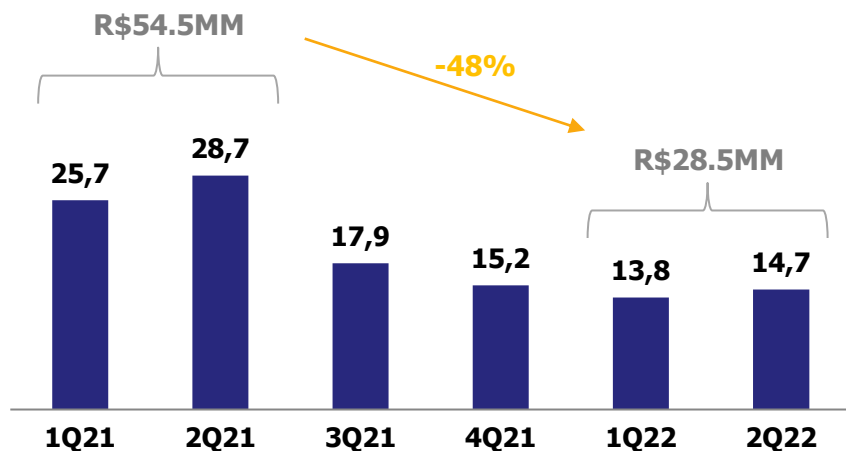


- ❖ The Company's total inventory at market value at the end of 2Q22 was R\$1,319 million. Of this total, 24% of the inventory (R\$318 million) is already concluded.
- ❖ Characteristics of the concluded inventory:
  - 78% is located in São Paulo and Rio de Janeiro;
  - 48% is concentrated in residential products (excluding Casa Verde e Amarela, land plots and commercial).

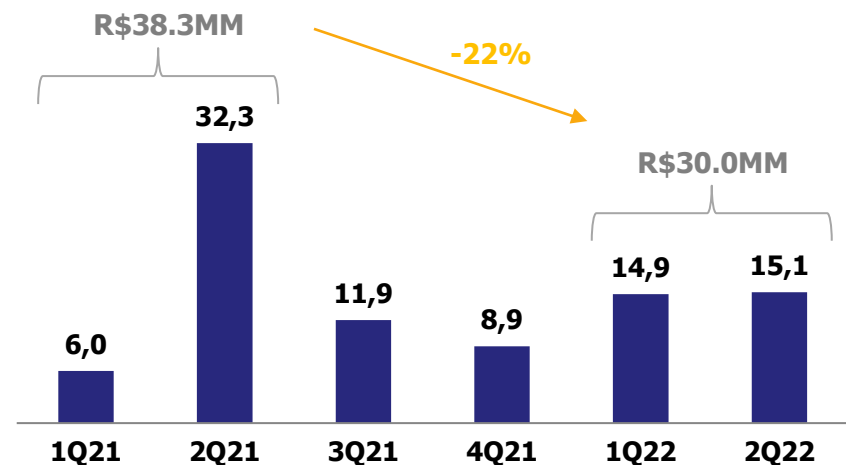
# Financial and Operational Results

## Selling, General & Administrative Expenses

### G&A



### Selling expenses



- ❖ General and Administrative Expenses were reduced by 49% quarter on quarter and 48% year-on-year. The reduction was mainly due to lower expenses with legal and financial consulting.
- ❖ Commercial expenses were reduced by 53% on a quarter-on-quarter basis and 22% year-on-year. The reduction was mainly due to lower costs for the units in inventory.
- ❖ As a result, general and administrative expenses, added to commercial expenses (SG&A), were reduced by 51% quarter-on-quarter and 37% year-on-year.
- ❖ We closed 2Q22 with a total of 147 employees.

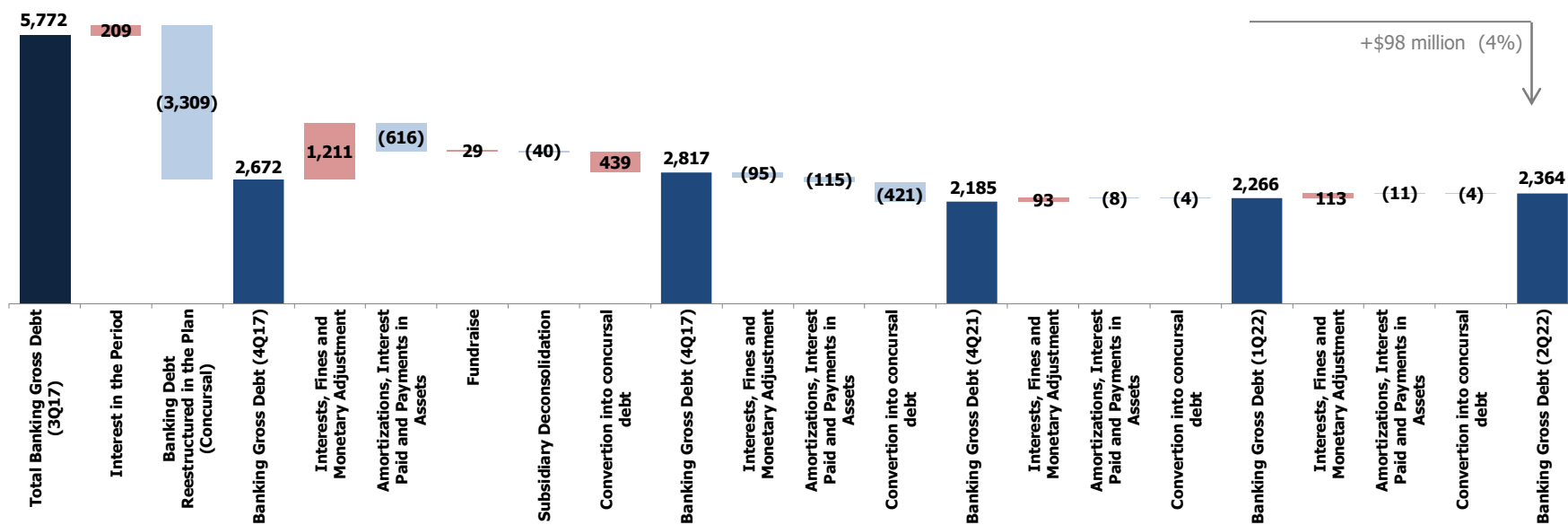


# Financial and Operational Results

## Indebtedness (Extraconcursal)



### Indebtedness (Extraconcursal) Variation – R\$ million



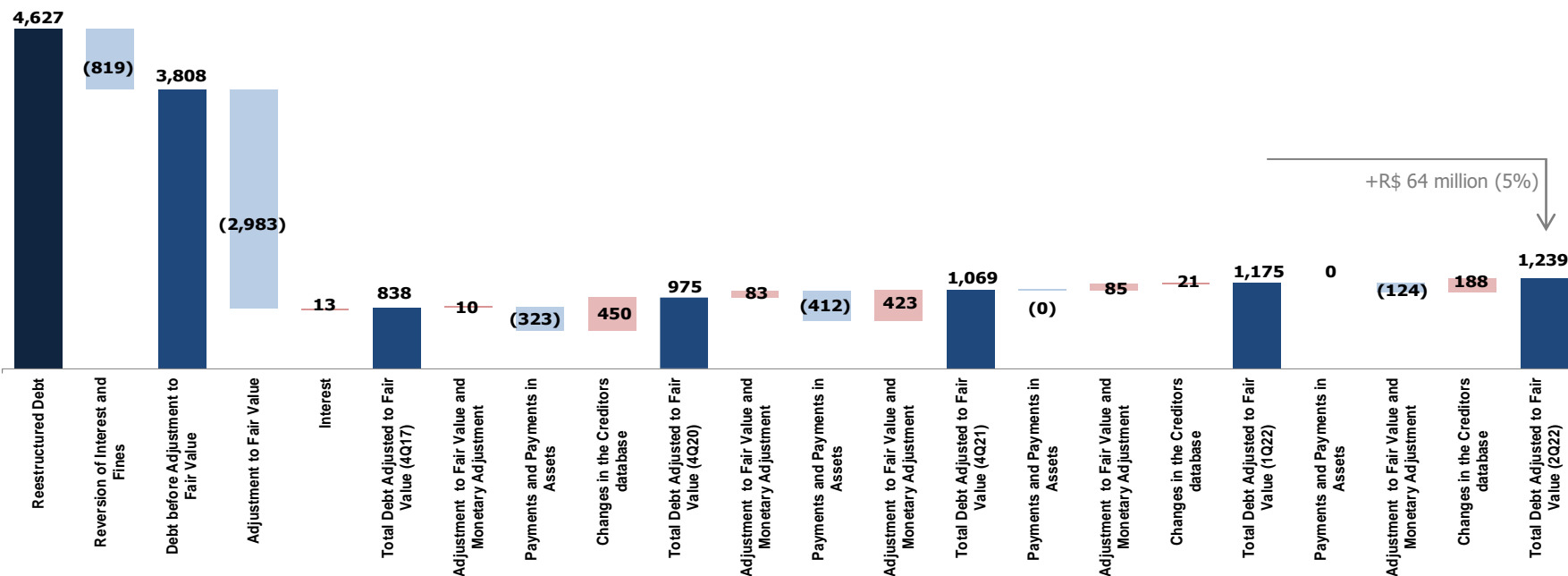
- ❖ The gross debt increased by R\$98 million (4%) during the 2Q22 and 8% year-to-date. This increase was mainly due to interest accrued in the period.
- ❖ Considering the reduction registered in cash and cash equivalents, net debt increased by R\$106 million (5%) during the quarter.

# Financial and Operational Results

## Indebtedness (Concursal)



### Indebtedness (Concursal) Variation – R\$ million

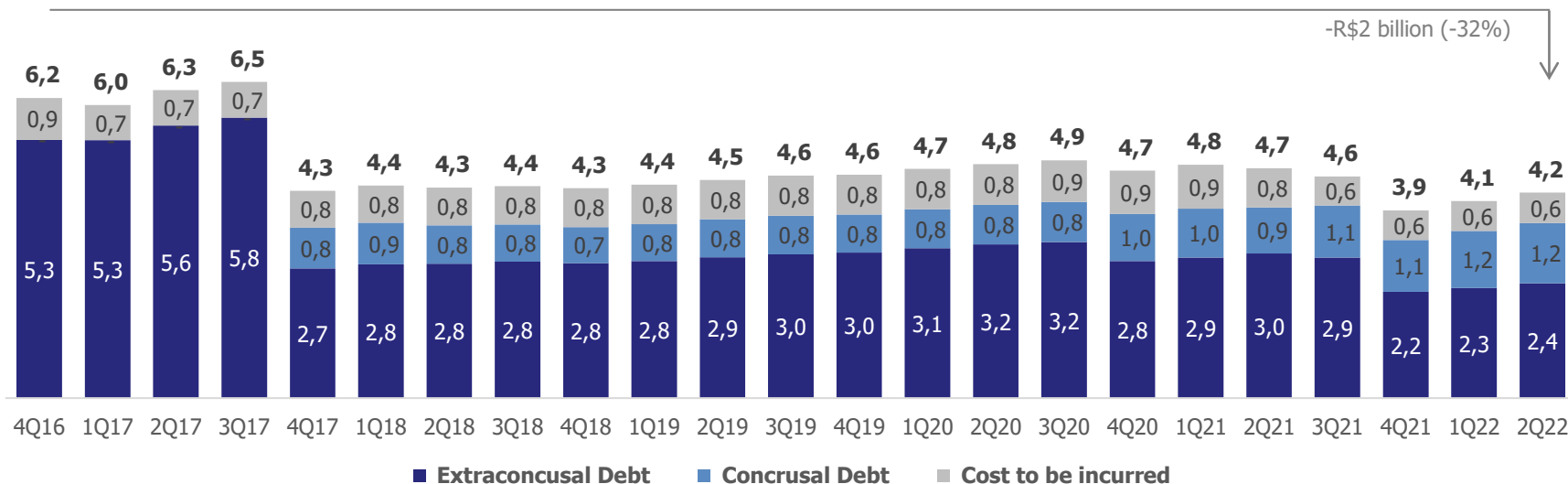


- ❖ The concursal debt increased by R\$64 million (5%) during the 2Q22 and by 16% year-to-date. This increase was mainly due to new credits qualifying for judicial reorganization.
- ❖ In total, considering the capital increase, the payments and payments in assets, the company has already amortized R\$709 million of concursal debts.

# Financial and Operational Results

## Deleveraging

### Extended leverage – R\$ billion



### Total liabilities – R\$ billion



# Financial and Operational Results

## Income Statement

| INCOME STATEMENTS (R\$ '000) - IFRS         | QUARTER         |                  |                   | YTD             |                  |                   |
|---|-----------------|------------------|-------------------|-----------------|------------------|-------------------|
|   | 2Q22            | 2Q21             | (%) Var.          | 6M21            | 6M20             | (%) Var.          |
| <b>Operating Gross Revenue</b>              |                 |                  |                   |                 |                  |                   |
| Real Estate Sales                           | 46,737          | 145,832          | -68%              | 58,847          | 236,285          | -75%              |
| Other Operating Revenues                    | 1,771           | (37,273)         | n.m.              | 3,048           | (32,995)         | n.m.              |
| (-) Revenues Deduction                      | (5,856)         | (5,156)          | 14%               | (11,427)        | (6,996)          | 63%               |
| <b>Operating Net Revenue</b>                | <b>42,652</b>   | <b>103,403</b>   | <b>-59%</b>       | <b>50,468</b>   | <b>196,294</b>   | <b>-74%</b>       |
| Cost of Sold Units                          | (40,540)        | (94,450)         | -57%              | (48,495)        | (168,323)        | -71%              |
| Interest Expenses                           | (1,957)         | (8,125)          | -76%              | (1,828)         | (14,791)         | -88%              |
| <b>Cost of sold properties</b>              | <b>(42,497)</b> | <b>(102,575)</b> | <b>-59%</b>       | <b>(50,323)</b> | <b>(183,114)</b> | <b>-73%</b>       |
| <b>Gross Income (loss)</b>                  | <b>155</b>      | <b>828</b>       | <b>-81%</b>       | <b>145</b>      | <b>13,180</b>    | <b>-99%</b>       |
| <b>Gross margin</b>                         | <b>0.4%</b>     | <b>0.8%</b>      | <b>-0.4 pp</b>    | <b>0.3%</b>     | <b>6.7%</b>      | <b>-6.4 pp</b>    |
| <b>Adjusted gross margin <sup>(1)</sup></b> | <b>5.0%</b>     | <b>8.7%</b>      | <b>-3.7 pp</b>    | <b>3.9%</b>     | <b>14.2%</b>     | <b>-10.3 pp</b>   |
| <b>Operating Revenues (expenses):</b>       |                 |                  |                   |                 |                  |                   |
| Equity Income                               | (560)           | (1,276)          | -69%              | (374)           | (1,218)          | -69%              |
| General and Administrative                  | (14,591)        | (28,789)         | -39%              | (28,342)        | (54,455)         | -48%              |
| Commercial                                  | (15,064)        | (32,304)         | -25%              | (29,961)        | (38,341)         | -22%              |
| Taxes                                       | (6,828)         | (617)            | n.m.              | (8,374)         | (1,259)          | n.m.              |
| Depreciation & Amortization                 | (171)           | (154)            | 28%               | (375)           | (301)            | 25%               |
| Other                                       | 40,137          | (51,162)         | 28%               | (38,079)        | (125,307)        | -70%              |
| Financial Result                            | 395,931         | (322,706)        | n.m.              | 222,662         | (448,310)        | n.m.              |
| <b>Total operating revenues (expenses)</b>  | <b>398,854</b>  | <b>(437,008)</b> | <b>n.m.</b>       | <b>117,157</b>  | <b>(669,191)</b> | <b>n.m.</b>       |
| <b>Income before taxes</b>                  | <b>399,009</b>  | <b>(436,180)</b> | <b>n.m.</b>       | <b>117,302</b>  | <b>(656,011)</b> | <b>n.m.</b>       |
| Income Taxes and Social Contribution        | (48,021)        | 152,221          | n.m.              | 278,598         | 151,129          | 84%               |
| <b>Income before minority stake</b>         | <b>350,988</b>  | <b>(283,959)</b> | <b>n.m.</b>       | <b>395,900</b>  | <b>(504,882)</b> | <b>n.m.</b>       |
| Minority interest                           | 1,105           | (660)            | n.m.              | 2,577           | (22)             | n.m.              |
| <b>Net Income (loss)</b>                    | <b>352,093</b>  | <b>(284,619)</b> | <b>n.m.</b>       | <b>398,477</b>  | <b>(504,904)</b> | <b>n.m.</b>       |
| <b>Net margin</b>                           | <b>825.5%</b>   | <b>-275.3%</b>   | <b>1,100.8 pp</b> | <b>789.6%</b>   | <b>-257.2%</b>   | <b>1,046.8 pp</b> |

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

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CONSTRUINDO  
MELHORES  
EXPERIÊNCIAS



### **We are efficient**

Efficiency is the fundamental principle that has made our evolution possible, improving our operation and making things easier and simpler for people. And technology is one of the great means of doing this.

### **We are committed**

**ix.** imagines, understands and predicts all the delicate moments of each client's process, and has a solution to support and guide those in need. We are committed to always provide the best experience.

### **We are experienced**

We know how to build. And our years of experience have brought us the market knowledge and know-how to keep improving, always seeking to optimize our processes and our client's experience.



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- ❖ We are still planning to launch in the second half of the year.
- ❖ The projected launch has a potential PSV of approximately R\$60 million, with estimated prices between R\$300 thousand and R\$350 thousand per unit, and is located in Tatuapé, in the east side of São Paulo.
- ❖ This launching will already be held under the new brand, **ix. Incorporadora**, bringing together our new attributes, our experience, relocating the client as the focus of all operations.
- ❖ Still about launches, we have two more projects in the approval process, amounting to a VGV of approximately R\$100 million, both in the metropolitan region of São Paulo, expected to be launched in 2023.

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